



Mobile  
Chamber

## 2022 ANNUAL REPORT



# Our goal is to help you pursue yours. It's that simple.

At Merrill, we'll help you get ready for the future with a financial approach that's designed for you.



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# PAGE & JONES

— 1892 —————→

## SERVING INTERNATIONAL SHIPPERS FOR 130 YEARS

- AEROSPACE
- AUTOMOTIVE
- CHEMICALS
- ELECTRONICS
- FOOD & BEVERAGE
- FOREST PRODUCTS
- FURNITURE
- GENERAL & BULK CARGO
- MACHINERY
- STEEL
- TEMPERATURE CONTROLLED





# OUR MISSION

To serve as a progressive advocate for business needs to promote the Mobile area's economic well-being.

The Mobile Chamber will be the leading catalyst for economic expansion in the Mobile area, building more opportunity and an enhanced quality of life for its citizens.



2022 was a year to remember! We have always believed that our region was poised for greatness, and now is our time. The quality of people and place, coupled with regional collaboration from Mobile's leaders in business, government, nonprofits and education, allowed us to rise to the challenge. When historians look back on 2022, it truly will be seen as the beginning of Mobile's golden age.

The stage was set when last March, Alabama's congressional delegation steered more than \$1 billion to Mobile. The spending bills directed more than \$600 million for new ships at Austal USA, \$300 million for port, airport and rail improvements, and \$60 million for construction at USA's College of Medicine.

In 2022, the Port of Mobile, with an \$85 billion impact, was named the fastest growing container terminal in the United States over the past five years.

A groundbreaking was held for the Mobile International Airport. This new airport, which is expected to open in 2025, will shift commercial airline operations from west Mobile to a location that is minutes from downtown and in closer proximity to major interstates and our downtown and industrial base.

Speaking of aviation, Airbus announced the addition of a third Final Assembly Line, putting Mobile on track to become the fourth largest city for commercial aviation in the world.

Austal continues to grow by leaps and bounds. Last spring, it opened its new steel line, which has proven to be transformative. Steel shipbuilding will ensure its ability to continue to grow jobs and support the 314 suppliers in Mobile that directly and indirectly help sustain 15,000 jobs in the state.

All of that culminated with the December announcement that the I-10 Mobile River Bridge and Bayway project will become a reality, resolving what has become the worst bottleneck on the I-10 corridor.

With continued growth in jobs and investments and third-party business rankings for "Best Foreign Direct Investment (FDI) Strategy," "Best Business Climate," and "Top 20 Seaport Communities," Mobile has become a globally significant player in multiple industry sectors.



Over the past year, our work expanded through the addition of 287 new members and 49 new Partners for Growth investors. Of the more than 1,600 Chamber members, 95% are small businesses with fewer than 100 employees. We recognize the importance of nurturing our small and existing businesses that are the engine of the Mobile area's job growth. Through programs and seminars as well as the addition of our Business Development Navigator, we connect small businesses to resources to help them grow and prosper.

As we kick off our 187th year, we are thankful for each of you – leaders who have embodied the Chamber's purpose of creating economic prosperity by facilitating community leadership.

Never has Mobile held such promise. Together, let's seize this

A handwritten signature in black ink, appearing to read "Bradley Byrne".

Bradley Byrne  
President and CEO, Mobile Chamber

A handwritten signature in black ink, appearing to read "Brent Barkin".

Brent Barkin  
Chair, Board of Directors

## 2023 EXECUTIVE COMMITTEE

**Brent Barkin**

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*Chair*

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**Bradley Byrne**

President and CEO  
*Mobile Chamber*

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Volkert Inc.  
*Vice Chair of Communications*

**Matt White**

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Memorial Park*

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**Richard Stimpson**

*Leavell Investment Management Inc.*

**Christian White**

*Regions Bank*





# BOARD OF ADVISORS

As our highest dues-paying members, investors at the Board of Advisors level recognize the relationship between the prosperity of the region and the success of their own businesses. At this level, our members collaborate with other influencers in the region, gaining greater visibility and expanding their market through increased access to area leaders. These members value a "seat at the table" and being part of the conversation shaping our city.

**22nd State Bank**  
Steve Smith

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James Thomasson

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Gulf Coast LLC**  
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**AM/NS Calvert**  
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Marie Kline

**Anchor QEA**  
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**Arcadis U.S.**  
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Jenny Klein

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**Autry Greer & Sons Inc.**  
Jan Greer Endfinger

**Avizo Group**  
Diane Anderson

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Witt Ruffin

**BankPlus**  
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**Bay Landscaping Inc.**  
Hank Parker

**BCM Moring Co. Inc.**  
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**Berg Spiral Pipe Corp.**  
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& Co. Inc. REALTORS**  
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*Patricia Esfeller*

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**Fausak Tires & Service**

*Chris Fausak*

**First Horizon**

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**Grayson Air Conditioning Inc.**

*Richard Ridge*

**Great Southern Wood  
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*Scott Croft*

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*Billy "Bud" McCrory*

**Mobile Asphalt Co. LLC**

*Mark Mostellar*

**Mobile Bar Pilots LLC**

*Patrick J. Wilson*

**Mobile County Commission**

*Connie Hudson*

**Mobile Fixture and Equipment Co. Inc.**

*Leigh Thompson*

**Mobile Paint Manufacturing**

*Company Inc.*

**Mobile Rosin Oil Co. Inc**

*Mikell Taylor*

**Mobile Symphony Inc.**

*Celia Mann Baehr*

**Morale Resource**

*Gia Wiggins PhD, SPHR, SHRM – SCP*

**Mott MacDonald**

*Katie Parker, PE*

**Myer Companies**

*David Myer*

**Navigator Credit Union**

*Sonya Jarvis*

**Norton Lilly International**

*Alvaro David*

**Nudraulix Inc.**

*Bob Slaughter*

**Old Shell Road Management**

*Shawn Hunter*

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*Tamara Weinert*

**Outside Chief Legal LLC**

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**Page & Jones Inc.**

*Michael Lee*

**PCH Hotels & Resorts Inc.**

*James Buckalew*

**Perdido Trucking Service LLC**

*Huston Hollister*

**Performance Contractors Inc.**

*Scott Rothermel*

**Persons Services Corp.**

*Wes Cooke*

**Petra Risk Management Services**

*Todd LaCour*

**Phelps Dunbar LLP**

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*W. Davis Pilot Jr.*

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**PNC Bank**

*Rusty Shaw*

**Poarch Band of Creek Indians**

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**Pond & Company Inc.**

*James "Jim" Davis*

**Port City Industrial LLC**

*Jamie Tapia*

**PowerSouth Energy**

*Horace Horn Jr.*

**Premier Medical Group Inc.**

*James Hartman III CPA COE*

**Prism Systems Inc.**

*Keith Jones*

**Providence Hospital**

*Todd Kennedy*

**Quality Valve Inc.**

*Jody Dunn*

**Quincy Compressor**

*Mike Campbell*

**Radcliff Real Estate**

*George Radcliff*

**Rayford & Associates Inc.**

*Forress Rayford Jr.*

**Ray-Mont Logistics Mobile Inc.**

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**Red Cross of South Alabama**

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**Regions Bank**

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**Renasant Bank**

*Mark Fillers*

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*Douglas Thomas*

**Robert J. Baggett Inc.**

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**Rogers & Willard Inc.**

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*Leland Moore Jr.*

**SA Recycling LLC**

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**Saad Development Corp.**

*Gregory Saad*

**Safety Plus Inc.**

*Taylor Engerson*

**Sarralle**

*Ion Arregi*

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**Seabulk Towing**

*Nikki Hocutt*

**Service Master Advanced Cleaning & Restoration**

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**ServisFirst Bank**

*Bibb Lamar Jr.*

**Sherwin Williams Co.**

*Dean Minto*

**Shoe Station Division of Shoe Carnival**

*Kerry Jackson*

**Signature Flight Support**

*Paul Pintado*

**Silver Ships**

*Steven Clarke*

**Sirote & Permutt PC**

*Shirley Justice*

**SmartBank**

*Steve Rockwell*

**SOS Mobile Medical**

*Jason Gulledge*



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Jose Severin

**Southern Earth Sciences**  
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**Spire**  
Karl Ficken

**Spring Hill College**  
Mary H. Van Brunt, Ph.D.

**Springhill Medical Center**  
Jeffery St. Clair

**SSAB – Special Steels**  
Andrew Bramstedt

**St. Paul's Episcopal School**  
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**Stewart and Whatley Builders**  
Tyler Whatley

**Synovus**  
Tyrone Fenderson Jr.

**Tate & Lyle Sucralose LLC**  
George Parten

**TC Boiler Inc.**  
John Barton

**T Marie's Ristorante Italiano**  
Tammy Marie

**Tensaw Land & Timber Co. Inc.**  
Riley Smith

**Termac Construction Inc.**  
Conan Terrell

**Thames Batré Insurance**  
Allen Ladd

**The American Equity Underwriters Inc.**  
Adele Hapworth

**The Cowart Group**  
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**The First, A National Banking Assoc.**  
John Erwin

**The Hiller Companies**  
Jeff Birch

**The Net Effect LLC**  
Glenda Snodgrass

**The Orthopaedic Group PC**  
Ryan Beale

**The SSI Group LLC**  
Diana Allen

**The University of Alabama at GulfQuest**  
Dana George

**Thomas Industries Inc.**  
Derek Thomas

**Thompson Engineering Inc.**  
Eliska Morgan

**TriNova Inc.**  
Chad Green

**Truist Bank**  
Edward O'Gwynn III

**Trustmark**  
BJ Griswold

**Turner Supply Co.**  
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**Union Home Mortgage**  
Tammy Watley

**Uniti Fiber**  
Andy Newton

**University of Mobile**  
Lonnie Burnett

**University of South Alabama**  
Jo Bonner

**UOP LLC, A Honeywell Co.**  
Kevin Jordan

**USA Foundation**  
Maxey Roberts

**USA Health**  
Owen Bailey

**Vertex Refining Alabama LLC**  
Wesley Mock

**Visit Mobile**  
David Clark

**Volkert Inc.**  
Thomas Hand

**VT Mobile Aerospace Engineering Inc.**  
Stephen Lim

**Walmart Logistics**  
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**Warren Averett LLC**  
Phillip Rivers, CPA

**Waste Management**  
Holley Gordon

**Wells Fargo**  
Johnny Seals

**Wesco Gas & Welding Supply Inc.**  
Jenny McCall

**Westminster Village**  
Joseph Meadows

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**White-Spunner Realty Inc.**  
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**Wright Transportation**  
Daniel Wright

**Zarzour Companies Commercial Real Estate Services**  
Tiffany Gushwa

**Zarzour Companies Commercial Real Estate Services**  
Matt Zarzour

# ECONOMIC DEVELOPMENT

The Mobile Chamber's economic development team and Team Mobile continued to work throughout 2022 positioning Mobile as a premier location for businesses looking to relocate, build or expand. Their collaborative efforts brought attention to Mobile and earned Mobile national recognition for its commitment to creating jobs and fueling economic growth.

Mobile, as well as the State of Alabama, continue to be recognized nationally for a commitment to facilitating economic growth and job creation. *Area Development* ranked Alabama No. 6 overall in its 2022 "Top States for Doing Business" analysis, the same as the previous two years. The magazine also ranked Alabama No. 4 for the overall cost of doing business. *U.S. News & World Report* ranked Mobile as No. 4 for best place to live in Alabama and No. 15 for safest place to live. It also ranked five of Mobile County's public schools among the best in state. *Construction Coverage* ranked Mobile No. 6 for midsize metro where manufacturing is thriving.







## JOBS AND INVESTMENT

# 2022 SCORECARD

## 1,342

NEW JOBS

## \$62,275

AVERAGE SALARY

## \$1,277,789,734

CAPITAL INVESTMENT

## INDUSTRY SECTORS

- CHEMICAL
- AEROSPACE
- LOGISTICS
- MANUFACTURING
- ENTERTAINMENT

# 2022 ECONOMIC DEVELOPMENT HIGHLIGHTS

**Evonik** announced plans to build a plant on-site to produce methyl mercaptan, which is used to manufacture its MetAmino (DL-methionine) product. Methionine is used in livestock farming to feed animals in a healthy and sustainable manner. The site currently receives raw materials from third-party suppliers to produce methionine. The new plant is scheduled to come online in the second half of 2024. The project will strengthen the Mobile site and set it apart as a global, best-in-class methionine hub for reliable and cost-optimized supply to markets in the Americas.

**DC Safety**, a first-aid kit manufacturer for the automotive market, is relocating its manufacturing operations from upstate New York. The company will be the first tenant of the South Alabama Logistics Park. This 1,300-acre master-planned industrial park will be home to warehousing, logistics and light manufacturing operations.

**Averitt Express** is moving from its existing facility on Rangeline Road to a new operation at the South Alabama Logistics Park. Existing employment will be retained, and additional jobs will be created due to this investment to support the anticipated growth.

**Austal USA** cut the ribbon on its new, state-of-the-art steel manufacturing facility in April. The addition of the steel shipbuilding capability complements the company's well-established aluminum shipbuilding expertise. With the \$100 million investment, Austal constructed a new 117,000-square-foot manufacturing facility, a 60,000-square-foot stock yard, and a 19,500-square-foot paint facility. In June, Austal announced a \$3.3 billion multi-ship contract for the U.S. Coast Guard offshore patrol cutter.

**Airbus Americas** announced plans to expand their current facility at the Mobile Aeroplex at Brookley. The project represents the addition of a third Final Assembly Line to support increased production of Airbus' A320 family of single-aisle passenger aircraft. An estimated 1,000 new jobs will be created with this expansion.

**APM Terminals** will be expanding their dock operations at the Port of Mobile. After the Alabama Port Authority prepares the project site, APM will locate two ship-to-shore cranes (bringing the total ship-to-shore crane count to six cranes).

**Canfor Southern Pine** will be developing a new state-of-the-art sawmill for manufacturing and processing wood products in Axis, off Highway 43. The new sawmill will be replacing the company's existing facility in Mobile. The new facility is expected to produce 250-million board feet per year, resulting in approximately \$85 million annually brought into the community through local expenditures.

**Topgolf**, a leading golf entertainment venue with more than 70 locations, announced plans to build a multi-story complex at McGowin Park. The Mobile location will be the third in Alabama and is expected to open in late 2023.

**Great Southern Wood** is expanding the existing Great Southern Wood Treatment facility in Mobile County. The project is estimated to cost approximately \$13.7 million and create at least 12 new jobs paying a weighted, average wage of \$23.94 per hour.

## International Business

In an ever-complex global marketplace, consuls generals, ambassadors and senior trade officials put Mobile at the top of the list for visits and conversations with business leaders. The Deputy Consul General and Senior Trade Policy Advisor from the British Consulate General in Atlanta traveled to Mobile in 2022 for a two-day visit to learn more about our region's dynamic business climate. In April, Ash Miller, the senior political and economic relations officer at the Consulate General of Canada, visited Mobile where he had briefings with the Chamber, the Mayor and city officials.







# PARTNERS FOR GROWTH IV (2018–2022)

In 1985, the Mobile Chamber and Team Mobile launched the first five-year public-private economic development partnership initiative, "Tell the World." This campaign's five-year cycle established a new approach to marketing economic development and Mobile to companies looking for a place to expand or relocate their business. Through the collaboration and support of the business community and city and county government, Partners for Growth has provided significant financial support and leadership in creating new jobs, increased capital investments, robust workforce and talent attraction initiatives, and an enhanced quality of life.



# PARTNERS FOR GROWTH IV SCORECARD

NEW, DIRECT JOBS	5-Year Goal	2,000 Jobs	
	Result	3,159 Jobs	158% of goal met
AVERAGE SALARY	5-Year Goal	\$55,000	
	Result	\$60,692	110% of goal met
CAPITAL INVESTMENT	5-Year Goal	\$1.25 Billion	
	Result	\$3.32 Billion	266% of goal met









# PARTNERS FOR GROWTH V 2023–2027

## FIVE-YEAR STRATEGIES

- Existing business and expansion support
- Investor relations/engagement
- New business and investment attraction
- Quality of place and community development
- Talent and workforce development

## GOALS AND OUTCOMES BY 2027\*

- 2,500 new primary jobs with average annual wage of \$62,500
- \$1.5 billion new capital investment
- \$52,500 median household income
- Increase labor participation rate to meet or exceed the national average
- Increase population of residents aged 18–65

*\*The Mobile Chamber's economic development team will have varying degrees of "control" and "direct impact" on these metrics. As critical measures of economic growth, prosperity and indicators of progress toward our strategic objectives, we will track, monitor and report these metrics over the course of the five-year initiative.*

# PARTNERS FOR GROWTH V 2023–2027

**162**  
INVESTORS

**49**  
NEW INVESTORS

**\$13.1**  
**MILLION**  
IN PLEDGES

*\*As of Feb. 9, 2023*

## PARTNERS FOR GROWTH V 2023–2027 – INVESTOR COMPANIES

68 Ventures	BASF Corp.	Community Bank	Great Southern Wood Preserving
AAA United States Inc.	Bay Steel Corp.	Continental Aerospace Technologies	Gulf City Body & Trailer Works Inc.
Adams & Reese	BCM Moring Co. Inc.	Cooper/T. Smith Corp.	Gulf Distributing Holdings
Affordable Homes Gulf Coast LLC	Beard Equipment Co.	Core Industries	Gulf Electric Co.
Airbus Americas Inc.	Ben M. Radcliff Contractor Inc.	Cowles, Murphy, Glover & Assoc. LLP	Gulf State Engineering Inc.
Aker Solutions	Blue Cross and Blue Shield of Alabama	CPSI	Gwin's Commercial Printing
Alabama Associated General Contractors	Brasfield & Gorrie	CRE Mobile	H. O. Weaver & Sons Inc.
Alabama Media Group	Bryant Bank	Crow Shields Bailey PC	Hancock Whitney Bank
Alabama Port Authority	Budweiser-Busch Distributing	Crowder Gulf LLC	Hand Arendall Harrison Sales LLC
Alabama Power Co.	Bullard Automotive Group Inc.	DC Safety Sales Co. Inc.	Hargrove Engineers + Constructors
Alabama Shipyard	Burr & Forman LLP	Delaney Development	Harper Technologies LLC
Altapointe Health	Burton Property Group	Dex Imaging	Helmsing, Leach, Herlong, Newman & Rouse PC
AM/NS Calvert	Cadence Bank	Dunn Building Co.	Heritage Homes
APM Terminals Mobile LLC	Canfor Southern Pine	Duplantis Design Group (DDG)	Hieronimus CPA
Arkema	Carr, Riggs & Ingram	EcoSouth Services	HPM (Hoar Program Management)
Armbrrecht Jackson LLP	Century Bank	Evonik Corporation	Hub International
AT&T	Chart Industries	Franklin Primary Health Center	Hummingbird Ideas
Austal USA	Chevron	Geotechnical Engineering Testing	Infirmity Health
Autry Greer & Sons Inc.	China Doll Rice & Bean Inc.	Goodwyn Mills Cawood LLC	JESCO
BankPlus	Cintas Corp.	Gray Construction	
Barnes Enterprises Inc. dba McDonald's Restaurants	City of Mobile	Gray Television	
	Coca-Cola Bottling Co.		

## PARTNERS FOR GROWTH V 2023–2027 – INVESTOR COMPANIES

Jones Walker LLP	Mobile County Commission	SmartBank	Turner Supply
Keith Air Conditioning Inc.	Myer Companies	Smith, Dukes & Buckalew LLP	Uniti Fiber
Kiewit Corp.	Norton Lilly International	Southeast Toyota Finance	University of Mobile
Kimberly Clark Corp.	Old Shell Road Management	Spire Energy	University of South Alabama
Leavell Investments Management Inc.	Outokumpu Stainless USA	Spring Hill College	USA Foundation
Lewis Communications	Page & Jones	Springhill Automotive Inc. – Springhill Toyota	USA Health
Life + Legacy Benefits	Persons Services Corp.	SSAB – Special Steels	Vertex Refining Alabama LLC
LLB&B Investment	Pilot Castastrophe Services Inc.	Steiner Construction Co.	Vertical 5
Long's Personnel Services Inc.	PNC	Stirling Properties	Volkert
Lyon Fry Cadden Insurance Agency Inc.	Poarch Band of Creek Indians	Synovus	Warren Averett LLC
MAAS Aviation	Premier Medical Group	Thames Batre Insurance	Wells Fargo
Master Boat Builders Inc.	Quality Valve	The American Equity Underwriters Inc.	Wesco Gas & Welding Supply
Maynard Cooper & Gale	Regions Bank	The Hiller Companies	White-Spunner Construction Inc.
McAlee's Office Furniture	Renasant Bank	The Lathan Co.	White-Spunner Realty
Meador Warehousing & Distribution Centers Inc.	River Bank & Trust	The Orthopaedic Group	Wilkins Miller LLC
Merchants & Marine Bank	Robert J. Baggett Inc.	The SSI Group	Zarzour Co.
Merchants Transfer Co.	Roberts Brothers Inc.	Thomas Industries	
Mississippi Export Railroad Co.	S & S Sprinkler	Thompson Engineering	
Mobile Airport Authority	SAAD Development Corp.	Thompson Tractor Co.	
Mobile Area Water and Sewer System	Seabulk Towing	Truist Bank	
	ServisFirst Bank	Trustmark	
	Shoe Carnival		





# EXISTING INDUSTRY

Local businesses are the backbone of our economy. It is generally recognized that 70–80% of new jobs and capital investment come from companies existing within a community. When businesses succeed, we all succeed, which is why the Mobile Chamber is committed to retaining and expanding local companies.

As businesses increase their impact in our local community and in their industry at large, the Chamber is proud to assist them with retention and expansion initiatives aimed at maintaining their momentum. Whether it's access to local workforce education programs and training grants for companies expanding their hiring; entrepreneurship support, workshops, and networking opportunities; introductions to other local companies to build customer/supplier relationships; information on incentives for expanding operations; assistance with site selection for companies looking for a new location; or data for decision making, the Chamber is standing by to assist your company in reaching its full potential.

## Sector Councils

The Mobile Chamber created Sector Councils to promote targeted industry clusters. MAST Alabama, which stands for McIntosh, Axis, Saraland, Theodore, is a 60-mile industrial corridor through Mobile County, representing approximately 25 specialty chemical manufacturers. MAST events held in 2022 included a presentation on sustainability initiatives, various lunch meetings and a luncheon hosted by the University of South Alabama President Jo Bonner on university partnerships, internship placements and research opportunities. The MAST platform is also used in business attraction for complementary industries suited to the area's available sites.

## International Workboat Show

The Chamber welcomed 80 guests to its second annual reception at the International Workboat Show, a trade event in New Orleans attended each year by many Mobile-based companies representing shipbuilding, marine engineering, marine technology, and services. As a result of positive feedback and dialogue with these industry leaders, the Chamber has relaunched the sector council focused on Mobile's maritime industries. Partnering with the International Propeller Club – Port of Mobile, the Chamber will host a series of quarterly meetings on the maritime economy and opportunities related to the Port of Mobile's expansive growth, beginning in early 2023.

## Mobile First

In 2022, the Mobile Chamber announced an initiative to keep Mobile dollars in the local economy by launching "Mobile First," a formalized pledge that companies will prioritize local businesses in bid projects.

A priority of 2022 Mobile Chamber Chairman Matt White, the initiative was developed by a 16-member committee supported by Team Mobile, including Mayor Sandy Stimpson, the Mobile City Council, Mobile County Commission, the Mobile Chamber and business leaders. Preston Bolt of Hand Arendall Harrison Sale LLC led the team in developing a plan everyone could support.

"We must keep the momentum going as the Mobile area sees more and more large-scale economic development projects announce moves and expansions to our area," said Matt White. "Innovative commitments like these lift up our Mobile-grown companies and make our area a great place to be in business."

Companies are being asked to make a good faith effort to hit specific goals when making decisions regarding construction contracts, capital investments, service contracts and hiring needs. These guidelines will be given to be used when requesting bids for both public and private projects.

Informational project pre-bid meetings, open to the public, are held at the Chamber. Two meetings were held in late 2022, Canfor Southern Pine and Topgolf, both attended by approximately 60 people.



# WORKFORCE AND TALENT DEVELOPMENT

A skilled and educated workforce is the most important factor influencing a community's economic competitiveness.

The Mobile area is experiencing unprecedented economic growth with a growing number of jobs in aviation, shipbuilding and repair, advanced manufacturing (e.g., steel, chemical, aluminum), logistics, healthcare, engineering, construction and business (e.g., accounting, law, information technology). The Chamber and its partners are working to prepare current and future workers for these high-demand, high-wage jobs through education and talent development initiatives designed to showcase Mobile as the place to live, work and play upon graduation.

## Mobile Area Workforce Alliance

Faced with the difficult challenge of producing a much larger number of adequately skilled workers, the Mobile Chamber formed the Mobile Area Workforce Alliance in 2022 to develop a plan to produce the needed workforce and facilitate communication, collaboration and mutual accountability through regular meetings.

## Mobile Area Workforce Alliance Members

- Academy of Craft Training
- Alabama Industrial Development Training
- Bishop State Community College
- Coastal Alabama Community College
- Mobile Area Education Foundation
- Mobile Chamber
- Southwest Alabama Partnership for Training and Employment
- South Alabama Workforce Development Council
- Spring Hill College
- The Chickasaw City School System
- The Mobile County Public School System
- The Saraland City School System
- The Satsuma City School System
- The University of South Alabama





# AIRBUS

#JoinTeamAIRBUS









## Industry Day

The Mobile Chamber represented the City of Mobile at Auburn University's College of Business and Engineering "Mobile Industry Day" in March 2022. Airbus Americas, Austal, APM Terminals, FBI, Hargrove Engineers + Constructors, Outokumpu, Southern Earth Sciences, SSAB, The SSI Group, Thompson Engineering and White-Spunner Construction joined our team to showcase career opportunities in Mobile.

## College Familiarization Tours

The Mobile Chamber hosted familiarization tours of Mobile for college students looking for job opportunities in our region. The Chamber hosted Mississippi State engineering students and Troy University Global Scholar students. In 2022, 80 students came to Mobile for familiarization tours that included visits to Airbus, Alabama Power, APM Terminals, Austal, Innovation Portal and SSAB. Due to this exposure opportunity, one student from Mississippi State University landed a job with AM/NS Calvert while on the tour in Mobile.

## More to Mobile

Earlier this year, our team began working with a local marketing and design agency, Hummingbird Ideas, to help create a brand to

recruit talent to locate in our area. We believe that our unique blend of culture, quality of life, cost of living and professional opportunities, should put Mobile at the top of mind for new talent when deciding their first or next career step.

When it comes to live, work and play, there is much more to Mobile than meets the eye. With the "More to Mobile" brand and campaign, the Mobile Chamber will create more awareness about Mobile to talent. We will work to reverse the brain drain in our market. The Chamber will make sure that talent has the resources to connect with people and opportunities in our community. The Mobile Chamber will continue to show talent in every city that there is "More to Mobile."

**MORE  
TO MOBILE**



# YP MOBILE

The Young Professionals of Mobile (YP of MOB) was launched by the Mobile Chamber to engage, connect and empower the next generation of leaders in the Mobile region. Our goals are to partner with existing nonprofits to support and sustain community engagement, provide networking events for young professionals to connect with like-minded individuals, and learn from business leaders in the area through professional development opportunities.

Since its inception in February 2022, there have been monthly events, averaging more than 100 young people in attendance.







# ADVOCACY

The Mobile Chamber works to better our region by advocating for business through monitoring and evaluating local, state and federal legislation; supporting or opposing actions that could impact the business community; building and maintaining healthy relationships with elected officials by communicating business priorities; and surveying our membership annually to find issues of concern to shape our legislative agenda.

## I-10 River Bridge and Bayway

The Mobile Chamber and the Build the Bridge Coalition have been advocating for the new I-10 Mobile River Bridge and Bayway project for many years. In 2022, this advocacy continued, and the coalition stayed engaged with our elected officials, writing letters of support and answering the call to action. All of that culminated with both the Mobile Metropolitan Planning Organization and Eastern Shore Metropolitan Planning Organization voting to include the project on their long-range plans to protect the federal and state funds. In December, the Alabama Department of Transportation declared the project "financially viable" and announced it would be moving forward with the project.

## Mobile International Airport

The Chamber continued its work to support the Mobile Airport Authority's efforts to relocate the commercial terminal to Mobile's new downtown airport at the Brookley Aeroplex. A groundbreaking was held in December for the newly named Mobile International Airport. This new airport, which is expected to open in 2025, will shift commercial airline operations from west Mobile to a location that is minutes from downtown and in closer proximity to major interstates and our downtown and industrial base.











“

This bold vision and leadership in this area will continue to put Mobile on the map. It's already the envy of other parts of the state. The progress you're making here is very, very impressive."

**Governor Kay Ivey**

*At the Mobile Chamber's Forum Alabama, Sept. 2022*

## Port of Mobile

In 2022, the Port of Mobile, with an \$85 billion impact, was named the fastest-growing container terminal in the United States over the past five years. The Chamber has been a staunch advocate for the Port and the pivotal role it plays in our region's productivity, global competitiveness and quality of life. The Port Authority and APM Terminals in 2022 also announced the fourth expansion of the container terminal to bring the facility's annual throughput capacity to one million Twenty-foot Equivalent Units (TEUs). To accommodate rapid demand and growth, the Port is undergoing a \$366 million harbor modernization program. Once completed, it will make the Port of Mobile the deepest container terminal along the Gulf of Mexico.

## 2022 State Legislative Session

It was a short legislative session to close out the quadrennium as elected officials prepared for re-election or retirement after years of service. Even with a condensed session, there were hundreds of bills introduced and passed that affect businesses every day. The Business Privilege Tax will be fully eliminated by 2024, saving 230,000 small businesses in Alabama more than \$25 million a year. The legislature also reduced red tape and the sales tax burden on more 2,400 small businesses by allowing businesses to exempt up to \$40,000 of their personal property market value from ad valorem tax. The session provided tax relief to working families and employees in the state. These new laws account for an additional \$87 million for Alabamians, bringing the total amount to more than \$2 billion in pandemic relief benefits.

## Governmental Affairs Committee

The Mobile Chamber's Governmental Affairs Committee promotes a healthy business environment by supporting legislation and other governmental action which encourages a strong business climate along with growing economic opportunities. The committee reviews and researches legislative priorities; develops the Chamber's legislative agenda and makes issue and policy recommendations to the Chamber's board of directors.



## LEADERS EXCHANGE

Since 1987, the Mobile Chamber has hosted an annual Leaders Exchange trip, a highly sought-after leadership experience that takes a delegation of about 100 community and civic leaders to visit other cities throughout the nation (and even the world) to explore issues facing our region. Strategic relationships with other business leaders are forged throughout the three-day experience, providing lasting value and ROI. Exclusive access to other cities' public and private sector leaders and organizations adds unparalleled business knowledge and insight.

The 2022 Leader's Exchange trip to Tampa was sold out. With 110 attendees, this was the largest group ever to participate in a chamber benchmarking trip. The trip included a visit and lunch at Topgolf Tampa, a dinner cruise on Tampa Bay, a cocktail reception at the Tampa Club and water tours of waterfront developments. The education sessions included topics on bio/life sciences/USF Research Park, affordable/attainable housing, waterfront development projects, minority business accelerator and workforce development.



# ADVOCACY EVENTS



## Forum Alabama

Each year, the Chamber welcomes our federal delegation and governor to Mobile in a series of events that connects these elected officials with business and community leaders to discuss the issues that will shape our region's future. In 2022, the Chamber hosted U.S. Sens. Richard Shelby and Tommy Tuberville, U.S. Rep. Jerry Carl and Governor Kay Ivey. Nearly 1,000 people attended these events.

## Champagne and Oysters

After a two-year hiatus due to covid, the Chamber's premier holiday event returned in 2022. This cocktail reception provides a special opportunity for Mobile's business community to network with key area elected officials, including Mobile City and County officials, members of the Mobile County legislative delegation and southwest Alabama's federal delegation. The reception is by invitation only to the Chamber's board of directors, board of advisors, Partners for Growth investors and the Chamber's Governmental Affairs Committee.

## Legislative Reception

The Mobile Chamber's annual Legislative Reception is the best occasion to make meaningful connections with elected officials and fellow business leaders. Members of the Chamber gather to enjoy hors d'oeuvres while networking, connecting and advocating for business. All members of the Alabama Legislature are invited, as well as, all state-elected officials and key area elected officials, including the City of Mobile and Mobile County.

## State of the City and County

In what has become a must-attend event for Mobile's business community, the annual State of the City and County sets the tone for municipal and county government as they set out to tackle the important issues that face our region. Featuring breakfast and networking, this 700-person event sets the stage for the mayor and the members of the Mobile County Commission to present the outlook for the coming year.













# MILITARY AFFAIRS

Mobile has been a key location for the American military since Gen. Andrew Jackson made camp in 1813 near what is now Royal Street in downtown Mobile. Since that time, numerous active and reserve units from all branches of the service have been assigned to the area.

Mobile is currently home to the U.S. Army Corps of Engineers (Mobile District), the U.S. Coast Guard Sector Mobile and the U.S. Coast Guard Air Training Center (ATC), as well as U.S. Marine Corps Reserve, Army Reserve and Alabama National Guard units.

## Military Appreciation Luncheon

This annual event held at the USS ALABAMA Battleship Aircraft Pavilion honors Mobile's military community. The event honors the selfless men and women who are currently serving and have served in our U.S. armed forces and features a keynote speaker and the presentation of the prestigious Gen. Gary Cooper Award. This luncheon is a great opportunity to meet and express your gratitude to our military and share it with other companies that show the same appreciation.

The 2022 Military Appreciation Luncheon held in May had more than 250 people in attendance. The keynote speaker was Lt. Col. Alec Yasinsac, who served 20 years in the U.S. Marine Corps and is a professor of computer science at the University of South Alabama, School of Computing, having been the school's dean for 13 years. Awards were presented by the Chamber and military organizations with recognition of distinguished ROTC and JROTC cadets. The Gen. Gary Cooper Award was presented to Mobile's Director of Public Safety Lawrence Battiste.

## Military Affairs Committee

For the Mobile area to thrive as a region that attracts talent and business opportunities, we must understand the trends and forces that will shape our future. Regional military installations, along with their transitioning workforce, are a critical part of our talent pipeline. The Mobile Chamber is poised to capitalize on a high-quality workforce by growing relationships with the military installations in the region.

Through the work of the Chamber's Military Affairs Committee, we plan to strengthen the relationships between the business community and the veteran community. We will accomplish this by developing a network of high-quality employees transitioning from military to civilian service and by becoming a premier location for veteran job placement and business.





# SMALL BUSINESS DEVELOPMENT

Small businesses are the foundation of Mobile's economy and the backbone of the Mobile Chamber's membership. Approximately 95% of Chamber-member businesses have 100 employees or fewer. In 2022, more than 160 small businesses were served through the Chamber's small business counseling sessions. The Chamber continued to enhance its focus on small business with new programming and the addition of our business development navigator.

The Mobile Chamber's Small Business Development Department provides meaningful assistance to area small businesses to sustain their growth and development and to facilitate other small business development resources in the Mobile area.







# ONE-ON-ONE COUNSELING

## Business Development Navigator

The Mobile Chamber offers one-on-one counseling services through our Business Development Navigator. The Navigator assists women and minority-owned businesses and supports them in identifying and utilizing local business resources and business development programs. In 2022, more than 160 small businesses were served through the Chamber's small business consults. The Navigator counseling services help businesses grow and succeed. You do not have to be a member to take advantage of this free resource.

# COMMITTEES AND TASK FORCES

## Small Business Council

Comprised of more than 40 business resource partners, the Chamber's Small Business Council convenes to discuss issues facing the business community, best practices, upcoming events and collaboration opportunities.

## Executive Roundtable

This monthly series is open to all Chamber members and features presentations by local business executives on timely topics affecting small businesses. Information to help manage and grow member businesses is shared.

## Growth Alliance Task Force

The Mobile Chamber is committed to being an inclusive organization. The Growth Alliance Task Force meets monthly to enhance the awareness and promote the growth of minority-owned business enterprises through increased minority membership and participation in Chamber programs.



# PROGRAMS AND EVENTS

## Small Business of the Year

Each year the Chamber looks for outstanding Chamber member businesses to recognize and celebrate with the Small Business of the Year award. A volunteer committee confidentially reviews and evaluates all submissions in the areas of business growth, operations, and impact; innovation and entrepreneurship; business strategy; customer service and market strategy; and community involvement. Altaworx LLC, Mount Man of Mobile, and Walks and Wags Inc. were recognized as the 2022 finalists at the Joint Board of Advisors and Board of Directors Summer Reception. The 2022 Small Business of the Year was Altaworx LLC, a technology and telecommunications company that addresses the emerging demand for Voice Over Internet Protocol (VOIP) business telephone systems.

## Eagle Awards

For 25 years the Mobile Chamber has been celebrating the accomplishments of local outstanding minority-owned businesses featuring the coveted Eagle Awards. The 2022 Eagle Awards kicked off with the DE&I Forum, "5 Pillars of Business." A panel of experts provided valuable information in the areas of financing and access to capital, legal, understanding financial records, human resources, and marketing and sales. The day continued with the Eagle Expo, where attendees networked with small business owners and companies committed to supplier diversity and inclusion through purchasing, hiring and lending. The event culminated with the awards luncheon and keynote speaker Carla Harris, senior client advisor at Morgan Stanley. Honest Air LLC, SoldByEllisG, and Eagle Hall of Fame Winner Leaf & Petal Florist were the 2022 Eagle Award Winners. Alabama Media Group (AMG) was recognized as the Rev. Wesley A. James Minority Business Advocate, an award that honors Rev. James' legacy and recognizes a company or organization that demonstrates supplier diversity and inclusion efforts and extends support to increase opportunities for the minority-owned business community.









## Growth Alliance Task Force Business Boot Camps

The Chamber hosted four, two-night boot camps to provide information and tools to small and minority-owned business owners to better manage their business's day-to-day operations in an interactive learning experience from proven experts on a wide array of topics.

## Startup Weekend Mobile

For six years, this 54-hour, weekend-long entrepreneurial competition has set the stage for participants to pitch, launch and grow an idea into a business. Forty-five participants worked over the course of the weekend to build an idea into a business, then pitch to judges

## Business-to-Business Procurement Forums

More than 200 people attended the three business-to-business procurement forums held in 2022. The Doing Business with the State of Alabama Forum introduced local companies to state agencies' purchasing officials. This included presentations from Alabama Department of Corrections and Alabama Department Transportation about upcoming projects. At the Doing Business with NASA Procurement Forum, companies heard presentations regarding the process for doing business with a variety of NASA centers, NASA prime contractors and others.

The Mobile Chamber's Alabama Minority Vendor Program Forum, held in conjunction with the Alabama Department of Commerce and key representatives from the project management team, was designed to assist local minority-owned businesses to pre-qualify and register to be added to the vendor lists for these projects. Minority business owners were given the opportunity to meet the design-build team and learn about potential opportunities and the bidding process.

At the Alabama Minority Vendor Program Forum, the Alabama Department of Commerce and key representatives from the project management team general contractors encouraged attendees to pre-qualify to be added to the vendor lists for the project.

# SEMINARS

## Marketing Workshops

The Mobile Chamber hosted three marketing workshops designed to help companies learn how to use Google products to sell online and setup an E-Commerce website.

## Business-to-Business Training

Nearly 100 people attended three business-to-business training programs where they learned the skills and tools to enhance or develop a presence with federal, state and local governments and with large prime contractors to strengthen their company's position to compete for contracts.

## Impact 360° LeadHERship

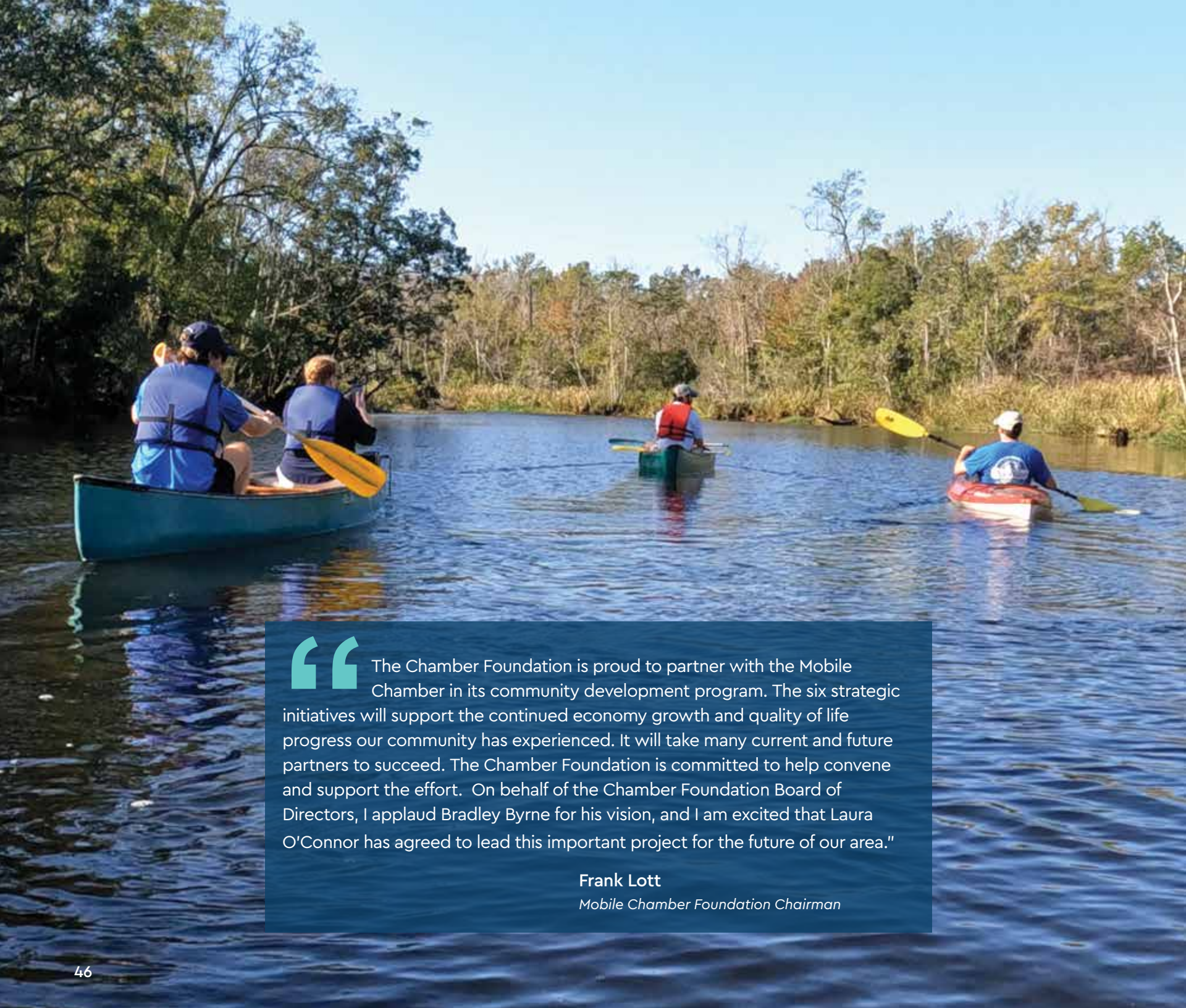
A leadership program designed exclusively for women business owners and corporate executives, Impact 360° expands participants' leadership effectiveness, sphere of influence, and vision to increase overall balance and cross-functional impact on the health, culture, and success of their organization.

## T.H.R.I.V.E. Emerging Leaders Reimagined

Ten small business leaders graduated from the U.S. Small Business Administration's seven-month initiative to provide up-and-coming small business leaders with tools, knowledge and access to help accelerate business growth and become competitive in an increasingly global economy.







“

The Chamber Foundation is proud to partner with the Mobile Chamber in its community development program. The six strategic initiatives will support the continued economy growth and quality of life progress our community has experienced. It will take many current and future partners to succeed. The Chamber Foundation is committed to help convene and support the effort. On behalf of the Chamber Foundation Board of Directors, I applaud Bradley Byrne for his vision, and I am excited that Laura O'Connor has agreed to lead this important project for the future of our area."

**Frank Lott**

*Mobile Chamber Foundation Chairman*

# COMMUNITY DEVELOPMENT

The Mobile Chamber is partnering with the Mobile Chamber Foundation to revive a community development program of work to serve as an overall framework to improve Mobile's business environment and drive economic success. Once an integral part of the Chamber's business model, a community development function helps the Chamber and Foundation work in partnership with community stakeholder, citizens and organizations to meet shared community goals for Mobile.

## STRATEGIC INITIATIVES

### Workforce Education

There is an urgent need to attract, retain and develop a talented workforce in our area. The Chamber Foundation will support the Mobile Chamber as they coordinate the work of the Mobile Area Workforce Alliance to implement a 10-point plan of action.

### Workforce Transportation

There are many people who could join the workforce but do not because they do not have safe, reliable transportation to and from work. The Chamber Foundation will work with the Mobile Chamber to research, partner and fund both short-term and long-term solutions identified to address this barrier to work.

### Attainable Housing

Attainable housing, defined as unsubsidized, profitable housing developments that meet the needs of those with incomes between 80% and 120% of the Area Median Income, is needed to support workers moving to and living in our area. The Chamber Foundation will work with the Mobile Chamber to research, lead, collaborate and implement long-term and short-term housing strategies to support the area's current and future workforce.

### Downtown Revitalization

As documented by economic development professionals, a vibrant downtown is critical to attract and retain both a strong workforce and new business and industry. The Chamber Foundation will work with the Mobile Chamber to support and convene existing stakeholders and fund strategic initiatives to implement downtown development and revitalization efforts that improve Mobile's "quality of place" and promote Mobile's city center as a vibrant place to live, work and play.

### Entertainment and Recreation

As with downtown revitalization, providing an array of quality options for all citizens and tourists in our area is important to retaining and attracting businesses and workers, particularly young people. The Chamber Foundation will work with the Mobile Chamber to convene, lead and facilitate strategic initiatives designed to improve Mobile's "quality of place" and promote Mobile's city center as a vibrant place to live, work and play.

### Diversity, Equity and Inclusion (DE&I)

It is often said that "a rising tide lifts all boats." When applied to economic and community development, the prosperity is shared by all. The Chamber Foundation will work with the Mobile Chamber to lead and facilitate strategic initiatives that remove systemic barriers to economic success and create a path to prosperity for all.



# MEMBERSHIP

The Mobile Chamber's work is made possible by our members who are driving our region's future. Through Chamber events, programs and initiatives, our members have grown their businesses, taken leadership roles in the community, mentored each other and helped the Mobile area grow and prosper.

The Chamber's work is made possible by our more than 1,600 members representing more than 44,000 employees. Chamber members range from entrepreneurs, small business owners, mid-sized companies to large corporations.







## PROGRAMS AND EVENTS

### Business After Hours

Business After Hours is a casual evening of networking hosted quarterly at different Mobile Chamber member locations. This event allows the host to showcase its business, services and facilities to the business community while offering Chamber investors the chance to meet one another and network in a casual and relaxed atmosphere. With changes in 2022, including premier locations, a 4:00 p.m. start time, and no charge for members, Business After Hours has become one of our most popular networking events.

### Business Expo

The Business Expo is Mobile's largest business-to-business trade show, providing members an opportunity to promote and market their companies. Exhibitors showcase the latest products and services, along with business resources, giveaways, and food and beverage samples. The 2022 Business Expo featured 180 exhibitors and more than 1,500 attendees.

### Member Appreciation Day

Held annually to recognize and thank Chamber members, volunteers, investors and all who support the Chamber, this a must-attend, catered event held each spring with more than 200 Chamber members in attendance. There is no charge to attend, and no reservations are needed.

## MEMBERSHIP BY THE NUMBERS

**1,607**

MEMBER COMPANIES

**44,530**

EMPLOYEES REPRESENTED  
BY MEMBER COMPANIES

**287**

NEW MEMBERS IN 2022

**164**

NETWORKING EVENTS

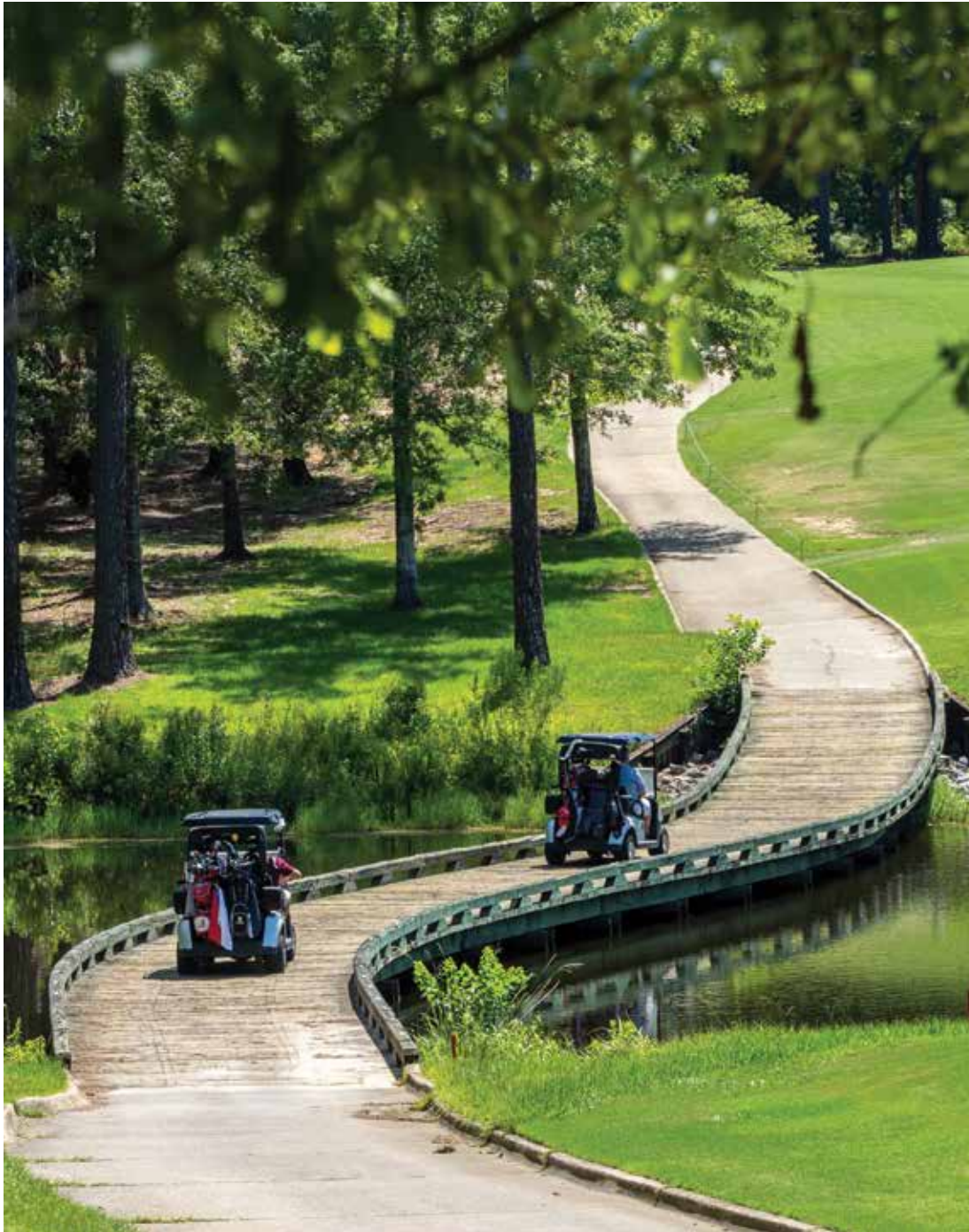
**4,000**

INDIVIDUALS ATTENDED  
MEMBERSHIP EVENTS

**44**

RIBBON CUTTINGS





## Coffee with the Chamber

Coffee with the Chamber provides informal networking with other Mobile Chamber members and guests on your way into the office. It is held quarterly at various sponsoring locations and there is no charge to attend.

## Golf Classic

The Chamber Golf Classic tournament is held annually at the Robert Trent Jones Golf Trail at Magnolia Grove. This event sells out each year with more than 200 company presidents, CEOs and representatives entertaining clients and customers with a day on the green. The day begins with breakfast at the clubhouse followed by a shotgun start to the scramble-style tournament.

## Membership 101

Let us help you learn everything you need to know to make the most of your Chamber investment. Whether a new Chamber member or a current member with questions, Membership 101 provides the opportunity to ensure you are getting the most from your membership. Chamber staff and board members will welcome you and review all your member benefits.

## Networking at Noon

Networking at Noon is a quarterly lunchtime event that provides Chamber members an opportunity to promote their business to a captive audience and make follow-up contacts in the same meeting. All the 2022 events were soldout.

# CHAMBER AMBASSADORS

Member volunteers serve as ambassadors for the Mobile Chamber and work to enhance member relations. Ambassadors meet bimonthly and attend scheduled networking events, member grand openings and ribbon cuttings.

The 2022 program was chaired by Michelle Ard of Seabulk Towing and sponsored by McAleer's Office Furniture.



## 2022 AMBASSADORS

**Michelle Ard**

*Seabulk Towing*

**Ashley Babb**

*Gulf States Engineering*

**Samantha Bignell**

*Keesler Federal Credit Union*

**Susan Bruner**

*Lamar Advertising Co. of Mobile Inc.*

**Kimberly Coleman**

*Kimberly Coleman – State Farm*

**Cameron Coppejans**

*Cintas Corp.*

**Torrian Davis**

*All In Credit Union*

**Lane Elmore**

*Edward Jones*

**Whitney Ferguson**

*Bienville Realty Group –  
Keller Williams Spring Hill*

**John Garrett**

*Edward Jones*

**Karyl Hanisch**

*Renaissance Hotels of Mobile*

**Cecily Harper**

*Harper Technologies LLC*

**Colleen Harrison**

*Bellator Real Estate &  
Development LLC*

**Jourdan Henderson**

*Stone Ridge at Somerby Park  
Apartment Homes*

**T. Scott Henne**

*New York Life Insurance Co.*

**Austin Key**

*Arrow Exterminators Inc.*

**Marylee Kilday**

*The SSI Group LLC*

**Carita Koen**

*Green Magic Landscape LLC*

**Kirsten Loper**

*Frios Gourmet Pops*

**Missy Lynman**

*iHeartMEDIA Mobile*

**Dorothy May**

*Higher Power Church Ministry Inc.*

**Calvin Milto**

*CPSI*

**Phillip Moore**

*AHI Corporate Housing*

**Megan Murdock**

*Hampton Inn & Suites Providence  
Park/Airport*

**Sheila Murphy**

*FASTSIGNS of Mobile*

**Elizabeth Nelson**

*Southwest Alabama Workforce  
Development Council (SAWDC)  
AlabamaWorks!*

**Allie Ratcliff**

*University of Mobile*

**Ron Sivak**

*Mortgage Team 1*

**Gretta Smith**

*Easy Heating & Cooling Inc.*

**Michelle Tice**

*Strategic Wealth Specialists*

**Donna Turner**

*Southeast Toyota Finance  
(Omni Financial Corp.)*

**Jessica Turner**

*WKRG-TV*

**Laura Williams**

*APM Terminals Mobile LLC*

**Alydia Young**

*Boys & Girls Clubs of South  
Alabama Inc.*



# RIBBON CUTTINGS

One of the most exciting events for a business, whether new or existing, is celebrating a grand opening, a new location, or a recent expansion. The Mobile Chamber recognizes that these events are a great way to promote a business. They bring customers to the location where products and services can be showcased and valuable relationships can be built. When the Chamber works alongside our members on these events, we invite the full membership to attend, meet the owners and support their efforts.

## 44 RIBBON CUTTINGS AND GRAND OPENINGS IN 2022

### JANUARY

PJ's Coffee

### FEBRUARY

Maxem Health Urgent  
Care Mobile

### MARCH

ALDI (Tillman's Corner)  
Burton Property Group  
(BPG) and DDG  
Crunch Fitness  
PS Taco Company  
(Tillman's Corner)  
Service 1 Federal  
Credit Union

### APRIL

CarLotz  
J & D Monarch  
Wholesale Groceries  
Soul Caffeine  
The Wearhouse

### MAY

AAA Aerospace USA Inc.  
Acton Academy Mobile  
BankPlus – 106 St. Francis St.  
Clearway Pain Solutions  
Portal Insurance

### JUNE

Piggly Wiggly  
Synergy Medaesthetics Mobile  
Velvet Lab

### JULY

B.E. Brown & Co. Mortuary  
Big Bad Breakfast  
Hand & Stone Massage  
and Facial Spa  
Mission Fitness  
The Blowout Bar  
VRium Robotics & VR  
Amusement Park

### AUGUST

Merchants & Marine Bank –  
Downtown Mobile  
PJ's Coffee – Highland  
PJ's Coffee of Tillman's Corner  
Wave Men's Health

### SEPTEMBER

ALDI  
LNJ Employer Services LLC  
Mardi Gras & More  
Schooley Mitchell

### OCTOBER

Bellens Soap Co.  
Courtyard by Marriott Mobile  
Dunn Building Co.  
Mobile Bay Firewood  
The Empowerment Lounge

### NOVEMBER

Blendia by India  
Sive Star Diagnostic Solutions  
LaRue Salon

### DECEMBER

Grand Slam Storage  
Ridings Realty  
University Oaks Senior Living







# CHAMBER CHASE

The Mobile Chamber's Chamber Chase campaign is a multi-week, total resource campaign in which volunteers and staff recruit new members, secure sponsorships for Chamber events and obtain goods and services to help the Chamber continue its mission.

The 2022 Chamber Chase campaign, led by Tommy Faust, market president for Trustmark, was a huge success and exceeded its \$1 million goal.







## 2022 CHAMBER CHASE VOLUNTEERS

**Tommy Faust**

Trustmark  
2022 Chamber Chase  
Chairman

**Ann Akridge**

Roberts Brothers

**James Alexander**

Cadence Bank

**Ryan Allenbach**

Alabama Power Co.

**Elizabeth Bailey**

Cadence Bank

**Trish Banker**

Regions

**Bruner Binion**

Regions

**Sadie Buchanan**

Yellowhammer  
Investment Group

**Sherry Coker**

River Bank and Trust

**Melissa Cross**

McAleer's Office Furniture

**Nichole Edwards**

Blue Cross and Blue  
Shield of Alabama

**Linda Faulkner**

Evonik Corp.

**Dawn Finch**

Trustmark

**BJ Griswold**

Trustmark

**Emily Hatcher**

Roberts Brothers

**George Hunter**

Spire

**Julye Jenkins**

Regions

**Janet Johnson**

Century Bank

**Morgan Kennedy**

Servisfirst Bank

**Carita Koen**

Growth Alliance  
Task Force

**Erica Maize**

Alabama Power Co.

**Sheena Marler**

Smart Bank

**Phillip McKibbin**

C Spire

**Chrissi Moore**

Roberts Brothers

**Melissa Morrisette**

LLB&B Inc. Real Estate

**TJ Naman**

Renasant Bank

**Marcus Neto**

Blue Fish

**Rachel New**

Trustmark

**Ryan New**

Renasant Bank

**Harris Oswalt**

Spire

**Terri Owler**

Arkema Inc.

**Rick Perry**

Blue Fish

**Garrett Powe**

Servisfirst Bank

**Steve Rockwell**

Smart Bank

**Mark Spivey**

Truist

**Wendy Turner**

Trustmark

**Bernadette Windle**

Roberts Brothers

**Spencer Wiggins**

Hancock Whitney Bank

**Kay Williams**

Blue Cross and Blue  
Shield of Alabama

## CHAMBER CHASE

## 2022 SCORECARD

# \$1.1 MILLION

RAISED

# 23 TEAMS

# 21 MEMBER COMPANIES REPRESENTED

# 54 CAMPAIGN VOLUNTEERS, INCLUDING 16 CEOs

# 156 MEMBER COMPANIES SUPPORTED CHAMBER CHASE CAMPAIGN





# COMMUNICATIONS

The Mobile Chamber works hard to increase our brand awareness, maximize engagement and provide business development opportunities for our members. The Chamber's communications team supports the entire Chamber by communicating with numerous audiences including Chamber members, prospective members, elected officials, the community and media.

We are constantly adapting to digital advancements to better serve our members and provide enhanced exposure opportunities.



**31,7576**  
**FOLLOWERS**

ACROSS ALL PLATFORMS

15% INCREASE OVER 2021

SOCIAL MEDIA  
EFFORTS GREW

**171%**  
IMPRESSIONS

**436%**  
ENGAGEMENTS

**1,268%**  
POST CLICK LINKS

**892,960**  
WEBSITE VISITORS

**2.1**  
**MILLION**  
PAGE VIEWS





## This Month in Mobile

In 2022, the Chamber launched the monthly video series, *This Month in Mobile*, that features updates on Chamber initiatives, opportunities to get involved and upcoming events. These videos allow us to dig deeper into topics that impact the business community. *This Month in Mobile* is shared on our social media platforms to more than 31,000 followers and in our *Business View Weekly* email blasts.

## New Look

In 2022, the Chamber unveiled a fresh, new brand identity that included a new logo, website and marketing campaign.

The updated logo features the letter M, which is comprised of three shapes representing the different entities that come together under the umbrella of the Chamber to propel our city forward. The blue color palette reflects our coastal landscape and represents the deep tradition that the Chamber holds in this community.

The marketing campaign with the tagline, "Knowing Business. Knowing You." communicates both the knowledge and expertise of the Chamber as well as the collaboration and advocacy that is central to the Chamber's mission, vision and strategic goals.



## New Website

In December, the Mobile Chamber launched a new website with advanced features and advertising opportunities to connect our brand and our members to targeted audiences.

The sleek new design makes it easier than ever to find the resources and tools you need to grow your business.

- Join the Chamber directly from the website and find all the benefits that come along with your Chamber membership. Engage with other members and find a group within the Chamber to get involved.
- Take advantage of Chamber resources and workshops to grow your business.
- Quickly register for Chamber events from the Chamber Calendar or look for and share your own events on our new Community Calendar.
- Find the latest business and economic development news from the *Business View Blog*.
- Post job announcements or member-to-member deals.



During the 2022 holiday season, the Mobile Chamber introduced a new initiative to encourage holiday shoppers to spend their money with local businesses with the *Holiday Gift Guide*.

Member shops were featured in the online catalog of gift ideas and highlighted through the Chamber's social media channels each day.





# AWARD RECIPIENTS

Throughout the year, the Mobile Chamber presents awards recognizing outstanding businesses and individuals who have made memorable contributions to the good of the community.

## Eagle Awards

For 25 years, the Mobile Chamber has celebrated the accomplishments of local outstanding minority-owned businesses featuring the coveted Eagle Awards.

The 2022 Eagle Award recipients are:

- Honest Air Service LLC
- SoldByEllisG
- Leaf & Petal Florist LLC – Hall of Fame Winner (3-time Eagle Award winner)

*Below: The 2022 Eagle Award winners pictured with the keynote speaker Carla Harris, vice chairman, managing director and senior client advisor at Morgan Stanley. From left to right are: Ellis Foster, owner of SoldByEllisG; Robert and Maxine Bryant, owners of Leaf & Petal Florist; Harris; Angela Morgan, director of inside sales at Alabama Media Group; Nicholas Powe, owner of Honest Air Service; and Felicia Thomas, supplier diversity manager with Mobile Area Water and Sewer System.*



## Rev. Wesley A. James Minority Business Advocate Award – Alabama Media Group

*Pictured left to right are: Angela Morgan, director of inside sales at Alabama Media Group; Anthony James, brother of the late Rev. Wesley A. James; Sidney King, president and CEO of Commonwealth National Bank and the Chamber's vice chair of diversity, equity and inclusion; and Matt White, president of White-Spunner Realty and 2022 Chamber chair.*



## Small Business of the Year – Altaworx LLC

*Pictured from left to right are: Sidney King, president and CEO of Commonwealth National Bank and the Chamber's vice chair of diversity, equity and inclusion; Rickie Richey, CEO and founder of Altaworx LLC; Forrest Derr, president of Altaworx LLC; and Bradley Byrne, Mobile Chamber president and CEO.*

## 2022 Small Business of the Year FINALISTS

- Altaworx LLC
- Mount Man of Mobile
- Walks and Wags Inc.

## Small Business of the Month WINNERS

- American WeatherStar
- LA Fotographee
- Roto Rooter
- TC Boiler & Piping
- VisionSpot Consulting Group
- GHG Financial Planning LLC
- Occupational Health Center (OHC Inc.)
- Wade Distributors Inc.
- Rock & Roll Offs
- Southern View Media
- Payroll Vault





## Manufacturer of the Year – Airbus

*Pictured from left to right are: 2022 Chamber Chairman Matt White, president of White-Spunner Realty; Gina McKellar, managing shareholder at Crow Shields Bailey PC; Daryl Taylor, vice president and general manager FAL USA Airbus; and Bradley Byrne, president and CEO of the Mobile Chamber.*

## Innovator of the Year – 3rd Realm Creations

*Pictured from left to right are: Mobile Chamber President and CEO Bradley Byrne; Gina McKellar, managing shareholder at Crow Shields Bailey PC; Charles Phanthannpha, chief technology officer for 3rd Realm Creations; and Nathaniel Nuon, co-founder and president of 3rd Realm Creations.*

## Chamber Chase Awards



### TOP VOLUNTEER

**Melissa Cross**  
McAleer's Office Furniture

### TOP TEAM

**McAleer's Office Furniture**

### MOST NEW MEMBERS

**Carita Koen**  
Growth Alliance Task Force

### ROOKIE OF THE YEAR

**Rick Perry**  
Blue Fish

## Ambassador of the Year Colleen Harrison

*The Ambassador of the Year is presented to a person who participates in the Chamber's Ambassador Program and exemplifies volunteerism, attends Chamber functions, is very active among the Ambassadors and is willing to help with activities that may come along. The 2022 Ambassador of the Year is Colleen Harrison with Bellator Real Estate and Development.*





Gen. Gary Cooper (right) presents the award named in his honor to Lawrence Battiste.

## Gen. Gary Cooper Outstanding Service Award

Mobile Director of Public Safety Lawrence Battiste was awarded the Gen. Gary Cooper Outstanding Service Award, an award given to a current or former military service member who inspires others by living out the values we see in Major General Cooper including achievement, courage, excellence and humility.

## Litter-Free Leader Award

The Mobile Chamber and the City of Mobile teamed up to recognize local businesses taking steps to prevent, collect and eliminate litter in our community. The goal was to encourage businesses to get involved in addressing litter near their storefronts, promoting litter-free efforts with customers and participating in community clean-up events.



During the Chamber's July 2022 Board meeting, Mayor Sandy Stimpson presented the first Litter-Free Leader Award to John Barton, CEO of TC Boiler & Piping.

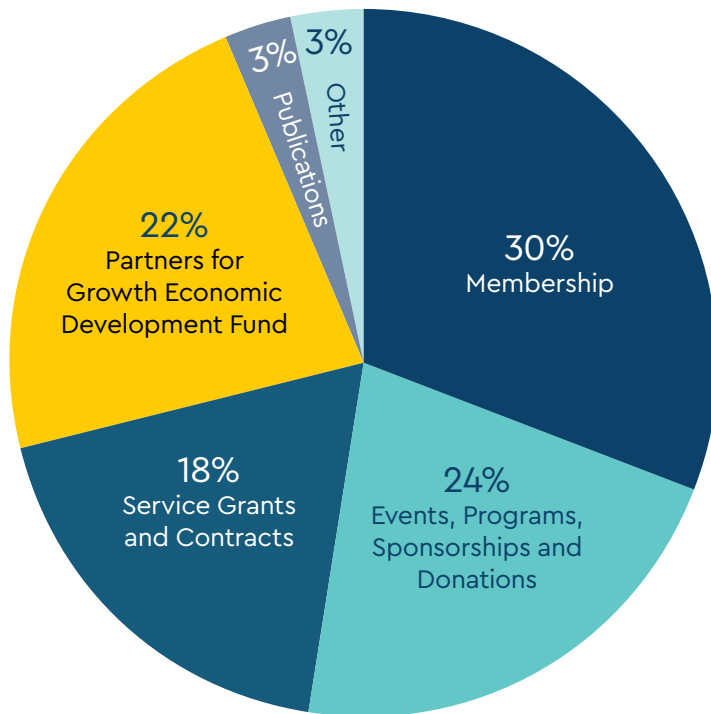


At the Chamber's November 2022 board meeting, Casi Callaway, the chief resilience officer for the City of Mobile, presented the Litter-Free Leader award to Carita Koen, owner of Green Magic Landscape LLC.

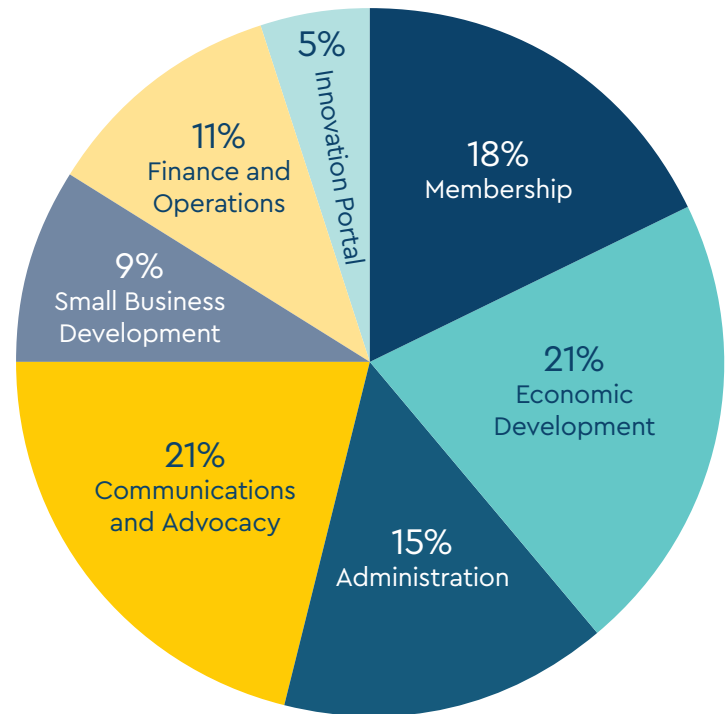


# FINANCIAL MANAGEMENT

## 2022 REVENUE



## 2022 EXPENSES



# CHAMBER STAFF

**Bradley Byrne**

*President and CEO*

**Mel'isa Morel**

*Executive Assistant to the President*

## COMMUNICATIONS AND ADVOCACY

**Nancy Hewston**

*Vice President of Communications  
and Advocacy*

**Denise Curtis**

*Director of Communications*

**Layton Little**

*Director of Government Affairs*

**Brooke McIngvale**

*Director of Meetings and Events*

**Chase Webster**

*Social Media Specialist*

**Carolyn Wilson**

*Communications and Advocacy Coordinator*

## COMMUNITY DEVELOPMENT

**Laura O'Connor**

*Vice President of Community Development*

## ECONOMIC DEVELOPMENT

**David Rodgers, CECD**

*Vice President of Economic Development*

**Kayla Byrne**

*Project Manager*

**Jennifer Richburg**

*Project Manager*

**Abbey Huguley**

*Talent Development and Attraction Manager*

**Kellie Snodgrass**

*Workforce and Career Development Manager*

**Jennifer Tremayne**

*Existing Industry Manager*

**Jennifer Brinkman**

*Economic Development Coordinator*

## FINANCE AND OPERATIONS

**Neil Christopher, CPA**

*Chief Financial Officer*

**Chani Rider**

*Director of Finance and Operations*

**Abby Turberville**

*Staff Accountant*

**Alicia Spizzirri**

*Finance and Operations Assistant*

**Hope Bush-Collins**

*Building Custodian*

**Grant Carrera**

*Security Guard*

## MEMBERSHIP

**Michael Galvin**

*Senior Vice President of Member Engagement*

**Andrea Cape**

*Senior Director of Membership*

**Dawn Rencher**

*Director of Member Relations*

**Jackie Hecker**

*Senior Account Executive*

**Gary Grady Jr.**

*Account Executive*

**Zistine Mones**

*Membership Coordinator*

**Odetta Stutts**

*Director of First Impressions*

## SMALL BUSINESS DEVELOPMENT

**Darrell Randle**

*Vice President of Small Business Development*

**Danette Richards**

*Director of Small Business Development*

**Barbara Peters**

*Business Development Navigator*

**Brenda Rembert**

*Small Business Development Assistant*



# CHAMBER STAFF ACCOLADES

**Vice President of Economic Development David Rodgers** earned the designation of Certified Economic Developer (CEcD) by the International Economic Development Council (IEDC). The CEcD status is recognized globally, and it is the only certification program for economic developers in the United States. It is considered the most prestigious designation in the economic development profession.

**Chief Financial Officer Neil Christopher** completed Leadership Mobile, a program designed to seek, train and empower leaders who are committed to supporting and leading community growth and progress through networking and collaborative problem solving.

**Government Affairs Director Layton Little** and **Talent Development and Attraction Manager Abbey Huguley** completed Connect Mobile. Connect Mobile's mission is to identify and cultivate young leaders, ages 21–35, in the Mobile Bay area. The program is an extension of

Mobile United's mission to identify and train a network of leaders who work towards leveraging collective impact for the greater good.

**Communications Director Denise Curtis** was the 2022 president-elect for the Public Relations Council of Alabama – Mobile Chapter, and she is the 2023 president. The Mobile Chapter of the PRCA is the local network for communications and public relations professionals and students. Members are from all facets of the profession including marketing, public relations, employee communications, corporate communications, nonprofit, governmental agencies, freelance consultants, writer, editors and more.

The Chamber staff participated in the United Way's Day of Caring. The team volunteered at Via Health and Fitness on Dauphin Street. Staff spent the day painting the gymnasium, trimming shrubs and mulching flower beds.

The Mobile Chamber staff continued to support the efforts of the Mobile Bay Veterans Day Commission. Over 20 staff members volunteered to work the 2022 Veterans Day Annual Luncheon for a sold-out event.





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