

THE CORNER

SouthWest Mobile County Chamber of Commerce

Serving All of South Mobile County

September 2019

Business Expo

SEPTEMBER 24TH

Business Functions....Marketing & Innovations



“In Step With Progress” *Message from the President*



The kids are back in school and football is upon us, so life is good and so is business! New construction abounds all over our area and we are seeing a steady stream of new businesses. People are working, so they need goods and services. Entrepreneurs are stepping up to provide everything from pound cakes to vehicle service and repair to insurance. Our members are improving their lives and businesses with life and sales coaches; and all that success creates a demand for wealth management. And the best part is you can find all that among our members. Please remember to

check our member roster whenever you need anything; that's how we grow together!

Gas prices fluctuate, so we want to remind you that the first phase of the Alabama gas tax increase goes into effect 1 September when the gas tax will increase by six cents. There will be another two cent increase in 2020 and again in 2021 for a total ten cent increase; and then in 2023 the state can increase the gas tax by whatever percentage road construction costs increase. Each one cent increase is expected to generate \$32 million annually. No one likes a tax, but our infrastructure needs substantial upgrades. However, with this new tax it is unreasonable to put an onerous toll on the proposed I-10 River Bridge. Your chamber will be making your voices heard that our state officials had better put these new tax revenues to good use and not burden Mobile and Baldwin Counties with paying for a federal interstate.

Membership is still growing, so please help us keep up the pace to reach our goal of 200 this year! And don't forget, the Chamber will award \$100 to anyone that brings in FIVE new members. Everyone you do business with should be a member, so please invite them to our events and to join.

We are very pleased that our events are very well attended, so hopefully you are attending. If not, you are really missing some great networking and opportunities to showcase your business. The Monthly Coffee Networking event has an average of 25-35 attendees and the Monthly Business Luncheon is running 90-135 attendees! Our next big event is the Business Expo coming up September 24th. We have outgrown our facility for the Business Expo, so we are moving it to Heron Lakes Country Club. We only have room for about 80 booths, but you can also offer coupons or gift certificates to advertise your business. Please contact Tina or Bryan for more information. Reserve your booth now!

The next monthly Coffee at the Chamber is 7:30 Tuesday, September 17th. Our next monthly lunch will be Wednesday, September 4th and our guest speaker will be Wiley Blankenship, the Executive Director of "Coastal 150." Come learn about local and state government initiatives and how they might affect your business. Invite a friend! See you there!

Pete Riehm, SWMCC President

Chamber Mission

Our Chamber's mission is to foster, promote, advance, and improve the civic, commercial and general business interests of the surrounding areas and to cooperate with other communities promoting objectives for the improvement of our business and the welfare of our community.

2019 Officers

President
Pete Riehm
NAI Mobile

1st Vice President
Tiffany Ginn
Uniti Fiber

2nd Vice President
Chris Black
Integrity IT Services

Secretary
Cadie Gaut
Payroll Vault

Treasurer
Bryan Dewberry
Midtown Mortgage

Board of Directors

Jeff Brinson - Southwestern Consulting
Stephanie Chestnut - Dick Russell's BBQ
Laura Hittson - W. C. Griggs Elementary
Russanne Howell - Farmers Insurance
Cindy Imsand - Mobile's Best Storage
Tammy Lyons - Family Security Credit Union
Delores McLaney - McLaney Senior Dance
Wes Pipes - Individual
Curtis Polk - BLP Mobile Paints
Joe Summersgill - Mobile Co. Water, Sewer & FPA
Teresa Taylor - AIM Mail Center
Della Wade - Individual

Advisory Board

Theresa Orrell (Past President)
Polysurveying of Mobile
Kay Peace (Past President)
Individual
Ruth Robinson (Past President)
Mobile Memorial Gardens Cemetery

Community Center Staff

Executive Director
Tina Poiroux
tpoiroux@swmccchamber.com

Rental Specialist
Ashley Rester
arestere@swmccchamber.com

Event Specialist
Susan Williams
Glennan Palframan

Maintenance
George Davis

Office number: 251.666.2488

SEPTEMBER CALENDAR

2 Labor Day - CHAMBER OFFICE CLOSED

4 SWMCC Business Luncheon

When: Sept 4th Networking begins at 11:30am.
Lunch Meeting 12:00-1:00pm
Guest Speaker: Wiley Blankenship
Where: Tillman's Corner Community Center
Contact: Chamber Office 251-666-2488
Cost: \$12 for Members and \$15 for Potential Members



17 Coffee with the Chamber

When: Sept 17th 7:30am
Where: Tillman's Corner Community Center
Contact: 251-666-2488
Cost: Free to attend
Sponsor:



19 Chamber Networking Social - Payroll Vault

When: Sept 19th 4:30-6:30pm
Where: 803 Government St Ste C, Mobile, AL 36602
Free to attend - RSVP to info@swmccchamber.com

24 SWMCC Business Expo

When: Sept 24th 3:00-6:00pm
Where: Heron Lakes Country Club
Contact: 251-666-2488
Cost: \$5



Haley Buchanan
PHILANTHROPY MANAGER

phone: (251) 653-1617 ext. 141
hbuchanan@feedingthegulfcoast.org

MAIN BRANCH
5248 Mobile South Street
Theodore, AL 36582
formerly Bay Area Food Bank

MEMBER OF  

This institution is an equal opportunity provider.



9-11 Remembrance Ceremony at Mobile Memorial Gardens Garden of Heroes

Friday, Sept. 6th at 10 AM, we pay tribute to all First Responders by remembering the dramatic example of selfless sacrifice made by their brothers and sisters on September 11, 2001.

www.MobileMemorialGardens.org

CHAMBER DIPLOMAT



Torii Stratas is a member of the Sales and Marketing Team at SERVPRO of South Mobile County. Torii joined SERVPRO of South Mobile County in September of 2018. She brought with her over 20 years of insurance experience, along with more than five years of personal business ownership. As a member of the SERVPRO

Disaster Response Team, Torii has responded to natural disasters from Omaha, NE to Wilmington, NC, assisting home and business owners with their recovery process. She serves as the Sales and Marketing Representative for both South and Southwest Mobile Counties.

Torii resides in Mobile and is the proud mom of five children. She spends most of her spare time refereeing, cleaning up messes, and searching for lost things that her kids most likely took. When not in "Mom" mode, Torii enjoys serving her community. She is an active member of Annunciation Greek Orthodox Church where, for the past 18 years, she has held various support roles for their annual Greekfest. Torii has served on both the Advisory and Executive Board at Penelope House, and enjoys volunteering at Ronald McDonald House, Feeding the Gulf Coast, Festival of Flowers, and other various local charities.

SouthWest Mobile County Chamber of Commerce MONTHLY BUSINESS LUNCHEON

September 4, 2019

Networking 11:30 am / Meeting 12:00-1:00 pm

Wiley Blankenship - President & CEO of Coastal Alabama Partnership



As President & CEO of Coastal Alabama Partnership (CAP), Wiley Blankenship oversees a private sector-led, not-for-profit organization focused on providing a platform for regional leaders to convene, collaborate, build consensus and advocate for Coastal Alabama's top priorities. CAP brings together Mobile and Baldwin counties' economic development groups, Port Authority, Chambers of Commerce, tourism organizations and the top business leaders to speak as "one voice." CAP addresses issues of regional importance like infrastructure, seafood, tourism, policy and planning, the environment and wind and flood insurance. Blankenship also serves as Executive Director of Coastal PAC, which focuses on advocating for issues important to the coastal counties' of Alabama.

Appointed by Governor Kay Ivey on August 10, 2017, Wiley Blankenship is the Southern Rail Commissions newest Commissioner and is an appointed member of the Federal Railroad Administration's Gulf Coast Working Group where he represents the interests of coastal Alabama in working to restore passenger rail services to America's Gulf Coast. Additionally, Wiley also serves on the Board(s) of The Mitchell College of Business and Center for Real Estate and Economic Development – University of South Alabama, Alabama State Tourism Advisory Board and is a graduate of the XXVIII Leadership Alabama Class.

Blankenship holds a Bachelor of Science degree in Public Administration from Auburn University and is a graduate of the Organizational Management Institute at the University of Georgia. Blankenship lives in Mobile with his wife Marlo and their two children Allie (18) and Wilson (5).

Caterer:

Welcome To
Time To Eat

7351 Theodore Dawes Rd,
Theodore, AL 36582

251-654-0228

Luncheon Sponsor:



Menu:

Beef Tips or Red Beans &
Sausage with Rice
Green Beans
Grilled Mixed Vegetables
Rolls or Cornbread
Apple Cobbler
Sweet or Unsweet Tea

Please RSVP to 251.666.2488 or info@swmcchamber.com

\$12 for Members & \$15 for Potential Members

Register for a Booth TODAY!

TUESDAY

SEPTEMBER 24TH

3:00 - 6:00 P.M.

BUSINESS
EXPO



SouthWest
MOBILE COUNTY
CHAMBER OF COMMERCE

NEW VENUE THIS YEAR: Heron Lakes Country Club - 3851 Government Blvd | Mobile, AL 36693
FREE ADMITTANCE TICKETS can be picked up at the Chamber Office until Sept. 20th
For more information contact the Chamber Office or visit our website: SWMCCchamber.com
251.666.2488 | Info@swmccchamber.com



TESTIMONIAL FROM FAMILY SECURITY CREDIT UNION- Family Security Credit Union has participated in the SouthWest Mobile Co. Chamber's Business Expo for several years. It has been a wonderful opportunity for us to be able to meet, talk to and learn about other businesses and individuals that attend. It has given us many new business relationships and friendships! Our Credit Union has benefited in many ways from this event. The Business Expo gives you a chance to talk with people not in their office or ours but in a casual environment where everyone comes to learn about other businesses.

The Southwest Mobile County Chamber always does a great job helping businesses grow. I have had the privilege of being at this event and seeing people that I originally met at the event who are now our business partners and a part of our Credit Union. - Tammy Lyons, Director of Community and Public Relations

The SWMCC Business Expo is an ideal way for exhibitors to promote their products and services, create brand awareness, establish business to business networking, and increase customer database.

We anticipate a successful event. SPACE IS LIMITED - reserve your booth TODAY!

MARKET AT THE CORNER

Vendors
Wanted!

OCTOBER 12, 2019
10:00AM - 3:00PM

TILLMAN'S CORNER COMMUNITY CENTER
INFO@SWMCCCHAMBER.COM / 251.666.2488

6TH ANNUAL KIDS DAY 2019



Aflac
 Alabama Credit Union
 Alabama Power Company
 Alligator Alley
 AMF Camellia Lanes
 Austal USA
 Azalea Trail Maids
 BlueCross BlueShield of Alabama
 Boys and Girls Club of South Ala
 Brandy Rowe - Moana
 Cart Dr.
 Century Bank
 Cloverleaf Baptist Church
 Coca-Cola UNITED
 Corsentino Chiropractic
 Costco Wholesale
 Cub Scouts Pack #121
 Dick Russell's
 District Attorney Office
 Elaine Rowe Memorial
 Evonik
 Family Intervention Team: MPD
 Feeding the Gulf Coast
 Fire House Subs
 Five Rivers Delta Resource Center
 Franklin Primary Health
 Get Air
 Girl Scouts of Southern Alabama
 Godfather's Pizza
 Grand Lodge F & AM
 Greer's CashSaver
 Huntington Learning Center
 Integrity IT Services
 Keep Mobile Beautiful
 Kona Ice
 LifeSouth Community Blood Centers
 Little Bits Play Rentals
 Little Debbie's
 Magic Memories
 MainStreet/KidStreet Urgent Care
 Mary Kay - Inga Cavitt
 McLaney's Senior Dance
 MCSO Flotilla



MCSO Mounties
 Metro by T-Mobile
 Mobile Bay Keeper
 Mobile BayBears
 Mobile Co Animal Shelter
 Mobile Co. Health Department
 Mobile Co. Sheriff's Office
 Mobile Co. Water, Sewer and Fire
 Mobile Elk's Lodge 108
 Mobile Fire
 Mobile Fixture
 Mobile Lumber
 Mobile Memorial Gardens Cemetery
 Mobile Police Department
 Mobile Police Department (McGruff)
 Mobile's Elks Lodge 108
 Mostellar Medical Center
 New Horizons Credit Union
 On Sight Entertainment
 Once Upon A Time Parties
 P31 Studio
 Payroll Vault
 Pilot Catastrophe
 PolySurveying of Mobile
 Port City Family Chiropractic
 Redemption Mobile
 Servpro of Southwest Mobile
 Singing River Health System
 Special Needs Athletes Program
 State Farm - Vvonaka
 Richardson
 The AMF Bowling Co.
 The Grounds
 Theodore High School
 Thrivent Financial
 Time To Eat
 Touching Hearts Senior Care
 Volunteer Fire Department
 W.C. Griggs Elementary
 Walgreens
 Walmart # 866
 Walmart Neighborhood
 Market # 5744

ATTENTION SWMCC MEMBERS:

HEALTH BENEFITS FOR YOUR BUSINESS!

- Customer service team dedicated to delivering an exceptional experience
- Stable health benefit costs
- Access to Smart Health 360 which equips members to live healthy
- 24/7 access to a Doctor through Teladoc with a \$0 copay
- Utilizes the BlueCross BlueShield of Alabama Network



Get smart, simple
health benefits
at CCAABenefits.com

2020 Census

- Excellent Pay
- Flexible Hours
- Paid Training
- Temporary Positions

JOB FAIR

September 10, 10am - 2pm

SouthWest Mobile County Chamber of Commerce
5055 Carol Plantation Rd
Mobile, AL
251-666-2488



www.2020census.gov/jobs



The U.S. Census Bureau is an Equal Opportunity Employer.

Chamber Networking Social

Thursday, September 19th
4:30 - 6:30 PM

Payroll  Vault™

803 Government St Ste C
Mobile, AL 36602

- Hors D'oeuvres
- Beverages
- Door Prizes
- Free to Attend
- Open to the Public



MEMBER NEWS



Monde Donaldson is the Better Business Bureau Serving Central & South Alabama's new Vice President for Education and Development in Mobile.

A native of Mobile, Monde will be heading BBB's south Alabama operations from our office downtown on Government

Street. Previously Director of Alumni Affairs and Senior Major Gifts Officer at Spring Hill College, Monde now brings her extensive knowledge and experience of south Alabama to BBB.

Investment Opportunity

We have limited spots available for 2019 SWMCC **Business Luncheon Sponsorships**. The Business Luncheon meeting is usually the first Wednesday of every month. (Luncheon dates are subject to change) Networking at 11:30, lunch served at 11:45 and the meeting is 12:00 - 1:00 pm. The luncheon sponsor includes: recognition of sponsorship in Newsletter, Luncheon Email and/or Social Media Post, Recognition at the Luncheon, 3-5 Minutes to Speak about your Business, may handout promotional items and the sponsor will receive two (2) tickets for the luncheon that they sponsor. Please call or email the Chamber office to check availability of sponsorship.

251.666.2488 or info@swmccchamber.com

BUSINESS INSIGHT



This month we are going to cover 4 Reasons your site needs to be responsive. To start, let's define responsive websites. A responsive website is one in which the site morphs based on the size of the screen a person is using to visit the site. If you are near a desktop computer, go to your website, grab the right-hand edge of the browser and resize it by dragging it to the left.

By doing this, you should see changes in the website as the available space gets smaller.

Looking at our client base, we see an average of about 50 percent of website traffic now comes from mobile. When you look at the data, it's not hard to see why your site's mobile experience matters. Most people have made the switch to sites that are responsive. But for you stragglers out there that don't quite understand what the hub-bub is all about, this article is for you.

Reason #1 - Mobile-friendly sites increase sales. Sites that are responsive see higher sales than those that don't.

Reason #2 - Mobile-friendly design makes a website more accessible. If someone is searching, and manages to find your site, only to realize it's impossible to read, how do you think they are going to react? If they're like most users, they'll navigate away and try another link.

Reason #3 - A Responsive Website improves your Google ranking. It is no secret that having a responsive website that is mobile-friendly is a big factor in your Google ranking. We all want to rank higher, right?

Reason #4 - Mobile-friendly designs that are well thought out, build credibility. If your site functions well and presents in a modern way, your potential customers are more likely to take you seriously.

So if you are still sitting on a website that is not responsive, look into getting an update. There are at least 4 very good reasons to do so.

If you want to talk about how Blue Fish can help you grow your business just send me a message at marcus@bluefishds.com!



PLEASE JOIN US!

Be Healthy, Wealthy, and Wise!

Please join us at this Health, Wealth and Wisdom event, hosted by your local Thrivent Community.

All are welcome.

Exhibits: Health & Community services (screenings, services & information) for individuals, families, veterans & seniors.

Exhibitors call or email for information

Free Games, Activities & Lunch for kids - Discounted lunch for adults. Just bring a non-perishable food item for entry to be donated to Feeding The Gulf Coast. **Children must be accompanied by an adult.

EVENT DETAILS:

Saturday, September 28, 2019

10:00 a.m. - 2:00 p.m.

Tillman's Corner Community Center

5055 Carol Plantation Rd

Mobile, AL 36619

Please RSVP by September 28, 2019. Call Christina Gibson at **251-259-5009** or email **Christina.Gibson@thrivent.com**.

We hope to see you there!

Real Estate Corner by Ron Sivak

The **Cottages at Schillinger's Pointe** recently announced in a news release the ground breaking for a brand-new locally developed apartment complex in West Mobile. The 180-unit, high-end community is located at **945 Schillinger Road**, situated on some 25 acres of property.

After opening, the complex will offer a mix of 2-bedroom/2-bath units encompassing 1,600 square feet and 3-bedroom/2.5-bath units covering 2,100 square feet. The smaller plans will rent out at \$1,350 per month while the bigger spaces will go for \$1,650 per month.

A 7,300-square-foot clubhouse, with an outdoor pool, will be available for meetings, social events and fitness. Move-in expectations are for a four-staged, rollout opening of the site starting in early 2020, to be completed by the end of the year. The concept is the brainchild of two local business owners, **Dan Elcan**, president of **Elcan & Associates Inc.**, and **Patrick Coffey**, CEO of **Multifamily Management Inc.**

Mobile-based **Zarzour Companies** announced last week in a news release the purchase of **65 Dauphin Medical and Financial Center**, located near the intersection of Interstate 65 at 3290 Dauphin St., for **\$10.1 million**. Originally constructed in 1988, the six-story angular office tower encompasses 77,262 square feet of office space, sits on a 3.19-acre lot and has 309 parking spaces.

Vallas Realty reported the remaining **51 acres of the 84-acre Rangeline Crossing mixed-use development**, was acquired for around **\$3.7 million** by a southern Florida investment group. The site is situated near the intersection of Interstate 10 and Rangeline Road in West Mobile. Plans are in place by the new owners to attract new retail development and apartments onto the site.

Some 1,000 square feet of retail space has been leased to open **King Kutz**, a barbershop that will offer a full line of barber services, including therapeutic facials according to new owner Tim King. The shop will be located at **1605 Rochelle St.**, Suite E, in Mobile and is expected to open by early September. **Jill Meeks** with **Stirling Properties** handled the transaction.

Mobile County will be constructing a new **3,000-square-foot administration building** at **Chickasabogue Park**. The anticipated budget for the project is \$525,000. **Steve Stone** with **dakinstreet architects** is the architect on the project.

Care Financial has leased some **1,200 square feet of office space** in **Grelot Professional Park**, located at **5920 Grelot Road** in Mobile. The company is currently open and operating in the space. **Angie McArthur** with **Stirling Properties** managed the transaction.

Mobile County will be renovating a **historic 1913 bank building** in **Grand Bay** into a 4,200-square-foot branch library and community center. Budget for the project is estimated at \$1,200,000. **Steve Stone** with **dakinstreet architects** is the architect for the project.

Coffee with the Chamber



September 17, 2019

7:30 AM

Drop by SWMCC on your way to work! Start your day off right with a hot cup of coffee and networking!

No cost to attend!

Attendees are asked to give a short introduction about their business. Don't forget your business cards!

Sponsored by:



RSVP at 251.666.2488 or info@swmcchamber.com

COASTAL 150 UPDATE

In June, Congress passed an extension of the National Flood Insurance Program (NFIP) until September 30 as part of the disaster relief bill.

With this extension, now is the time to make real reforms to the NFIP that achieve many priorities, including affordability, better risk assessment, improving mitigation options, and increasing participation along with a long-term reauthorization before September 30.

We are pleased to report that Congress is making progress on a long-term reauthorization of the National Flood Insurance Program. The House Financial Services Committee unanimously approved the legislation this summer and is expected to be on the House floor after August recess.

Millions of Americans depend on the National Flood Insurance Program (NFIP), including 54,800 in Alabama with over 65% of those residing in Coastal Alabama. Coastal Alabama Partnership (CAP) supports a long-term reauthorization and legislation keeping flood insurance rates affordable.

CAP will also be working with its coalition partners The Greater New Orleans Inc. (GNO, Inc.) and The Coalition for Sustainable Flood Insurance (CSFI) a national alliance of approximately 250 organizations across 33 states. These partners are pushing for a stop-gap extension before the program lapses and advocating for long-term legislation that will keep policies affordable, easily accessible, and meets the needs of all consumers.

It is in the national interest to recognize that many communities exposed to flood risk are hubs of trade, finance, agriculture, and other nationally-significant economic and defense activities. Affordable and sustainable flood insurance is critical to the long-term success and vitality of the region. CAP will continue to work with regional Gulf Coast Partners to address the various issues and challenges to affordable wind and flood insurance coverage for all citizens and businesses of Coastal Alabama.



OUTSTANDING OFFICER OF THE MONTH



Congratulations, **Robert Walker** on receiving the August award for outstanding officer of the month with Mobile Police Department Precinct 2. Walker was presented with the award at the SouthWest Mobile County Chamber's monthly business luncheon on August 7, 2019. His dedication and exemplary contribution is gratefully acknowledged. His hard work is greatly appreciated.



FOOD & FOLLY

SEPTEMBER 19, 2019 | 6:30 - 9:30 P.M.
FORT WHITING ARMORY

\$45 per person/\$70 per couple

Enjoy music by the Excelsior Band, a wine grab, silent auction, wine and beer tasting - plus, sample some of your favorite local cuisine!

www.facebook.com/FoodandFolly

To purchase tickets or get more information, contact Wayne Dean at wdeaneucpmobile.org, Lauren Luckie at lluckieucpmobile.org or Avery Nelson at anelsonucpmobile.org.

PRESENTED BY:



Merrill Lynch
Bank of America Corporation

The Richardson Wealth
Management Group

New Members:

Tracey Grimes
Individual
Member

Ultra Tune Car Care
7224 Theodore Dawes Rd
Theodore, AL 36582
251-375-0218

Synovus Mortgage
3704 Dauphin St
Mobile, AL 36608
251-450-1371

Brian Lancaster State Farm
10121 Airport Blvd STE 2
Mobile, AL 36608
251-633-3276

Mary Kay - Amanda Norris-Dixon
Irvington, AL
251-366-5059

Membership Renewals:

Walmart #866

Business of the Month:
Berkshire Hathaway

SouthWest
MOBILE COUNTY
CHAMBER of COMMERCE

CORPORATE SPONSORS

PLATINUM

PAYROLL VAULT

INTEGRITY IT SERVICES

GOLD

EVONIK

THE GROUNDS

SILVER

ALABAMA POWER COMPANY

BRONZE

OLIVE GARDEN

HUNTINGTON LEARNING
CENTER

MOBILE MEMORIAL GARDENS
FUNERAL HOME

BOYS & GIRLS CLUB OF SO.ALA
TOUCHING HEART SENIOR CARE

MOBILE MEMORIAL GARDENS
CEMETERY

POLYSURVEYING OF MOBILE

BERKSHIRE HATHAWAY

FAMILY SECURITY CREDIT UNION
NAI MOBILE

FRIENDS OF THE CHAMBER

THE HOWARD FAMILY

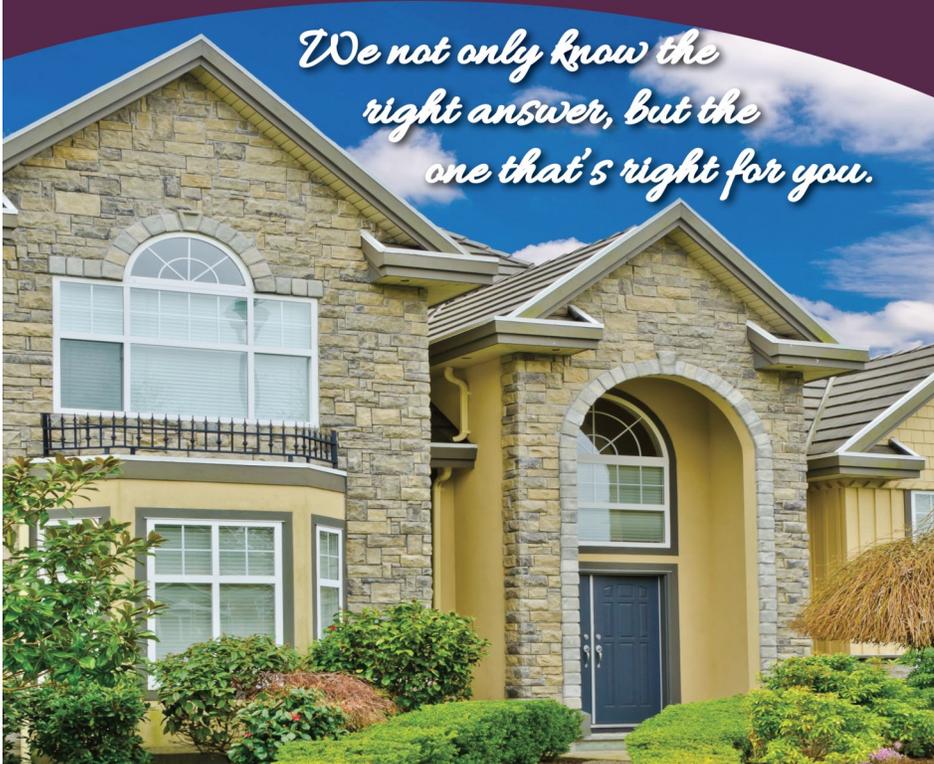
DICK RUSSELL'S BBQ

ZIPPY MART

PROSHIELD PEST CONTROL

You Have Real Estate Questions.

*We not only know the
right answer, but the
one that's right for you.*



Sheri Hussey-Jones
REALTOR®

Cell: 251-377-5974 | Office: 251-639-4006
Sheri.Hussey.Jones@bhhscooper.com
sherihusseyjones.bhhsCooperRealtors.com
FREE App: Text BHHSSHJones to 87778



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