

THE CORNER

SouthWest Mobile County
Chamber of Commerce
Serving All of South Mobile County

MAY 2020

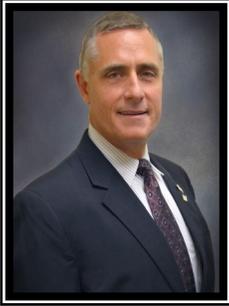
SHOP • EAT • SPEND • ENJOY

LOCAL

"We don't even know how strong we are until we are forced to bring that hidden strength forward." Isabel Allende

“In Step With Progress”

Message from the President



Another month has passed and unfortunately we are still in the grips of the Chinese corona virus pandemic. The good news is social distancing and our economic sacrifices shuttering our businesses appears to have been successful. Our healthcare systems were not overwhelmed and that threat has abated. The so called infection curve has been arguably flattened and we have not seen any exponential spread of the virus locally. As of this writing, Mobile County has 994 confirmed cases which is 0.24% of the Mobile County population. This is

still a nasty virus, but we have shown we can contain it and treatments are developing and improving, so it is reasonable to claim we can handle this.

Governor Ivey will let the “stay at home” order expire April 30th and the City of Mobile curfew will also expire with it. The Governor has directed a partial reopening to begin May 1st with retail and non-essential businesses allowed to reopen at 50% capacity. The not so good news is restaurants, bars, gyms, spas, barbers, and hair salons will remain closed until at least May 15th. We are beginning to reopen Alabama and start working towards recovery, but the closure order for another 15 days will be a tremendous burden on those businesses and their employees. Please support them anyway you can.

While the SBA disaster loan program and Pay Protection Plan have been inundated, emergency loans are being processed and some of you have already received monies. Congress has passed another relief bill supplementing those funds, so if you have not applied yet, please apply soonest. Our local banks are stepping up and can assist you. If you have questions, please contact us.

We had to cancel our annual First Responders breakfast, but we replaced it with a First Responders' Appreciation Delivery Day April 14th. Chamber members delivered donated gifts, treats, and Tillman's Corner Pizza Hut pizza to our firefighters, police, and local emergency rooms. These heroes have been on the frontlines facing this virus threat and we salute them. The gesture was greatly appreciated.

Due to the ongoing state restrictions on gatherings, we must sadly cancel our monthly May luncheon where we usually award our business of the year, so that award will be postponed until our June luncheon. Our Business Expo for May 11th is also postponed; we will reschedule for some time in September. At this time our monthly Coffee at the Chamber May 19th is tentatively scheduled as a Zoom meeting again, but if restrictions are eased, we will plan to meet.

During these trying times, the best thing we can do is pray! So for the National Day of Prayer, we will have a drive in Prayer Rally 7:30am Thursday May 7th in the Tillman's Square parking lot on HWY 90 (that's the parking lot in front of the Mobile Police Precinct 2). We have to stay in or by our vehicles, but we will gather together and praise our Lord and pray for deliverance from this crisis. Please join us!

The crisis is not over, but we are turning the corner and see the light at the end of this dark tunnel. Our economy is resilient and our community is strong, so we will defeat this pernicious pandemic and surely survive this economic crisis. In fact, we will again prosper and thrive as soon as we get back to work. Rest assured your Chamber is making your voice heard. We have contacted all our elected leaders and informed them we are ready to get back to work now! Hang in there; together we shall overcome. God bless all of you and your families.

Pete Riehm, SWMCC President

2020 Officers

President
Pete Riehm
NAI Mobile

1st Vice President Tiffany Ginn
Uniti Fiber

2nd Vice President Chris Black
Integrity IT Services

Secretary
Curtis Polk
BLP Mobile Paints

Treasurer
Bryan Dewberry
Mission 1st Mortgage

Board of Directors

Jeff Brinson - Southwestern Consulting
Stephanie Chestnut - Dick Russell's BBQ
Laura Hittson - W. C. Griggs Elementary
Russanne Howell - Farmers Insurance
Tammy Lyons - Family Security Credit Union
Sharon Murrill - Alabama Power Company
Wes Pipes - Individual
Paul Radczenko - Evonik
Torii Stratas - Top Music Company
Joe Summersgill - Mobile Co. Water, Sewer
John Wimsatt - Walmart
Josh Woods - The Grounds
Della Wade - Individual (Honorary Board)
Jonathon Lee - Mobile PD (Ex-Officio)

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

Administrative Assistant/ Membership

Gloria Poché
gpoche@swmccchamber.com

Rental Specialist

Susan Williams
swilliams@swmccchamber.com

Event Specialist

Glennan Palframan

Office Number: 251.666.2488

MAY CALENDAR

6 SWMCC SMALL BUSINESS AWARDS LUNCHEON
 When: May 6th Begin Networking at 11:30am
 Guest Speaker: Mayor Sandy Stimpson
 Where: Tillman's Corner Community Center
 Contact: Chamber Office 251-666-2488
 Cost: \$12 for Members and \$15 for Potential Members

CANCELLED

7 National Day of Prayer Drive-In Prayer Rally
 Where: Tillman's Square Parking Lot (In front of Police Precinct 2)
 When: 7:30 a.m.



11 Business Event 2020
POSTPONED

19 Coffee with the Chamber
 When: May 19 at 7:30 am
 Where: **zoom** LINK TBA
 Contact: Chamber Office 251-666-2488
 Sponsor: 

25 MEMORIAL DAY CHAMBER OFFICES WILL BE CLOSED




PROMOTE YOUR JOB OPPORTUNITIES ON OUR WEBSITE & CONNECT WITH THE BEST CANDIDATES. THIS WILL ALLOW EMPLOYERS TO POST JOBS FOR FREE AND STILL REACH A LARGE AUDIENCE EFFECTIVELY. SEND THE AVAILABLE JOB INFORMATION TO INFO@SWMCCCHAMBER.COM

NEW 2020 BOARD OF DIRECTOR



Torii Stratas currently serves as manager of Games for Homes, a branch of Top Music Company, Founded in 1965, Top Music Company opened Games for Homes in 1985 and quickly became the top local supplier of home amusement equipment and accessories. She brought with her over 20 years of insurance experience, along with more than five years of personal business ownership.

Torii resides in Mobile and is the proud mom of five children. She spends most of her spare time refereeing children, 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 **SMALL BUSINESS AWARDS LUNCHEON**

May 6, 2020

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

MAYOR SANDY STIMPSON

Sandy's vision is for Mobile to become the safest, most business and family friendly City in America.

His goal to unite the City, known as One Mobile, has empowered every Mobilian to have a voice. He was first elected in 2013. During his first term, he addressed issues of public safety, fiscal responsibility, downtown revitalization, and blight eradication. He was reelected by a landslide in 2017 and has continued to direct marked improvement in these areas plus directing unprecedented resources on infrastructure repairs.

Sandy's civic and business endeavors, both locally and statewide, have been numerous and varied. He has served in leadership positions on the boards of the Boys & Girls Club of Southwest Alabama; the Mobile Area Chamber of Commerce; the Alabama Policy Institute; and the Business Council of Alabama; the University of Alabama President's Cabinet.

Sandy graduated from the University of Alabama in 1975 with a bachelor's degree in civil engineering. He spent nearly forty years in the lumber manufacturing business. Sandy and his wife Jean have been married since 1975 and have four grown, married children and twelve grandchildren with two on the way. They are longtime, active members of Ashland Place United Methodist Church.



SPONSOR:



3662 Dauphin Street Suite B
Mobile, AL 3660
(251) 243-0902

CATERER:



7351 Theodore Dawes
Rd, Theodore, AL 36582
(251) 654-0228

MENU:

Chicken Alfredo
Mixed Vegetables
Salad
Rolls

Dessert

Apple Upside Down Cake
and
Butter Pecan Cake
Sweet or Unsweet Tea

Please RSVP to 251.666.2488 or info@swmcchamber.com

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

Congratulations

SMALL BUSINESS OF THE YEAR FINALISTS

Godfather's Pizza first opened in Mobile in 1978. We are a local franchise, selling fully topped pizzas made with dough made fresh daily.

Current owner, Sandra Fuqua, bought the franchise in 2004. She began in 1978 as a counter girl, making \$2.25 per hour. She worked her way up through the ranks of the company, ultimately achieving the top position of Director of Operations. In 2004, she was given the opportunity to purchase the franchise.

We are a local company and we pride ourselves on providing a good work environment for local high school and college students.

We have 3 locations in the Mobile area and are grateful for our success in the community.



Tillman's Corner Store

5442 Hwy 90

Mobile, AL 36619

251-666-0106



Infinite Insurance & Housing Solutions, LLC – Mechelle Davis Agency is an Independent Agency built on trust, integrity, and character. We are expanding our brand to not only sell Auto and Home policies but to be a place that can satisfy all your insurance needs. We also offer Commercial/Business, Life, Employee Benefits, Bonds, Travel, Event Insurance, Business Legal and Housing Services. If you're looking for a family oriented agency that will treat you like family—look no further. This is Infinite Insurance & Housing Solutions, LLC – Mechelle Davis Agency.

Infinite Insurance & Housing Solutions, LLC

We are growing and continuously providing Superior Customer Service to everyone that need our help.

Contact Us for your Insurance and NOW Housing Needs.

251-662-9812 or 251-308-9388



It is our desire that Upspyre becomes a living legacy to benefit individuals, families, churches, entrepreneurs and small businesses. People who are looking for a way to make a better life are the backbone of America. As we are allowed to continue to serve our community, our region, our nation and our world, we want to do more than INspire, we want to take it to the next level and UpSpyre! Shortly after we introduced UpSpyre to the world,

I completed my training with John C. Maxwell, the world's leading authority on Leadership and became a part of his team.



Who is Speaking at your next big event?

David Carpenter has made thousands of speeches. He has decades of experience, and is a certified member of the John Maxwell Team.

www.upspyre.com

Business -251-263-4410

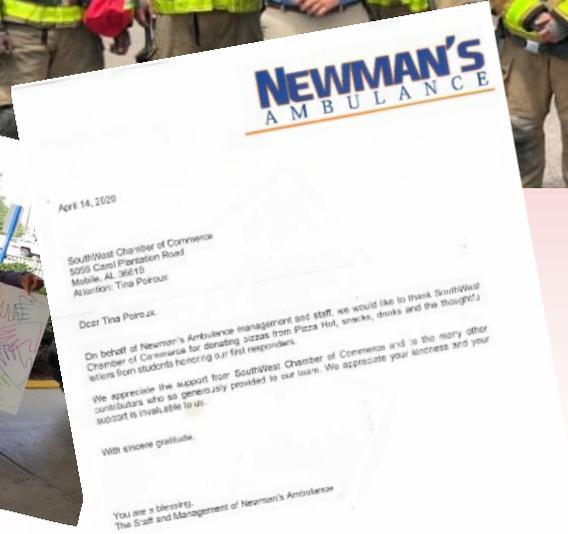
Cell -618-954-8330

Email -upsprye@gmail.com



Food for a
HERO

THANK YOU



Thank You
**TO OUR SPONSORS
AND INDIVIDUALS FOR
THEIR DONATIONS**

- SouthWest Mobile County Chamber**
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- Mobile Memorial Gardens Funeral Home**
- Alabama Power**
- Mobile Memorial Garden Cemetery**
- Zippy Mart**
- Coca Cola Bottling Co**
- UTZ Quality Foods (Golden Flake)**
- McLaney Senior Dance**
- Mechelle Davis**
- Poly Surveying**
- Pilot Catastrophe**
- Sharon Murrill Family**
- Tina & Russ Poiroux Family**
- Surge Church**
- Torii Stratas**
- Redemption Mobile**
- Beachcomber Marina**



Kudos

THANK YOU!

The SouthWest Mobile County Chamber wanted to show our Members how much we appreciate them by saying **Thank You** for all you do in a special way. This month we put signs out recognizing you as our Heroes. You have served us and our community despite the challenges that we are presented during the Covid-19 crisis. You are our hero's as you continue to sacrifice your own personal health and resources to show how strong we are.

**"Strong we are together"
#keepmobilemoving**



As local SEO experts, we've written quite a bit about Search Engine Optimization on our blog. And we've recorded a number of videos about it as well. I wanted to use this article to talk about NAP, or Name, Address, and Phone Number. This is one of the most important aspects of local SEO because more and more people are using mobile devices to perform search queries. "Near Me" searches have increased nearly 34x since 2011, according to a Google article on Micro-Moments, with 88% of those searches coming from a mobile device.

With this huge increase in local searches, it is necessary to put more focus on your local search campaigns. And one of the biggest pieces of the puzzle to make sure you appear for local searches is making sure your Name, Address, and Phone Number are listed on your website, Google, Facebook, and any other directories.

This should go without saying but you need to make sure it appears and is correct on your website **FIRST!** This includes your contact page and anywhere your NAP appears.

You will also want to create a Google My Business Listing, as this will also get you on Google Maps. And make sure that your Facebook page has the correct information as well.

But from this point forward it can get a bit dicey as there are not just three or four sites you need to appear on for Google to rank you higher, there are dozens of sites that Google is using to check the validity of your business. So it's very, very important to manage your listing data.

You can do this manually by scouring the interwebs for a list of the sites Google is using as a reference or you can hire local SEO pros, i.e. Blue Fish, to do this for you.

We would start by auditing your existing listing footprint. Once we've done the initial audit, we understand exactly what needs to be cleaned up. We'll go out and say, "Google looks accurate, but Facebook, Yelp, etc is incorrect." After the initial audit, we go out and clean up and build your listings in the most powerful directories.

And finally, we put a monitoring system in place to make sure that your NAP does not unintentionally change. If it does then we make sure that it is corrected as soon as possible.

What I would like to offer you is this. Email me your information and we will run the initial audit for you for Free! That's right! Free! Just email marcus@bluefishds.com and mention that you are a SW Chamber member and we'll get you that initial audit for free.





REAL ESTATE CORNER BY RON SIVAK



News of two major distribution centers, both anticipated to be completed by late summer, was announced recently for the West Mobile area.

Santa Paula, California-based manufacturer **BendPak**, a global producer of automotive lifts, pipe benders, air compressors and shop equipment, recently announced the opening of a massive **100,000-square-foot warehouse to be set up in Theodore.**

It is expected to serve as a regional distribution hub for the company's customer base spread throughout the Eastern part of the United States.

COVID-19 notwithstanding, the administrative and shipping complex is expected to be fully operational by the end of the summer. The site was selected, in part, due to its strategic proximity to the Port of Mobile.

The new warehouse is anticipated to stock all company products and the space will also include a classroom which will offer technical training on BenPak's various lines for staff and customers as well, if they are interested. Fulfillment operations will offer next-day or two-day delivery to a large share of the company's customer base in two time zones.

Technologic growth of the company, to potentially mitigate logistical challenges faced by the coronavirus pandemic, was another factor in acquiring the Theodore site.

"In addition to reduced delivery times and improved customer service, the new location will provide added warehouse and transportation efficiencies, which will contribute to cost savings for our customers." BendPak's Chief Information Officer Rudy Diaz said

Upon opening, the hub will feature a 3,600-square-foot administrative office space, 15 dock doors, two oversized ramp doors, a wet pipe sprinkler system and LED lighting. The center's 24-foot ceiling height will also allow for a variety of racked and floor storage options for inventory placement. Hiring needs were unknown as of press time.

Mobile-headquartered **Lafayette Land Company**, a family-owned national real estate firm in charge of the project, has announced that one of the largest retail distribution centers ever built by **Flowers Food**, a 101-year-old, Thomasville, Georgia-based publicly traded company (NYSE: FLO) is setting up shop in West Mobile.

Acquired in February for \$405,000, as reported previously in the Chamber newsletter, specific plans for the property were unknown until the April announcement. The development sits on four acres of property located between Western Drive and the East Interstate 65 Service Road in West Mobile. Nathan Handmacher with Stirling Properties handled the initial real estate deal.

Upon completion, the retail distribution center will have 22 truck docks and a retail baked goods outlet. The facility will also be responsible for creating around 25 new full-time jobs locally. The project is being financed by Renasant Bank in Mobile. Opening date for the center is currently slated for late summer 2020.

Thank you to our TALL students for all of your work this year . We congratulate you and offer best wishes for a successful future in whatever avenue you pursue!

*Elizabeth Bryson, Jakobie Forrest,
Katelyn Nicole Johnson, Kennedy McCaskey,
Grace Overstreet, Carson Rose, and
Anne Morgan Swearingen*

**APPLICATIONS ARE NOW BEING
ACCEPTED FOR THE ACADEMIC 2020-
2021 SCHOOL YEAR**
The deadline is June 4, 2020



CHAMBER AT WORK

•**Working regionally with Chambers** in our community to address issues within our state and here locally on the coast. Being able to work together with other chambers that have similar issues and concerns regarding political issues within our state and building a greater voice to represent our members and small businesses. We have also been a member of the Chamber of Commerce Association of Alabama for 34 years and have had the opportunity for our Executive Director to serve on the state board of directors since 2019, which has given us an influence across the state.

•**Coastal 150 partnership** gives our chamber the ability to have representation in Montgomery and understand the challenges within our state. This partnership gives us the ability to have our voice heard and provides a better understanding of legal issues affecting each of our community needs. It also provides a leadership from the southern part of the state to keep funding here locally.

•**Launched Zoom Networking events** during the Covid-19 outbreak as well as provided free training through webinars and demonstrations from local leaders free of charge. We also hosted a call with Congressman Bradly Byrne during the onset of the crisis which he was able to provide resources to our membership and answer questions and concerns regarding the Paycheck Protection Program and EIDL requirements for small businesses.

•**Developed a Diplomat Advisory Board** and provided special training for our 2020 Diplomat class. We also hosted a training class/orientation for the new Board of Directors for the chambers. Our Diplomats have been on the forefront helping the Chamber initiate the many events as well as establish a plan to recognize our many local partners with cookies, yard signs, thank you letters and they were significant in helping us recognize all the of the First Responders recently during our Feed the Hero campaign.

•**Graduated our 7th class of T.A.L.L.** Leadership Academy students (Young Ambassadors) and awarded scholarships to each student. We were able to award over \$10,000 to these high school seniors that represented 4 different schools in Mobile County. We are currently accepting applications for the next year, contact tpoiroux@swmcchamber.com for additional information.

•**In Lieu of our 7th Annual First Responders Breakfast,** we honored local First Responders in our community with lunch and a stockpile of snacks and drinks. We were also able to provide medical masks, gloves that were donated by local businesses closed during this crisis. There were school aged children that took the time to write cards and draw posters to say Thank you to our Responders for their efforts in working on the frontline during the crisis.

•**We expanded our Facebook presence** through our #keepmobilemoving and #swmcchambersaysthankeyou. The newly created Facebook page "Feed the Heroes" was also a way we highlighted the great volunteerism that we were seeing in our community. People helping others has been the mission of the chamber for many years and

campaign during the quarantine. We also have had members tell their stories of volunteering within their community. Helping our community stay healthy one business at a time has been the emphasis we are working towards each day of the quarantine. During the Covid-19 crisis we provided peanut butter and jelly sandwiches to our local schools to help with the need they were experiencing. Little efforts on our part go a long way in the future success of our young children.

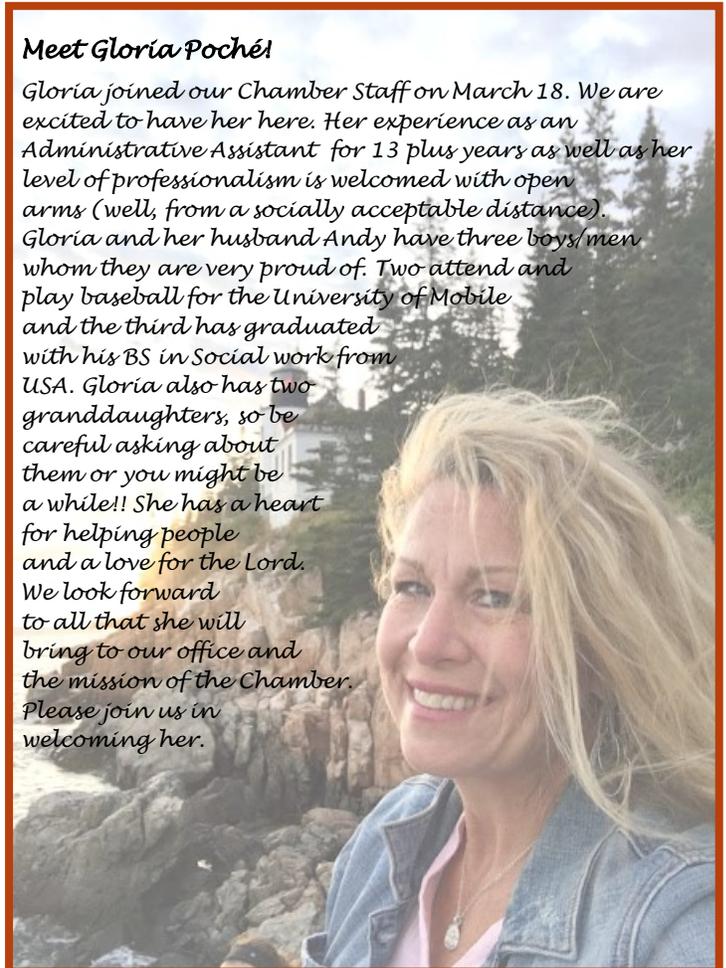
•**During Covid-19 recognizing our members** with yard signs Heroes Work Here was also a way we have recognized our businesses partners and brought attention to their business practices during the crisis. Being able to bring recognition to businesses that were still working made it possible for the community to see the partnership we have with our local businesses. Making every effort to Keep the economy working has allowed us to become creative in our thinking and planning.

•**Community involvement** is not the sole purpose of this chamber but working toward a healthy business environment with training and personal development is through gathering resources to equip each of us daily in our current state.

NEW TO OUR CHAMBER STAFF

Meet Gloria Poché!

Gloria joined our Chamber Staff on March 18. We are excited to have her here. Her experience as an Administrative Assistant for 13 plus years as well as her level of professionalism is welcomed with open arms (well, from a socially acceptable distance). Gloria and her husband Andy have three boys/men whom they are very proud of. Two attend and play baseball for the University of Mobile and the third has graduated with his BS in Social work from USA. Gloria also has two granddaughters, so be careful asking about them or you might be a while!! She has a heart for helping people and a love for the Lord. We look forward to all that she will bring to our office and the mission of the Chamber. Please join us in welcoming her.



COASTAL 150 UPDATE

Following weeks of gridlock, the Senate and the House passed a bipartisan deal this week to replenish a small business loans program. But the "interim" bill — which was the product of negotiations between congressional leaders and the White House and had President Trump's full backing — ballooned into a \$484 billion spending package that also includes money for hospitals, coronavirus testing and disaster loans, among other things. Here are the details of the Legislation

More funding for small-business loans

The bill will add \$310 billion to the funding pool for the PPP managed by the Small Business Administration (SBA) after businesses exhausted the initial \$349 billion allocated for the program in less than two weeks.

Funding for PPP loans ran out last Thursday amid negotiations between Republicans and Democrats over conditions replenishing the program. Small-business advocates, economists and lenders warned soon after the PPP opened that the funding would be exhausted quickly, but lawmakers struggled to strike a deal until Tuesday.

The SBA has been unable to process PPP applications since funding for the program expired, which means another massive backlog could be looming for the agency that could quickly draw down the new pool of funds.

The measure also adds \$10 billion in funding for the Emergency Economic Injury Disaster Loan program, which allows businesses to borrow up to \$2 million with an initial grant of up to \$10,000.

Carve-outs for smaller lenders

While the PPP has broad bipartisan support, Republicans and Democrats squabbled over how to replenish its funding and what restrictions should apply after an outcry when nationwide chains and companies were able to tap loans,

while some small businesses were left out in the cold. Instead, the bill allocates \$30 billion in loans to be issued exclusively by federally insured banks and credit unions with assets between \$10 billion and \$50 billion, and another \$30 billion in loans to be issued by firms with less than \$10 billion in assets. Like the initial funding, the loans will be available on a first-come, first-served basis.

Aid for hospitals

Democrats insisted on including financial support for states and hospitals facing soaring costs in treating COVID-19 patients as the economic fallout spreads from the pandemic. While Democrats didn't secure funding for states, the bill includes an additional \$75 billion for hospitals to cover treatment for coronavirus patients and lost revenue from canceled elective procedures.

That was less than the initial \$100 billion provided for hospitals facing severe financial pressure despite the overwhelming surge in patients.

More money for more COVID tests

The bill also includes \$25 billion in funding to develop and expand access to tests for COVID-19, a crucial step toward curbing the pandemic and easing social distancing restrictions.

State, local, territorial and tribal governments will receive up to \$11 billion in funds to develop, run and process COVID-19 tests, boost laboratory capacity, trace contacts and help employers test workers for the virus.

The measure also sends billions to the Centers for Disease Control and Prevention, National Institutes of Health, Food and Drug Administration and Biomedical Advanced Research and Development Authority to boost coronavirus surveillance, research and progress toward treatments and vaccines.

Requiring a Trump testing plan

Trump and governors in COVID-19 hot spots have squabbled for weeks over who bears responsibility for the drastic expansion in testing capacity needed to begin easing social distancing restrictions. While governors have implored the president for additional tests and access to federal labs, Trump has insisted that it is up to states to secure enough tests to move forward. The bill, however, requires Trump to release a plan to help states test a far greater number of residents — a major point of contention between Democrats and Republicans in negotiations with the White House amid the president's feuds with governors.

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.



New Members:

HATCHER FARMS VENUE

10780 JEFF HAMILTON RD
MOBILE, AL 36695
251-583-3320

WM FINANCIAL COACHING

4120 PERCH POINT DR
MOBILE, AL 36605
251-509-9911

PUROCLEAN EMERGENCY SERVICES

713 LAKESIDE DRIVE N.
MOBILE, AL 36693

Membership Renewals:

ACCORDIA HEALTH

LAQUINTA INN AND SUITES

MOSTELLAR MED. CENTER

PINK POST OFFICE BOUTIQUE

PROSHIELD PEST CONTROL

PORT CITY METAL FABRICATION

SOUTHWEST MOBILE COUNTY CHAMBER OF COMMERCE RECEIVES RECOGNITION

The Mobile Fire and Rescue Department recognized the chamber as a service honoree at their annual banquet!



SOUTHWEST MOBILE COUNTY
CHAMBER of COMMERCE

CORPORATE SPONSORS

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Huntington Learning Center
LOPER LAW, LLC
Mobile Memorial Gardens Cemetery
Mobile Memorial Gardens Funeral
Home
NAI Mobile
Polysurveying of Mobile
Touching Hearts Senior Care
Uniti Fiber

FRIENDS OF THE CHAMBER

Dick Russell's BBQ
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