

# The Corner

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

**JUNE 2020**



*"It is a wonderful truth that things we want most in life - a sense of purpose, happiness and hope - are most easily attained by giving them to others" Isabel Allende*

# “In Step With Progress” *A message from the President*

After more than two months of “Safer at Home” orders, we are finally emerging from the shutdown. Workers can return to work, businesses are reopening, and the sun is rising again in our local economy. While many of us were forced to close, thankfully construction continued. A new Whataburger, Starbucks, Family Dollar, and Sherwin-Williams distribution center are about to open. We are also pleased to welcome Bendpak, a global manufacturer of vehicle lifts and shop equipment; they are occupying a 100,000sf warehouse on Willis Road.

While many businesses were forced to shutter and furlough employees, those who remained open saw robust traffic. Home improvement stores had records sales and pool contractors are busy. Vehicle and home sales have remained strong. The point is the foundation of our economy is sound, **so it's time to get everyone back to work. Most suffered** substantially and we still face challenges, but the path is open for us to make a roaring comeback.

The hospitality and service sectors suffered the most and are still suffering with 50% restrictions. These businesses have scrambled to protect their employees and reassure their customers. They are innovative and resourceful; they can do **this. We must fully reopen these businesses soonest; it's time** to trust them and their customers. We have learned that the elderly are most vulnerable to this nasty Chinese corona virus, **so let's focus on protecting them and getting the** healthy back to work. And thank God our churches are reopening; they are the most essential.

For those of you who obtained SBA Paycheck Payment Protection loans, please stay in touch with your lender and submit your Loan Forgiveness Application in a timely manner. For most of you, this loan can be forgiven with

proper documentation. The application is at this link: <https://home.treasury.gov/system/files/136/3245-0407-SBA-Form-3508-PPP-Forgiveness-Application.pdf>

Your Chamber has remained at work fighting for you, but the Community Center was closed. The Community Center is open again and available

for rentals. That rental income is a substantial part of our income, so please keep us in mind. We had several successful virtual Coffee at the Chamber events, but in May we had a live in person Coffee at the Chamber again and it was well attended. Our next Coffee at the Chamber will be Tuesday, June 16<sup>th</sup> at 7:30 a.m.; please join us.

Next month, we will resume our monthly luncheon, so please join us Wednesday, June 3 at 11:30 a.m. Tables will be farther apart and obviously wear a facemask if you feel it necessary. Our Guest Speaker is State Representative Chip Brown who will report on the recent legislative session. Since we missed May, we will also be awarding our Business of the Year. We hope you can join us.

On the first Thursday in May your Chamber sponsored a Drive-in Prayer Rally in front of the Mobile Police Precinct 2 for the National Day of Prayer. Several dozen folks showed up and local pastors joined by MPD Chief Lawrence Battiste and County Commissioner Jerry Carl prayed for our community; it appears our prayers are being answered. Our community is strong and our economy is recovering; together we can do this. God bless you all!

Pete Riehm, SWMCC President



## 2020 Officers

President  
Pete Riehm, NAI Mobile

1st Vice President  
Tiffany Ginn,  
Uniti Fiber Services

2nd Vice President  
Chris Black, Integrity IT

Secretary  
Curtis Polk,  
BLP Mobile Paints

Treasurer  
Bryan Dewberry,  
Mission 1<sup>st</sup> 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*

Gloria Poché  
gpoché@swmccchamber.com

*Rental Specialist* - Susan Williams  
swilliams@swmccchamber.com

*Event Specialist* - Glennan Palframan

CONTACT US @ 251-666-2488

# JUNE CALENDAR

**3** **SWMCC SMALL BUSINESS LUNCHEON**  
**When:** June 3 at 11:30 a.m.  
**Begin Networking**  
**Guest Speaker: CHIP BROWN**  
**Where:** Tillman's Corner Community Center  
**Contact:** Chamber Office 251-666-2488  
**Cost:** \$12 for Members and \$15 for Potential Members  
**Sponsor:** **WALMART Rangeline Road**

**6** **DRIVE-THRU RABIES CLINIC 1P-5P**  
 Benefiting the Environmental Studies Center wildlife rehabilitation program  
**WHERE: Tillman's Corner Community Center**

**16** Coffee with the Chamber  
**When:** June 16 at 7:30 am  
**Where:** 5055 Carol Plantation Road  
**Contact:** Chamber Office 251-666-2488  
**Sponsor:** 

## LOOKING AHEAD

*We need your help filling backpacks!!*  
 Your opportunity starts now thru July 17th.  
 Donations can be delivered to the TCCC / SWMCC between 8-5 Monday - Friday! Monetary Donations are wonderful as well!!

- EXAMPLE OF ITEMS NEEDED:**
- |                           |                              |
|---------------------------|------------------------------|
| Backpack                  | Book covers                  |
| Loose-leaf notebook paper | <b>3", 3-ring binder</b>     |
| Composition books         | Subject dividers             |
| Glue sticks               | Blue or black ballpoint pens |
| Scissors                  | Colored pencils              |
| Facial tissues            | #2 pencils                   |
| Ruler                     | Crayons                      |
| Protractor                | Highlighters                 |



**SCHOOL SUPPLY DRIVE**



**SOUTHWEST MOBILE COUNTY**  
 CHAMBER of COMMERCE

## **CORPORATE SPONSORS**

### DIAMOND

### PLATINUM

Integrity IT Services Payroll Vault  
 Walmart #866

### GOLD

Alabama Power Company  
 CFO Consulting Services, Inc. Core Mastery  
 Evonik Corporation  
 The Grounds

### SILVER

Boys and Girls Club of So. Ala  
 Corsentino Chiropractic  
 Family Security Credit Union  
 Gulf Coast Graphix  
 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  
 Johnstone Adams, LLC  
 JW Enterprises HR  
 Moe's Southwest Grill  
 Proshield Pest Control  
 The Gwyn Howard Family  
 Zippy Mart  
 Kalifeh Bedsole Adams PC

# SouthWest Mobile County Chamber of Commerce *SMALL BUSINESS LUNCHEON*

EVENT TICKETS ARE LIMITED. RSVP to reserve your seat! Tickets can be purchased online.

**JUNE 3, 2020**

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



## **ALABAMA STATE REPRESENTATIVE - CHIP BROWN**

Chip Brown is a lifelong resident of South Alabama. He was elected to represent House District 105 in 2018. In the House of Representatives, Chip serves as the only Freshman appointed by the Speaker of the House to the Rules Committee. He also serves on the Insurance, Tourism -Economic Development, Urban-Rural Development, Mobile County Delegation and the Energy Council.

Chip and his wife Aimee have been married for 19 years and have one son Harry and reside on Hollinger's Island. Following the tragic events of September 11, 2001, Chip joined the Alabama Army National Guard and served on active duty with the US Army and US Central Command at

the Forward Command Headquarters during Operation Iraqi Freedom. He also deployed twice as a Military Adviser based in Kabul, Afghanistan for NATO-International Security Assistance Force and US Forces Afghanistan during Operation Enduring Freedom.

Chip is a former Chairman of the board for the Make A Wish Foundation of Alabama and for several years has volunteered his time serving as a youth baseball, football, soccer and basketball coach. Chip received his Bachelor's Degree from Troy State University, his Masters

### SPONSOR:



STORE #866

**5245 Rangeline Road  
Mobile, AL 36619  
(251) 666-7972**

### CATERER:



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

### MENU:

**Chicken Alfredo  
Mixed Vegetables  
Salad  
Rolls**

### Desert

**Variety of Cakes**

### Beverage

**Sweet Tea, and Unsweet  
Tea**

Please RSVP to 251.-666-2488 or [info@swmcchamber.com](mailto:info@swmcchamber.com)  
\$12 for Members & \$15 for Potential Members

# THE WINNER OF OUR 2019-2020 SMALL BUSINESS OF THE YEAR TO BE ANNOUNCED JUNE 3, 2020

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.

**UPSPYRE**

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](http://www.upspyre.com)

Business -251-263-4410  
Cell -618-954-8330  
Email -upspryo@gmail.com

# T.A.L.L. Program

Tillman's Corner Area Learning Leadership

## Our 2019 - 2020 Graduates

From Left to right: *Grace Overstreet, Elizabeth Bryson, Carson Rose, Jakobie Forrest, Anne Morgan Swearingen, Kennedy McCaskey, and Katelyn Nicole Johnson*



*Students and family were welcomed to the Chamber for a celebration of accomplishment on May 21st. Our Executive Board was present and awarded each of our seven T.A.L.L. students with a \$1500.00 scholarship from the Chamber Foundation for participation and excellence during the 2019-2020 Academic School year. This is our 7th year with the T.A.L.L. program and we are extremely proud of these students and the impact this program is having!*

*Consider making a donation to the Chamber Foundation on behalf of this program. We would love to continue to see growth in the scholarship amount as well as the value it brings to the students who are selected to participate! We are accepting applications now for the upcoming school year, deadline is now extended through June 12<sup>th</sup>.*

## Singing River Health System - COVID-19 Playbook

**This playbook will help prevent workplace exposure and prepare your business for a healthy outcome.**

- Training for on-site temperature checks and COVID-19 screening
- Access to education, resources, medical staff and subject matter experts
- Testing options for employees
- Biometric health screenings
- Ability to deliver tailored consulting to meet the unique needs of each business

**For more information on how to receive the playbook or to be connected to one of our subject matter experts, call (228) 818-3188 or email [Kellie.Lamb@mysrhs.com](mailto:Kellie.Lamb@mysrhs.com)**

**Please visit [www.SingingRiverHealthSystem.com](http://www.SingingRiverHealthSystem.com) for the latest information.**



 **Singing River**  
Health System

## NEW 2020 BOARD OF DIRECTOR

Paul Radczenko is the Production Superintendent for the Evonik Hydrogen Peroxide plant and a member of the site management team in Theodore, Alabama. He began his career with Evonik in 2006 as a Plant Engineer for Degussa Initiators in Elyria, Ohio. He first moved to the Mobile area in 2008 as a senior Plant Engineer for Evonik, and in 2010 he was appointed to the position of Production Superintendent for that unit. He then relocated to other Evonik sites in Westwego, Louisiana and Maitland, Ontario, Canada in management roles before returning to the Theodore site in 2018.

Originally from Northwest Indiana, Paul studied chemical engineering at Purdue University where he obtained a Bachelor of Science degree. After graduating college, he moved to Ohio where he worked in various engineering positions. He also obtained his Professional Engineer license. In his spare time, Paul likes to spend time outdoors (fishing, hunting, kayaking). He also enjoys exercising regularly and travel when he has the opportunity.



## BUSINESS INSIGHT

Today I want to help you begin to understand the differences between inbound vs outbound marketing.

Outbound marketing covers your more traditional methods of marketing. Activities like trade shows, TV and Radio Commercials, Print ads in magazines and papers, telemarketing, Direct Mail, Billboards, etc.

Inbound marketing is often referred to as Content Marketing. So this would cover blog and video posts, Search Engine Optimization, social media marketing, white papers, marketing automation, etc.

To make it clear, outbound marketing is often interrupting your audience to share your message. Inbound Marketing is something they are attracted to and seeking to engage with. Inbound marketing provides value and builds trust.

If you are responsible for selling at a company, there is a huge difference between the two. Outbound activities are often approaching people that are cold. They may or may not know your product, service, or company. You are trying to influence them from a position of no leverage.

Inbound activities are going to generate warm leads because the person is familiar with your product, service, or company. They are actually taking steps to engage with your content. This makes selling to them a much more pleasant experience. It will also cost you 50-60% less. It does take a little longer to kick in but once it does it is magical.

There is a use for Outbound Marketing. It is not going to die anytime soon. But there are ways to ensure that you get the most bang for the buck. For instance, we've talked about TV advertising before and that if you want to run TV commercials then you might want to look at OTT since the viewer cannot fast forward through the commercial.

The purpose of any advertising activities is to feed leads into a sales funnel which is why advertising is an investment in future business development. If you would like to discuss your advertising needs or have another set of eyes take a look at your advertising strategy, just email me at [marcus@bluefishds.com](mailto:marcus@bluefishds.com)



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# THE CAN MAN

## Dumpster Rentals

10yd 15yd 20yd

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We offer Residential and Commercial can rental for all types of junk removal projects, ranging from 10 to 20 cubic yards in dimension. If you need to rent a can for a project cleanup, worksite cleanup, or just general usage, you've come to the right place. We'll make the process quick and affordable and answer all of your questions about renting our cans.

Call for pickup. Once you've filled up your dumpster, all you have to do is call us back and we'll schedule your pickup for the next available business day.

CALL US AT (251) 645-2826 TO ORDER YOUR CAN TODAY.

[WWW.THECANMAN.COM](http://WWW.THECANMAN.COM)



NEW SAVE THE DATE



Monday, September 21<sup>st</sup>, 2020

Heron Lakes Country Club  
3851 Government Blvd.  
Mobile, AL 36693

Benefits of Participation

- Advertise to Target Market
- Distribute New Information
- Create Brand Awareness
- B2B Networking
- Increase Customer Database
- Promote Products & Services
- Customer Relationships

Spaces are  
**LIMITED!**  
Reserve  
your booth  
**TODAY!!**

**SUPPORT  
LOCAL  
BUSINESS**



**REAL ESTATE CORNER BY RON SIVAK**

Long-held concerns debated nationally, on long-term permanent damage potentially inflicted to the economy from COVID-19 shutdowns, hit home recently with a flurry of announcements made concerning local small business closings across different sectors.

**TGI Fridays** located at 6945 Airport Blvd., near Providence Hospital, is not reopening, according to its owner/operator based out of New Orleans. The restaurant employed around 50 when fully staffed.

The site was custom-built to franchise specifications back in 2000, and the casual dining restaurant was nearly an instant hit with the weekday business crowd as well as weekend families when first opening.

**Vallas Realty** has listed the **7,000-square-foot building**, sitting on **1.85 acres** of land, for **\$1.8 million**. An annual lease option of **\$140,000** is also on the table for interested parties. Future inquiries for the site, to date, have covered new restaurant concepts and medical office space.

"I suspect we may continue to see similar closures throughout the area — **Logan's** has announced they may not reopen any of their locations either. TGIF is the first, real local example of the impact the virus is having on the restaurant industry," Kenny Nichols with Vallas Realty said.

Backing his claim, a recent news article on **Restaurant Business Online**, a website covering the casual dining sector, revealed that Logan's employees, initially furloughed due to the coronavirus pandemic, have now been terminated.

There are **two Logan's franchises in the local area**, one in Mobile and another in Spanish Fort that collectively employed over 100 service workers prior to shuttering.

An aerospace facility located at the **Brookely Aeroplex** and in business for 21 years is also closing permanently, shedding 80 high paying jobs in the process.

**Carlisle Interconnect Technologies**, a company founded in 1999 and formerly known as **Star Aviation**, first found local success in the aerospace industry long before the current A220/A320-series Airbus production plant was a hope on the horizon.

In 2015, Star announced plans to invest **\$2.35 million** to build a new manufacturing building at Brookley, adding **24,000-square-foot** and 50 additional jobs to an existing **18,000-square-foot space** with 85 employees found in Mobile and Seattle. When Carlisle acquired Star in 2016, the company reportedly had annual sales numbers topping **\$30 million**.

Wrapping up news on a positive note, **Government Investment Partners**, a private real estate company based in Deer Park, Illinois, has **acquired Bel Air Office Park II**, a **120,727-square-foot, two-story office building**, located on roughly **six acres** at 2970 Cottage Hill Road in West Mobile.

The purchase price of the property was **\$9.165 million**. Existing tenants in the building include Thompson Engineering and Alabama Department of Human Resources. **Jason Scott** with **Stirling Properties** handled the transaction.

# COASTAL 150 UPDATE

Even a Pandemic Cannot Stop Drama in Montgomery.

May 18th marked the final day of the 2020 regular legislative session in which many of the issues prominent in February were tabled in March as the session was delayed six weeks and state revenues fell in response to stay-home orders.

The end of the session included a dispute between Ivey's office and some in the Legislature over who should control the relief spending from Congress. Including, the disclosing of a "wish list" of CARES Act funding priorities from the legislature that included a new state house and the many other pet projects. This list made national news and is now a talking point in Washington on why future coronavirus funding for states should be discouraged. But, are we surprised that despite the pandemic the money grab in Montgomery does not stop? Remember this is the same legislative body that took coastal Alabama's BP fine money and returned it to our area for pennies on the dollar.

Reluctantly Alabama's elected leaders did approve plan to spend \$1.8 billion in federal coronavirus relief money along with the state budgets, despite Senate leaders saying they were left out of the process prior to their vote.

"Some meetings took place in our absence that we weren't involved in and I thought that was inappropriate," Senate Pro Tem Del Marsh, R-Anniston, told reporters

The final package split up more than \$1.7 billion of CARES Act funding as follows:

- \$300 million to reimburse state agencies for expenses directly related to the coronavirus outbreak;
- \$250 million to deliver health care and related services to residents;
- \$250 million to reimburse counties and cities for coronavirus expenses;
- \$300 million to support businesses, non-profits, faith-based groups and individuals impacted by the outbreak;
- \$300 million for technology and infrastructure expenses related to remote learning;
- \$200 million for reimbursement of costs to the Department of Corrections incurred because of the outbreak;
- \$53 million for remote work and public access expenses incurred by state government, including the Legislature;
- \$10 million to reimburse court cost and additional cost during the outbreak;

- \$5 million to reimburse the state's General Fund for supplemental appropriations made to the Department of Public Health;
- And up to \$118,346,250 to be used miscellaneously "for any lawful purpose" with passage by the Alabama Legislature;

These funds would only be spent on necessary and appropriate expenditures, with any unspent money going back to the U.S.

Treasury. Under the CARES Act, any funds left unspent by December 30 or deemed to be spent on unrelated expenditures must be paid back to the federal government.



\*\*\*\*\*

An advertisement for "Summer Rental Specials" at Tillman's Corner Community Center. The image shows a large, modern building with a blue roof and a parking lot. The text "Summer Rental Specials" is written in a large, red, bubbly font across the top of the image. The entire advertisement is framed by a border of small yellow stars.

CALL FOR DETAILS AND AVAILABLE DATES  
**TILLMAN'S CORNER COMMUNITY CENTER**  
@ 251-666-2488  
OFFERS AVAILABLE DURING JUNE AND JULY

\*\*\*\*\*

## 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.*

# Membership Renewals:

S & S SPRINKLER  
WES PIPES

## Get Noticed



## JOIN THE CHAMBER

Build business relationships and get involved in your community.

**SOUTHWEST MOBILE COUNTY**  
CHAMBER of COMMERCE

We are you Chamber!  
We are here for you!  
Together we Can...



**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@SWMCCHAMBER.COM](mailto:INFO@SWMCCHAMBER.COM)**

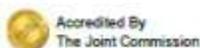


Accordia Health is here to address all of your healthcare needs, both physical and emotional.

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13833 Tapia Ave. • Bayou La Batre, AL 36509  
Office Hours: Monday–Friday 8:00 a.m. to 5:00 p.m.

[Accordia-Health.org](http://Accordia-Health.org)



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Here at your local Walmart, we're doing our part to help keep you and our associates safe. Because together, we can keep America moving.



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