

THE CORNER

THE

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Back into **REAL**
ESTATE



MARCH 2021



MISSION FORWARD

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



MISSION FORWARD 2021

*A message
from your
SWMCC
President*



Tiffany Ginn

2020 was a tough year for many of our businesses, but despite one of the sharpest downturns in our history, experts believe that as more and more citizens receive the COVID-19 vaccine, case levels will decline and economic recovery will soon follow.

I recently came across a quote from Lady Bird Johnson that said, "Where flowers bloom so does hope." And with spring on the horizon, I have much hope in this season of new beginnings for our chamber, our businesses, our community, our country and our world!

With that said, an exciting new commercial development has been announced for our community. Encompassing over 1,300 acres, South Alabama Logistics Park is the largest master-planned industrial park in the Southeast. It is located at Interstate 10 and Theodore Dawes Road and will feature Class A warehouse, distribution and manufacturing spaces. This project is sure to bring many new jobs to our area!

We are currently at about 70% for membership renewals, but we still need your help to make our goal of 90+% by the end of March. So if you have not yet renewed for 2021, please renew your chamber membership today!

Save the Date! Our Business Expo will take place on Monday May 17th! Don't Delay and Reserve your booth today! While we had a great gathering last year, we are looking forward to an even better turnout this year!!!

Please make plans to come network and mingle with fellow chamber members by joining us for one of our upcoming March events: Business Mastermind Group will meet on Thursday, March 11th; Coffee with the Chamber is on Tuesday, March 16th; and this month's business luncheon will be on Wednesday, March 3rd where our guest speaker will be Stephanie White, CEO of the Mobile Area Association of Realtors and The Gulf Coast MLS.

We will also be showing our gratitude to our First Responders on Wednesday, March 31st with our Drive-Thru Appreciation Event. Please contact the Chamber if you would like to volunteer!

Thank you so much for being a member of the Southwest Mobile County Chamber of Commerce. We value your business and your investment!

Community Center Staff

Executive Director

Tina Poiroux
tpoiroux@swmcchamber.com

Administrative Assistant

Gloria Poché
gpoche@swmcchamber.com

Rental Specialist

Susan Williams
swilliams@swmcchamber.com

Event Specialist - Glennan Palframan

Custodial / Maintenance - Calvin Dickerson

CONTACT US @ 251-666-2488 or 666-2846

www.swmcchamber.com



2021 Officers

President

Tiffany Ginn, Uniti Fiber

1st Vice President

Chris Black, Integrity IT

2nd Vice President

Bryan Dewberry, Mission 1st Mortgage

Treasurer

Curtis Polk, BLP Mobile Paints

Secretary

Sharon Murrill, Alabama Power Co.

Advisory Board

Theresa Orrell, Polysurveying of Mobile

Kay Peace, Individual

Pete Riehm, CRE Mobile

Ruth Robinson, Mobile Memorial Gardens Cemetery

Board of Directors

Stephanie Chestnut - Dick Russell's

Mechelle Davis - Infinite Insurance

Brian Lancaster - State Farm Agent

Tammy Lyons - Family Security CU

Chip Menton - Theodore High School

Christy Myers - Singing River Hospital

Wes Pipes - Individual

Paul Radzenko - Evonik

Torii Stratas - Top Music Company

John Wimsatt - Walmart

Josh Woods - The Grounds

Della Wade - (Honorary Board)

Ex-Officio Board of Directors

Randall Dueitt - County Commissioner

Kevin Rodgers - Captain, Precinct II

John Williams - City Councilman

SWMCC Business Advantage Partners

DIAMOND

Evonik Corporation

PLATINUM

Integrity IT Services | Mobile County Commission

Payroll Vault

GOLD

Alabama Power | The Grounds

SILVER

Corsentino Chiropractic CRE - Mobile

Family Security Credit Union | Huntington Learning

Center | Loper Law, LLC | Mission 1st Mortgage

Mobile Memorial Gardens Cemetery | Rock & Roll Off's

Sheila Clark Realtor - Keller Williams | Uniti Fiber

FRIENDS OF THE CHAMBER

Cockrell's of Theodore | Dick Russell's BBQ

Gwyn Howard Family | Kalifeh Bedsole Adams PC

Proshield Pest Control

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.



Riaan du Plessis, CPI

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riaan@homebossmobilecounty.com

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SouthWest Mobile County Chamber of Commerce SMALL BUSINESS LUNCHEON

EVENT TICKETS ARE LIMITED. RSVP to reserve your seat! Tickets can be purchased online at www.swmcchamber.com or call the office to pay by phone at 251-666-2488

Wednesday, March 3, 2021
Networking 11:30 am / Meeting 12:00 - 1:00 pm



Stephanie White, ABR, CRB, CRS, RCE, CMLX2, C2EX is the CEO of the Mobile Area Association of Realtors and The Gulf Coast MLS. She moved to Mobile in 2016, after spending 5 years as Education Director then CEO in the Florida panhandle area. She started her real estate career in Tallahassee in 1995 and moved to Jacksonville and St. Augustine in 2004. She has worn most hats, including Broker/owner and Instructor.

Stephanie's passion for serving her members and community drive her to be involved in many organizations. She loves volunteering for Habitat builds and often speaks at community organizations. Through the Association of Realtors, she has helped with multiple charities including Dance Without Limits, Camp Smile and Camp Rap A Hope, as well as Light of the Village.

Stephanie has served on multiple local Boards, as a Director and in leadership roles, including President Elect of the Northeast Florida Association of Realtors. Stephanie also served 7 years on the Florida Realtors BOD. She has chaired local, state and NAR committees, in a variety of subjects. She is a passionate professional, dedicated to Realtor members and community efforts. 'Real Estate isn't a job, it's a lifestyle.' Stephanie White.

SPONSOR



BOYS & GIRLS CLUBS
OF SOUTH ALABAMA

6585 Carol Plantation Road
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251-653-1188

CATERER:



770 Schillinger Road South
Mobile, AL 36695
251-634-0999

LUNCH MENU:

Pulled Pork or Chicken
Baked Beans
Macaroni and Cheese
Coleslaw
Hamburger Buns
Dessert

Sweet Tea | Unsweet Tea

RSVP to swmcchamber.com, call 666-2846 or email info@swmcchamber.com

**** \$15.00 Current Partners & \$18.00 for Potential Partners****

MARCH EVENTS CALENDAR

SWMCC SMALL BUSINESS LUNCHEON

- 3** When: **MAR 3, 11:30 a.m. Begin Networking**
Speaker: **Stephanie White**
Where: **5055 Carol Plantation Road
Tillman's Corner Community Center**
Contact: **Chamber Office 251-666-2846**
Cost: **\$15 Partner | \$18 Non-Partner *new price***
Sponsor: **THE BOYS & GIRLS CLUBS**

6585 Carol Plantation Rd.
Theodore, AL 36582
251-653-1188



BOYS & GIRLS CLUBS
OF SOUTH ALABAMA

- 3** **SWMCC DIPLOMAT ORIENTATION**
1:00 PM following luncheon

Business Mastermind

- 11** **Group**
March 11, 2021
8:00 - 9:00 am
5055 Carol Plantation Rd
Mobile, AL 36619



COFFEE WITH THE CHAMBER

- 16** When: **March 16th at 7:30am**
Where: **SouthWest Mobile County
Chamber of Commerce
5055 Carol Plantation Rd.
Mobile, AL 36619**
Contact: **251-666-2846**



31 **FIRST RESPONDERS APPRECIATION DRIVE THRU LUNCH**
11:00 AM - 2:00 PM @ the SWMCC



WE NEED YOU

WE ARE LOOKING FOR A NEW CLASS OF DIPLOMATS FOR 2021

A Chamber Diplomat is an individual who helps represent and promote the SouthWest Mobile County Chamber of Commerce, as well as promote their own business to other companies. The Diplomat Program consists of enthusiastic volunteers from the Chamber partnership who donate time to help build partnership and raise community awareness of Chamber activities and benefits. We would love to have you as a part of this team.

Apply by calling [251-666-2846](tel:251-666-2846)
or online at swmccchamber.com

DIPLOMAT SPOTLIGHT

Karen Seiter



Karen Seiter is a Financial Advisor with Edward Jones Investments. After working in the Chemical Manufacturing industry for many years, she began to see the importance of saving early as she began seeing things like pensions no longer being offered. Karen now uses her love of numbers

and passion for people to help others build their financial future and reach their long-term financial goals.

Karen and her husband, Bret, reside in Theodore with their four children and dog named Puddles. When she is not working, she and her family enjoy boating and spending quality time at the beach with family and friends. She also enjoys baking, dancing, wine tasting and watching her favorite Pittsburgh sports teams play.

BUSINESS INSIGHT



Today we are going to talk about how domain names work. Now before your eyes glaze over on me, this is important stuff. Domain names are traffic cops for the internet. And quite honestly, they are one of the bigger pains in the butt that we deal with.

The first thing you need to know about domains is that when you purchase domains you are doing so with a domain registrar. These are companies like Godaddy, Network Solutions, or even Google. I tell people that you never really ever own a domain name, that you need to

think of it more as a lease. As long as you make payments to the domain registrar you get to dictate what happens with the domain. But as soon as you stop, the domain registrar controls it as an asset. At that point, they can hold it and try and auction it off, or someone can put in a backorder so that if you ever forget to make a payment they immediately become the owner. So make sure that you check your account on a regular basis. I can't tell you how many people lose really good domains because they forgot that their credit card expired, or that they changed email addresses and never got renewal notices.

Speaking of renewals, if you own a business and have a domain name, go ahead and renew it for at least 5-6 years. It'll cost you less than \$100. If it is more than that you need to move to a new domain registrar. Plus this is a signal to Google that you intend on using the domain for a while and it helps your ranking. We like to register ours with Google. I'll explain why in a minute.

If you were to log into your domain registrar and went to the area where you manage your domain, you would see what is called DNS settings. DNS stands for Domain Name System. When you look at the DNS settings what you would see are a bunch of entries that control things like where people are sent if they want to see your website, whether your website has a www in front of it, where your email goes, etc. Domain names are translators. Every server that you use has something called an IP Address associated to it. Actually, every computer that is connected to the internet has an IP Address associated with it. So instead of typing in 192.168.1.1 we just type in Google.com and are taken to the server associated with Google's website. Same thing for email. Instead of typing in marcus@192.168.1.1 we type in marcus@bluefishds.com and the email gets to me.

As you can imagine there are servers set up all over the world that handle the duties of telling traffic where to go. These are called Name Servers. Because they are set up all over the world, it helps distribute the duties of pointing traffic to the right location to a server nearest the person asking. But this also causes a huge headache. It used to be that if you made a change to the DNS settings it took forever to propagate to all of the name servers across the internet. This caused a lot of headaches because it could propagate faster for one person trying to access a website or send an email vs another. I am happy to say that things have gotten a lot better in the last couple of years. Especially if you use a domain registrar that manages their own Nameservers. Google is one of those domain registrars which is why we like to use them. If I make a DNS change, it propagates in a minute or two instead of 24 hours or more. If you don't want to use Google, then DNSimple is another great one.

One last thing, when it comes to your website, www.google.com can be a completely different location than just google.com. Most reputable website developers know that you want these two to go to the same location and will set up the website and the domain so that if a user types in either, it goes to the same place. But make sure. Make sure that when you type either into a web browser that it goes to your website. If it doesn't then let me know as your website visitors could be experiencing technical issues.

Well, that's a wrap! I want to thank you for reading this article. If you want to talk about how Blue Fish can help you grow your business just send me a message and we'll get started!

Marcus Neto
Blue Fish
(251) 654-3698
<http://bluefishds.com>



BUSINESS OF THE MONTH



The mission of Katherine H. Hankins Middle School is to establish a culture which empowers adults and students to lead.



It has been the pleasure of the Chamber to recognize the heartbeat of our Partnerships. We are a voice for businesses and are here to help promote and offer opportunities to watch small businesses grow. This includes the schools in our community! Congratulations to Katherine Hankins Middle School on being selected as our March 2021 Business of the Month!

2020 YEAR IN REVIEW



SOUTHWEST MOBILE COUNTY CHAMBER of COMMERCE



219
Members



15,327+
Event Attendees



34 New Members



7 T.A.L.L. Graduates
\$10.5K
in Scholarships Awarded



14
Ribbon Cuttings/
Grand Openings



4
Chamber
Networking Socials

EVENTS THROUGHOUT THE YEAR • FACE TO FACE AND VIRTUAL

Coffee with the Chamber
Business Luncheons
Annual Awards Gala
National Sm Business Week
1st Responders Drive-thru
Membership Giveaway
Health Screenings

Job Fairs
Member Appreciation
Heroes Work Here Campaign
National Day of Prayer
Flag Honored Holidays
Small Business of the Year
Awards Luncheon

Seminars/Training
Chamber Networking Social
Kids Day Drive-thru
Business Expo
Food Drive Distribution
Christmas Giveback
Christmas Tree Lighting

Feed the Hero
Legislative Calls
Mastermind Group
Gun Giveaway
Love our Members
Giveaway

Giving Back 1,560+ Families Blessed through Disaster Relief, Book Bag Supply Drive, Thanksgiving Food Drive and Christmas Giveback



2020 - 2024



ALABAMA ACCREDITED
CHAMBER OF COMMERCE

SWMCC receives its Accreditation with the Alabama Chamber



Donated over \$20,000 in contributions and hours in local charities and area organizations



Promoted Alabama's Revive Cares Act Grants to assist Small Businesses



Partnered with ADECA for 2020 Census Outreach

21,993 +

SWMCC "The Corner" Newsletter Sent



3,116
followers



532
followers



2,308
Subscribers

MISSION FORWARD TO 2021 - HEADED IN THE RIGHT DIRECTION

COASTAL 150 UPDATE

State Legislative Session Update

The Alabama Legislature is in their third week of the Legislative Session and we have seen this session make quick work of the high priority agenda items and stall some of the larger topics.

The following priority bills were passed by both Houses and signed by the governor:

HB192 by Rep. Poole to reestablish and expand the Alabama Jobs Act and the Growing Alabama Credit for attracting new and expanding businesses. Legislation has been filed to renew and revamp state tax incentives for businesses. It includes new credits for women- and minority-owned enterprises, increasing the cap on one of the state's "backbone" incentives and giving a break to automakers who will ship vehicles out of the Port of Mobile. Incentivize minority and women-owned businesses with a jobs credit against utility taxes. The credit would be worth 4% of the wages paid to eligible employees during the prior year.

HB170 by Rep. Garrett to provide for an exclusion from Alabama individual income taxation for any federal tax credits, advance refunds, Small Business Administration subsidy payments, Emergency Injury Disaster Loans, student loan payments, or qualified disaster relief payments, and adjust certain business taxes.

HB231 by Rep Clouse to make a supplemental appropriation of available federal funds from the Alabama Emergency Rental Assistance fund to the Department of Finance of an estimated \$263,236,067 for the fiscal year ending September 30, 2021.

SB30 by Sen. Orr to provide civil immunity for business entities, health care providers, educational entities, churches, governmental entities, and cultural institutions operating in this state, as well as individuals associated with these entities, from certain damages claimed by individuals who allege that they contracted or were exposed to Coronavirus during a declared state of emergency House Judiciary Committee.

We are also seeing movement on items that matter to Coastal Alabama:

HB188 passed the House and is now in the Senate--by Rep Chip Brown to increase funding of Strengthen Alabama Homes Fund from 25% to 50%. Last year's hurricane season was a tough one with Hurricanes Sally and Zeta causing extensive damage to Coastal Alabama, but those with FORTIFIED Home program fared well. Alabama leads the nation in Fortified homes--with more than 16,000-- partly because many local building codes in coastal Alabama now require Fortified roofs for new homes and replacement roofs, and because in 2011 the state of Alabama created a program called Strengthen Alabama Homes to encourage homeowners to upgrade their existing roofs to Fortified certification.

HB281 passed out of House ETF committee--by Rep Victor Gaston with regard to the Historic Tax Credits. Originally, a 7 year extension amended the legislation to 5 years. The Alabama's Historic Tax Credit law, combined

with the Federal Historic Tax Credit, provides great incentive for developers to rehabilitate historic structures which are much more expensive to develop than new construction. Alabama's income tax mirrors the federal income tax credit that currently exists and over 30 states have enacted similar legislation. The economic impact of this tax credit and the restored buildings has been studied and repeatedly established as generating jobs, expenditures, sales and income taxes, and enhanced ad valorem taxes, all well in excess of the tax credits granted for the projects.

Other big issues have been delayed:

HB214--Sen. Marsh Statewide Gambling bill was purposely delayed in order to work on its details to gain more votes in the Senate and improve its prospects in the House. His proposed Constitutional Amendment that would establish the Alabama Education Lottery and the Alabama Education Lottery Commission with the proceeds used for post secondary scholarships; and, establish the Alabama Gaming Commission, and authorize casino-style gaming and sports wagering at existing sites, such as Mobile Greyhound Park, with the proceeds going 75% to the General Fund and 25% to the Alabama Trust Fund.

The bill proposes establishing a state lottery as well as five casinos offering table games, sports betting and slot machines. The casinos would be located at four existing dog tracks plus a fifth site in north Alabama that would be run by the Poarch Band of Creek Indians, the state's only federally recognized Native American tribe. The proposal also would encourage the governor to negotiate with the Poarch Band for a compact involving their three other sites which currently have electronic bingo machines.

Other smaller operators, including sites in Lowndes and Houston counties, have asked to be included--Marsh said one idea is to increase the five sites to seven based on Alabama's congressional districts, and have would-be casino operators apply for the license in those two districts.



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REAL ESTATE CORNER BY RON SIVAK

West Mobile-based Threaded Fasteners Inc. (TFI), a 42-year-old, 100 percent employee-owned company that manufactures, packages, and distributes steel fasteners, announced further expansion with the acquisition of Meridian, Mississippi-based Construction Fasteners in a press release last month.

“We have operated a branch in Gulfport, Mississippi, since 2006 and the construction industry in Mississippi has grown exponentially in the past 15 years,” TFI President Billy Duren said. “This acquisition joins two teams to help better serve Mississippi and neighboring states as construction and infrastructure investments continue to increase. We are thrilled to add to our presence in Mississippi by joining forces with the outstanding team at Construction Fasteners.”

The acquisition marks TFI’s 11th site opening to date, and the local manufacturer now supports nearly 200 workers on payroll while sustaining over \$7 million in fixed inventory across the Southern region covering Alabama, Mississippi, Florida, Oklahoma, and Tennessee.

David Dexter with CRE Mobile reported that a 4,000-square-foot office and warehouse space with 1 acre of fenced yard, located at 5589 Todd Acres Drive in the Tillman’s Corner area, will be repurposed to operate a 24/7 roadside assistance service company. The site was acquired for \$325,000 by California-headquartered investors. John Delchamps with Merrill P. Thomas Company worked for the seller in the transaction. Dexter represented the buyers.

SRS Real Estate Partners’ Birmingham office announced last month that the Chesapeake, Virginia-based Dollar Tree chain has leased the 16,170 square foot former Rite Aid property found at 6400 Airport Boulevard, part of the intersection with Hillcrest Road and directly across from an Alabama Power retail center in West Mobile. Martin Smith and Cooper Smith with SRS represented the landlord, J & A LLC, in the transaction. Build out timelines for the site were unknown as of press time.

Dallas-based Continental Battery has leased some 9,000 square feet of retail space located at 3747 Government Blvd. in West Mobile. The company is relocating directly across the highway from their former, 5,000-square-foot site. “They moved to the new space because it was larger as well as designed more as a retail-oriented space. The other location was more of a warehouse space,” said Metcalfe, who handled the transaction on behalf of the tenant.

Locally owned new package store, Infinity Liquor, has moved into the Vigouroux Marketplace located at 9948 Airport Blvd. in West Mobile. The business is leasing 2,400 square feet of retail space with expectations to open sometime this spring. The retail center is now reportedly 100 percent leased according to McArthur of Stirling Properties, who managed the deal on behalf of the landlord.

OFFICER OF THE MONTH

Officer Cherry Bonati

Congratulations Officer Cherry Bonati on receiving the Outstanding Officer of the Month Award for February 2021. Officer Bonati was presented the award as recognition of her outstanding service to our community over the past two years.



SWMCC 2021 President, Tiffany Ginn (not pictured) and Captain Rodgers presented Officer Bonati with the award at the monthly business luncheon on February 3, 2021. The hard work and dedication shown by Officer Bonati is recognized as admirable and worthy of recognition! Your contribution to those you serve is greatly appreciated.

Coffee with the Chamber



Coffee & Networking

March 16, 2021 at 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!

Meet a Member of the Accordia Health Team



Rajesh Gujjula, M.D. has joined AltaPointe's primary care division, Accordia Health in Bayou La Batre. He earned a bachelor's degree in biology from Vikas Junior College in Guntur, India, and a Bachelor of Medicine and Bachelor of Surgery (MBBS) from Kakatiya Medical College in Warangal, India. Dr. Gujjula completed his residency in Family Medicine at Louisiana State University Health Science Center – Shreveport in Monroe, Louisiana. He has more than six years of experience in primary care and wound care. He has also worked in both the urgent care and inpatient settings. He is board-certified in Family Medicine.



Family Medical Care

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Accordia Health—South Mobile County
13833 Tapia Ave. · Bayou La Batre, AL 36509

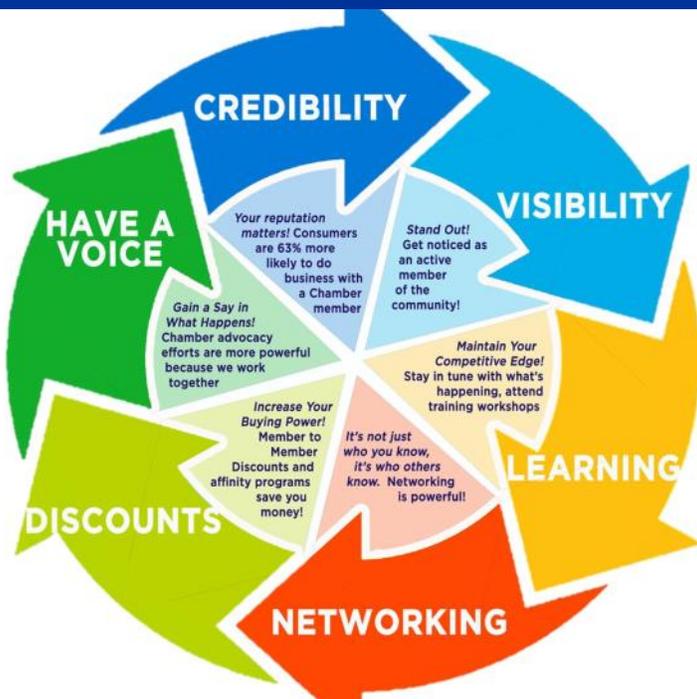
Office Hours: Monday–Friday, 8:00 a.m. to 5:00 p.m.

Accordia-Health.org

For Appointments: (251) 824-8320 · Toll-free (833) 921-1810

JOIN THE CHAMBER

Build business relationships and



We are your Chamber!
We are here for you!
Together We Can!

PARTNERS ON THE MOVE



SOUTHERN VIEW
MEDIA

DAPHNE, AL -- Southern View Media owners, Brad and Michelle Murrill, recently purchased a new building in Daphne, AL with the goal of helping more local businesses grow and thrive. The agency is already known for being a proponent of community outreach and growth. The Murrills plan to utilize the space, known as Daphne Square, as not only an office for their agency, but also a commercial hub for local businesses. After some improvements and initial updates, they plan to host networking events and after-hours get-togethers for business owners, as well as offer conference room space.

Southern View Media is a local marketing agency dedicated to assisting local businesses with creating, managing and developing a custom marketing strategy. The digitally focused marketing agency offers a variety of in-house digital services, including custom website design and development, logo design, search engine optimization (SEO), social media content creation, Google ads, Facebook ads and so much more. This building will allow the 14 member team, known as the Southern View Crew, to serve more local businesses on the Gulf Coast.

NEW CHAMBER PARTNERS

CORE INDUSTRIES

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MOBILE, AL 36619
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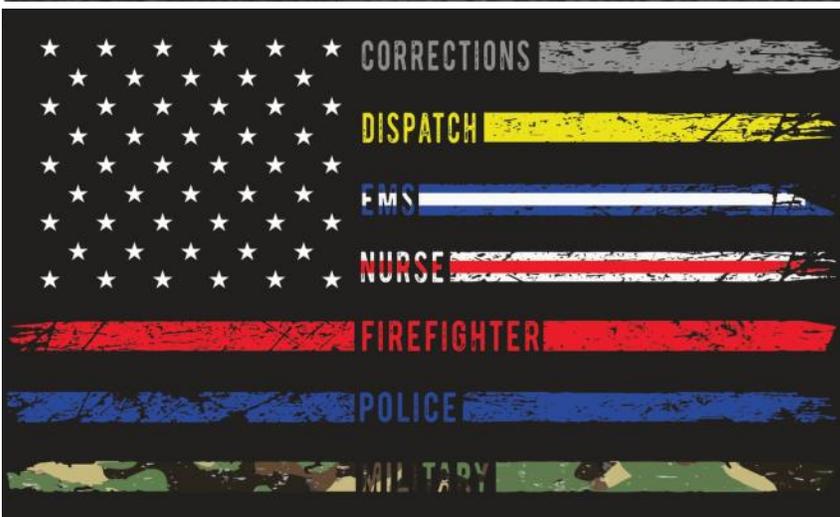
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2021 CHAMBER RENEWALS

Alabama Power
Boys & Girls Club of SW Alabama
Calagaz Printing
CRE - Mobile
Dick Russell's
Feeding the Gulf Coast
First Baptist of Tillman's Corner
Gwyn Howard Family
Main Street Family Urgent Care
Olive Garden
Port City Metal Fabrication
Republic Services
Servpro
Sonny's BBQ
Spire
Threaded Fasteners

FIRST RESPONDERS APPRECIATION EVENT



DRIVE-THRU APPRECIATION LUNCH
WEDNESDAY, MARCH 31, 2021
11:00AM - 2:00PM
5055 CAROL PLANTATION ROAD
MOBILE, AL 36619



**WE WILL BE CELEBRATING ALL OF OUR FIRST
RESPONDERS!**

INTERESTED IN BEING A SPONSOR FOR THIS EVENT? CALL THE OFFICE AT 251-666-2846

MONDAY, MAY 17, 2021

2:00 PM - 5:00 PM
HERON LAKES
COUNTRY CLUB

2021 SWMCC
SMALL BUSINESS
EXPO
SAVE THE DATE

THE CORNER

SouthWest Mobile County Chamber of Commerce
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MISSION FORWARD

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INFO@SWMCCHAMBER.COM**



2020 - 2024



ALABAMA ACCREDITED
CHAMBER OF COMMERCE

