



June 2022

THE CORNER



Letter From the President

We want to give a huge shout-out and congratulations to our 2021-2022 Business of the Year Rocky Fremin and Rock & Roll-Offs. You will frequently find Rocky supporting businesses and events all over town. She and her team are always a pleasure to work with and we are incredibly proud to have them as a partner with our Chamber. As a former winner of this award, I can attest to what an incredible honor it is and as with all our former recipients, she is most deserving. Thank you Rocky for all that do for our community.

Our Business Expo was a huge success with the re-location to The Locale this year. We look forward to continuing to grow and improve this event year after year. Thank you to all of our vendors that participated this year. We hope you all enjoyed the social after the event!

We are very excited to return one of our favorite events back to a full festival-style this year. Kid's Say is one of our largest community give backs as kids prepare to return to school. As always we will be giving away bookbags full of school supplies, and we are incorporating uniforms this year as well. Plans are racing ahead thanks to our awesome committee and we need all the support we can get. If you or your business would be interested in donating school supplies, uniforms, or participating in the event as a vendor, please reach out to our office staff.

Chris Black

"Empowering Business"



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 businesses and the welfare of our community.

JUNE CALENDAR

1

Business Luncheon

TIME: 11:30 - 1:00

WHERE: John C. Williams Auditorium

RSVP: 251.666.2846 or www.swmcchamber.com

Business Mastermind

Off for the Summer



14

Coffee with the Chamber

TIME: 7:30 - 8:30am

WHERE: John C. Williams Auditorium

Start your morning with coffee, refreshments & NETWORKING.



Diamond

Platinum

Gold

Silver

Friends



SOUTHWEST MOBILE COUNTY

CHAMBER *of* COMMERCE

JUNE BUSINESS LUNCHEON

Wednesday, June 1, 2022

US Congressman Jerry Carl



Congressman Jerry Carl is a native of Mobile, Alabama, and currently represents Alabama's First Congressional District in the U.S. House of Representatives. Jerry was sworn in on January 3rd, 2021. Jerry has been married to Tina, also a native of Mobile, for 39 years. Together, they have two children and two grandchildren. Jerry was raised by a single mother, so he learned the values of hard work and perseverance at an

early age. This work ethic is what led him to start his first of many businesses at the age of 25.

Before his time in Congress, Jerry created and grew dozens of small businesses primarily dealing with home health care equipment and specialty pharmacies. He also has experience with timber management and real estate development. Until his son joined the Marines, Jerry never had any ambition of getting involved in politics. When his son returned from Afghanistan, Jerry decided it was time to do more for his community.

Jerry served two terms on the Mobile County Commission before running for Congress. During his time in public office, Jerry has fought to restore common sense to government, and he has been a consistent fighter for job creation, lower taxes, and family values. Jerry is a staunch defender of our fundamental constitutional rights, and he is committed to limiting the size and scope of the federal government by eliminating wasteful spending and doing away with burdensome rules and regulations.

Alabama's contribution to our nation's military strength and defense programs is vital to national security. Jerry is a natural fit on the **House Armed Services Committee**, where he is a staunch advocate for the defense interests of Alabama and the United States as a whole. Whether it's Austal Shipyard in Mobile, Fort Rucker in the Wiregrass, Maxwell-Gunter Airforce Base in Montgomery, or Redstone Arsenal in Huntsville, Alabama's contribution to our nation's military strength and defense programs is critical to national security. Jerry also serves on the **House Committee on Natural Resources**, where he works to promote offshore energy production, protect and expand land for recreational hunting and fishing, advocate for Alabama's timberland, manage and sustain our oceans and fisheries, and oversee tribal lands.

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.

JUNE LUNCHEON CATERER

Welcome To
Time To Eat

Entree

Bourbon Chicken

Chicken Alfredo

Tossed Salad

Grilled Mixed Veggies

Yeast Rolls

Dessert

Paradise Pie

Pecan Pie

**** \$15.00 Current Partners**

\$18.00 for Future Partners**

Space is Limited

RSVP by Paying Online at

**www.swmcchamber.com or
call 251-666-2488**

JUNE LUNCHEON SPONSOR



MISSION 1ST MORTGAGE

251.289.1141

805 CHURCH ST UNIT 2

MOBILE, AL 36602

Business of the Month



Mobile Coca-Cola Bottling Company became a sales and distribution center of Coca-Cola Bottling Company UNITED, Inc. October 2, 2017. Our products are distributed under exclusive franchise

agreements with The Coca-Cola Company and other beverage franchise companies. We distribute over 750 refreshing beverages. Our product portfolio includes Coca-Cola®, Coke Zero®, Diet Coke®, Sprite®, Fanta®, Dasani®, Powerade®, Minute Maid®, vitaminwater® and many more. For over 100 years Mobile Coca-Cola has proudly supported many civic and charitable organizations serving our communities and continues to do so today.

Officer of the Month

Congratulations to Officer Nicholas Harmon on receiving the Outstanding Officer of the Month Award for May 2022. Officer Harmon was presented the award as recognition of his outstanding service to our community.

SWMCC 2022 1st Vice President, Bryan Dewberry, presented Officer Harmon with the award at our monthly business luncheon. The outstanding service, hard work, and dedication shown by Officer Harmon is seen as admirable and worthy of recognition! Your contribution to those you serve is greatly appreciated.

Thank you for your service Officer Harmon.



**United Way
of Southwest Alabama**

MARY CLARE TORTORICE
Manager of Donor Relations

📍 218 St. Francis St Mobile, AL 36602
✉ mctortorice@uwswa.org
🌐 www.uwswa.org
☎ 251.431.0108 w
251.599.6210 c



LET'S GO

WILD

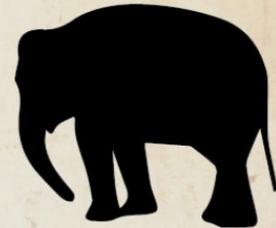
Prizes
Games

FOR
KIDS DAY
SATURDAY

Fun
Food



July **30TH**
9:00AM - 1:00PM



FREE
SCHOOL
SUPPLIES
AGES 4-12



LIMITED
SUPPLY
UNIFORMS
AVAILABLE

SOUTHWEST MOBILE COUNTY
CHAMBER of COMMERCE

5055 Carol Plantation Mobile, AL 36619
251.666.2488 or info@swmcchamber.com

REAL ESTATE CORNER

Last month the APM Terminals and the Alabama Port Authority signed an agreement to add 32 acres to the current 134-acre container terminal yard to keep up with future demand. Throughput capacity, after expansion, will jump to one million Twenty-foot Equivalent Units (TEUs), allowing the terminal to handle cargo containers from larger vessels (14,000 TEU ships).

The \$104 million terminal project will begin later this year. The first 19 acres are expected to be completed in 2024, with the remaining 13 acres by early 2025.

Upgrades also include the purchase of two new 175-foot high super post-panamax ship-to-shore cranes, reportedly valued at \$13.8 million dollars each. Heightened human capital demands at the site, after build-out, are anticipated to add 80 full-time openings, with a whopping projected annual salary of \$143,000 per new hire.

"APM Terminals is extremely excited by this next step. This is our third expansion in six years, which underscores the high level of demand by the shipping community to utilize the Mobile gateway," Brian Harold, managing director of APM Terminals Mobile said.

According to APM Terminals, April 2022 container volumes through the port showed a 39.7 percent increase over April 2021 volumes. The port's intermodal container transfer facility posted 112.6 percent growth during the same period. Refrigerated cargo also saw a 57.9 percent gain over the same period.

Marietta, Georgia headquartered XPO Last Mile, providing third-party logistics services, is leasing 100,000 square feet of warehouse space inside the former Standard Furniture manufacturing plant, located at 801 South US Highway 31 in Bay Minette. Nathan Handmacher with Stirling Properties represented the landlord in the transaction. Russell Perry with RE Perry Company worked for the tenant. Last month Pratt Thomas with the Merrill P Thomas Co. reported the sale of a corner retail parcel to the Stokely Investment Group for \$208,000. The lot is located at 1465 Government St. in Midtown, adjacent to Stokley Garden Express. The addition to the garden center will reportedly be used for future business expansion.

A local investor purchased four acres of commercial land located at 180 Stanton Road in Mobile for \$350,000. Nathan Handmacher with Stirling Properties handled the transaction. A groundbreaking is slated for later this year to develop a single-family build-to-rent neighborhood. Completion is targeted for late 2023.

A grand opening was held last month for a new 1,800 square foot Baby's First location that opened in West Mobile at 3140 Zelda Court, Suite 100. The Buena Vista, Virginia-based company assists teen mothers with parenting skills and educational advancement.



By Ron Sivak

Mission 1st Mortgage
(251) 533-6613



100 DAY SCORECARD GRADE IT!



10 SCORECARDS IN THE 1000

Protect Mobile



Grow Mobile



Hire Mobile



Connect Mobile



Enjoy Mobile



Visit Mobile



Ready Mobile



Overall Grade



100 Days End Date



Next 100 Days



To



Partners on the Move



Per Bay Business News - CROW SHIELDS BAILEY ANNOUNCES PROMOTIONS: [Crow Shields Bailey PC](#) recently announced several promotions. Tyler McKeown has been promoted to Client Accounting and Advisory Services

implementation specialist. He is a graduate of the University of South Alabama. Brooke Bunting, CPA, has been promoted to supervisor on the company's Tax Team. She is a graduate of Spring Hill College and the University of Alabama. She specializes in business, individual, trust and estate tax preparation; monthly and yearly write-ups for small businesses; tax planning for businesses and individuals; and assisting clients with accounting software. Finally, Andrew Finnorn, CPA, has been promoted to a supervisor on the firm's Audit Team. He is a graduate of the University of South Alabama and specializes in audits of construction contractors, manufacturers, employee benefit plans, and oil and gas support services.



- | | |
|------------------------------------|-----------------------------------|
| Bottles Up | Mobile County License Commission |
| Grand Catering of Mobile | Mobile Memorial Gardens |
| Naman's Catering | Mobile's Best Storage |
| Time to Eat | Najla Solutions |
| Boys & Girls Clubs SWAL | New Horizons Credit Union |
| BBB | Payroll Vault |
| United Cerebral Palsy | Pelican Promos |
| 106.5 Talk Radio | Polysurveying |
| Above & Beyond Yoga | Poplar Home |
| All In Credit Union | Waterproofing |
| Arbor Metals | Pro HQ Workspace |
| Bay Business News | Proshield Pest Control |
| BLP Paint | Puroclean |
| Corsentino | The Sessions Team |
| Chiropractor | Rock & Roll Off's |
| Craftshow Digital | Runner For Hire |
| CRE-Mobile | Singing River Health System |
| Direct Auto | South Alabama Planning Commission |
| Easy Heating & Cooling | Southern View Media |
| EcoView Windows | Southwest Mobile County Chamber |
| Express Employment | State Farm-Tyler |
| Family Security CU | Arrington |
| Focus Women's Group | The Grounds |
| Hembree Heating & Air Conditioning | Touching Hearts Senior Care |
| Home Boss of Mobile | Uniti Fiber |
| Infinite 30 of Mobile | University of South Alabama |
| iXL Realty | |
| Java Hut | |
| Kennel Club of Mobile | |
| LCM Motorcars | |
| Loper Law LLC | |
| Mary Kay- Elaine Goubil | |
| Mission 1st Mortgage | |
| Mobile's Best Storage | |

COFFEE WITH THE CHAMBER

June 14, 2022
7:30 - 8:30am

John C. Williams Auditorium
5055 Carol Plantation Rd.
Mobile, AL 36619



**CRE
MOBILE**

FIND
YOUR
SPACE.

THANK YOU FOR YOUR SUPPORT & PARTICIPATION

Business of the Year

ROCK & ROLL OFFS

**ABSOLUTELY NO ONE:
MOBILE MARDI GRAS:**



Beep... Beep Beep He rides in his hook lift all day long hauling and dumping and singing his song all the lil' peeps on Schillinger Street love to hear the roll off go Beep Beep Beep ...

Rock & Roll Offs is your premiere source for dumpster rentals and event portable toilet rentals in Mobile, Baldwin, and the Mississippi Gulf Coast. Rock & Roll Offs serves residential, commercial, construction, and industrial customers with varying sizes of dumpsters to accommodate all of their customer's needs. Their portable toilets come with hand sanitizers as well as premium tissue and for an additional fee they will provide you with an on-site attendant to ensure that your facilities stay clean and sanitized throughout your event.

Rock & Roll Offs believes in "Giving Back" to their community and as part of this they donate dumpsters and portable toilets to non-profit groups, Chambers, and other charitable organizations for their events.

The next time you are in need of a dumpster rental, rock, or dirt hauling or you have a Church, Community, Concert, Wedding, Party, etc. and need outdoor facilities give Rock & Roll Offs a call at 251.645.2826 and one of their friendly team members will be happy to help.

Rock & Roll Offs is locally owned and operated. You can visit them at www.rockandrolloffs.com or <https://www.facebook.com/rockandrolloffs>

BUSINESS INSIGHT



It always surprises me when I meet someone, ask about their business, and immediately the intelligent individual standing in front of me struggles to come up with the right words to describe what they do. If this is you, we are here to help. This month's article will give you some of the things we take into consideration when putting together an elevator pitch

for clients.

An elevator pitch is meant to be 20-30 seconds and should highlight what your organization does in such a persuasive way that it creates interest in the person you are talking to. As an example, I typically say something along the lines of:

Blue Fish is an Advertising Agency based out of Mobile Alabama that helps small and medium-sized organizations overcome obscurity and connect with their audience. We know that clients cannot purchase from you if they do not know you exist. Blue Fish is a data-driven agency that uses social media management, social media ads, websites, videography, photography, branding, and graphic design to get results for our clients.

We are going to assume you've already created user personas after we talked about them in Article #1. If not, you'll want to picture your ideal customer, give them a name, give them a face, write down anything that helps you define and imagine this individual. This is all going to help you in creating an elevator pitch. You'll be able to better define what they like or dislike and what they might respond to.

You'll also want to make a list of the top 4-5 things you do for people. Use language that they understand. Do NOT use technical or industry jargon. You want to be able to break down what you do in such a way that even your parents can understand it.

Probably the most important aspect of an elevator pitch is the Unique Selling Proposition (USP). A USP is something that sets you apart from your competitors and makes the person remember you. It might be a focus that you have, or a specific technology, or the speed with which you operate. Anything that you can say that makes them remember you is great, and bonus points if it is something that they can immediately think "I need that".

Make sure to time yourself stating the pitch. You don't want to assume you are under 30 seconds only to drone on for 60. Play around with it a little bit as well. Play with words. Play with the order of services. Figure out what feels right.

Marcus Neto
Blue Fish
(251) 654-3698



I'd love to hear what you have when it comes to your elevator pitch. Send them to me at marcus@bluefishds.com.

Who Are My Elected Officials?



Scott Jones is a former Army officer, Apache Pilot, and combat veteran. In 1978, Scott's family moved to Mobile from Jacksonville, Florida. He is a 1983 graduate of Vigor High School.

Scott attended Mobile College (now the University of Mobile) for two years prior to enlisting in the Army in 1988. He spent two years in Berlin, Germany before returning to Mobile in

1990 to earn his commission as 2nd Lt. from the University of South Alabama. After retiring from the military in 2014, Scott moved back to Mobile.

Scott graduated from the University of Mobile. He holds an MBA and Post-Master's Certification in Organizational Leadership from Northcentral University and is currently working towards a PhD from Northcentral University in Organizational Leadership.

Scott continues to work for the defense industry as an analyst on aviation missile programs. In 2021 he was elected to serve his district which lies in the western most part of the city.

As a member of the Mobile City Council, Scott serves on the Metropolitan Planning Organization, the Planning Commission, the Public Safety Committee, Capital Improvement Program Committee and Administrative Services Committee. He chairs the Public Services Committee.

Scott is married to the former Susan Gaston of Mobile. They have four children, four grandchildren, two German Shepherds and two cats.

BUSINESS AFTER HOURS

Connect. Network. Grow.

Contact the Chamber for more

information.

251.666-2846 or

info@swmcchamber.com

NEW CHAMBER PARTNERS



Dr. Joe Gegzna
251.308.0584
5000 Rangeline Xing Dr.
S Ste D
Mobile, AL 36619



251.675.4444
939 Saraland Blvd S
Saraland, AL 36571



251.298.4335



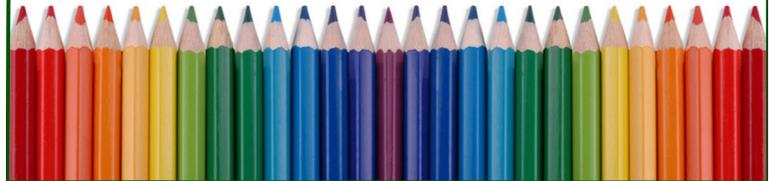
251.999.6691
720 Oak Circle Dr W
Ste 300
Mobile, AL 36609

SOUTHWEST MOBILE COUNTY CHAMBER of COMMERCE

SCHOOL SUPPLIES DRIVE

LET'S GET WILD FOR SCHOOL SUPPLIES. OUR ANNUAL SCHOOL SUPPLY DRIVE IS IN FULL SWING! WE NEED YOUR HELP TO FILL AS MANY BACKPACKS AS POSSIBLE. AN EXAMPLE OF ITEMS NEEDED IS LISTED BELOW AND MONETARY DONATIONS ARE ALWAYS ACCEPTED.

- Backpacks
- Packs of Paper
- Spiral Notebooks
- Index Cards
- Pocket Folders
- Composition Books
- Three Ring Binders
- Ballpoint Pins
- Packs of #2 Pencils
- Colored Pencils
- Markers (thin & thick)
- Boxes of Crayons
- Highlighters
- Pencil Sharpeners
- Calculators
- Rulers
- Scissors
- Bottle White Glue
- Glue Sticks
- Pencil Pouch
- Crayon Boxes
- Erasers
- Dividers
- 3 Prong Folders



HOW MUCH WATER IS ENOUGH WATER?



**ACCORDIA
HEALTH**

(251) 824-8320 | 13833 TAPIA AVE., BAYOU LA BATRE | ACCORDIA-HEALTH.ORG

WE ALL KNOW DRINKING WATER IS IMPORTANT, BUT HOW MUCH IS ENOUGH? THE ANSWER IS DIFFERENT FOR EVERYONE AND DEPENDS ON A NUMBER OF FACTORS: GENDER, WEIGHT, WHETHER YOU ARE BREASTFEEDING OR NOT, ETC. THE BEST WAY TO KNOW WHAT IS RIGHT FOR YOU IS TO SPEAK WITH YOUR PROVIDER.

DRINKING ENOUGH WATER EACH DAY HELPS YOUR BODY:

- TO REGULATE YOUR BODY TEMPERATURE
- KEEP YOUR JOINTS LUBRICATED
- PREVENT INFECTIONS
- HEALTHY DIGESTION
- DELIVER NUTRIENTS TO YOUR CELLS
- KEEP YOUR ORGANS FUNCTIONING PROPERLY
- TO IMPROVE SLEEP QUALITY, COGNITION, AND MOOD

SO DRINK UP, AND STAY HYDRATED.

ACCORDIA PROVIDES SERVICES REGARDLESS OF A PATIENT'S ABILITY TO PAY. DISCOUNTS ARE OFFERED ON SERVICES BASED ON A SLIDING FEE DISCOUNT PROGRAM ON YOUR HOUSEHOLD SIZE AND INCOME. ACCORDIA HEALTH IS A FEDERALLY QUALIFIED HEALTH CENTER. THIS HEALTH CENTER RECEIVES HHS FUNDING AND HAS FEDERAL PUBLIC HEALTH SERVICE (PHS) DEEMED STATUS WITH RESPECT TO CERTAIN HEALTH OR HEALTH-RELATED CLAIMS, INCLUDING MEDICAL MALPRACTICE CLAIMS, FOR ITSELF AND ITS COVERED INDIVIDUALS. ALL CALLS ARE ANSWERED 24/7. INTERPRETATION FOR THE HEARING IMPAIRED AVAILABLE. TRANSLATION SERVICES ARE AVAILABLE. CONTAMOS CON SERVICIOS DE TRADUCCION DISPONIBLES. CO CAC DICH VU DICH THUAT.



DIPLOMAT SPOTLIGHT



Ross Rice

For over 27 years, we have been providing competitive employee benefits to our clients. From enrollment to claims, our commitment and dedication to service are a top priority for our clients. Our employee benefits manager allows clients access to forms, census data, benefit plans, and renewal information.

Our ability to meet the ever-changing needs of our clientele has allowed us to become one of the most trusted brokerage firms in Mobile. During my free time I enjoy travelling and spending time with family.



THE CORNER

SouthWest Mobile County Chamber of Commerce
Newsletter Advertisement

The monthly newsletter is distributed to over 2500 Individuals and Businesses each month through e-mail. This is a great way to get your name and business out there. Consider placing your ad today!

Pricing based on Ad size:

BusinessCard	\$ 50.00
1/4 Page	\$ 75.00
1/2 Page	\$100.00
Full Page	\$200.00

To Place your Ad:

Contact us 251-666-2846 or
info@swmcchamber.com

Chamber and Community Center Staff

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tpoiroux@swmcchamber.com

Executive Assistant

Courtney Jackson
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Rental Specialist

Susan Williams
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Event Specialist - Glennan Palframan
Dickerson

Custodial / Maintenance - Calvin

CONTACT US @ 251-666-2488 or the Chamber at 251-666-2846 www.swmcchamber.com

Empowering Business



**SIGN UP TO RECEIVE OUR MONTHLY NEWSLETTER
AND OTHER CHAMBER OPPORTUNITIES
BY EMAILING US AT INFO@SWMCCHAMBER.COM**



2020 - 2024



ALABAMA ACCREDITED
CHAMBER OF COMMERCE