

C H A M B E R
CONNECTIONS

WHAT'S
 INSIDE

March 2015

Sailing The High Seas
Annual Trade Show Draws Crowd

Mermaids, starfish, seahorses, octopuses and a clown fish or two here and there. You might have even seen a captain or two at the helm of their ship. There was even rumors that Sponge Bob and Patrick were hanging about. All this and many more sea adventures could be found during the Dothan Area Chamber of Commerce's 24th Annual Spotlight on Business trade show.

The area's largest trade show was held at the Dothan Civic Center Feb. 3. It was estimated the show attracted over 1,200 visitors to this annual four-hour event which provides the Dothan community the opportunity to see what area businesses have to offer.

This year, 87 Chamber members showcased their products and services. There were new and long-standing members sharing their latest business concepts and products. Businesses ranging from health care to recreation, home heating to banking, entertainment, and consultants were all on hand networking with one another and prospective customers.

The theme for this year's trade show was Under The Sea. A theme is chosen each year by the Chamber staff to create enthusiasm, excitement and maybe even a little "decorating" competition among booth participants. Using the theme as their basis, Chamber members creatively decorated their booths in sea décor while some even sported unique costumes.

Congratulations to our first place winner Westside Terrace and Rehab First. Second place winner was HEALTHSOUTH Rehabilitation Hospital and tied for third place was Coca-Cola Bottling Co. United and Flowers Hospital.

"First of all, I want to congratulate our staff and volunteers on this tremendously successful event. As one of our largest networking events of the year, it takes months of planning and many volunteers to execute well. Particularly, our Membership Director LaRhonda Robinson, is to be commended for her hard work," said Hope Johnson, Chamber chair and

Friend Bank CEO. "I also want to congratulate our decoration winners, who went above and beyond to make our theme Under the Sea come to life."

Johnson added, "This year's Spotlight on Business was full of energy, and a perfect opportunity for our businesses to connect with friends, customers and the community. Thanks to all of our booth participants and guests. We look forward to hosting another record-breaking event next year and hope to see you there!"

While walking through the exhibits, you could even sample a variety of food items from local area establishments like Atlanta Bread Co., Delectable Edibles and More, The Landing and Five Star Catering, Marco Pizza #8146, Papa John's Pizza, and Red Elephant Pizza and Grill. And to help quench your thirst, Coca-Cola Bottling Co. offered a variety of refreshments to choose from.

"Spotlight on Business is the Chamber's largest networking event of the year. The trade show gives exhibiting businesses the opportunity for both business-to-business and business-to-consumer connections. Bringing businesses together under one roof provides a fantastic experience for everyone," explained LaRhonda Robinson, director of membership.

A special thank you to our Spotlight on Business 2015 sponsors: **Cook's Pest Control** and **WOW! Business**. It is through their support that helps make the trade show a successful event for everyone involved.

Mark your calendar for Spotlight on Business 2016. Plans are already underway for next year's activity which is scheduled for Tuesday, Feb. 9, 2016, and will again take place at the Dothan Civic Center. Be sure to stay tuned to find out the theme for next year's Spotlight. See you there!

▶ See page 6 for a list of the 2015 Spotlight Participants.

Second Place Winner
 HEALTHSOUTH
 Rehabilitation Hospital



First Place Winner
 Westside Terrace and
 Rehab First



Tied Third Place Winner
 Coca-Cola Bottling Co. United



Tied Third Place Winner
 Flowers Hospital



- ▶ Ribbon Cuttings **2**
- ▶ Events Calendar **3**
- ▶ Grow Dothan **4**
- ▶ Workforce Development **5**
- ▶ Business Briefs **8-13**
- ▶ Small Business Development **14**

Quote
 of the Month

"There are no secrets to success. It is the result of preparation, hard work, learning from failure."

— Colin Powell

www.dothan.com
 (334) 792-5138



RIBBON CUTTINGS

Circle City Chaos

5630 W. Main St., Suite 8
Dothan, AL 36305
Paul McVay
(334) 405-0043
SPORTS TEAM



First Heritage Credit

1550 Westgate Parkway, Suite 4
Dothan, AL 36303
Profitt Green
(334) 678-0130
LOANS



Liberty National (Sean Passaro)

220 Healthwest Drive, Suite 3
Dothan, AL 36303
Sean Passaro
(407) 754-6159
INSURANCE



Schedule A Ribbon Cutting!

Are you a new Chamber member? Has your business expanded or relocated? Are you breaking ground for a new facility? If you answered yes to any of these questions, you may want to schedule a Chamber Ribbon Cutting or Groundbreaking event.

These events take place weekly on Tuesdays, Wednesdays and Thursdays. Chamber staff will work with you to choose the date and time that best fits your schedule. Your event will be included in the Calendar of Events section of the *Chamber Connections* and your picture will also be featured in the newsletter after the event.

For more information or to book an event, contact LaRhonda Robinson, director of membership, at (334) 792-5138 or lrobinson@dothan.com.

New Chamber Members Will Now Be Featured in Hi-Def at

• JUSTICE PARK MEDIA CENTER •

(Located in the Heart of Downtown Dothan)

Durden

NEW MEMBERS

Clip and add these to your Membership Directory.

Appogee Marketing, LLC

Michael Wiley
608 Alabama Ave.
P.O. Box 1462
Dothan, AL 36303
Ph: (334) 333-9947
MARKETING
MEDIA ADVERTISING

Circle City Chaos

Paul McVay
5630 W. Main St., Suite 8
Dothan, AL 36305
Ph: (334) 405-0043
SPORTS TEAM

Diversified Logistics, LLC

Vann Carter
2581 S. Brannon Stand Road
P.O. Box 881
Dothan, AL 36303
Ph: (334) 446-6064
TRANSPORTATION

Genesis Housing Development Corporation

Samuel Crawford
155 Hammond St., Suite 2
Dothan, AL 36301
RENTAL HOUSING

The Main Event, LLC

Kerry Farrell
257 S. St. Andrews St.
Dothan, AL 36301
Ph: (334) 699-1475
Fax: (334) 792-2031
EVENT PLANNING

North Florida Financial

Chris Barrett
111 Adris Place, Suite 3
Dothan, AL 36303
Ph: (334) 803-2017
FINANCIAL SERVICES
AND/OR PLANNING

Supreme Lending

Bob Whiddon
407 N. Shady Lane
Dothan, AL 36303
Ph: (334) 350-3135
Fax: (334) 350-3145
MORTGAGES

Wiregrass Surgical Associates

Kaitlin Harris
4300 W. Main St., Suite 24
Dothan, AL 36305
Ph: (334) 793-7534
Fax: (334) 793-6840
PHYSICIANS & SURGEONS
- MD - VASCULAR
PHYSICIANS & SURGEONS
- MD
PHYSICIANS & SURGEONS
- MD - BARIATRIC

RENEWING MEMBERS

70 Or More Years

Hudson Office Supply Inc.
McDaniel and Associates, PC

60-69 Years

Mayer Electric Supply

50-59 Years

Davis Oil Co.
Tom West Co.
W.P. Shealy Advertising Inc.

40-49 Years

AAA Cooper Transportation
Alfred Saliba Corp.
Barge, Waggoner, Sumner and Cannon Inc.
Century 21 James Grant Realty
Coca-Cola Bottling Co. United
Dothan Animal Hospital
Dothan Brace Shop
Dothan Eagle
Dothan Powersports
Dunbarton Corp.
E.E. Bentley Insulation
Faulkner Construction Co.
Flowers Hospital
Higgins Electric Inc.
Hollis and Spann Contractors
Home Oil Co. Inc./Hobo
Pantry Food Stores
Houston County Farmers Federation
Lee, Livingston, Lee and Nichols, PC
McClintock, Nelson and Associates, CPA's, PC
McDonald's of Dothan
MidSouth Bank
Mike Schmitz Automotive Group
Northcutt Drug Co.
Palmer Electric Construction Co.
PeoplesSouth Bank
Polyengineering Inc.
Ramsey, Baxley and McDougle
Regions Bank
Register Realty Co. Inc.
Smith's Inc. of Dothan
Southeastern Oral-Maxillofacial and Facial Cosmetic Surgery Center, PC
Southern Bone and Joint Specialists
Southern Clinic, PC
Swedish Match Cigars Inc.
Terry L. Horn, CPA
Twitchell Technical Products, LLC

30-39 Years

Action Buick GMC
Army Aviation Center Federal Credit Union
Coldwell Banker - Alfred Saliba Realty
Dothan Pediatric Clinic
Durden Outdoor Displays Inc.
ENT Care
Flowers Insurance Agency, LLC
Southeast Alabama Medical Center
Troy University

25-29 Years

BBG Specialty Foods Inc. - A Franchisee of Taco Bell Corp.
ConAgra Foods
Dothan Country Club
Odyssey Travel Inc.
Southeast Cardiology
U.S. Business Products Inc.
Wiregrass United Way

20-24 Years

Dothan Specialty Clinic
Scott-Cook Pharmacy
SunSouth John Deere
Tri-Rivers Waterway Development Association

15-19 Years

AFLAC
Alabama Department of Rehabilitation Services
Berkshire Hathaway HomeServices Showcase Properties
Edward Jones Investments - Hurst
Emerald Coast Dale Carnegie Training
GGG Foods Inc. - A Franchisee of KFC Corp.
Nypro
RealTime, LLC
Ridgecrest Baptist Church
Southern Heritage Funeral Home and Crematory
Southern Nuclear Operations Company / Plant Farley
Surgery Center South

10-14 Years

Alabama Technology Network
Atlanta Bread Co.
Construction Partners Inc.
Dothan Pilcher Ambulance Service

Dothanbydesign.com
Jason Ketchum State Farm Insurance
Lewis Construction, LLC
Prim and Mendheim, LLC
SunSouth Bank
Toyota of Dothan

5-9 Years

Apaxx Inc.
Batchelor Studios
CareSouth Homecare Professionals
Dothan Area Chamber Foundation
Dothan Association of Realtors
Express Employment Professionals
First South Farm Credit
LaQuinta Inns and Suites
Party America
Praestare Engineering Inc.
Road-Runners Delivery Services
Stalene Steel Buildings Inc.
Wells Fargo Bank, NA
Zack's Family Restaurant and Catering

1-4 Years

360 Premier Car Care, LLC
Alabama Motor Express Logistics
Angel Hands Home Care
Brian Davidson State Farm Insurance
Dothan-Houston County Library System
Faulkner University
First Light Home Care
Garden Path Inn Bed and Breakfast
Good Morning Mattress Center
The Grand on Foster
Holiday Inn Hotel
The Home Depot #0808
Hometown Lenders LLC
J.C. McCleod, MD
Psychiatric, PLLC
Mike's Plumbing and Electric, LLC
Norman Coaching, LLC
Peter A. McInish, LLC
Security Finance Corp. of Alabama
Sims, James
SouthPoint Financial Services
Stephanie W. Brookins, CPA
Troy Cablevision Inc.
WenBec Enterprises, LLC

Events *March* Calendar

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |

Ambassadors & Diplomats Team Of The Month

The Breakfast Club



Congratulations to the Ambassador and Diplomat Team of the Month "The Breakfast Club" for claiming this month's title. Pictured (seated l-r) are **Angie Bell**, Courtyard by Marriott; **Leanne Todd**, Houston Academy; (standing) **Josh Haisten**, MidSouth Bank; **Matt Bolin**, Coleman World Group; and **Adam O'Brien**, Wells Fargo Bank, NA. Team members not pictured are **Suzanne Barrick**, *Dothan Magazine*; **Paul McVay**, McLeod's Publick House; and **Ramona Miley**, Berkshire Hathaway HomeServices Showcase Properties.

Thank you to all our Ambassadors and Diplomats who serve as the eyes and ears for the Dothan Area Chamber of Commerce. It is their dedication and support that assist your local Chamber in meeting its goals.

Be sure to check out next month's *Chamber Connections* to see who will claim the title.

- 3** ▶ **Ambassador and Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 4** ▶ **Ribbon Cutting: Hughston Clinic, PC Relocation – 2 p.m.**
Location: 512 N. Shady Lane
- 10** ▶ **Troy University Small Business Counseling – 9:00 a.m. to noon**
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
- Ribbon Cutting and Concert: Dothan Volkswagen – 4 p.m.**
Location: 2730 Ross Clark Circle
*Concert will be at 6 p.m.
- 11** ▶ **Youth Leadership Dothan-Houston County Education Day – 7:45 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: Diversified Logistics, LLC – 10:30 a.m.**
Location: 2581 S. Brannon Stand Rd.
- 12** ▶ **Ribbon Cutting: McLeod's Publick House Relocation – 10:30 a.m.**
Location: 5540 W. Main Street, Suite 9
- 17** ▶ **Ribbon Cutting: Amedisys Home Health Care – 10:30 a.m.**
Location: 2560 County Road 112 (Napier Field Road)
- 18** ▶ **Board of Directors' Meeting – 8:15 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 19** ▶ **Leadership Dothan Public Safety Day – 7:45 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- Seminar: Networking 101 – 3:30 p.m.**
Location 305 N. Foster St. (George Washington Carver Museum)
*See page 14 for more information.
- The Network Exchange – 4:30 p.m. – 6:30 p.m.**
Location 305 N. Foster St. (George Washington Carver Museum)
- 25** ▶ **Seminar: How To Promote Your Business Using Social Media And The Smart Phone – 8:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
*Reservations Required: Judy Callin (334) 674-2425. See page 14 for more information.
- 30** ▶ **Ribbon Cutting: Max Fitness – 10:30 a.m.**
Location: 3509 Montgomery Hwy.

Save The Date! The Network Exchange

George Washington Carver Interpretive Museum
March 19, 2015 • 4:30 p.m.

Join the Dothan Area Chamber of Commerce for The Network Exchange Thursday, March 19, from 4:30 p.m. to 6:30 p.m. at the George Washington Carver Interpretive Museum on North Foster Street in downtown Dothan.

Be sure to join us for an evening of excitement filled with hors d'oeuvres, refreshments and the opportunity to network with other Chamber members. The event is free and everyone is encouraged to bring plenty of business cards to exchange!

For more information, call LaRhonda Robinson, director of membership, at (334) 792-5138 or lrobinson@dothan.com.

Star Of The Month



Suzanne Barrick
"Dothan Magazine"

Grow Dothan Campaign Making Strides

The Grow Dothan Capital Campaign continues to make strides in bringing the area's business community together for the advancement of economic development. Members of the Grow Dothan team are hard at work to meet with individuals to increase the understanding of how important economic development is to this area.

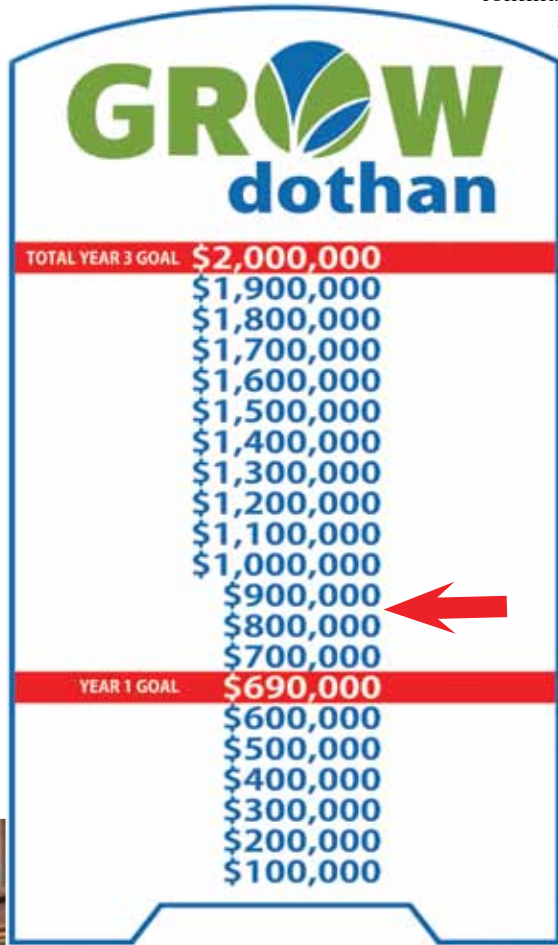
To date, over \$852,566 in financial commitments have been made, which includes contributions of \$300,000 from the City of Dothan and \$140,000 from Houston County. The three year goal is \$2 million;

For those that have made a pledge already, we thank you and greatly

appreciate your support. For those of you that have not, please consider partnering with us today. Investing in Grow Dothan ensures our region has the resources to turn economic opportunities into reality.

Every contribution to the campaign is critical. Every Chamber member has benefited, and will continue to benefit, from a growing and thriving economy.

Thank you for your consideration. Your support makes a difference! No commitment is too small, it's through partnership that makes Dothan, Houston County and the Wiregrass area what it needs in order to be the perfect place to live, work and play.



Grow Dothan Chairman Mark Saliba (top left), Alfred Saliba Corp., and Dothan Area Chamber President Matt Parker provide an economic development update to the Dothan City Commission.



Grow Dothan Chairman Mark Saliba (top right), Alfred Saliba Corp., and Dothan Area Chamber President Matt Parker provide an economic development update to the Houston County Commission.



Grow Dothan officials (left photo) recently visited with Dr. Jack Sasser (far right), Wiregrass Rehabilitation Center Inc. president, to discuss the importance of the Grow Dothan Capital Campaign and its role in the area's economic development. Pictured with Sasser (l-r) are Grow Dothan Chairman Mark Saliba, Alfred Saliba Corp., Dothan Area Chamber of Commerce President Matt Parker, and DACC Chair Hope Johnson, Friend Bank. Pictured in the bottom photo is WRC's Director of Development Cynthia Green and CEO Susan Hicks providing a tour to Grow Dothan Chairman Mark Saliba.



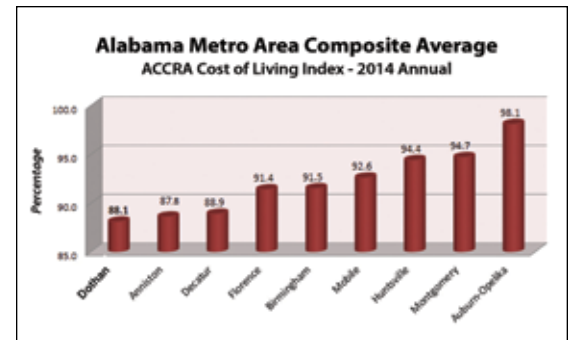
Dothan COLI Lowest In State For 2014

ACCRA 2014 Annual Cost-Of-Living Index

ACCRA recently released its' *Cost-Of-Living Index* report that provided the average annual data for the year 2014.

In the annual report, nine metropolitan statistical areas were included in the Alabama data, with Dothan reporting the lowest composite index in the state at 87.1 percent.

The composite index is based on six components – Grocery Items, Housing, Utilities, Transportation, Health Care and Miscellaneous Goods and Services. Out of the six, the Dothan MSA also had the lowest index in three categories: Utilities 87.0, Health Care 83.1 and Miscellaneous Goods and Services 87.8 percent.



| What Does A Half Gallon of Milk Cost In Alabama? ACCRA Cost of Living Index (COLI) Annual 2014 | | |
|--|-------------------------|---------------|
| Ranking | Urban Areas | Index |
| 1 | Huntsville, Ala. | \$2.37 |
| 2 | Decatur-Hartselle, Ala. | \$2.44 |
| 3 | Florence, Ala. | \$2.53 |
| 4 | Birmingham, Ala. | \$2.58 |
| 5 | Anniston, Ala. | \$2.64 |
| 6 | Mobile, Ala. | \$2.69 |
| 7 | Dothan, Ala. | \$2.70 |
| 8 | Auburn-Opelika, Ala. | \$2.71 |
| 9 | Montgomery, Ala. | \$2.76 |

The ACCRA *Cost of Living Index* is published quarterly by C2ER – The Council for Community and Economic Research. The Index measures regional differences in the cost of consumer goods and services, excluding taxes and non-consumer expenditures, for professional and managerial households in the top income quintile. It is based on more than 50,000 prices covering almost 60 different items for which prices are collected quarterly by chambers of commerce, economic development organizations or university applied economic centers in each participating urban area. Small differences should not be interpreted as showing a measurable difference.



Projected Regional Occupational Needs And Recent Program Completers For Career Entry



Steve Turkoski,
Project Manager

Every two years, the Alabama Department of Labor estimates the projected job growth in the region by occupation. They make projections on high-demand occupations and fast-growing occupations. High-demand is probably more relevant when seeking employment within the region as fast-growing occupations do not necessarily entail large number of jobs, and thus may not also be high-demand.

The following table sorts the regional demand for occupations by average number of annual openings. The period reflected is 2012 to 2022 and the table shows the 2012 occupational level and projected growth out 10 years. The health care occupations dominate this list as seen by the yellow highlighting.

| Region 10 High-Demand Through 2022 | 2012 | Avg. Annual Openings |
|--|-------|----------------------|
| Registered Nurses | 2,650 | 110 |
| Licensed Practical and Licensed Vocational Nurses | 1,560 | 70 |
| Carpenters | 760 | 30 |
| Medical Assistants | 590 | 30 |
| Commercial Pilots | 580 | 25 |
| Home Health Aides | 500 | 25 |
| Logisticians | 450 | 20 |
| First-Line Supervisors/Managers of Construction Trades | 660 | 20 |
| Heating, Air Conditioning and Refrigeration Mechanics and Installers | 350 | 20 |
| Medical Secretaries | 370 | 20 |
| Emergency Medical Technicians and Paramedics | 420 | 20 |
| Personal and Home Care Aides | 340 | 20 |
| Dental Hygienists | 290 | 15 |
| Physical Therapists | 130 | 10 |
| Medical and Health Services Managers | 170 | 10 |
| Management Analysts | 270 | 10 |
| Construction Managers | 280 | 10 |
| Cost Estimators | 230 | 10 |
| Nurse Practitioners | 130 | 5 |
| Physical Therapist Assistants | 110 | 5 |
| Diagnostic Medical Sonographers | 90 | 5 |
| Software Developers, Applications | 170 | 5 |
| Social and Community Service Managers | 110 | 5 |
| Medical and Public Health Social Workers | 160 | 5 |
| Occupational Therapists | 60 | 5 |
| Nursing Instructors and Teachers, Postsecondary | 70 | 5 |
| Medical and Clinical Laboratory Technicians | 130 | 5 |

Source: Alabama Department of Labor

The next table is from the Alabama Commission on Higher Education and it shows the number of program completers for associate degrees and programs of less than one or two years in the 2013-2014 period for persons in Region 10. This is for the top-25 programs only and for the sake of space, I have only provided associate degree and less. The totals on the right include all completers at every level. The ACHE website is much more extensive and includes bachelor, graduate, doctoral and post-doctoral completers.

| 2013-2014 Completions | < 1 Year | < 2 Years | Associate | Houston Total |
|--|----------|-----------|-----------|---------------|
| Grand Total | 39 | 38 | 278 | 790 |
| General Studies | | | 91 | 91 |
| Registered Nursing/Registered Nurse | | | 42 | 76 |
| Liberal Arts and Sciences/Liberal Studies | | | 50 | 50 |
| Psychology, General | | | | 31 |
| Licensed Practical/Vocational Nurse Training | | 27 | | 27 |
| Emergency Medical Technology/Technician (EMT Paramedic). | 21 | 2 | 1 | 24 |
| Business Administration and Management, General | | | | 23 |
| Accounting | | | | 22 |
| Elementary Education and Teaching. | | | | 22 |
| Child Care and Support Services Management. | 6 | 3 | 12 | 21 |
| Computer and Information Sciences, General | | | 6 | 19 |
| Biology/Biological Sciences, General | | | | 14 |
| Criminal Justice/Safety Studies | | | | 13 |
| Biomedical Sciences, General | | | | 12 |
| Social Work | | | | 12 |
| Heating, Ventilation, Air Conditioning and Refrigeration Engineering Technology/Technician | 5 | | 6 | 11 |
| Administrative Assistant and Secretarial Science, General | | | 10 | 10 |
| Secondary Education and Teaching | | | | 10 |
| Counseling Psychology | | | | 9 |
| Radiologic Technology/Science - Radiographer | | | 9 | 9 |
| Medical/Clinical Assistant | 1 | | 7 | 8 |
| Political Science and Government, General. | | | | 8 |
| Educational Leadership and Administration, General. | | | | 7 |
| Physical Therapy Technician/Assistant. | | | 7 | 7 |

We seem to be doing very well in meeting the projected needs in nursing, but perhaps not so well in meeting other projected regional needs.

The Region 10 Workforce Council is currently developing an occupational cluster database. The purpose is to develop local and regional anecdotal information based on employer observations of current or coming skill or occupational shortages that do not rely on top-down analysis. If you are contacted regarding this initiative your cooperation will be greatly appreciated.

Education Showcase Huge Success

The Dothan City School System recently held its Sixth Annual Dothan Education Showcase at Wiregrass Commons Mall.

This event highlighted students from each of the Dothan City Schools. Interactive booths were spread throughout the mall showcasing different projects and opportunities going on in each school. The evening also featured performances from several choral and theater groups, as well as the Northview High School Step Team.

This year, there was even a Block Party where the schools were divided up depending on their school clusters.

The showcase provided the public the opportunity to meet the Dothan City Schools Central Office staff and area schools' personnel. The event was a huge success!



YOURCHAMBER

Are You Registered To Vote?

If you are not registered to vote for the March 24 Run-Off Election, it's not too late. The last day to register is March 12.

To register, visit the Board of Registrars located on the third floor in the Houston County Administrative Building, 462 N. Oates St. The office is open Monday-Thursday, 7:30 a.m. until 5:30 p.m.

To download a Voter Registration Application to complete prior to visiting the Board of Registrars, visit www.sos.state.al.us/Elections/VoterReg.aspx. For more information, call (334) 677-4774.

Remember... every vote counts!

Thank You

TO OUR 2015 SPOTLIGHT PARTICIPANTS

ADT Security Services Inc.
 All About Cleaning, LLC
 American Family Care
 Ameris Bank
 Army Aviation Center Federal Credit Union
 Atlanta Bread Company
 Avadian Credit Union
 Barge, Waggoner, Sumner and Cannon Inc.
 Berkshire Hathaway HomeServices
 Showcase Properties
 Bob Woodall Air Care Systems Inc.
 Camelot Apartments
 Century 21 James Grant Realty
 Circle Pharmacy
 Coca-Cola Bottling Co. United
 Coleman World Group
 Comfort Suites
Cook's Pest Control SPONSOR
 COPACO - Dothan
 Covenant Hospice
 Crowder Orthodontics
 Crown Trophy - Dothan
 Delectable Edibles and More
 Doctors Center Pharmacy
 Dothan Area Convention and Visitors Bureau
 Dothan Eagle
 Dothan Education Foundation
 Dothan-Houston County Library System
 Dothan Networking Alliance
 Dothan Photo Booths
 Enterprise Rent-A-Car
 Express Employment Professionals
 Extencicare Health and Rehabilitation Center
 Fairway Outdoor Advertising
 Faulkner University
 First South Farm Credit
 Five Star Credit Union
 Flowers Hospital
 Gentiva Home Health and Hospice
 George T. Bagby State Park and Lodge
 Gilmore Services
 Glass Doctor of Dothan
 Harley-Davidson of Dothan
 HEALTHSOUTH Rehabilitation Hospital
 Highland Oaks Golf Course
 The Home Depot #0808

Hometown Lenders, LLC
 Hospice Advantage
 Houston County Rescue Squad
 Ladies First Obstetrics and Gynecology
 of Dothan, Inc.
 The Landing and Five Star Catering
 Larry Blumberg and Associates (LBA Hospitality)
 M4 Development, LLC
 Magnolia Preserve, LLC
 Manpower
 Marco's Pizza #8146
 Mattress USA
 Max Fitness
 Mosquito Squad of the Wiregrass
 Panhandle Converter Recycling
 Personnel Resources
 Playmaker Embroidery, LLC
 R & L Enterprises Inc. dba Papa John's Pizza
 Red Elephant Pizza and Grill
 Royal Cup Coffee
 Scenic Cable Network and Production
 SERVPRO of Dothan
 Slingluff United Insurance
 Southeast Alabama Medical
 Center Foundation
 Southeast Pain Management Center
 Southeast Shredding
 SpectraCare Health Systems Inc.
 Todd and Sons
 Troy Bank and Trust
 Troy Cablevision Inc.
 Troy University
 Wallace Community College
 Westside Terrace and Rehab First
 Wiregrass Federal Credit Union
 Wiregrass Hope Group
 Wiregrass Rehabilitation Center Inc.
 Wiregrass Surgical Associates
 Wiregrass Warehouse Inc.
 Wireless Advantage
WOW! Business SPONSOR
 WTVY-TV Gray Television Inc.
 Zonta Club of Dothan





DOTHAN AREA CHAMBER OF COMMERCE 2015 STATE AND FEDERAL LEGISLATIVE AGENDA

State Issues

- Support strong economic development incentives that enhance state and local empowerment to assist with new and existing industrial business, and do not exempt educational taxes as passed in the 1992 tax incentive reform;
- Support legislation specific to the Low Income Housing Tax Credit Section 42 program that bases property appraisals on income generated to assess property instead of replacement or market approach; and
- Support legislation to exempt the sale of farm equipment from state sales tax.

Federal Issues

- Support the long-term solvency of the Federal Highway Trust Fund and continued support of limited access highway development in Dothan and the Wiregrass area;
- Support Federal Aviation Administration's entitlement funding program for commercial airports and the contract tower program which is vital to the Dothan Regional Airport;
- Support strong funding levels for federal programs important to community and economic development including the Community Development Block Grant Program, Economic Development Administration, and the United States Department of Agriculture Rural Development Program;
- Monitor sequestration, defense cuts, and/or Base Closure and Realignment Commission to ensure there is no negative impact on Ft. Rucker to the fullest extent possible;
- Support the Marketplace Fairness Act which grants states the authority to compel on-line and catalog retailers to collect sales tax at the time of transaction – just like local businesses are required to do; and
- Monitor and keep abreast of small business issues related to: the employer mandate under the Affordable Care Act, the Equal Employment Opportunity Commission, the reach of the National Labor Relations Board, and frivolous lawsuits.

YOUR U.S. CONGRESSMAN



Rep. Martha Roby,
R-Ala., 2nd District
(202) 225-2901 D.C.
(334) 794-9680 Dothan
www.robby.house.gov

YOUR U.S. SENATORS



Sen. Jeff Sessions,
R-Ala.
(202) 224-4124 D.C.
(334) 792-4924 Dothan
www.sessions.senate.gov



Sen. Richard C. Shelby
R-Ala.
(202) 224-5744 D.C.
(334) 223-7303 Dothan
www.shelby.senate.gov

YOUR ALABAMA LEGISLATORS

Alabama State Senate:



Sen. Billy Beasley,
D-28th District
(Barbour, Bullock, Henry,
Lee, Macon, Russell)
(334) 242-7868 Montgomery
(334) 775-3291 Clayton



Sen. Harri Anne Smith,
I-29th District
(Dale, Geneva, Houston)
(334) 242-7879 Montgomery

Alabama House of Representatives:



Rep. Donnie Chesteen,
R-87th District (Geneva,
Houston)
(334) 242-7742 Montgomery
(334) 684-2196 Geneva



Rep. Steve Clouse,
R-93rd District
(Dale, Houston)
(334) 242-7717 Montgomery
(334) 774-7384 Ozark



Rep. Dexter Grimsley,
D-85th District
(Henry, Houston)
(334) 242-7740 Montgomery
(334) 889-0602 Newville



Rep. Paul Lee,
R-86th District (Houston)
(334) 242-7675 Montgomery
(334) 792-9682 Dothan

Chair's Message...
Your Chamber Of Commerce
Creating Jobs And Growing The Economy



Hope Johnson

"Alone we can do so little. Together we can do so much."

- Helen Keller

In this month's message, I would like to share more information on the Dothan Area Chamber of Commerce's Economic Development Council, and strategic Goal One of five - Grow the

Economy of the Wiregrass.

The Economic Development Council is chaired by past Chairman, Mark Saliba, president of Alfred Saliba Corp. and who is extremely involved in numerous community activities. Matt Parker, our Chamber president and lead economic developer, is one of the most respected economic developers in the state of Alabama with over 25 years of experience and a myriad of successful project agreements. The Council staff coordinator is Dean Mitchell, Chamber's director of external affairs. Before coming to the Chamber, Mitchell worked over 20 years on Capitol Hill as chief of staff for Rep. Mike McIntyre. Saliba, Parker and Mitchell, along with Dothan Mayor Mike Schmitz and Houston County Chairman Mark Culver, form a united and capable economic development team.

The Chamber plays an important role in the life of small and large businesses. You may have heard the expression, a rising tide floats all boats ... small and large. So the Chamber's economic development efforts are crucial. In October, Grow Dothan Chairman Saliba, along with Mayor Schmitz and Chairman Culver, announced the launch of a Grow Dothan Capital Campaign. These funds are used for economic development including retaining and expanding existing regional companies, and creating new regional companies; recruiting companies in targeted business sectors; and providing effective infrastructure for regional businesses.

Let's be more specific, starting with retaining, expanding and creating. Just a couple of months ago, Michelin North America Inc.'s Plant Manager, Marcel Leclerc, visited with the Chamber's Board of Directors to present the organization a plaque in honor of our long-standing partnership. According to Leclerc, Michelin Dothan is celebrating its 35th year in Dothan, which is one of the global organization's most productive plants.

Another company, U.S. Coupling and Accessories Inc., moved to Dothan in 2006 and has been growing and expanding yearly. Starting with 18,000 square feet, Bob and Cathy Gourlay and their employees now utilize 40,000 square feet and are an industrial leader in supplying coupling attachments for fire and agriculture hoses and the fracking industry. Bob Gourlay summed up the pro-business environment that the Wiregrass city, state and business leaders have advocated for years when he told the Dothan Eagle last year, "Up (North), the regulations, taxes and all the requirements are just crushing to a business, whereas down here they keep it simple. They're just as effective, but they don't create a lot of nonsense."

And consider success stories like Jennifer Ford, president of the newly created business Ford Finders Employment Services. Ford's passion for adults with special needs and her experience connecting people to work, led her to branch out on her own and start a new business. Her wide network of Chamber friends

was there to support her during her transition, and to celebrate with her at the recent Ford Finders ribbon cutting. Ford has been an active volunteer with the Chamber for many years, and in fact was named the Chamber's 2014 Star of the Year.

Second, as for recruiting, the Dothan Area Chamber has been heavily involved in recent successes like Commercial Jet Services, LLC, Alabama College of Osteopathic Medicine and Glasstream Powerboats, LLC. The Chamber, along with the city and county, is actively pursuing new national and international opportunities. The U.S. - China Manufacturing Symposium put the Wiregrass in the spotlight for job creation; recent business development trips to China and Korea have been productive; and we are maximizing our efforts across the globe.

And third, infrastructure. The recently announced Alabama-Florida Mega Site Project is a joint effort by 12 counties in southeast Alabama and northwest Florida to lure a large manufacturer to a 2,240 acre industrial site in Campbellton, Florida. Having this mega site now puts us in the game to lure high-wage workforce opportunities for the entire region. Just south of State Highway 2 and east of U.S. Highway 231, and just 14 miles from Interstate 10, the site includes a strong combination of man-made and natural resources.

Growing the economy of the Wiregrass is the number one priority of the Chamber and our economic development team. Creating and sustaining good jobs is the most powerful way that we can positively impact our community.

If your business is not currently a member of the Dothan Area Chamber, we need your support. Consider this an open invitation. The Dothan Area Chamber is very much an organization based on the principles of creative cooperation and synergy. Simply put, the whole is greater than the sum of its parts.

For more information, contact the Chamber office at (334) 792-5138.

Hope Johnson is chair of the Dothan Area Chamber of Commerce Board of Directors, and CEO and chair of Friend Bank.

**18th Annual
 Community-Wide
 Prayer Breakfast**

*Dothan Civic Center
 April 14, 2015 • 7:30 a.m.*



**Guest Speaker
 Rev. David R. Saliba**

Dothan native Rev. David R. Saliba will be the guest speaker at the 18th Annual Community-Wide Prayer Breakfast at the Dothan Civic Center Tuesday, April 14, at 7:30 a.m.

Saliba is in his second year serving as pastor of the First United Methodist Church in Greenville, Alabama, after serving seven years as executive minister of FUMC in Montgomery. He has received the United Methodist First Career Seminary Award and is an alumna of Leadership Montgomery and Leadership Alabama Initiative. Saliba is active and serves on many different community boards and is also the co-founder of the Montgomery County Senior Home Care Services.

Individual tickets are now on sale for \$14.00 at the Dothan Area Chamber of Commerce. Corporate tables of eight are \$120. To purchase a ticket by phone with a credit card, or for more information, call Janice Shepard at (334) 792-5138 or email janice@dothan.com.

Spirit Of Service 2015 Set For April 18

The Spirit of Service Task Force has begun making plans for the 26th Annual Houston County Spirit of Service Day, which will be held Saturday, April 18, 2015.

Houston County's annual Spirit of Service Day first began in 1990. The day was initially coordinated by the Retired Senior Volunteer Program. Since 1996, the Dothan Area Chamber of Commerce has coordinated the activities.

This year's Spirit of Service Day is partnering with Houston County Gives Day. The main focus this year is to spotlight nonprofit organizations in Houston County and the valuable services they provide to our community.

Beautification projects will be underway throughout the county and 22 nonprofits will setup booths at Eagle Eye Outfitters in Dothan Friday, April 17. The nonprofits will provide information on

how their particular organization helps those in need.

In addition to the event at Eagle Eye Outfitters, volunteers will be needed at Landmark Park to help with a huge cleanup day, Exchange Center for Child Abuse Prevention landscaping project, Hidden Lake Elementary School outdoor classroom cleanup and Wiregrass Area Food Bank cleanup and packing brown bags. Spirit of Service Co-Chairmen Amy Schutz, Wiregrass Habitat for Humanity and Kevin Murphy, Southeast Alabama Gas District and the Task Force are recruiting volunteers to help with these projects and others throughout the county.

If you or your business would like to take part in the 2015 activities, or for more information about the activities planned, contact Linda Kelley, Chamber's director of community development, at (334) 792-5138 or lkelley@dothan.com.

Chamber Committee Presents JROTC Cadet Leadership Awards

During its regular quarterly meeting, the Dothan Area Chamber of Commerce's Military Affairs Committee honored five local area high school JROTC cadets for their outstanding leadership and performance during the current 2014-2015 school year.

The committee annually dedicates a meeting to honoring the cadets and their commanders in order to show its appreciation and support of the local JROTC programs.

Retired Col. Tom Boyle, Military Affairs Committee chairman, presented the Cadet of the Year Leadership awards to:

1. Cadet Command Sgt. Maj. Shawn Paris
Carroll High School Army JROTC
Commander: Chief Len Stanford
2. Cadet Lt. Col. Brian Austin Harris
Daleville High School Army JROTC
Commander: Retired Lt. Col. Christopher Miller
3. Cadet Lt. Tyler Bean
Dothan High School Army JROTC
Commander: Sgt. Maj. Tracy Adams
4. Cadet Lt. Col. William Irvin
Northview High School Marine JROTC
Commander: Maj. Danny Odem
5. Cadet Lt. Cmdr. Allen Gilbert
Rehobeth High School Navy JROTC
Commander: Lt. Cmdr. Jeffrey Treude

"The Military Affairs Committee is proud to have the opportunity to honor these outstanding students and their commanders," stated Boyle. Our committee looks forward to recognizing these cadets each year

and this is just one avenue this committee takes to meet our goal of enhancing the positive interaction between the Dothan area community, Fort Rucker and the area's military command and personnel."

During the presentations, the cadets and their commanders had the opportunity to talk about their involvement in the JROTC program and future plans. Several also expressed their gratitude to the Dothan Area Chamber of Commerce and the Military Affairs Committee for this special recognition. Currently, the Dothan Area Chamber is the only area chamber that holds such an activity in their honor.



The Dothan Area Chamber of Commerce's Military Affairs Committee presents Cadet of the Year Leadership awards to five local area high school JROTC cadets. Pictured (l-r) are Cadet Command Sgt. Maj. Shawn Paris and Chief Len Stanford, Carroll High School Army JROTC; Cadet Lt. Col. Brian Austin Harris and retired Lt. Col. Christopher Miller, Daleville High School Army JROTC; Cadet Lt. Tyler Bean and Sgt. Maj. Tracy Adams, Dothan High School Army JROTC; Cadet Lt. Col. William Irvin and Maj. Danny Odem, Northview High School Marine JROTC; Cadet Lt. Cmdr. Allen Gilbert and Lt. Cmdr. Jeffrey Treude, Rehobeth High School Navy JROTC; and retired Col. Tom Boyle, Military Affairs Committee chairman.

Upcoming Member Events

► **Carmike Cinemas' Weekend "Kidtoon"**
Every Weekend • Times Vary
Dothan Pavilion. Carmike Cinemas will play a special "Kidtoon" every weekend for only \$5. For more information, contact the local theatre at (334) 836-0813 or visit www.carmike.com for show times. Some locations will be able to have a special showing on Tuesday mornings for schools and daycares to take advantage of Carmike's Stimulus Tuesdays.

► **1st Saturday Family Day**
March 7 • 10:30 a.m.
Wiregrass Museum of Art & Conference Center. This is a program that provides entertainment for the whole family. Children and their families can enjoy a different fun-filled activity each month. The program is free and open to children of all ages who are accompanied by an adult. For more information, contact the Museum at (334) 794-3871 or visit www.wiregrassmuseum.org.

► **27th Annual Travel Extravaganza**
March 4 • 11 a.m. - 1 p.m.
The Landing at Fort Rucker. Come check out some amazing discounts and vacation destinations for all travelers. From day trips to week long, you'll find it here. Enter for a chance to win door prizes provided by the vendors. Door prizes will include attraction tickets, hotel stays, dinner show tickets and much more. Admission is free and open to the public. For more information, contact Leisure Travel Services at (334) 255-2997. Valid ID, vehicle registration and proof of insurance are required to enter Fort Rucker.

► **Spring Farm Day**
March 21 • 10 a.m. - 4 p.m.
Landmark Park. Turn back the clock 100 years and experience living history demonstrations of sheep shearing, blacksmithing, plowing with mules, basket weaving, quilting and other traditional springtime farm activities. Entertainment will include an "Old Time Fiddlers Convention" and two stages of traditional music. For more information, call (334) 794-3452 or visit www.landmarkparkdothan.com.

► **The Hallelujah Girls**
April 2-3 • 7 p.m.
Bence Theatre. Wallace Community College presents this Southern comedy where hilarity abounds when the feisty females of Eden Falls, Georgia, decide to shake up their lives. The action takes place in a SPA-DEE-DAH - the abandoned church-turned-day-spa where this group of friends gathers every Friday afternoon. Tickets are \$5; students \$3. For more information, visit www.wallace.edu.

Have an upcoming event planned?

Send your event information to
mmckean@dothan.com



Save 21% on the WebProfile+ bundle

Proven online solutions for effective Web marketing.

Only **\$129** per month

- Responsive, mobile-compatible website
- Real-time tracking of your business' online profile
- Multiple-source monitoring keeps you in the conversation

Call CenturyLink's authorized print and digital advertising sales agent, **Berry**, at 1-800-398-7417.

Hurry! Offer ends 6/22/15



Savings based on customer location and comparison to similar CenturyLink services purchased at non-bundled, stand-alone prices. Listed rate excludes all applicable taxes, fees and surcharges and requires a signed minimum term agreement. Services not available everywhere. CenturyLink may change or cancel services or substitute similar services at its sole discretion without notice. Offer may require credit approval and deposit may be required. Offer may not be combined with other offers. Additional restrictions apply. © 2015 CenturyLink. All rights reserved.

Berkshire Hathaway Welcomes New Agents



Alyson Bennett, Realtor

Berkshire Hathaway Home Services Showcase Properties is excited to welcome four new agents to their dynamic team of real estate professionals.

Alyson Bennett is a graduate of Northview High School. She graduated from the University of Alabama with a bachelor's degree in human environmental science in hospitality management. She spent eight years in management of private clubs, fine dining and event planning. With her hospitality background, Bennett will provide a real estate experience that exceeds expectations.



Elizabeth Buntin, Realtor

Elizabeth Buntin is a 26 year old Dothan native. She previously worked as a flight attendant for United Airlines before becoming a real estate agent. She loves traveling and getting to know new people. Her diverse experience is sure to benefit clients and customers.



Anita DiSalvo, Realtor

Anita DiSalvo recently moved to Dothan from the Birmingham area. She is an awarded decorator and has worked with 17 Home Builders in the Birmingham area. Her experience as an event planner, stager and space planner make her an ideal fit for real estate. She looks forward to helping sellers showcase their properties, and giving buyers the vision of potential for their new homes.



Ken King, Realtor

Ken King is excited to help you find your dream home. Originally from New Castle, Delaware, he currently attends Troy University, majoring in economics. His goal is to offer impeccable customer service, valuable real estate knowledge and excellent communication. Searching for the perfect home can be stressful, but King is ready to make sure it's a fun, pleasant and exciting experience.

For more information, or to contact any of the above agents, contact Berkshire Hathaway HomeServices Showcase Properties at (334) 792-7474 or visit www.bhhs-showcaseproperties.com.

Fort Rucker Tax Center Offering Free Assistance

The Fort Rucker Tax Center is currently offering assistance to soldiers and military retirees in filing their 2014 Federal and State Income Tax forms at no charge.

The Tax Center staff is certified by the IRS to prepare and file taxes after successfully completing more than 40 hours of training.

The Tax Center is located on Fort Rucker in Building 5700, Room 371F and will be open weekdays until April 17, from 9 a.m. until 4 p.m.

To make an appointment, or for more information, call (334) 255-2937 or (334) 255-2938.

Gulf Coast Dermatology Welcomes Dermatologist



Jeffrey Blake Stricker, DO, M.B.A., CPE, FCAP

Gulf Coast Dermatology is pleased to announce the association of Dr. Jeffrey Stricker, board-certified dermatologist, to its team of skin experts.

A graduate of Michigan State University College of Osteopathic Medicine, Dr. Stricker completed his residency at Texas A&M University College of Medicine and his Dermatology/Mohs Surgery fellowship at the Skin

Cancer and Cosmetic Dermatology Center in Dalton, Georgia.

Dr. Stricker is highly trained and experienced in treating chronic and acute dermatological conditions of the skin, hair and nails. He has performed and examined more than 20,000 Mohs micrographic procedures, the gold standard for removing non-melanoma skin cancers.

Dr. Stricker is now accepting new patients in Gulf Coast Dermatology's Dothan and Enterprise offices, located at 106 Westside Drive in Dothan and 805 E. Lee St. in Enterprise.

For more information, or to schedule an appointment, call (334) 699-DERM (3376).

Zonta Club To Host International Food Festival



The Zonta Club of Dothan will present the 28th Annual International Food Festival Monday, March 16, at the National Peanut Festival Fairgrounds in the Alfa Building. Doors will open at 6 p.m.

Come and enjoy foods and entertainment from around the world. Tickets are \$25 each, kids age 5 and under \$10 and reserved tables are \$250 (seats eight).

Sponsorship opportunities are also available. Available sponsorships are Gold (\$500), Silver (\$250)

and Bronze (\$100). Sponsors will receive special marketing before during and after the event as well as tickets to the event.

Proceeds from the festival will benefit Chrysalis Home for Girls, Wiregrass Habitat Women Build, House of Ruth, Healthy You - Genesis II House, The Exchange Center for Child Abuse Prevention, as well as scholarships and international projects that advance the status of women locally and globally.

For more information, or to purchase tickets, call Tami Page at (334) 618-2791 or Becky Scott at (903) 571-0652.

2015 WIREGRASS HOME & Garden EXPO
Presented by the **DOTHAN EAGLE**

DOTHAN CIVIC CENTER
Friday & Saturday
March 13 & 14
9am - 6pm

\$5.00 Admission
Benefits Wiregrass Habitat for Humanity

Looking to update your Home & Garden?

The Professionals will be there with the Latest Trends and Helpful Ideas!

- Floor Covering
- Windows, Doors & Siding
- Bath & Kitchen Remodeling
- Landscaping
- Decorating • Home Security
- Granite • Outdoor Living
- Appliances • Home Products & Services

Register for Door Prizes From Participating Vendors!

Presented By:

DOTHAN EAGLE

Dothan Civic Center

Limited Booth Space Available!
Call Today 334-702-2600 or Visit Our Website
DothanEagle.com/homeexpo

Midsouth Paving Wins Four National Awards

The National Asphalt Pavement Association announced recently that Midsouth Paving Inc. of Dothan, an Oldcastle Materials Co., has won four 2014 Quality in Construction Awards for excellence in construction of an asphalt pavement. The company received the awards at a ceremony during the association's 60th Annual Meeting in Marco Island, Florida.

"Quality pavements are something every road builder strives to construct. We want to build pavements that deliver on the promise of high performance and drivability for the public," said William C. Ensor III, NAPA 2014 chairman. "Projects that earn a Quality in Construction Award have been measured against industry best practices designed to live up to that promise. I'm proud to say that, in earning a 2014 QIC Award, Midsouth Paving Inc. has met or exceeded these rigorous standards."

Midsouth Paving won the awards for its work on:

1. The placement of a 2.5" binder course and a 1.375" surface course of asphalt on County Road 22 in Houston County, matching up the layers each day to avoid a 2" drop off between lanes for motorists. Despite scheduling challenges and weather delays, the company produced a smooth, high-quality pavement.

2. The widening, mill and overlay of Henderson Highway and Enzor Road in Pike County. The roads served homes, subdivisions and a sports complex, making it challenging to pave around heavy traffic volumes. Through careful planning and effective traffic control, Midsouth Paving produced a smooth roadway that serves the community well.

3. The placement of a 2.5" binder course and a 1.375" surface course of asphalt on County Road 55 in Houston County, matching up the layers each day to avoid a 2" drop off between lanes for motorists. Despite scheduling challenges and weather delays, the company produced a smooth, high-quality pavement.

4. The work on Westgate, Fortner and Montana streets in Houston County. The use of large paving equipment on narrow city streets and the number of intersecting side roads made traffic control for the project especially challenging. Despite the difficulties, Midsouth Paving produced high-quality asphalt pavements for city residents.

For more information, contact Midsouth Paving at (334) 712-7500 or visit online at <http://midsouthpaving.com>.



Alabama Telco Changes Name

Last year, the Alabama Telco Credit Union celebrated its 80th anniversary. A huge milestone for any company, the credit union has accomplished so much since it first began operations in 1934.

Originally formed to serve telephone company employees and their families, Alabama Telco Credit Union throughout the years has evolved and grown along with its members. In fact, the credit union's membership has grown outside the telephone company and as a result, Alabama Telco has decided to change its name to reflect the broader membership base the credit union serves. The name change also allows the company limitless opportunities for growth.

While the name has changed to Avadian Credit Union, its founding principles remain the same. The credit union will continue to be member-owned and member-focused. They are the only financial service provider that will go out of its way every day to value you as a person, to make you feel delight and to improve your life.

Today, Avadian Credit Union serves over 65,000 members through ever-increasing delivery points: branches throughout Alabama; is a shared network of co-op branches and ATMs across the United States; offers online, mobile and telephone banking; and social media outlets.

With approximately \$600 million in assets, Avadian Credit Union is one of the largest credit unions in Alabama. Avadian Credit Union isn't just another financial institution, its working to be so much more. It works to improve your financial life.

There are two branches located in Dothan: 2378 W. Main St. (334-702-8759) and 1091 Ross Clark Circle (334-702-8741) near the Southeast Alabama Medical Center.

For more information, call (888) AVADIAN (282-3426) or visit www.avadiancu.com.

YOUR CHAMBER

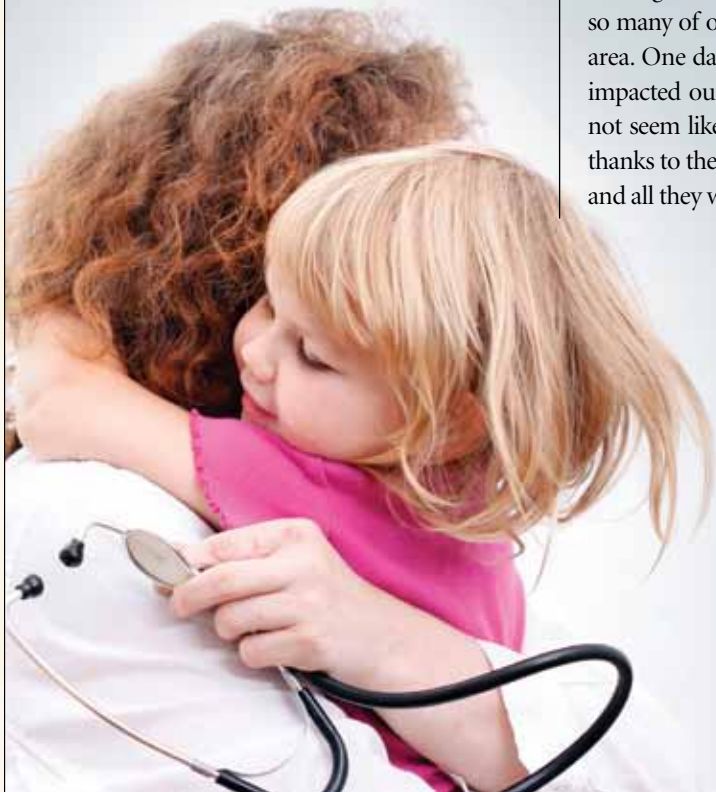
Free New Member Business Card Ad

New members are eligible for a one-time placement of a business card size ad (2.875" x 1.5625"; \$120 value) in the *Chamber Connections* newsletter. To receive your free new member ad, complete the coupon located in the *New Member Guide* brochure found inside your New Member Packet. The certificate must be used within 90 days of joining. If you have any questions about the coupon ad, contact Melia McKean at (334) 7921-5138 or mmckean@dothan.com.

Celebrate.

For the other 364 days in the year, thank a doctor on Doctors' Day.

Throughout the year, physicians impact the lives of so many of our friends and families in the Wiregrass area. One day per year to recognize those who have impacted our lives and the lives of loved ones, does not seem like enough. On March 30, 2015, let's give thanks to the physicians who have impacted our lives and all they will do in the days ahead.



Flowers Hospital

FlowersHospital.com

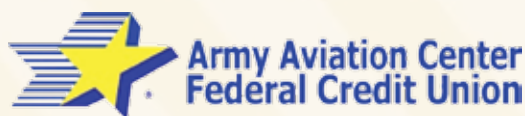
Troy Seeks Sponsors For Health And Wellness Fair

Troy University Dothan is currently seeking area providers, businesses and organizations to register as a vendor for its Annual Health and Wellness Fair being held Tuesday, April 14, from 9 a.m. to 12 p.m. inside Malone Hall's Harrison Room.

A free event open to the public, local community health care providers and organizations will provide free screenings and information. Vendors will provide information on wellness topics including exercise, nutrition and personal safety along with free access to a range of services including blood pressure, vision test and body composition analysis.

The deadline for vendor registration is April 7. To register, visit <http://trojan.troy.edu/careerservices> and click the Health Fair link under the Announcements.

For more information, contact Charlene Owings at (334) 983-6556, ext. 1204 or cowings@troy.edu.



AACFCU To Hold Annual Golf Tournament

The Army Aviation Center Federal Credit Union will soon host its 25th Annual Golf Tournament to benefit Fort Rucker's Army Emergency Relief Fund campaign. This year's tournament will be held Friday, April 17, at Silver Wings Golf Course on Fort Rucker.

AER is the Army's own emergency financial assistance program dedicated to helping active and retired soldiers when there is a vital need. In 2014, Fort Rucker's AER campaign raised \$122,582 in donations and provided loans and grants to soldiers, retirees, family members and survivors. AACFCU donated \$15,000 from last year's golf tournament to help support the campaign.

The entry fee is \$55 for Silver Wings members and \$65 for non-members. The fee includes lunch sponsored by Print Resources Inc., cart, green fees and registration gift. Prizes are awarded for first through fifth place net and gross. Prizes for a hole-in-one, closest to the pin and longest drive will also be awarded.

On event day, check-in for registered golfers will begin at 10 with a Shotgun Start at noon. Corporate sponsorships are also available. All proceeds will be donated to Fort Rucker's Army Emergency Relief Fund.

To register your team, or for more information, contact Ken Long at (800) 448-4096 or (334) 598-4411, ext. 1702 or Kelli Pilcher at ext. 1302.

Dothan Technicians Now 100% System Certified

The Dothan location of Four Star Freightliner is the first of the six locations to have a staff with 100% system-certified technicians. The 13 technicians qualified after more than 100 hours of training on Freightliner trucks and Detroit diesel engines.

"When we started this whole process, our goal was to get our technicians to become the best in the industry," said David Carroll, training coordinator.

Being system certified means that the Dothan mechanics are certified to do all Freightliner and Detroit warranty work. It could take up to a year once a technician is hired to become system certified.

"They worked hard to achieve this," said Cindy Mathews, service manager. "They've worked at home and even at night trying to get their tests done to achieve this for the company as well as for themselves."

A training plan is in place to ensure that technicians at the remaining five locations of Four Star Freightliner reach system certification.

Four Star Freightliner prides itself on providing customers with world class truck products from Daimler (Freightliner, Western Star and Fuso) and a full spectrum of services. It maintains one of the most comprehensive networks of dealerships and service centers in the Southeast region.

There are six locations to support customers' needs: Montgomery and Dothan, Alabama; Tifton, Valdosta and Albany, Georgia; and Tallahassee, Florida.

For more information, call Four Star Freightliner AT (334) 793-4455 or visit www.fourstarfreightliner.com.



Four Star Freightliner is the first of six locations to have a staff with 100% system-certified technicians. Pictured (l-r) are: Training Coordinator David Carroll, Service Manager Cindy Mathews, Technician Charles Walker, Technician Kit Johnson, Technician Larry Quillet, Detailer John Foster, Technician Grady Whiddon, Technician Cliff Shiver, Technician Joe Hamilton, Technician Josh Rollins, Technician Jon Daw, Technician Steven Eubanks, Shop Foreman Larry Martin and Technician Ethan McBride. Not pictured are Technicians Corey Bramlett and James McCall.

YOUR CHAMBER

Do You Have A Workshop Or Seminar Idea?

Is there a seminar or workshop that would help your business excel or operate in its day-to-day functions? Is there a particular seminar that you would like to see the Chamber offer? Email your idea(s) to Steve Turkoski, project manager, at sturkoski@dothan.com.

Southeast Alabama Medical Center Foundation
8TH ANNUAL CHARITY GOLF INVITATIONAL
 Thursday, April 2, 2015
 Robert Trent Jones
 Highland Oaks
 Shotgun Start 12:30 p.m.
 Presented by: McCord Contract Floors, Inc.
 2015 Golf Invitational SAMC FOUNDATION
 334.673.4150
 Sponsorship & Team Spots Available.
www.samcfoundation.org

7th Annual WIREGRASS ECONOMIC FORUM
 Presented by CapSouth Partners

Join Us April 23rd!
Table Sponsor-----\$350.00
 Includes a reserved table for eight, recognition in the program, and an advertisement slide in the presentation that will be rolling before and after the program.
Individual Tickets-----\$20.00
 For more information, please contact Meredith Agan or Scott Fain at 334.673.8600 or sfain@capsouthpartners.com.
www.wiregrasseconomicforum.com

When
 Thursday, April 23, 2015
 Doors and Buffet Open 11:00a
 Program 11:30a to 1:30p
Where
 Wiregrass Church
 900 W. Main Street
 Dothan, Alabama
What
 A first-class event that you will not want to miss, providing economic updates and insights, featuring local businesses and recognizing their contributions.

Thank you to our Forum Partners:

CapSouth Partners is an independent Registered Investment Advisor.

Bay Limousine Celebrates 25 Years

Bay Limousine Service of Dothan will be celebrating 25 years in the business this year. The company was started in February 1990 by President and CEO Bill Hilyer.

Hilyer began the business with one Lincoln stretch limousine and now has grown to over 30 vehicles. The fleet consists of everything from corporate sedans, a variety of limousines, vintage cars, party buses, as well as 56-passenger charter buses. Bay Limousine even offers horse and carriage services.

The company has grown into the largest livery service in the state with the recent expansion into the Auburn-Montgomery area, as well as northwest Florida and southwest Georgia.

Bay Limousine Service also recently expanded the fleet with the addition of a 1939 Cadillac limousine, Mercedes Sprinter van and a Bentley Continental Flying Spur sedan.

“Staying current on the latest vehicles that customers demand is vital to Bay Limousine’s success,” said Hilyer.

Bay Limousine was recently awarded the contract to be the exclusive provider of transportation for Oprah Winfrey in the Montgomery-Selma area over at least 10 other companies in the tri-state region. Hilyer credits the company’s commitment to first class service to these type of contracts.

For more information, contact Hilyer (334) 792-8100 or visit www.baylimousineservice.com.



Covenant Hospice Participates In National Wear Red Day

In support of Heart Disease Awareness, Covenant Hospice staff recently participated in National Wear Red Day.

Heart Disease is the number one killer among women, more deadly than cancer and because of this fact, Covenant Hospice is proud to support the American Heart Association’s “Go Red For Women Movement” which advocates for more research, public education and action for women’s heart health.



Covenant Hospice staff recently participated in National Wear Red Day in support of Heart Disease Awareness.

WITH STROKE, TIME LOST IS BRAIN LOST.



SAMC IS THE REGION’S GOLD STANDARD FOR STROKE CARE.

PROVIDING PATIENTS THE HIGHEST LEVEL OF ADVANCED STROKE CARE.

SAMC is the region’s first hospital to earn the prestigious Gold Plus Stroke Award from the American Heart Association and American Stroke Association.

From the area’s first responders to SAMC’s highly trained stroke team of physicians, nurses and clinical team members, patients receive the latest stroke care available.

This means a coordinated and quicker response time, which in turn means less damage caused by the stroke.



SOUTHEAST ALABAMA MEDICAL CENTER

1108 Ross Clark Circle
Dothan, Alabama 36301
334-793-8111 samc.org

The Wallace Community College
FOUNDATION
Golf “Fore” Education Tournament

WCC Foundation To Host Golf “Fore” Education Tournament

The Wallace Community College-Dothan Foundation will host its annual Golf “Fore” Education Tournament at the Highland Oaks Golf Course Thursday, April 23.

The entry fee is \$500 for a team or \$125 per player. Sponsorships are also needed. Tournament proceeds will benefit WCC students through the WCC Spirit of Community Scholarship Fund.

The WCC Foundation works in partnership with the college to ensure access to education and success for its students. Over 150 Foundation scholarships are awarded each year to deserving students who would not otherwise be able to attend college.

For information on registration and sponsorships, contact Tracy Brooks at (334) 556.2626 or tbrooks@wallace.edu.



Top 10% in nation for patient safety

Alabama's 2013 Small Business Profile

The Small Business Administration's Office of Small Business Advocacy does a Small Business Profile each year. According to the 2013 profile:

- There were 386,661 small businesses;
- There were 71,279 small businesses with employees;
- There were 315,382 small businesses without employees (non-employers); and
- There were 764,207 workers employed by small businesses.

State Economy Overall:

- Alabama's economy grew at a slower rate than the United States in 2013. Alabama's real gross state product increased by 0.8 percent compared to 2.2 percent for U.S. gross domestic product. (Source: Bureau of Economic Analysis)
- The employment picture in Alabama has remained constant. The unemployment rate in Alabama stayed the same at 6.3 percent in October 2013 to 6.3 percent in October 2014. This is above the national average of 5.8 percent for the same time period. (Source: Bureau of Labor Statistics)

Employment:

- Alabama's small businesses employed about half or 764,207 of the state's private workforce in 2012. (Source: Statistics of United States Businesses)
- Almost all firms with employees are small. They make up 96.8 percent of all employers in the state. (Source: Statistics of United States Businesses)
- Firms with fewer than 100 employees have the largest share of small business employment.
- In Alabama, small businesses created 24,890 net new jobs in 2012. The biggest gain was in the smallest firm size category of 1-4 employees. (Source: Business Development Services)
- The number of people who were primarily self-employed in 2013 decreased by 4.7 percent relative to the previous year.
- The state's private-sector employment growth increased by 2.0 percent over the 12-month period ending in October 2014; this was below the national average growth rate of 2.3 percent. (Source: Bureau of Labor Statistics)

Small Business Seminars

Networking 101

March 19 • 3:30 p.m.

George Washington Carver Museum

Are you hesitant to attend events because you're uneasy about networking or meeting new people? Do you find it difficult to approach people when it comes to promoting your business? If you answered yes, then mark your calendar and make plans to attend a Networking 101 seminar at the George Washington Carver Museum Thursday, March 19, at 3:30 p.m.

Presented by Mary Beth Reynolds from Personnel Resources, you will be sure to walk away with some fantastic and exciting tips for use in any social situation. Networking is an important part of every business because the relationships you make now can last for years to come. No matter what you do in life, you want a strong network.

And because networking is important on all levels, once the seminar is completed, you'll then have the chance to practice all you've learned at The Network Exchange event immediately following.

To register, contact Susan Tatom at (334) 792-5138.

How To Promote Your Business Using Social Media And The Smart Phone

March 25 • 8:30-10:30 a.m.

Dothan Area Chamber of Commerce

Need a creative, affordable marketing plan for your small business? Then be sure to join the Dothan Area Chamber of Commerce and Troy University's Small Business Development Center to learn how to put together an effective marketing plan by adding social media and a smart phone app to your marketing mix Wednesday, March 25, from 8:20 a.m. until 10:30 a.m. at the Chamber facility.

The speakers for this program are outstanding leaders in their field:

Kathryn Cariglino

Never Give Up Enterprises and Constant Contact Representative
Topic: Using Email Effectively to Promote Your Business

Betsy Baker

Betsy Baker Small Business Marketing
Topic: Social Media Marketing for Small Businesses

Rob Beene, Wiregrass Apps

Topic: Using a Smart Phone App to Market Your Business

To register, go to <http://bit.ly/MarketYourBusinessDothan> or for more information, contact Judy Callin at jcallin@troy.edu or (334) 674-2425. There is no charge for the event. The program is limited to the first 40 registrants.

YOUR CHAMBER

EXECUTIVE COMMITTEE

Hope Johnson
Friend Bank
Chair

Forrest Register
Register Realty Co.
Chairman-Elect

Bob Woodall
Bob Woodall Air Care Systems Inc.
Immediate Past Chairman

Mark Saliba
Alfred Saliba Corp.
Grow Dothan Chairman

Jeff Coleman
Coleman World Group
Grow Dothan Immediate
Past Chairman

Beau Benton
Larry Blumberg and Associates (LBA Hospitality)
Treasurer

Delvick J. McKay
City of Dothan
Community Development Council Chairman

R. Cliff Mendheim
Prim and Mendheim, LLC
Education Council Chairman

Scott Applefield
Winco, LLC dba Bojangles'
Governmental Council Chairman

Lori Wilcoxon
Wiregrass Commons Mall
Membership Development Council Chair

BOARD OF DIRECTORS

Dr. Barbara Alford, Wiregrass Foundation
Lamar Brooks, Regions Bank
Boyd Clark, DSI Security Services
Kelly Colbert, Covenant Steel
Brent Cook, Action Buick GMC
Tami Culver, Dothan Education Foundation
Joseph T. Donovan, Panhandle Converter Recycling
Vince Edge, Johnston, Hinesley, Flowers, Clenney and Turner, PC
James Etheredge, National Peanut Festival
Burke Genthner, KFH Industries Inc.
Cynthia Green, Wiregrass Rehabilitation Center Inc.
Patrick Kelly, Kelly Co., LLC
Marcel Leclerc, Michelin North America Inc.
Dr. Craig Lenz, Alabama College of Osteopathic Medicine
Rayford E. Malone, Great Beulah Baptist Church
W. Davis Malone III, MidSouth Bank, NA
Altha R. Newman, Boys and Girls Clubs of Hawk-Houston
Ronald S. Owen, Southeast Alabama Medical Center
Donnie Pemberton, VLP, LLC dba The Pepi Companies
Bob Steensma, Five Star Credit Union
Jansen Tidmore, Dothan Downtown Redevelopment Authority
Mary Alice Veale, Antique Artie
Russ Whitfield, AAA Cooper Transportation
Dr. Ashli Wilkins, Wallace Community College
Talana Bell Wilkins, Flowers Hospital

STAFF

Matt Parker, President
Janice Shepard, Vice President of Administration
Linda Kelley, Director of Community Development
Melia McKean, Director of Communications
Dean Mitchell, Director of External Affairs
Julie Mollohan, Director of Finance
LaRhonda Robinson, Director of Membership
Susan Tatom, Director of Information
Steve Turkoski, Project Manager



Nomination Form
Deadline: April 30, 2015

The Dothan Area Chamber Foundation is now accepting applications/nominations for *Leadership Dothan Class XXXIV*. The nine-month program focuses on community resources, education, quality of life, political arenas, health and human services and public safety. Local professionals conduct lectures, participate in panel discussions, simulations and tours to educate program participants about our community.

The program year begins in September and concludes in May. The two-day opening retreat will be held Sept. 9 and 10, 2015, and attendance is mandatory. There are eight program days starting in October and ending in May. Participants meet one day per month, usually the third Thursday, for nine hours.

Participation in Leadership Dothan is open to any person living or working in Houston County. The Steering Committee reviews applications solicited from all walks of community life to select a class of interested, motivated and concerned individuals who have a desire to offer their time and talents to improving their community. One of the Foundation's goals is to select emerging leaders and systematically inform, challenge and educate participants about our community opportunities and needs.

Individuals, businesses and community organizations may nominate prospective Leadership Dothan participants by completing this form and **returning it to the Chamber by April 30, 2015**. Each nominee/applicant will then receive an application to be completed and returned by June 10.

A maximum of 40 people will have the opportunity to participate in Leadership Dothan each year. Tuition is \$700 for each participant. The tuition covers the opening retreat, meals, program materials and transportation.

PLEASE SEND AN APPLICATION FOR LEADERSHIP DOTHAN TO:

Name: _____

Business/Organization: _____

Mailing Address: _____

E-mail Address: _____

Phone Number: _____

Person Nominating Candidate: _____

Business/Organization: _____

Either mail or fax this form to:

Dothan Area Chamber of Commerce
Attn: Linda Kelley
P.O. Box 638, Dothan, AL 36302
Fax: (334) 794-4796
lkelly@dothan.com

Nominations are due by April 30, 2015.

Thank you for your nomination!



Laureate Nomination Form

The Dothan Business Hall of Fame's board of advisors is now accepting nominations for the 2015 Dothan Business Hall of Fame. The Hall of Fame's mission is to recognize the accomplishments and contributions of our outstanding business leaders, to perpetuate and inspire values of entrepreneurial spirit, personal integrity and community leadership in all generations. To be eligible for selection, a person must have made a significant impact on the development of Dothan and/or Houston County by promoting the free enterprise system and entrepreneurship; by demonstrating civic leadership; and by their philanthropy and humanitarianism toward their fellow citizens.

Name of Nominee: _____

Born (date and place): _____

Deceased (date and place): _____

Company/Organization (if currently employed): _____

Work Address: _____

Work Phone: _____

Web Address: _____

Work E-mail: _____

Present Title/Position: _____

No. of Years: _____

Mailing Address: _____

Please provide a biographical description of the nominee (not to exceed two pages) and on a separate sheet for each below section, please provide the following information. Feel free to include supporting documents (news clippings, magazine articles, etc.). A photo (preferably color) will be used in the program and **MUST** be submitted with the biographical/supporting documents.

1. Significant achievements – any achievements that are first-time achievements
2. Awards and honors bestowed upon nominee (chronologically)
3. Memberships
4. Professional, business or vocational history (chronologically)
5. Photo of the nominee for the program

Thank you for taking time to put forth your nominee for the 2015 Dothan Business Hall of Fame. Laureate inductees will be notified in mid-June 2015.

Nomination Submitted By: _____

Address: _____ City: _____

State: _____ Zip: _____ Telephone: _____

E-mail: _____

Nominations are due by May 1, 2015. Mail your nomination to:

Dothan Business Hall of Fame
Dothan Area Chamber of Commerce
Attention: Janice Shepard
P. O. Box 638
Dothan, AL 36302

C H A M B E R
CONNECTIONS

March 2015

THIS ISSUE:

Sailing The High Seas

Dothan MSA Lowest In State

Projected Regional Development Needs

2015 State And Legislative Agendas

Spirit Of Service 2015

JROTC Cadet Leadership Awards

Zonta Club To Host International Food Festival

MidSouth Paving Wins National Awards

Bay Limousine Celebrates 25 Years

Alabama's 2013 Small Business Profile

DOOTHAN AREA CHAMBER OF COMMERCE



SPOTLIGHT ON BUSINESS

UNDER the SEA

C H A M B E R
CONNECTIONS

A Publication of the Dothan Area Chamber of Commerce
 March 2015
 Vol. 42, No. 6 (USPS 700-660)
 © Copyright 2015



Chamber Connections is published monthly (USPS 700-660) for the members of the Dothan Area Chamber of Commerce, 102 Jamestown Blvd., Dothan, AL 36301. Subscription rate is \$24 annually. Postmaster: Send address changes to Dothan Area Chamber of Commerce, P.O. Box 638, Dothan, AL 36302. Periodicals postage is paid at Dothan, AL and additional mailing office.

CALL BOB
 Seal of Approval
 334.340.1111

Bob Woodall AIR CARE
 Commercial & Residential
334.340.1111

Bob Woodall Air Care Systems, Inc.
 AL# 83996 • FL# CMC057221 • GA# CN209553

ECONOMIC INDICATORS

| | |
|---|---|
| ▼ | Labor Force for the Dothan MSA for December: 61,634 in 2013; 61,227 in 2014 58,191 in 2013; 57,993 in 2014 Employed |
| ▼ | Unemployment for the Dothan MSA for December: 5.6% in 2013; 5.4% in 2014 |
| ▼ | Residential Building Permits for the City of Dothan for December: 16 issued (\$4.55 million) in 2013; 11 issued (\$3.36 million) in 2014 |
| ▼ | Home Sales in Dothan for December: 73 sold in 2013; 66 sold in 2014 |
| ▼ | Enplanements for Dothan Regional Airport for December: 4,732 in 2013; 3,839 in 2014 |
| ▲ | Houston County & Dothan Sales and Use Tax Collections (\$) for December: \$1,510,351 in 2013; \$1,454,500 in 2014 (County) \$5,886,378 in 2013; \$6,425,147 in 2014 (City) |

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 2/11/15. Visit www.dothan.com for the most current information.

meeting the challenge *meeting* shaping the future *shaping*