

THE VIEW

AUGUST 1999

MOBILE AREA CHAMBER OF COMMERCE

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Facts About the School Tax

Below are some of the most frequently asked questions about the upcoming school referendum and the answers. Please keep a copy of these and have them ready in case someone asks you a tough question.

Q: How much will this increase cost me?

A: The request is for a 10-mill increase. One mill is equivalent to \$1 for each \$1,000 of your property's value. So, if your property is worth \$50,000 the tax increase would be \$50 per year. If the value is \$100,000 the increase would be \$100 per year, etc.

Q: What about the recent tax reappraisal?

A: The 1998 reappraisal in Mobile County increased funding to the public schools by about \$5.4 million per year. The 10-mill tax increase would generate about \$22 million per year for schools which is the needed amount.

Q: How would the statewide lottery benefit our schools?

A: If approved, no lottery money would be available for new schools or renovation and maintenance. Lottery money would be earmarked solely for college scholarships, preschools and the purchase of computers for grades K-12.

Q: Why can't we just tax something else for schools like soft drinks or gasoline?

A: Not enough revenue will be produced from these sources. Also, these items are not stable fund sources since sales amounts change annually so the schools could not count on a certain amount.

Q: How will the 10-mill tax increase affect elderly citizens on a fixed monthly income?

A: If you are over 65 years old and/or totally disabled, with an annual income of less than \$12,000, your increase will be lower or you may be tax exempt.

Q: How can I be sure my money will be well spent?

A: During the past four years, the school system has provided a detailed analysis of the system's expenditures for public review. They produce an annual report and they have established a Citizens' Review Panel to review the system's building plan and make public reports on it.

'We Care' Encourages Businesses to Get Involved in School Tax Referendum Aug. 17

A special request has been made to business owners and managers in Mobile. The 'We Care' group, a grass-roots organization helping educate citizens about the school tax referendum and encouraging everyone to vote "Yes," has launched a program called Visit and Vote.

On Aug. 17, companies are asked to allow their employees to vote during work hours and at the same time visit a public school of their choice. Many voting sites are in area schools but if not, one is always close by. Those people who do not have children in public schools are especially encouraged to take a brief tour.

"This is an opportunity for all voters to get a first-hand look at our facilities," said Linda Ingram who heads the community volunteer committee for 'We Care'. "I think people will get a greater sense of the need for more funding for our schools if they actually tour one of them."

Some schools will observe Aug. 17 as registration day and an opportunity for parents to meet teachers. Volunteers will also be available in the lobby or office of each school to assist those interested in touring.

"The best way a manager or owner can help is to distribute a memo announcing that employees



Students in Mobile County Public Schools will greatly benefit from the 10-mill property tax increase.

can vote and visit a school during work hours," Ingram said. "They could put a time limit on the leave or handle it however they want. The important thing is that employees know that their

company is backing this initiative."

For more information, contact Ingram at 208-6028.

Chamber to Mobilize Business Community in Workforce Development

In order for the business community to be actively engaged in workforce development, local companies must see the relevance of becoming involved in a sometimes confusing process that seems to net little gain.

The *Workforce Investment Act of 1998*, was signed into law last summer, will create a local Workforce Development Board (WDB) in Mobile County. This WDB will oversee the certification and funding of education and training programs in the community, including School-to-Work initiatives. By law, the WDB must be comprised of 51 percent business and have a business chair.

This new law, coupled with visionary leadership by local elected officials and several business leaders, is an opportunity for our region to create a business-driven, comprehensive workforce development system. If implemented correctly, this system will better serve the client who accesses services, more effectively support existing industry and ensure continuing success in economic development.

"Many companies have left the traditional service provider system to set up their own training programs, and often, this is not cost effective," said Director of Education/Workforce Development Barbara Estes.

"It is difficult for companies to understand how they can get a more highly trained, better skilled workforce," Estes said. "Since workforce development has been identified as a top priority of the business community, it's the Chamber's job to help create a more accessible, more easily understood system of training people."

For three months, Chamber staff has worked with a strategic planning company to create a framework for conducting a needs assessment of business and industry to create business support for workforce development. This plan, called the "Business Mobilization Strategy," will accomplish the following:

- ▼ Inventory existing education and training programs to determine their level of funding and number of clients served to determine current resources;
 - ▼ Assess existing business/industry needs so the WDB can propose programs to meet industry requirements;
 - ▼ Inventory company training programs/curricula so the Chamber can serve as a broker for information; and,
 - ▼ Recruit a high-level, private sector transition team to ensure the business community is a key player in the WDB.
- The data generated through this "Business Mobilization Strategy" will be used to:
- ▼ Educate the business community on the importance of being involved in the workforce development system;
 - ▼ Organize the private sector, through the creation of "industry clusters," to address specific industry needs; and,
 - ▼ Assist companies in determining how they fit into the system.

For more information on the "Business Mobilization Strategy" contact Barbara Estes.

TELL 10 PEOPLE

"Want to help pass the upcoming school referendum? Here's what you do. Go around your neighborhood, church or workplace and find 10 people who are planning to vote "Yes" for the new school tax. Then, on Aug. 17, take a minute to call each of them and remind them to vote. That's it! It's easy, but effective, and you'll be making a great contribution to this effort.

**Don't Forget
Aug. 17
Public School
Referendum
VOTE**

New School Calendar

It's back-to-school time. Are you ready? This year the Mobile Public School System is backing up a bit. On Aug. 26, all public school children will be filling the halls for the first day of school. This means all uniforms and supplies need to be purchased in advance so your children are prepared for the big day.

So-long summertime!



Where's the Exports?

The United States is the world's largest exporter, but also the largest exporter underachiever, according to an article in June's Chamber Executive. The magazine states that according to the U.S. Department of Commerce's Exporter Database, only six percent of the nation's 690,000 manufacturers and five percent of the nation's 770,000 wholesalers exported in 1992.

Furthermore, only one in four companies that can export does. And among those firms that do export, their export sales are only one-fourth of what they could be.

Exporting offers companies a tremendous untapped potential – especially for small-to-medium sized firms – but that potential is increasingly being tapped by efforts at the state and regional levels.

Source: "International Trade and Economic Development", Chamber Executive, June 1999.

More Money Per Hour



Minimum wage will be raised to \$5.65 in 2000 and \$6.15 in 2001. The hikes, from \$5.15 currently, are expected to hurt

some firms and bump up all pay rates. Many employers already pay more than minimum to snag scarce workers, especially in the service and retail industries.

Source: The Kiplinger Washington Letter, June 25, 1999

Take Resistance Out of Your Vocabulary

Break down barriers between you and icy, busy or haughty people by saying: "I wonder if you would help be with somethibng?" Why it works: A sincere and simple request for assistance will always appeal to the good side of most people. And it will flatter the egos of the rest.

Source: *Zero Resistance Selling* by Maxwell Maltz with Dan S. Kennedy

Combat Stress With Appreciation

Making time to recognize the hard work of

Thank You!

employees with words of appreciation, can instantly relieve stress, according to the Ethics Officer Association. Forty-six percent of employees surveyed

by the organization named "lack of appreciation" as a source of stress.

Source: *Communications Solutions*

Maximizing Efficiency

Here are a few suggestions to make your phone time more productive:

- ◆ Log voice mail messages on paper (either in a notebook or in your planner) and delete them so you won't have to listen to old messages the next time you check voice mail.
- ◆ Set appointments when leaving a voice mail to avoid phone tag;
- ◆ Send faxes when someone isn't returning your calls, most get read quickly;
- ◆ Speed up a phone call by letting the person know you are short on time by saying, "I only have a few minutes," or "I know you're busy," or "I have a quick question."
- ◆ Leave your phone number even for those who already have it. It saves time and they may not have it with them if they're checking messages from outside their office.

Source: *Communication Solutions and Communications Briefings*



E-Commerce Workshop Planned

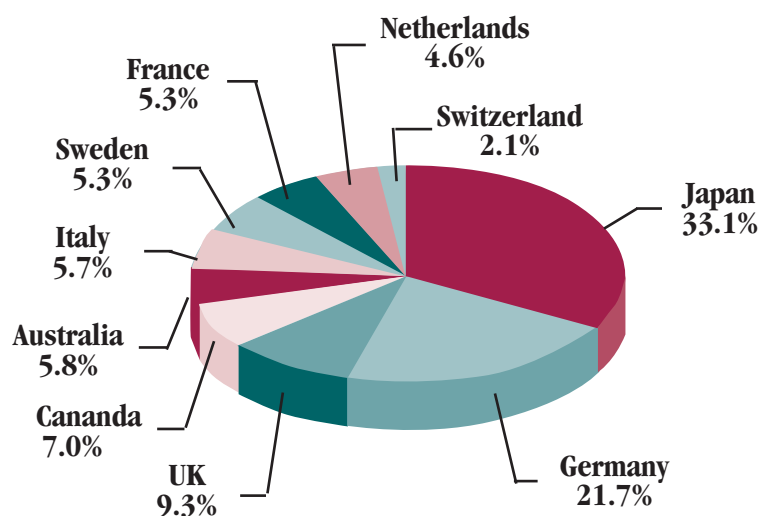
At the pinnacle of what has been called the Internet boom, Alabama businesses are now looking to e-commerce as a means to expand their markets abroad. On Sept. 30, the Trade and Technology division of the Chamber, in cooperation with the Alabama Trade Center, will host an e-commerce workshop to paint a picture of how Mobile area businesses can increase their efficiency and improve their profit margins with e-commerce. The workshop will feature speakers from IBM, Hand Arendall, QMS, Chapura and Gulf Coast Computers who will share perspectives on three critical aspects of e-commerce: from legalities to providers to educational research.

According to Forrester Research, a high tech consulting firm, inter-company trading of goods over the Internet is expected to double every year for the next five years, signifying that the \$43 billion spent in 1998 will surge to \$1.3 trillion in 2003. In the meantime consumer e-commerce sales are projected to reach \$108 billion by 2003.

Optimistic projections for the future of e-commerce are not simply characteristic to the United States. Several regions throughout the world are also experiencing this crescendo. According to the International Data Corporation (IDC), e-commerce in Latin America yielded \$167 million in 1998, a 361 percent increase from 1997. Experts are expecting a 175 percent growth rate for 1999.

If you are interested in participating in the wave of the future and exploring what e-commerce can do for your business, please call Sara Graf at 431-8603.

Top Ten Non-US Countries for Internet Traffic



Japan leads the non-US countries for Internet traffic followed by Germany.

Date: Sept. 30, 1999

Time: 9 - 11:30 a.m.

Place: Mobile Area Chamber of Commerce

Chamber Website Hits Add Up

Did you know that, as a Chamber member, your company is listed free of charge on the Chamber's website? Well here's the best part. Updated software tracks more than 100,000 visitors to the Chamber's website per month, with an average of 10 hits per visitor.

"This means that people are either directly logging on to the homepage and then linking to sub-directories available, or they are searching for specific information," said Judy Winfield, management information systems specialist for the Chamber.

In an effort to keep up with the Internet travelers, the Chamber monitors its website and tracks each of its visitors, what sites they are viewing and how long they stay logged on to the specific site.

"During May, the Chamber's membership yellow pages received the most visits with 56,388 hits," Winfield added. "That's unbelievable. Before we had software capable of tracking our website

Fun fact:

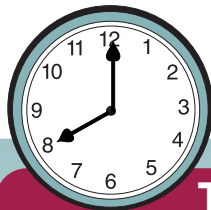
Today's Internet population is estimated to be 110 million, with 41 percent of Americans having Internet access from the home or office, according to Iconoclast, a free, weekly, online newsletter and a source of marketing information at www.iconoclast.com

visitors, couldn't tell how many people were actually looking at it. There's an incredible number of people interested in both the city of Mobile and our Chamber members."

Some of the other highly visited sites are the Chamber's newsletter, *The View*, the Calendar of Events, the Envision Mobile-Baldwin page, the Trade and Technology page, maps of the city and building sites in the Mobile area.

In addition to learning about Chamber programs, members also have an opportunity to publicize their company on the Chamber's site. "Members may not know they can get a free link through the Chamber's homepage if they provide us with their website address," Winfield said.

For more information on your free link to the Chamber's website, contact Judy Winfield at 431-8626 or at judy@mobcham.org.



The Final Countdown

Last Minute Advice for Y2K

Still need help preparing for Y2K? Check out these websites for 11th hour assistance.

Year 2000 Information Center, www.year2000.com, is considered one of the most comprehensive sites for information. It also offers possible solutions, case studies, legal and technical information and links to product vendors and consultants.

Microsoft Direct Access Y2K Resource Center, www.microsoft.com/directaccess/y2k, is designed to help consultants and computer resellers, but is useful to companies that want to learn more. This site outlines how to test Microsoft applications, along with advice and downloadable fixes. In addition, it delves into known problems with other known software based on the Microsoft operating system.

IBM Year 2000 Page, www.software.ibm.com/year2000, provides information on fixing IBM related hardware and software and allows you to type in product identification numbers and instantly find out if they are Y2K complaint.

U.S. Small Business Administration, www.sba.gov/y2k, provides resources and information to fix year 2000 problems. It outlines basic steps to take and self-assessment checklists. Its data base of consultants is broken down by state. It too provides the browser with other websites hosted by consultants and computer firms. Source: *Nations Business*, March, 1999

Small Business of the Month The Finch Companies, Inc.



Tommy Fulton, Danny Fulton and Betty Jo Fulton arrange the merchandise in their store, Interiors Now, located at the corner of Grelot Road and Knollwood Drive.

Work is a family affair for the owners of **The Finch Companies, Inc.**, the Small Business of the Month for August. Brothers **Tommy and Danny Fulton** manage the more established divisions of the business while their mother, **Betty Jo Fulton**, operates the company's newest office.

Mrs. Fulton, who has worked full-time for 35 years at the 66-year-old company, has been active in the business since she was 12. Her parents, Thomas and Genevieve Finch, established the parent company, Finch Warehousing, downtown on Commerce Street on Mardi Gras Day, 1933. "Our first customers were Kellogg's Cereal, Dole Pineapple and Diamond Matches," Mrs. Fulton says.

Still serving major brand-name clients, Mrs. Fulton proudly said the family's third generation now operates the business. According to Tommy Fulton, The Finch Companies have expanded the warehouse business over the years to include the trucking industry, packaging, logistics and real estate.

"We now own more than 900,000 square feet of warehouse space, 215,000 of which was bought specifically to expand the packaging business – the fastest growing division in our company," Fulton said. "And, we have 90 employees. But, it's my mom's project that we want to focus on now."

Mrs. Fulton manages Interiors Now; a furniture sales and leasing business located in Fulton Square, at the corner of Grelot Road and Knollwood Drive in West Mobile. In operation since April 1997, the business leases furniture to many of

Mobile's apartment complexes. Also at this location, customers seeking comfortable yet luxurious short-term housing can find first-class solutions through the Corporate Apartment department of Interiors Now.

"We provide comfortable, luxury apartments with all the necessities of home including utilities, cable, telephone, furnishings, linens and housewares on a month-to-month basis," Mrs. Fulton said. "This unique business fills a void and provides a service like no one else in Mobile."

From warehousing to trucking, real estate to packaging, you might say The Finch Companies Inc. have things "all wrapped up" in Mobile. "And with eight grandchildren growing up, someday we hope a fourth generation will continue the tradition," Mrs. Fulton said.

Guidelines for the Small Business of the Month selection:

- ❖ Current Chamber member
- ❖ Fewer than 100 employees
- ❖ Apparent solid financial base
- ❖ Considered successful by peers
- ❖ Expanding number of employees
- ❖ Sales growth and/or profit growth
- ❖ Outstanding public service contribution
- ❖ In business a minimum of a year
- ❖ New product line

Goodwill and Easter Seals Merge to Offer Blended Services

July marked a new beginning for two United Way agencies when Goodwill Industries and Easter Seals Rehabilitation Center combined services to become Goodwill Easter Seals of the Gulf Coast. Seven retail stores and 10 community connections join in the new partnership to create solutions and change lives in communities across South Alabama and Florida.

The combined services at 27 locations will benefit more than 3,000 people in 12 counties including Mobile, Baldwin, Conecuh, Choctaw, Escambia, Monroe, Clarke and Washington counties in Alabama and Escambia, Walton, Santa Rosa and Okaloosa in Florida.

"This merger is a more effective way to serve the needs in our community," said **Elaine Henderson**, director of communications for Goodwill Easter Seals of the Gulf Coast.

Statistics from the past year illustrate how many people benefited from services provided by these two agencies.

- More than 1,678 people received vocational services.
- For every three people, one was placed with a job (placing 469).
- 662 children and adults learned to read.
- 228 children and their families benefitted from services.
- 122 people received medical and technical assistance.
- 185 people attended support services.
- 145 children and adults enjoyed Camp ASCCA (Alabama Special Camp for Children and Adults) located on Lake Martin.

Goodwill Easter Seals – building a better community one person at a time.

Water Utilities In Region Cooperate to Provide Better Services

Most consumers in Mobile and Baldwin counties don't have to worry about the quality of their drinking water or proper wastewater treatment. The 56 utility companies providing these services want it to stay that way and are working as part of Envision Mobile-Baldwin to insure that it does.

The Envision Utilities Infrastructure Action Team invited representatives from these companies to participate in the Regionalized Water/Wastewater Infrastructure in South Alabama Symposium last winter. With 30 representatives in attendance, this meeting created enough interest in water/wastewater utility cooperation to initiate the group's second meeting June 17.

Utility representatives from Mobile and Baldwin counties who met in June identified the following potential areas of cooperation:

- emergency assistance,
- common purchasing,
- equipment/design standardization, and
- the establishment of a routine utility communication forum.

University of South Alabama engineering professor, **Dr. Kevin White**, moderator at these meetings and the facilitator for the newly formed

Utility Infrastructure Action Team, said committees are investigating ways these utility companies can accomplish better cooperation and ultimately a regional approach to these services.

"This entire effort boils down to how the community can benefit from regionalism," Dr. White said. "There are cases in Mobile and Baldwin counties where two utility companies are offering services in the same area. That means they both have infrastructure in the same area. That also means the community is paying twice for the same infrastructure, such as water lines and sewer lines."

Dr. White said coordination and organization are keys to alleviating the duplication of services and providing other

benefits. "The consumer and the community win with regionalism because it provides better public and environmental health, financial savings, and it can even spur economic growth."

An action plan will be in place by September outlining ways to implement regional water supply and wastewater collection and treatment. "This is a long-term process that will ultimately take years to accomplish," Dr. White said, "but if we take one small step at a time, we can accomplish a lot, and our community will be much better off."

"This entire effort boils down to how the community can benefit from regionalism,"



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the best
things in life
are free.

(Well, real estate isn't.)

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Mobile Metro Transit Creates Carpool Incentives

Through the services of Mobile Metro Transit, area companies or individuals can take advantage of a vanpool or carpool program, a much cheaper, more convenient and efficient way for people to get to and from work. It also is a great way to reduce ground level ozone emissions by reducing the number of vehicles on the road.

A vanpool is a group of seven to 15 commuters who choose to ride to and from work together. It is an especially beneficial option for workers who have to travel more than 30 minutes each way. Though individual workers can pay for their share of participating, there are tax benefits to employers who sponsor vanpool programs for their employees.

In a vanpool program, the vehicle, maintenance, insurance and driver qualification is taken care of through Mobile Metro Transit. A volunteer



- Why can't you run carpools through the Bankhead Tunnel?
- Because the riders would get Carpool Tunnel Syndrome!

driver is solicited among the group and one trip is taken daily to and from work. For \$12 a year, all riders are also guaranteed a ride home via taxi in case of illness or emergency.

Carpools are set up by matching individuals going to similar areas to work and they can be tailor-made. "We ask riders such questions as, Do you smoke? and What are your music preferences?" said Barbara Knott, marketing director with Mobile Metro Transit. "We can even match persons of similar age. We try to make the experience as pleasant as possible for everyone involved."

The vanpool/carpool project is being promoted through the Ground Level Ozone Reduction Initiative (GLORI), a group of public and private organizations dedicated to educating the public and helping reduce ground level ozone in the Mobile-Baldwin area.

For more information on this program, contact Knott at Mobile Metro Transit at 344-6600.

Adam's Mark Hotel Renovating Guest Rooms

Throughout its history in Mobile, the Adam's Mark Hotel has had a slew of good and bad experiences, from a dramatic increase in guests due in part to downtown revitalization efforts, the Mobile Convention Center and an aggressive marketing campaign by the Mobile Convention and Visitors Corp. to battering hurricanes. Now, the hotel's guest rooms are ready for a face lift.

During the next several months, about 325 of the hotel's 375 rooms will be renovated. From new carpeting to updated furnishings, including beds, chests and chairs, fresh wallpaper, lamps and overhead lighting, visitors to the Adam's Mark are going to be amazed at the changes. The renovation process

is expected to be complete by the end of the summer.

"Our owner is committed to a first-class property," said Eddie Vergara, executive assistant manager of the hotel. "We are being conscientious and diligent about creating the best and most comfortable accommodations for our guests. Our clientele is loyal to us and in turn, we want to provide them with the best."

More than \$6 million is being invested in this phase of the renovation. Vergara said the first step of the renovation process was hanging two Adam's Mark Hotel signs on either side of the building. One of the new signs is on the west-side and can be viewed from Government Street and I-10. The other will be visible from I-165.



An anchor attraction in the Mobile areas, the U.S.S. Alabama attracts thousands of tourists every year.

Tourism in Mobile—Community Benefits

It's 11:50 a.m. and you're making the daily mad dash to grab a quick bite. Suddenly, a bewildered looking couple lugging a point-and-shoot and video camera strapped across their chests ask you how to get to the Exploreum.

Before you practice the classic New Yorker hospitality response by ducking your head and running far, far away from these tourists, remember people like these are responsible for helping to spend more than \$600 million a year in our community.

Tourism, is probably the number one revenue maker in the city of Mobile, according to Lucy Arnold, director of public relations for the Mobile Convention and Visitors Corporation. Whether it's spending money in local restaurants, hotels or area attractions, all Mobilians reap the benefits from tourists.

Tourists aren't just visiting the city during the summertime anymore. "In fact," Arnold said, "Spring, Summer and Fall rival one another in terms of the most profitable season."

She believes reasons for the Port City's successful year-round tourism is due partly to Bellingrath Gardens' stunning displays, which change throughout the course of the year; the city's newest downtown attraction, the Gulf Coast Exploreum; Robert Trent Jones Golf Trail and the timeless appeal of the USS Alabama and Battleship Park.

"Visitors to Mobile have the opportunity to discover 300 years of America," Arnold said. With Nicholas and Alexandra, visitors to the city are getting an added bonus.

"Not only can they see first-hand the treasures from Russia but they'll also learn more about our rich Spanish, British and French history through Mobile's historic attractions."

So the next time you notice someone studying a Mobile map on one of our street corners, walk up to them and ask if you can help. It will certainly make a good impression, and possibly keep the tourists coming back year after year!

It's amazing how much you save with natural gas.

Natural gas is the cleanest burning of all fossil fuels. And, because it comes to your home straight from Mobile Bay, it's the natural choice for your future.. and your children's.

MOBILE GAS

MILLENNIUM

fund Investors

Thanks to the City of Mobile and Mobile County, along with hundreds of local businesses and organizations, the Chamber coordinates a comprehensive program that works to strengthen business and the local economy while promoting the area regionally, nationally and internationally for new jobs.

It's made possible through a special campaign that not only funds our international economic development and trade programs, but also deals with issues at home such as small business and community development. It's called the Millennium Fund.

Playing in the international economic development arena is expensive and competition is stiff. Just in the United States alone, there are hundreds

of organizations marketing their communities to just a handful of businesses and industries looking for a new location each year.

The Millennium Fund also supports the Chamber's Workforce Development Initiative which brings in grants and helps set up school-to-work and post-high school training programs. It funds our area's long-range strategic plan called Envision Mobile-Baldwin. And, it underwrites the Chamber's Small Business Development Department which provides resources to new and existing companies with fewer than 100 employees.

A special thanks goes to Millennium Fund Chairman **Cheryl Thompson** with Alabama Power Company who led the charge and helped raise more than \$5 million over five years.

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|---|---|---|---|
| A & M Portables Inc. | Delta Air Lines | Jordan Pile Driving Inc. | RTS Transportation, Inc. |
| AAA Alabama | Dillard's | Keith Air Conditioning Inc. | S & S Sprinkler Company L.L.C. |
| AAA Tax Service | Distribution International Southeast Ltd. | Lawrence & Lawrence P.C. | Saad Development Corporation |
| Adams & Associates Inc. | Dixie Road Garage, Inc. | The Lerio Corporation | Sand Dollar Birkenstock |
| Adams and Reese L.L.P. | Dolphin Line Inc. | Lewis Communications Inc. | Sanders Hyland Corp. |
| Alabama Exterior Supply Inc. | Dudley, Ruland, & Chateau P.C. | Mack Lewis Contractor Inc. | J. David Sandley |
| Alabama Power Company | Patrick A. Dunn CLU ChFC | Norman S. Lichtenfeld, M.D. P.C. | Saunders Engine & Equipment Company Inc. |
| AmSouth Bank | DuPont Agricultural Products | Magnolia Mortgage Company Inc. | Sears Roebuck & Company |
| Ambrecht Jackson DeMouy Crowe Holmes & Reeves L.L.C. | Elf Atochem North America | Marine Rigging Inc. | Sherman International Corporation |
| Atlantic Marine Inc. | Esfeller Construction Company Inc. | Marlin Contracting Co. Inc. | Silver Minds |
| APEX Corporation | Gary Finch Outdoors L.L.C. | Marriott's Grand Hotel Resort & Golf Club | SM Transportation & Warehouse |
| Azalea Financial Services Inc. | First Mobile Title Inc. | Marshall Biscuit Company Inc. | Soundworks Inc. |
| Baker Properties | First Small Business Investment Company of Alabama | Masland Carpets Inc. | South Alabama Bank of Mobile |
| Batchelor's Mechanical Contractor Inc. | Frame Shop & Gallery Inc. | McCrory & Williams Inc. | South Alabama Utilities |
| BCM Engineers Inc. | Frazer, Greene, Upchurch & Baker L.L.C. | McDonald's | SouthTrust Bank N.A. Mobile |
| The J.L. Bedsole Foundation | Friedman's Jewelers | Merchants Transfer Company Inc. | ST Mobile Aerospace Engineering Inc. |
| BellSouth | Funding Associates | Midstream Fuel Service Inc. | State Farm Insurance |
| Bender Shipbuilding & Repair Co. Inc. | Gardberg's Furniture Inc. | Midtown Restaurants Corporation | Steelwood |
| The Berry Company | Gardnyr Michael Capital Inc. | Mitsubishi Polysilicon | Sterne, Agee & Leach Inc. |
| Betancourt Antiques & Collectibles | Gibbons & Dees P.C. | Mobile Bay Transportation | Stewart Title of Mobile |
| BOH Brothers Construction Company | Gillette's | Mobile County Commission | Sullivan-St. Clair Advertising Public Relations |
| Bradley and Associates Inc. | Gleason & Associates | Mobile DRI Tuscaloosa Steel Corporation | Sweet Repeats |
| Jim Bramblett Productions | Irvin Grodsky P.C. | Mobile Gas Service Corporation | Taco Bell |
| Brand Scaffold Builders Inc. | Gulf City Body & Trailer Works Inc. | Mobile Greyhound Park | TeSeCon Inc. |
| BRI Medical Transcription | Gulf Electric Company Inc. of Mobile | Mobile Paperboard Corporation | Thames Batre' Mattei Beville & Ison |
| John M. Brining Company Inc. | D.W. Gwatin Construction Inc. | Mobile Register | Thompson Engineering |
| Brown & Root Engineering and Construction | Hackbarth Delivery Service Inc. | Mobile Rug & Shade Company Inc. | Timbes & Yeager Inc. |
| Brown's Hallmark | Hand Arendall L.L.C. | Money Houses Inc. | Travis Vacuum Service Inc. |
| Franklin D. Brown | Hargrove & Associates Inc. | Napa Auto Parts | Turner Supply Company |
| Brungart Equipment Company | Health Partners of Alabama Inc. | New Image Landscape | Union Planters Bank |
| Budweiser-Busch Distributing Co. Inc. | Helmsing, Lyons, Sims & Leach | Offshore Tool & Energy Corp. | Universal Supply Company Inc. |
| Chapura | Heritage Homes of Mobile Inc. | Olin Chemicals and Chlor Alkali Inc. | US Office Products-Waller Brothers |
| City of Mobile | Heritage Planning Group P.C. | Oliver's Catering & Restaurant | R.D. Vaughn Construction Company Inc. |
| Susie Cleveland CAE | Herzog-Hart Corporation | Tom P. Ollinger Construction Inc. | Joe Vinson Builders Inc. |
| Coastal Builders Inc. | Holmes & Holmes Architects | On Line Alternatives Inc. | David Volkert & Associates Inc. |
| Coastal Door & Window Inc. | Holnam Inc. | Page & Jones Inc. | John G. Walton Construction Company Inc. |
| Coca-Cola Bottling Company Consolidated | Hunte Pharmacy | The Pelican Group Inc. | Ward Properties Inc. |
| Colonial Bank | Industrial Development Board of Mobile County | Perdido Beach Resort | Waterways Towing & Offshore Services Inc. |
| Comcast Cablevision | Industrial Development Board of Mobile | Pickett & Adams Insurance Inc. | WBLX FM/WDLT FM/WDLT AM |
| Comfort Suites | Infirmary Health System Inc. | Port City Printing Company Inc. | Hosea O. Weaver & Sons Inc. |
| Compass Bank | Integrity Incorporated | Protocol First | The Weevil Company |
| Cooper/T Smith Corporation | Intelligent Alternatives Inc. | Providence Hospital | The Weller Company |
| Courtney & Pharr Inc. | Irby Strategic Services | Radcliff/Economy Marine Services Inc. | Whitney National Bank |
| CS Integrated L.L.C. | Jackson, Myrick, Chamber & Byrne L.L.C. | Radiology Associates of Mobile P.A. | Willis Corroon Corporation of Mobile |
| Davidson & Company Claims Inc. | Johnson Controls Inc. | Regions Bank | Winn-Dixie Montgomery Inc. |
| Degussa Corporation | Johnstone, Adams, Bailey, Gordon and Harris L.L.C. | Rester & Coleman Engineers Inc. | World Wide Marine Services Inc. |
| Delaney Foundation | | RHM Enterprises L.L.C. | Yellow Cab Company |

Business Spotlight of the Month A-C Contracting Company

Offering skilled, courteous and experienced service, A-C Contracting Co., Inc. is celebrating 40 years of providing indoor comfort systems to more than 20,000 satisfied customers. The company is also the Chamber's August Business Spotlight of the Month.

Alfred Piff, along with his son Carlo, offer customers the best in comfort systems including: indoor air quality, electronic air cleaning, humidity control, energy conservation and utility cost reduction.

"We've done practically everything in 40 years, from installing the largest of systems to the smallest," said Alfred Piff.

Together, father and son stay up-to-date on all the latest developments of the industry, and the staff undergoes continuous training through the Mobile Air Conditioning Contractors Association, which the Piff's helped bring to the Mobile Area.

A-C Contracting employs 20 highly qualified and skilled workers who help make up a strong service department. They also provide solid warranties that make their customers feel secure.

A-C Contracting is located at 220 Furr St. and can be reached at 471-5396.



Carlo Piff, left, and his father, Alfred, have run their company, A-C Contracting, successfully for 40 years.



Members of AmSouth's Chamber Chase team are congratulated by Chamber Chase chairman Scotty Waters, left. Also pictured, from left, are AmSouth team captain Rob Diehl, Teri Jones, Leonard Wyatt and Matt Kalifeh.

Chamber Chase Voyager News

After an exciting and exhausting 14-week membership drive and fundraising adventure, participants in the annual Chamber Chase campaign celebrated with a bash that was out of this world.

Using a Star Trek theme and encouraging volunteers to go where "no volunteer's ever gone before," the campaign raised \$596,281 and reached 80 percent of its goal as of mid-July. A final number will be available in September.

Entertainment and food were plentiful as the 200 Chamber Chase volunteers celebrated a successful campaign at the victory celebration sponsored by Brown Industries of Dalton, Ga. Although the campaign is over, volunteers will have through August to bring in their outstanding leads, said Carolyn Golson, vice president of membership for the Chamber.

This year's chairman, Scotty Waters, Financial Resources Inc., dedicated many weeks of service to the Chamber as the lead volunteer. His enthusiasm, creativity and up-beat report sessions inspired volun-

teers to report their goals.

Roger Sheffield, team member for Degussa/Huls, expressed his enthusiasm for the campaign. "Over the past couple of months I have met so many wonderful, hardworking people," Sheffield said. "I'm glad to have been a part of such a fun experience."

Weekly newsletters and meetings recognized teams and individuals who met and exceeded their goals.

"I am amazed at how everyone, from the CEOs and team captains to the individual team members, pulled together and made this campaign a success," Waters added. "And we couldn't have made it through without the weekly reward sessions."

The chairman concluded by saying the Chamber staff kept the campaign running like a "well-oiled machine."

Thanks again to the Chamber Chase

volunteers, sponsors and contributors.



Business Spotlight of the Month is selected from a random drawing of business cards collected at the prior month's Business After Hours event.



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Diplomat of the Month Janet Williams



Janet Williams, banking officer at Whitney National Bank, has been selected as the Chamber's Diplomat of the Month. This is her second time to receive the designation.

Williams was selected because of her involvement in the Chamber through the Diplomats who attend events, visit members, assist with special tasks and more. Williams has been working with the Chamber for over five years.

"Whitney Bank supports what the Chamber does for the community, and I support what Whitney does," said Williams.

She has been with Whitney ever since the bank came to Mobile four years ago.

She just finished working with her Chamber Chase team to help achieve this year's new member and fundraising goal. Williams also serves as a PTO officer at O'Rourke Elementary and is a board member of Azalea City Kiwanis.

Plan to Tee-Off



It's time to sign up for the Chamber's 12th Annual Fall Golf Tournament scheduled for Friday, Oct. 22. Start time is 8:30 a.m. at Magnolia Grove Golf Course.

This event will be a great day of networking on the greens, and you can win fabulous door prizes. Plan to treat your clients, customers and yourself to a fun day!

Registration begins at 7 a.m. and a putting contest and breakfast will take place until tee-off.

Hole sponsorships are available for \$800 and individual tickets are \$150. This event sells out quickly, so reserve your place on the greens now.

For more information call Karen Turner at 431-8638.

Major event sponsors of this year's tournament are **AcTel Integrated Communications, Express Payroll, GTE Wireless and USA Metals/Jeffreys Steel.**



Sponsors Contributed to Success of Media Appreciation Reception

The Mobile Chamber of Commerce along with Mobile and Baldwin County Chambers, would like to thank the following local sponsors for their contributions to the June 8 Media Appreciation Reception. This networking opportunity gave the business community a chance to meet and thank area media for all their hard work.

- Alabama Power Company
- Alec Naman Catering
- AllTell Communications
- Applecious
- Artcraft Press Inc.
- Azalea Seafood Gumbo Shoppe
- BCM Engineers Inc.
- Beach Bouquets
- Bellingrath Gardens
- BellSouth
- Blue Bell Creameries Inc.
- Bruno's
- Budweiser Busch Distributor Inc.
- Caribiana Island Cruises
- Cock of the Walk
- Cory Everson's Fitness for Women
- Cypress Bend Golf Course
- Dees Paper Company Inc.
- DESKTOP designs
- DigiPH PCS
- Glendale-Minge Florist & Gifts Shop
- Grand Slam USA
- Gulf Distributing Company Inc.
- Hollywood Theaters
- Holmes Family Farms

- IPCA
- Kenny Rogers Roasters
- Leading Edge Systems
- Long's Human Resource Services
- Merrill Lynch
- Mobile Admirals
- Mobile Convention & Visitors Corporation
- Mobile Gas Service Corporation
- Mobile Air Center
- Mobile Greyhound Park
- Mobile OBGYN
- Mobile School of Massage Therapy
- NanCee's A Tisket a Tasket
- Peninsula Golf Course
- Picklefish Melodic Inc.
- PMT Publishing
- Port City Rentals Inc.
- PrimeHealth
- Riviera Center Factory Stores
- Sam's Club
- San Roc Deliccatezza
- Sea Oat Studio
- Semolina International Restaurant
- Spotters Bird Shoppe
- The Rose Bud
- The International Trade Club
- The Mitchell Company Inc.
- Wal-Mart SuperCenter
- Wallaca Beach & Boat Rentals
- West Bay Chiropractic Center
- Woodlands Golf Course
- YMCA Metropolitan

Thank You



News From Mobile Museum of Art



The Southeastern Juried Exhibition 1999 is now open at the Mobile Museum of Art and will run through Sept. 12. The juried exhibition competition is open to artists living in the states of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia. More than 437 artists entered a total of 1,379 slides.

In other news, on Thursday, Sept. 16 Dr. Patricia Harrison, a history professor at Spring Hill College, will give a lecture on the era of the reign of Nicholas and Alexandra and Tsarist Russia from noon to 1 p.m. at the downtown gallery of the Mobile Museum of Art, 300 Dauphin Street. Participants are encouraged to bring their lunch.

In addition, 1999 marks the 35th anniversary of the Mobile Museum of Art and one of its most popular events, the Annual Outdoor Arts and Crafts Fair. This year's fair will be on Sept. 25 and 26, with the Artists' Choice Preview Party on Friday, Sept. 24. The gala will be open to the community, allowing guests to preview and purchase choice works of art from the fair.

In other news, the museum will offer art classes including: Basic Art for ages 4-6 and Famous Artist for ages 6-12. There is a fee of \$35 for non-members and \$32 for members, which includes supplies. For more information on any Mobile Museum of Art project call 343-2667.

Buy Local Artwork for Your Office

Area businesses can purchase local artwork to beautify their lobbies, conference rooms and boardrooms when the Chamber presents the Business and the Arts Competition, Show and Sale, sponsored by ACO Employment on Thursday, Oct. 21.

Formerly the Pride Arts Competition, this new event, held at Magnolia Manor on Spring Hill Avenue, will give local artists and photographers an opportunity to showcase their work which captures the unique sites and features of the Mobile-Baldwin area.

Businesses can sign up as Art Patron sponsor of the event and purchase a piece of art for their offices. That evening, entries will be judged and awards presented in three categories: painting/drawing/graphics, photography, and sculpture/mixed media.



There is a \$10 entry fee and each artist is limited to entering three pieces. Art Patron sponsorships are available for \$200.

Call Catherine Cleverdon at 431-8606 for more information.

Working With Your Printer

Trying to decide on a dye cut or a full bleed? Don't call 911, call 431-8606 and register for the Chamber's "Working With Your Printer" seminar. If you're looking for answers on how to develop a job specification sheet and time lines, or the "lingo" needed to work with a graphic designer or printer then you need be at the Chamber on Thursday, Sept. 16.

Anne Smith from Tom Mason Communications and Mike Payne from Gwin's Printing will lead this informative, hands-on seminar. They'll teach you how to design an ad for your company, explain the color process, and provide you with tools and insider information to getting the "best bang for your buck." The benefits you'll receive from this seminar are tremendous when working on projects.

The seminar will take place in the Chamber's McGowin Room from 8:30-11 a.m. Cost is \$15 per person and includes a continental breakfast. Space is limited so make your reservations today by calling Catherine Cleverdon at 431-8606.

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Alabama Ranks 12th in Logistics Locations

Alabama was ranked 12th in the nation for logistics locations and came in 7th for employment growth in the June 1999 issue of *Business Facilities*. The study was based on the latest Department of Labor statistics, such as logistics-related establishments, employment figures, growth in employment and the amount of goods exported from each individual state via trucks, water ports, airports and rail.

Alabama has 70 percent of the nation's population within 48 hours of ground transportation. So far in 1999, two major distribution facilities have announced plans to build in Alabama.

Ace Hardware Corp. decided to build a large distribution center in Baldwin County, creating about 300 new jobs. It is expected to be completed in the fall of 2000.

In, April, Wal-Mart Stores Inc. announced it would build a distribution center in Northeast Opelika Industrial Park, creating 400 jobs. The facility will be operational in June 2000.

Top 15 States for Logistics Growth

1. Texas
2. Florida
3. California
4. Indiana
5. Tennessee
6. Illinois
7. Georgia
8. Virginia
9. Ohio
10. Wisconsin
11. Minnesota
12. **Alabama**
13. Pennsylvania
14. North Carolina
15. Michigan



Reception Welcomes Alabama Development Office

The Chamber hosted members of the Alabama Development Office at a reception in July. Welcoming ADO director Ken Funderburk is Mayor Mike Dow, Chamber Chairman and Mobile Gas CEO John Davis, and Chamber President Win Hallett.

2000 Census Coming in April 2000

Ever wonder where the Chamber gets its demographic information, such as the number of people living in Mobile and Baldwin counties and the average wage earned? None of this information would be available unless people like you filled out your census form.

The census, which is completed every 10 years by the U. S. Government, will be mailed to more than 285 million homeowners in April, 2000. The only mandated counting of persons and demographics in the United States, the census seeks information such as occupation, name, sex, age, marital status, number of children, wages earned and automobile and home ownership.

Hired census takers will count non-homeowners. Census takers will go door-to-door in apartment

complexes, shelters, long-term health care facilities and nursing homes to collect data.

The information collected through the census affects grant writers, economic development efforts, transportation dollars and state funding. Today the Chamber uses updated 1990 statistics for all of its projects, according to **Ritchie Hurt**, the Chamber's director of research and information who suggests that everyone receiving a census form take the time to complete it.

"Be on the lookout for it," he said. "We're going to need everyone's help. When it arrives, fill it out and send it in. Do the responsible thing."

For more information on the census, call **Hurt** at 431-8656.

Franchise Tax May Cost You – Big Time!

The dilemma over Alabama's franchise tax could end up burdening already over-taxed businesses. That's why the Chamber is sponsoring a meeting on the topic on Sept. 10 from 10 a.m. to 1 p.m. at the Mobile Convention Center. The forum will feature experts such as former Gov. **Albert Brewer** and **Jim Williams**, executive director of the Public Affairs Research Council of Alabama (PARCA).

The franchise tax is paid by any company doing business in the state. Previously, Alabama charged out-of-state companies more than in-state companies. The courts, however, ruled this an unconstitutional procedure. The court's ruling has caused a \$100-million deficit in the state's coffers, and the tax has to be re-distributed to make up the loss.

The opportunity to design a new process for replacing this income has brought both concern about more business tax and hope that this dilemma might force the state into a general more

progressive and effective tax reform.

These issues are reflected in the agenda of the special forum on Sept. 10. In addition to Gov. **Brewer**, who will give the luncheon address, and **Williams**, the meeting will feature two of the foremost experts on the topics of Alabama tax and constitution reform. These include **Dr. Bailey Thompson**, former *Mobile Register* editor and now journalism professor at the University of Alabama, and **Tom Carruthers**, former state senator. Thompson has written several articles about state tax reform, and Carruthers once headed up the Commission on Tax Reform for Alabama.

"This meeting gives local companies a great opportunity to understand this entire issue because it may greatly impact them," said Chamber Chairman of the Board **John Davis** of Mobile Gas Service Corp. "The more we know, the better able we will be to provide input into this process."

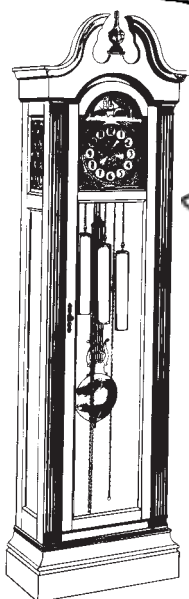
For reservations and ticket price, contact **Shelly Mattingly** at 431-8612.

Comparative Economic Indicators

May '99 vs May '98

| | | |
|-----------------------------------|--|----------------|
| Unemployment Rates | | 3.2% May '99 |
| | | 4.2% May '98 |
| Business Licenses | | 248 May '99 |
| | | 293 May '98 |
| Homes Sold | | 371 May '99 |
| | | 434 May '98 |
| Air Passengers From Mobile | | 40,442 May '99 |
| | | 30,034 May '98 |

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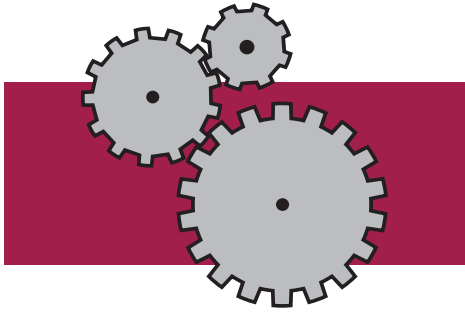
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The Chamber At Work For You



Welcome New Media

The communications staff welcomed two new media representatives to the business community in the Mobile area. **Jerald Hyche** has been named business editor for the *Mobile Register*, and **Dan Cates** is the news director for WKRQ-TV 5. Hyche replaces David Tortorano, who is now the newspaper's regional editor. Cates comes to Mobile from Birmingham and replaces Bill Ferris who moved to Huntsville.

US Chamber National Business Summit

The Chamber was represented at the U.S. Chamber's Nations Business Summit in Washington, D.C. The Summit, which featured discussions on timely issues such as ground-level ozone, non-attainment and the clean air act, also featured nationally-syndicated columnist **George Will** and Secretary General of the United Nations, His Excellency **Kofi Annan**.

Paris in the Summer

Chamber staff, along with representatives from the City of Mobile, Mobile Airport Authority and the State of Alabama traveled to Paris recently for the Paris Air Show, the world's largest and most significant annual aerospace event. During their visit, the group met with executives of Singapore Technologies and was joined by Alabama Gov. **Don Siegelman**.

Minority Business Owners Gather

The Gulf Coast Chapter of the Minority Development Council hosted its annual event to bring together the area's minority suppliers with majority business representatives. The three-day event took place at the Adam's Mark Hotel and the Mobile Convention Center.

Together—Stronger

The Chambers of Commerce of Mobile, Pensacola, Gulfport, Baton Rouge and New Orleans met to plan a jointly-sponsored conference scheduled for September. The conference will explore shared challenges and opportunities for the I-10 Corridor cities. Topics of discussion will include the region's economy, transportation, environmental concerns and the impact of politics on commerce. This effort will work in concert with Envision Mobile-Baldwin's economic strategy #11 — to strengthen the public-private partnership that leverages economic development opportunities created by Mobile-Baldwin, Pensacola and Pascagoula regions.

Ethics and Business

The Chamber co-sponsored an ethics program with Spring Hill College for its members. The program, led by **Father John C. Haughley, S.J.**, was titled "Virtue and Affluence: The Poverty of Wealth."

Chamber Names Jason Thrower as VP for Small Business

The Chamber recently announced the hiring of **Jason B. Thrower** as vice president of Small Business Development. Prior to his working for the Chamber, Thrower worked for two years in Atlanta as a financial underwriter for St. Paul Companies.



Jason B. Thrower

As a corporate business developer, Thrower formulated strategies to achieve business objectives and was responsible for marketing and selling various products to a diverse customer base. Through his job in Atlanta, he worked with a wide range of companies from small businesses getting off the ground to Fortune 500 corporations.

A native Mobilian and graduate of UMS-Wright Preparatory School, he graduated from Florida A&M University in Tallahassee, Fla., in 1997. Thrower brings to the Chamber a wealth of experience in the business community as a former financial consultant and sales initiator for Barnett Bank

in Tallahassee. "I always thought if I did return to Mobile, it would be to start a small business with my family," Thrower said. "It's so incredible that I'm back home now to work with small businesses across the Mobile area."

Thrower was a diversity field liaison for The St. Paul Companies Global Diversity Initiative. He is a member of Toastmasters International and also Kappa Alpha Psi fraternity.

As vice president for Small Business, Thrower will be responsible for supporting start-up and small companies in the Mobile area, coordinating the seven small business-related task forces, as well as promoting and providing assistance to minority business owners in the area. To speak to Thrower about small business development, call 431-8615.

Board of Advisors

Each month, the Chamber is proud to salute members of its Board of Advisors. These business leaders represent key businesses whose significant dues investment leads the way in funding the Chamber's programs and initiatives. For more information, please contact **Katrina McCrory** at 431-8611.



V. Gordon Moulton

V. Gordon Moulton is president of the University of South Alabama. He holds a bachelor of science degree from the Georgia Institute of Technology and an M.B.A. from Emory University. He joined the USA College of Business faculty in 1966, and has served

as director of University Computer Services, dean of Administrative Services, and vice president for Services and Planning. Moulton established USA's Department of Computer and Information Sciences in 1980 and served as its dean. He is a founding member of the Alabama SuperComputer Authority and currently chairs the board of directors. He is also an Envision Mobile-Baldwin task force member and a member of the Governor's Commission on Technology in Education.



D. Mark Nix

D. Mark Nix is chairman of the Board of Water and Sewer Commissioners for the City of Mobile. Nix is vice president of real estate and properties for Infirmary Health System, Inc., and vice president of Infirmary Medical Clinics, P.C.

He holds a bachelor of science degree in business administration from the University of Alabama. Nix is a certified public accountant in the State of Alabama, and holds an Alabama real estate salesman license. He is active in the United Way, Rotary, American Institute of Certified Public Accountants, Alabama Society of Certified Public Accountants, University of Alabama Alumni Association and the Gulf Coast Conservation Association.

Chamber Hires Trade Program Manager

The Chamber welcomes **Sara Graf** as the International Trade Programs Manager for the Chamber's Trade and Technology Division.

One of Graf's many responsibilities is to help coordinate the Chamber's bi-annual trade missions. These missions provide Mobile area public and private sector companies an opportunity to maximize trade contacts and explore new multi-national markets.

Graf will utilize her skills from her previous position as the bi-national educational project manager for the Arizona/Mexico Commission in Phoenix, where she implemented educational programs to strengthen economic, cultural and political ties between the United States and Mexico.

"I'm pleased to be a part of this exciting and growing division of the Chamber," Graf said.

After graduating from the University of Colorado where she studied sociology and Spanish, Graf moved to her hometown of Phoenix. She recently married and relocated to Mobile.



Sara Graf

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CALENDAR VIEW

August 17 Morning Marketing Meeting

Time: 7:30 - 8:30 a.m.
Place: Chamber McGowin Room
Cost: \$5
Call: Karen Turner at 431-8638

August 17 Net Gain: Planning and Developing Your Website

Time: 9 a.m. - Noon
Place: Business Innovation Center
 1301 Azalea Road
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 18 Net Gain: Process Improvement

Time: 11 a.m. - 1 p.m.
Place: Chamber McGowin Room
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 18 Net Gain: Venture Capital Forum

Time: 12:30 - 2 p.m.
Place: Ramada Plaza Resort
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 19 Developing an Effective E-Commerce Site

Time: 1 - 4 p.m.
Place: Business Innovation Center
 1301 Azalea Road
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 24 Net Gain: Planning and Developing Your Website

Time: 9 a.m. - Noon
Place: Business Innovation Center
 1301 Azalea Road
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 24 Lessons in Government Featuring ADECA Chief Dewayne Freeman

Time: Noon - 1 p.m.
Place: Pier 4 Restaurant
Cost: \$10 per person, or a table of 8 for \$75
Call: Shelly Mattingly at 431-8612 for reservations

August 26 Developing an Effective E-Commerce Site

Time: 1 - 4 p.m.
Place: Business Innovation Center
 1301 Azalea Road
Cost: \$15
Call: Jacqueline Jones at 431-8607

August 26 Business After Hours

Time: 5 - 7:30 p.m.
Place: Mobile Convention Center
Cost: \$2
Call: Reeda Taylor at 431-8649 to reserve tabletop displays for \$50

COMING IN SEPTEMBER

Sept. 10 First Friday

Time: 7:30 - 8:30 a.m.
Place: Alabama Institute for Deaf and Blind
 (1050 Government St.)
Cost: \$2 for members, \$5 for potential members

Sept. 10 Franchise Tax Seminar

Time: 10 a.m. - 1 p.m.
Place: Mobile convention Center
Cost: \$_____
Call: Shelly Mattingly at 431-8612

Sept. 30 E-Commerce Workshop

Time: 9 - 11:30 a.m.
Place: Chamber of Commerce
Cost: Free
Call: Sarah Graf at 431-8603

Coming in September First Friday

The sponsor for September's First Friday, Alabama Institute for Deaf and Blind (AIDB)/ Mobile Regional Center, serves sensory impaired individuals of all ages from infants to elders. Learn more about the quality services offered by AIDB while meeting potential business contacts on Friday, Sept. 1 from 7:30 - 8:30 a.m. at 1050 Government St. A continental breakfast will be served to participants.

Parking is available in the rear of the building, and attendees can enter through the back door. The cost to attend is \$2 for members and \$5 for potential members. Reservations are not necessary.



Regional Center

Morning Marketing Meeting

This popular marketing event on Tuesday, August 17 from 7:30 - 8:30 a.m. in the Chamber McGowin Room, sponsored by Mail Boxes Etc. is the chance you've been waiting for to promote your business! Each Chamber member will have the opportunity to give a two-minute presentation on their company's product or service.

The cost to attend this meeting is \$5 and refreshments will be served. Call Karen Turner at 431-8638 for reservations.



MAIL BOXES ETC.

Lessons in Government

Come hear Dewayne Freeman, director of the Alabama Department of Economic and Community Affairs (ADECA) speak at the next installment of the Chamber's 1999 Lessons in Government series on Tuesday, Aug. 24 from noon - 1 p.m. at the Pier 4 Restaurant. A former state senator and candidate for Lt. Governor in 1998, Freeman was appointed to the position of ADECA

director by Gov. Don Siegelman earlier this year. ADECA distributes state and federal grants to local governments, communities and eligible non-profit organizations to better the community. Attend this luncheon and learn about all of the grants and services ADECA provides. For reservations, call Shelly Mattingly at 431-8612.

Business After Hours: Changes in Attitudes

Don't miss August's tabletop displays at Business After Hours on Thursday, August 26 from 5-7:30 p.m., sponsored by the Mobile Convention Center and ARAMARK. The grand prize drawing is a five night cruise for two out of New Orleans, provided by Commodore Cruiseline and Cruise One. Come casually dressed and prepare to "chill out" for the evening by enjoying Jimmy Buffet music and playing a little beach volleyball.

The cost to attend is \$2 for everyone. Reservations are not necessary.



SMALL BUSINESS NETWORK

Net Gain: Venture Capital Forum

If you're interested in the venture capital process, where private investors fund local start-up companies, then you should attend this third quarter meeting of the Mobile Venture Capital Forum. It will feature Donald Mundie, founder and managing partner of Delta Capital Management in Cordova, Tenn. They seek businesses operating in high growth markets with maximum potential.

The cost of attending is \$15 and includes lunch. For reservations call Jacqueline Jones at 431-8607.

Net Gain: Process Improvement

Any business owner or manager wanting to learn simple techniques to improve their company's profits and internal business process should attend this seminar on Wednesday, August 18 from 11 a.m. - 1 p.m. in the chamber McGowin Room. Ted Schmidt, with Qualastat, Inc., will use the skills implemented by Strider International and Philip Crosby Associates and attendees will receive a short course in actual ways to make their business operate more efficiently and effectively.

The cost of attending is \$15 and include lunch. Call Jacqueline Jones at 431-8607 for reservations.

Net Gain: Planning and Developing Your Website

Come learn new and exciting techniques on how to build and develop your company's website while discovering what works over the internet on Tuesday, Aug. 17 and 24 from 9 a.m. - noon at the Business Innovation Center. These strategies take you from start to finish without having to be a computer genius. The training course, conducted by Ron Rice with the Alabama Business Bureau, also provides numerous links to many more website developing opportunities. Remember, every hour in planning can save up to three hours in execution!

This seminar is part of Project Netiquette, which has been funded by a grant from BellSouth. Choose only one of the dates, August 17 or 24. The cost is \$15, which includes lunch. Call Jacqueline Jones at 431-8607 for reservations.

Net Gain: Developing an Effective E-Commerce Site

The World Wide Web and e-commerce offer a wonderful opportunity for small businesses to tap markets that have previously been unreachable to their products or services on Thursday, August 19 and 26 from 1 - 4 p.m. at the Business Innovation Center. The most current information available will be presented at this seminar so businesses can develop effective e-commerce sites. The seminar is part of Project Netiquette, which has been funded by a grant from BellSouth.

Choose only one of the dates on August 19 or 26. The cost is \$15, which includes lunch. For reservations call Jacqueline Jones at 431-8607.

ATTENTION MEMBERS!

If you know of a company interested in benefitting from Chamber membership, please contact our account executives:

- Melody Lipscomb at 431-8627 pgr.: 371-9634
- Tom Lewis at 431-8629/pgr.: 582-2076

MEMBER NEWS

Compass Bancshares acquired a \$294 million Austin, Texas bank. Hartland Bank will bring \$294 million in assets, \$258 million in deposits and \$171 million in loans to Compass Texas operations and increase the number of locations to 19. Austin is the nation's second fastest growing metro area in jobs, population and output. This is Compass' third acquisition in Austin since 1997.

The Mobile regional offices of BellSouth have moved. Their new location is at 63 South Royal St., Suite 504, Mobile 36602. Phone 431-7175, Fax 431-7180.

Mobile Infirmary Medical Center is the first to perform Beating Heart Bypass Surgery in the area. This surgery differs from the traditional bypass surgery because it is performed while the patient's heart continues to beat. The OPCAB procedure has been proven to offer less risk for kidney and lung problems, shorter hospital stays and has almost eliminated the stroke rate for bypass surgeries. For more information contact, Total Life Care Resource Center at 435-2508.

In other news, there is a new form of radiation to treat bone pain due to the spread of cancer. Quadramet is an injectable form of radiation targeting sites of the new bone formation, concentrating in the areas where the cancer has spread. This program is offered under the direction of W. Steed VanCise, M.D. For more information contact, Radiation Oncology at 435-3549.

Bob Sossaman has been named president of Facility Support Solutions, Inc. A graduate of the University of Alabama, Sossaman is a certified property manager and has made his career in real estate and facility management. Formerly senior vice president and manager of corporate facilities for First Commerce Corporation, he had nationwide responsibilities for commercial properties facility management.

Lori L. Skundrich, publications coordinator for the marketing department at Springhill Memorial Hospital, was elected historian for the board of the Advertising Federation of Greater Mobile, Inc. She previously served as the communications officer.

The 38th Annual Greek Festival will be held Sept. 23-25, from 11 a.m. to 10 p.m. at the Greek Orthodox Church. Greek Fest '99 will feature traditional, authentic and delectable cuisine. It will also include tours of the church, live entertainment and shopping on the Greek market. For more information call 438-9888.

Regions Bank announced the promotion of Susan N. Lloyd to senior vice president and quality manager and Joan D. Knight to branch automation training manager. Lloyd joined the bank in 1971, working primarily in the Retail Division before she was selected to head the branch automation project. She will be responsible for promoting and managing the quality improvement process within the bank.

Knight joined the bank in 1980 working at the Crichton and Saraland offices in the Retail Division before her transfer to the branch automation department as an instructor.

Beverly Cooper has been named the director of institutional advancement at the Alabama School of Math and Science. She is relocating from Washington, D.C., where she has managed her own consulting firm since 1987. As ASMS director, Cooper is a member of Executive Director Dr. David J. Laursen's inner cabinet and plays an integral part in the overall planning and development of the institution. She will be responsible for school development, admissions and recruiting, marketing and public relations and fund raising.

The Make-A-Wish Foundation will hold its First Annual Story of Lights, where benefactors sponsor various wishes. The windows on each floor of the Mobile Infirmary I-65 Diagnostic Center will be lit in honor of Make-A-Wish recipients. The event will last for 12 days and the first floor will be lit on Nov. 13. For more information contact Donna Brantly at 471-8030.

Debbie Dennis is the new director of agent development for ERA Marie McConnell Realty. She will oversee training for new associates and advanced training for senior associates within the company. Dennis joins the team with more than 25 years experience in both the real estate industry and teaching.

Acordis Cellulosic Fibers Inc. confirms air emissions from its rayon facility in Axis dropped 45 percent from 1996 to 1997. In addition, the company announced its emissions fell another 19.1 percent to 10.7 million pounds in 1998. Emissions are in full compliance with EPA and Alabama Department of Environmental Management regulations. The company has manufactured rayon at its Axis facility since 1952.

Senior Citizens Services announces Teresa Sharpe Atkins as the organizational program director. She organized the Points of View on Aging program and the New Horizons Stroke Support Club. Also, Aegina M. Jokela has been named the Adult Care Services program director. She is a graduate of the University of South Alabama with a master's degree in therapeutic recreation. Jokela has five years experience in the long-term care field, serving as both an assistant director of activities as well as the director of activities.

Manpower has unveiled the Global Learning Center, a virtual university that is the first element of the company's broad-reaching initiative, Manpowermet www.manpowermet.com, to provide employment expertise worldwide. The Global Learning Center delivers e-learning in an environment that is a model for training the workforce of the future.

At the annual convention of the Alabama Council of the American Institute of Architects in Atlanta, Ronnie Taylor of TAG/The Architects Group Inc. was named president-elect of the Alabama Council. Taylor will be responsible for the Year 2000 Convention to be held in Mobile at the Adam's Mark Hotel.

Friends of the Mobile Public Library's annual gala announced Mark Russell as their guest speaker. Russell is a political satirist who writes and performs about elected officials, the government and other public figures. This annual fund raiser supports programs such as Reading for Fun, Storyteller, Annual Meeting and Reception with a Southern Author, Creative Writing Contest for high school students and numerous other projects. The event will begin at 6:30 p.m. on Thursday, Sept. 16 at the Adam's Mark Hotel. For more information call 208-7021.

Springdale Travel was recognized as one of the nation's top business travel agencies by American Express. They were also a nationwide top 25 producer for new accounts and account volume for the American Express Business Travel Card program, and were presented with a specially designed crystal sculpture, which is on display in Springdale Travel's office in Springdale Mall.

The March of Dimes Birth Defects Foundation will launch Blue Jeans for Babies on Thursday, Aug. 19. Blue Jeans for Babies is a national campaign allowing participants to wear blue jeans or casual clothes to work for a minimum donation of \$5. For a \$10 donation, participants will receive a Blue Jeans for Babies T-shirt to wear along with blue jeans or casual clothes. For more information call the March of Dimes office at 438-1360.

Thomas Hospital brought home five awards from the Alabama Healthcare Public Relations and Marketing Society's annual awards ceremony in Birmingham, including the hospital's first Best of Show award for the Campaign for Open Heart Services. The hospital won a Gold Award for its Sleep Services television commercial, a Silver Award for the Diabetes Management Program brochure and a Silver Award in the Writing Category for a profile written on Joyce Stowe, a member of the Thomas Hospital Foundation Board of Directors.

In other news, the hospital will offer Baldwin County's first open MRI at its new medical center in Daphne. The new, open MRI will better accommodate people with large frames or people who are claustrophobic. Thomas Medical Center, located at the site of the old Wal-Mart on Hwy 98 in Daphne, is near completion and is scheduled to open on Sept. 1.

Jeffreys Steel merged with Metals USA Inc., and changed its name to Metals USA-Jeffreys Steel as part of a corporate marketing effort to communicate the company's national presence. Jeffreys Steel was founded in 1967 and serves customers in the Southeast. Metals USA is the fastest-growing metals processor and distributor in North America. For more information, visit the company's website at www.metalsusa.com.

Multi Staffing Services announced the promotion of Leah Costes to account executive. In addition to marketing personal services, she will continue her current responsibilities. Multi Staffing Services also welcomes Paula Day as their new receptionist.

New Members - Continued from back cover

Enterprise Fleet Services
Fleet Management
1048 Stanton Rd. Suite G
Daphne, AL 36526-4278
(334) 626-4786
Doug Jones

Gulf Coast Fire Protection, LLC
Sprinklers-Automatic-Fire
1014 Stanton Rd. Suite A
Daphne, AL 36526-4202
(334) 626-5689
Sean J. Guillory

Knodel Associate Architects, AIA
Architects
257 State St.
Mobile, AL 36603-6473
(334) 433-1760
Bruce Knodel

Mississippi Export Railroad Company
Railroads
4519 McInnis Ave.
Moss Point, MS 39563-2815
(334) 474-3358
Roxane R. Jenne

Photography By Mario Michele
Photographer
357 Durand Dr.
Mobile, AL 36606-4738
(334) 476-6357
Jennifer Cronin

Rubber & Specialties, Inc.
Rubber Products
3589 Desirrah Dr. S.
Mobile, AL 36618-1117
(334) 471-5430
Michael C. Lentz

Southern Leisure Pool Supply
7131 Airport Blvd.
Mobile, AL 36608-4501
(334) 342-9600
Frank Pollara

Transcontinental Title
Real Estate Title Work
1015 Montlamar Dr. Suite A120
Mobile, AL 36609-1714
(334) 343-9005
Donna Gail Spencer

The Ezell House
Rental Service Stores/Yards
407 Conti St.
Mobile, AL 36602-2405
(334) 432-4174
Debby Brantley

Harbor Village Home Center, Inc.
Mobile Homes-Dealers
6340 Moffett Rd.
Mobile, AL 36618-4800
(334) 649-2950
Tommy Geck

Lea Diving & Salvage Company, Inc.
Diving-Salvage Wreck Removal
PO Box 314
Mobile, AL 36601-0314
(334) 432-4880
Kim Lea

Mobile County Law Enforcement & Firefighters' Pension Fund
Pension & Profit Sharing Plans
4321Midmost Dr. Suite E
Mobile, AL 36609-5521
(334) 342-5391
Shiela Boothe

Prism Systems, Inc.
Engineers
1208 S. Beltline Hwy.
Irvington, AL 36544-3529
(334) 957-4219
John Russell

Russell Business Solutions
Payroll Preparation Service
9935 Irvington Blvd. Hwy.
Mobile, AL 36608-4502
(334) 957-4219
John Russell

State Farm Insurance
Insurance
7100 Airport Blvd.
Mobile, AL 36608-4502
(334) 343-1977
Bob Kemp

Trimer Smith Awning & Upholstery, Inc.
Awnings & Canopies
2907 Old Shell Rd.
Mobile, AL 36607-2819
(334) 473-4400
Terri Richardson-Howard

Facility Support Solutions
Management Consultants
41 N Bellline Hwy. #440
Mobile, AL 36608-1291
(334) 344-5821
Robert C. Sossaman

Harry's Entertainment, Inc.
Amusement Machines
3350 Halls Mill Rd. Suite B
Mobile, AL 36606-2530
(334) 476-4256
Robert Koon

Richard A. Lovett CPA
Accountants-Certified Public
3737 Government Blvd.
Suite 406
Mobile, AL 36693-4362
(334) 666-9866
Richard A. Lovett

Mobile Society for Human Resource Management
Professional Organizers
1305 Carre Dr. W.
Mobile, AL 36618-1706
(334) 460-6716
Marjorie Icenogle

Professional Insurance Group
Insurance
4321 Downtowner Loop W.
Suite 101
Mobile, AL 36609-5509
(334) 662-0858
Robby Pierce

Martha Rutledge Catering
Caterers
4507 Old Shell Rd.
Mobile, AL 36608-1931
(334) 342-4700
Dorie Courtney

Greg Stewart Homes
Contractors - General & Residential Builders
801 Executive Park Dr.
Mobile, AL 36606-2854
(334) 473-7422
Greg Stewart

Wal Mart #991
Retail
3725 Airport Blvd.
Mobile, AL 36608-1633
(334) 343-6401
Tom Connors

First Community Bank
Banks
720 Schillinger Rd. N
Mobile, AL 36608-5240
(334) 634-9333
Robert Sands

The Health Hut
Health & Diet Food Products
680 S Schillinger Rd.
Mobile, AL 36695-8918
(334) 633-0485
Betty H. Freeman

Mark Fastener & Mfg., Inc.
Fasteners-Industrial
3140 Lees Lane
Mobile, AL 36693-5227
(334) 660-2251
Dwayne M. Persac

Office Scapes Systems
Furniture Installations
Furniture Manufacturing & Retail
19 S. Pine St.
Mobile, AL 36604-2545
(334) 432-1261
Richard J. Vigil

Quizno's
Restaurants
1234 Hillcrest Rd.
Mobile, AL 36695-3922
(334) 633-7773
Cece Hylton

Sealing & Waterproofing Specialists
Sealing & Waterproofing
163 N. Florida St.
Mobile, AL 36607-3009
(334) 471-1185
John M. Delchamps

Survivors of Mental Illness Outreach, Inc. (SOMI, Inc.)
Drop In Center
663 Azalea Rd.
Mobile, AL 36609-1530
(334) 660-8259
James Trammell

West Mobile Veterinary Clinic
Veterinarians-DVM
9150 Airport Blvd.
Mobile, AL 36608-9514
(334) 633-3608
Drs. Steve & Lisa Smelley

Floors Inc. of Mobile
Flooring - Wholesale
981 Corporate Dr.
Mobile, AL 36607-1106
(334) 471-4677
Mike Hawk

Holland Park, LLC
Real Estate
41 N Bellline Hwy. #180
Mobile, AL 36608-1223
(334) 343-7875
Joshua T. Greer

McMillan Associates
Consultant
1929 3rd Ave. N Suite 900
Birmingham, AL 35203-3508
(205) 324-6881
Scott Rutherford

Parkway Storage
Warehouses-Storage & Distribution
2410 Dauphin Island Pkwy.
Mobile, AL 36605-3405
(334) 471-6464
Theresa Vaughan

Rangeline CITCO
Gasoline-Oil-Convenience
Mart-Car Wash
5225 Rangeline Rd.
Mobile, AL 36619-9502
(334) 602-8648
Claud E. Hornsby, III

Sickle Cell Disease Assoc. of America-Mobile Chapter, Inc.
Social Service Organizations
1453 Springhill Ave.
Mobile, AL 36604-3298
(334) 432-0301
Linda W. Jones

Third Millennium Technology, Inc.
Lighting Fixtures
6417 Hillcrest Park Ct.
Mobile, AL 36695-2638
(334) 607-9119
James L. Busby

Jim Williams Construction Company, Inc.
Contractors - General & Residential Builders
8020 Moffett Rd. Suite A
Semmes, AL 36575-5406
(334) 649-1313
Candace Glasscock

G.I.S. Oilfield Contractors (Gulf Isle Shipyard)
Oil Field Service
3051 Baker Sorrel Rd.
Mobile, AL 36619
(334) 443-7625
Richard Pregeant

IPSCO Steel Alabama
Steel Distributors-Warehouses
5805 Highway 43
Satsuma, AL 36572
(334) 679-4008
Paul Wilson

McMullan Homes, LLC
Home Builders
3503 Stein St.
Mobile, AL 36608-1431
(334) 344-3594
Buster McMullan

Pet Supplies (Plus)
Pet Shops
803 Hillcrest Rd.
Mobile, AL 36695-3909
(334) 343-9702
Drago & Dorothy Kahanu

Rick's Machine Shop Inc.
Automobile Repairing & Service
3210 Dauphin Island Pkwy.
Mobile, AL 36605-3834
(334) 479-1501
Rick Claxton

Snow Road Self Storage
Warehouse
Snow Road
Mobile, AL 36695
(334) 639-1499
Allen & Debbie Middleton

Three George's Candy
Candy & Confectionery
558 Broad St.
Mobile, AL 36603-1124
(334) 433-1689
Scott Gonzalez

Wrico Signs, Inc.
Signs
3345 Halls Mill Road
Mobile, AL 36606-2500
(334) 478-8020
Wade M. Wright

Garrett's Nursery
Nurseries-Plants & Trees
7179 Cottage Hill Rd.
Mobile, AL 36695-2823
(334) 633-4925
Bruce Garrett

Johnson's Maintenance Service
Contractors-General
48300 Rabun Rd.
Bay Minette, AL 36507
(334) 937-7018
Kenneth Johnson