



THE VIEW

OCTOBER 2000

MOBILE AREA CHAMBER OF COMMERCE

VOL. XXXII, No. 10

Amendment One – A Good Plan for Alabama, A Good Plan for Mobile

Top Five Reasons to Vote “Yes” for Amendment One

1. It will generate revenues to invest in Alabama’s future without raising taxes.
2. It will provide at least \$100 million or more to the Port of Alabama (formerly Alabama State Docks) for modernization and improvements, creating new jobs and pumping millions of dollars into Mobile’s economy.
3. It will provide funds to repair roads and bridges throughout the state, making them safer for Alabama school buses that now are detouring 17,000 miles to avoid unsafe conditions, costing school systems a total of \$7 million per year.
4. Every county in Alabama will receive additional dollars for infrastructure projects.
5. It’s a smarter investment strategy for Alabama’s only state savings account.

Imagine putting money into a simple savings account with earnings of about 6.5 percent, when wiser investing could reap between 9 percent and 15 percent. This lackluster investment strategy is how Alabama’s oil and gas royalty income known as the Alabama Trust Fund has been handled.

But on Tuesday, Nov. 7, voters can approve what many consider a brilliant plan that will continue to increase the trust fund’s base, and, at the same time, provide additional monies to fix decaying roads and bridges, and strengthen the state’s nationally-acclaimed agricultural research programs. Perhaps the most important reason for

Mobilians to support the plan, is that it will provide much needed dollars to revitalize the Port of Alabama and add to its infrastructure, making it more competitive.

The proposed plan is Amendment One. According to such groups as the Alabama Commerce Commission, Business Council of Alabama, AFLA, Association of County Commissioners of Alabama, League of Municipalities, Alabama Retail Association, the Forever Wild Trust board of directors, the Alabama Retirement System and the Birmingham and Mobile Chambers, this is a once in a lifetime opportunity.

What Amendment One will do

Amendment One will secure the Alabama Trust Fund by maximizing its growth potential and allow a portion of the trust fund to finance critical capital improvements. By redistributing a portion of current oil and gas royalties paid into the Alabama Trust Fund Amendment One also:

1. Gives David Bronner and the Retirement Systems of Alabama the responsibility to invest half of the trust fund. In the first year, 25 percent of the main fund will be invested in equities to improve previous earnings of 6.5 percent;
2. Guarantees growth of the trust fund by adding 65 percent of all new gas and oil royalties;
3. Requires 28 percent of all new royalties be deposited in a newly-created account that will fund future road and bridge improvements, foster a stronger agriculture industry and create a premier port facility for the state. In addition, the remaining 7 percent will be placed in a capital improvements trust fund for counties and cities.

Here’s what people are saying about Amendment One

“The adoption of this constitutional amendment is as close to a ‘free lunch’ as possible. The alternative would be a massive tax increase just to keep Alabama moving ahead,” said David Bronner, CEO, Retirement Systems of Alabama.

“There are five unsafe bridges I have to reroute school buses around. That is costing us \$100,000 just to reroute those buses,” said Bill Callendar, division superintendent with Baldwin County’s Board of Education, regarding his county’s need to repair the bridges.

“After studying and listening to both sides of this issue, it became very clear to me that any concerns I might have had are far outweighed by the benefits Amendment One will provide for this state. There are times in life when it’s okay to say ‘no’ to something, but this is not one of them. It is time for progressive change,” said former U.S. Congressman from Alabama Jack Edwards.

“We have an opportunity – the first time ever – to make a quantum leap for our port. We’ll be able to provide services to the high end companies such as car manufacturers,” said Jimmy Lyons, director, Port of Alabama.

“The reason we’re (Mobile) here is because we’re a port. It’s why we were founded. It’s why we’re still a thriving city, and it would be a crime for Mobilians to be left in the dust behind other area ports whose communities are capitalizing on the benefits of their infrastructure and international trade,” said Scott Posey, vice president of Governmental Affairs for the Chamber.

“We aren’t a state that can say we’re saving everything for the future. We have to invest in the present to have a future,” said Attorney Preston Bolt with Hand Arendall LLC.

For more information on Amendment One

Chamber members are encouraged to promote a “yes” vote for this Amendment by providing information to their employees and requesting a speaker on the subject for their professional and civic organizations. For more information, hand-outs or to request a speaker, contact the Chamber’s Governmental Affairs Department at 431-8612.

See related stories on page 2.

Why Alabama Needs a New Constitution

◆ Mobile and Baldwin counties plan Oct. 22 Constitutional Rally

Reform is a popular cry when the subject of government comes up in almost any conversation. However, a growing number of supporters for a new state Constitution believe it is the only answer to weeding out the clutter in Alabama’s current kudzu Constitution.

On Sunday, Oct. 22 at Battleship Park chambers from eight surrounding counties including Mobile, are holding an old-fashioned political rally to garner the support of concerned citizens.

Leading the local efforts to convince Gov. Don Siegleman that Alabamians do want a new document are co-chairs Jack Edwards, former U.S. Congressman, and Sam Jones, Mobile County Commission president.

“It’s the one thing that keeps us from addressing a lot of things that would move the state forward,” said Jones, in an interview published in the *Mobile Register* last month.

Since 1901, when the Constitution replaced a 1847 version, governors, including Jim Folsom and Albert Brewer and other groups have tried to revise the antiquated Constitution. Advocates want home rule, a fairer tax structure and to eliminate ridiculous amendments and racial elements.

A new state Constitution would:

- Shift power from Montgomery to the people
- Apply equally to all citizens

- Lay the foundation for a fair and equitable tax structure
- Encourage citizens to be actively involved in their state and communities
- Prevent narrow special interests from overruling an entire community
- Create opportunities for economic vitality and job growth while preserving the quality of life for all.

A local committee helping to raise awareness and support for a new state Constitution, chaired by Mike Marshall, *Mobile Register*, developed these five talking points:

Alabama’s restrictive 1901 Constitution:

- Prevents local governments from dealing directly with local problems

People in Mobile and Baldwin counties, for example, have to beg the Legislature for permission to pass local laws. A single local senator can stop consideration of such legislation. This concentration of power in Montgomery defies the wisdom that the best government is the one closest to the people.

- Preserves a failed tax structure that unfairly burdens the average taxpayer
The tax system puts an unfair burden on work-

ing families by forcing them to pay some of the nation’s highest sales taxes – even on their groceries and non-prescription drugs. According to one recent study, Alabamians making less than \$15,000 a year pay 9 percent of their income in state and local taxes, while those making more than \$100,000 pay only about 7 percent.

• Protects special interests

Many constitutional provisions were written to favor or protect special interest groups – such as large landowners. Ideally, a constitution should protect citizens’ rights and set up a fair and flexible system of government. It should represent the interests of all citizens in having good government, rather than promote any one interest group.

• Weakens citizen control

From its beginning, the 1901 Constitution has discouraged citizens from participating in their government. Not surprisingly, many people have lost faith in politics and politicians because the

system presents so many obstacles to grass roots democracy. Alabama deserves government that is responsive to citizens and their needs.

• Prohibits local communities from being involved in economic development

The framers of Alabama’s antiquated Constitution sought to protect their economic and political interests.

They were content to leave things as they were. To overcome this hostility to progress, citizens have had to approve 48 amendments that allow communities to recruit and encourage industrial development. We need a new constitution that will welcome new jobs and prosperity.

The South Alabama Rally for Constitution Reform on Oct. 22 will

have a variety of speakers, music and food. Gates open at 1 p.m., music and family entertainment begins at 1:30 p.m. and speakers begin at 2 p.m.



Point/Counter Point

Here are a few answers to the top concerns of those opposing Amendment One:

Concern – The plan doesn't take into account that oil and gas royalties will diminish over time.

Response – Alabama's oil and gas royalties are expected to last for at least 30 years – more than enough time and revenues to pay for the projects proposed in the plan.

Concern – The State is busting its trust fund.

Response – No. The proposed amendment does not take one penny out of the existing trust. In fact, this investment strategy will allow the trust to grow more rapidly.

Concern – Diverting a portion of oil and gas revenues from the trust fund will hurt education.

Response – No money from the trust fund goes directly to education. Currently, some of the revenues from the fund go to the State's general fund, but new, aggressive investment strategies will actually increase that amount in the future.

Concern – The price of natural gas could decline, thus reducing the amount of future income into the trust fund.

Response – Experts, industry leaders and the State's Oil and Gas Board all predict the price of natural gas will continually increase as the need for cleaner energy increases.

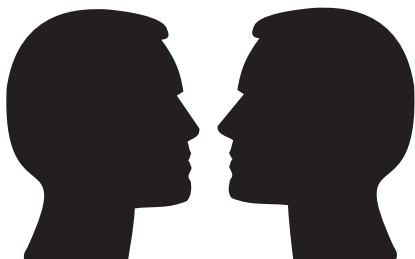
Concern – Political cronies will financially benefit from passage of this amendment.

Response – The Retirement Systems of Alabama will be given responsibility to invest half of the diverted

funds and all investments will be held to scrutiny by the Legislature and public and private sectors.

Concern – This is a liberal proposal by a Democratic governor.

Response – This IS NOT a partisan issue. The proposal was approved by a majority of legislators – Republicans and Democrats – and is being supported by a wide range of statewide organizations and individuals.



The Financial Details

In late 2001, the Alabama Trust Fund and the Heritage Trust Fund – both consisting of oil and gas revenues – will merge into one fund called the Alabama Trust Fund. The current Alabama Trust Fund contains about \$1.3 billion and earns 6.5 percent annually.

Meanwhile, the stock market has increased, on average, 24 percent over the past four years. The Dow Jones has averaged a 15.8 percent return and the Retirement System of Alabama, under David Bronner, has earned about 12 percent over the past decade. Standard and Poor's has reported that even conservatively invested portfolios over the past 50 years have averaged a 9 percent return.

Of the 6.5 percent interest

now earned by the Alabama Trust Fund, cities, counties and Forever Wild get 30 percent and the rest goes into the state's General Fund.

The Heritage Trust Fund has about \$460 million and has been earning 10.5 percent annually. But once it merges with the Alabama Trust Fund, set for 2001, the Heritage Trust will be locked into the same restrictive investment policy with earnings dropping to 6.5 percent. Unless Amendment One passes, the loss when these two funds merge is estimated to be at least \$20 million. A loss of this magnitude will create severe cuts in mental health, prisons, children's services, meals for seniors and other needed programs. The solution is Amendment One.

Unless Amendment One passes, the loss when these two funds merge is estimated to be at least \$20 million. A loss of this magnitude will create severe cuts in mental health, prisons, children's services, meals for seniors and other needed programs.

Wilkins Miller Partners with National Company for Extended Services

When Leroy Hill Coffee Company was looking for ways to streamline its day-to-day operations and begin planning its future growth, it had numerous financial planning sessions with its accounting firm, Wilkins Miller. Hill officials also looked to the company for additional guidance in the area of computer programming.

Thanks to a new partnership with Great Plains, a publicly-traded company, Wilkins Miller now offers clients these kinds of complete business systems including e-commerce solutions, financial accounting, distribution and inventory tracking, project accounting, human resource

management, manufacturing, sales and marketing management, customer support and seamless integration with strategic business applications, including Microsoft Office. Targeted to small and mid-sized business owners, this new service is a giant leap from the typical accounting services Wilkins Miller has provided for so many years.

Allen Carroll, an executive with Wilkins Miller said, "The firm's expansion into computer consulting services was in response to clients' requests for software to help manage their businesses effectively."

Claude Warren, director of technology services for Wilkins Miller believes the firm's expansion through Great Plains will take every aspect of a company's day-to-day business operations and combine it to make better business decisions and streamline operations. For example, a company using Great Plains Software can take a customer's order on-line over the Internet and at the same time, the purchase is taken out of its warehouse inventory and placed on the shipping log. Simultaneously, the customer's order will be confirmed via e-mail,

the software will set up a bill for the customer and follow up with a confirmation of the items shipped all – with the click of a button.

In addition to the hours saved by using the new technology, an added benefit to customers is the technical support offered by Wilkins Miller. Gone are the days of calling an 800 number in Kansas or California to try and solve computer software problems, according to Warren.

For more information contact Wilkins Miller at 476-5500.



A strong local company with a proven track record of service...celebrating 15 years of payroll service to the Gulf South.

Experience, Integrity, Reliability, Professionalism & Commitment to Service

Small Business Payroll Since 1984



On Line Payroll Services, Inc.

Call today for a free consultation.

334-479-5777

www.on-linepayrollservices.com

Minolta to Acquire U.S. Printer Unit Minolta-QMS

Minolta-QMS, long a star of the Mobile corporate landscape, has been entirely purchased by Japan-based Minolta.

Minolta Co. (Tokyo Stock Exchange: 7753) of Osaka, a leading camera and photocopier maker, said it will acquire all remaining outstanding shares of its U.S. subsidiary Minolta-QMS Inc. (NYSE: MQC) in a bid to strengthen its printer business.

Minolta will hold a tender offer of \$6 per share for one month for a total of about \$40 million (about 4.3 billion yen). The deal has been in the works since September and involves approximately 5.7 million shares.

Edward Lucente, CEO and Chairman of Minolta-QMS, said the purchase would not result in any changes at the Mobile facility, and could bring more stability to the plant, which employs about 400 people.

The agreement was approved by a special committee composed of Minolta-QMS' directors who are neither designees of Minolta nor Minolta-QMS employees.

Minolta will commence a tender offer that will last at least 20 business days. Following the completion of the tender offer, Minolta would acquire the remaining Minolta-QMS shares in a second step cash merger at the same cash price per share paid in the tender offer.

"Over the last year, Minolta Co. Ltd. has been extremely supportive of our market share strategy and our increased investments in new product

development," said Lucente. "The agreement, which is in the best interest of Minolta-QMS, calls for the payment to our public stockholders of a substantial premium above the recent market price of our shares." Lucente said Minolta-QMS has hired more than 20 engineers in the past 45 days.

Minolta, which had initially offered \$5.25 per share two weeks ago but was rejected, expects the purchase of the U.S. maker of color laser printers and network-compatible printers will help reinforce its printer operations.

With its Crown technology, Minolta-QMS hopes to reign over the printer industry. The company makes controllers for improving the graphics and performance of printing and imaging systems. Minolta-QMS incorporates its controllers into third-party systems and sells them to resellers.

It also offers printer accessories, parts, and fonts.

In July 1999 Japan-based camera and office equipment maker Minolta acquired 57% of Minolta-QMS for some \$64 million and helped the company to reacquire its European and Australian operations. The two companies have combined their engine and controller technologies, pooled their marketing resources, and started selling printer products under the Minolta-QMS name.

Minolta-QMS got its start in 1977 as Quality Micro Systems and went public in 1983, trading on the New York Stock Exchange. Minolta-QMS' chief competitors are Canon, Hewlett-Packard and NEC.

Reprinted with permission from GulfCoastCommerce.com 9/14/00



Order any of the Chamber's 30 publications on-line at

www.mobilechamber.com

newsletters, media lists, manufacturing directories and statistics are available at the click of a button.

Can We Talk?

◆ General Public Cries No, Get Off the Phone!

You're in a restaurant having an intimate dinner, suddenly the man at the next table bellows into his cell phone, "Hello John. How's it going?"

The next day you are in a seminar where the presenter is outlining a number of ideas that can help your business when someone's phone in the middle of the room starts singing the Mexican hat dance.

That evening on your way home you're almost sideswiped by someone, yes you guess it, on a cell phone.

These are the major "pet peeves" of two groups the Chamber surveyed last month on cell phone etiquette or in these cases, lack thereof.

There are more than 102 million U.S. wireless subscribers according to Cellular Telecommunications Industry Association in Washington DC. In this world

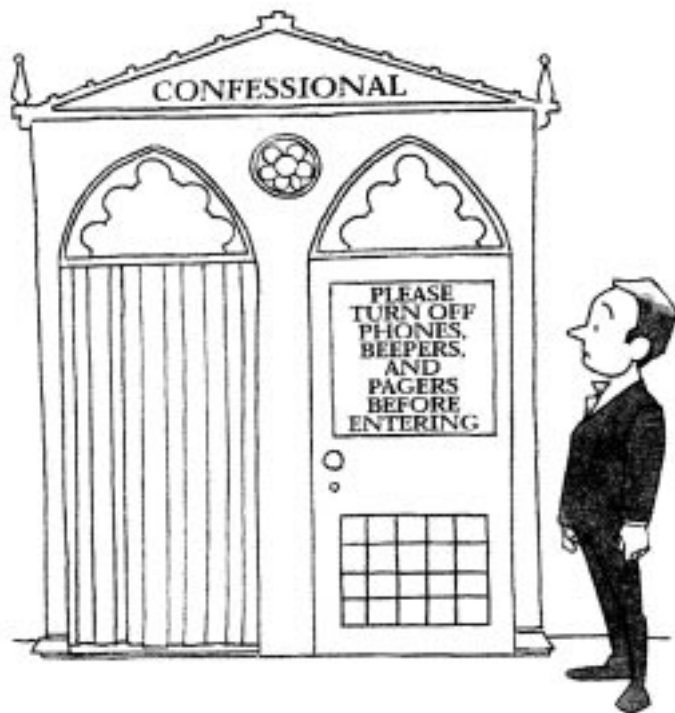
of instantaneously available technology, cell phones have made their way into crowded airplanes, golf courses, theatrical performances, movies, hospitals, churches, weddings and even funerals. Places (Can we be frank?) where they don't belong.

John Bridges AllTel's major accounts manager and Chamber Diplomat, says, "the vibrating feature is the best thing that has happened to phones." A feature previously only found on high-end phones, is now available on almost every phone, he added. Some phones even have lights that flash instead of ringing.

Use common sense and common courtesy when using your cell phone. If it has the vibrating feature, don't just employ it, wear the phone, suggests Bridges. If it is sitting on a table, the phone could make more of a distraction jumping around than if it sang "Take Me Out to the Ball Game."

Headphones are also becoming a popular option, and at least they allow you to put both hands on the wheel. A number of studies debate the issue that cell phones are no more of a distraction than the radio or eating while driving. But **Jennifer Jenkins** with Sullivan St.Clair, pleads, "Put the rules of the road first!" When dialing a phone number, writing notes or even talking, it's much wiser to pull off the side of the road.

Another courtesy **Joe Marino** with the Chamber requests is don't carry on a conversation in front of other people. It's rude. If it's a call you must take, excuse yourself and step away from the meeting or dinner table. If you have no choice about conducting your conversation in public, please hold your



©2000; Reprinted courtesy of Bunny Hoest and Parade Magazine.

voice down. "Believe it or not, most bystanders are not interested in listening in on a one-sided conversation. And they are not impressed."

Cindy Raymond with the Mobile Museum of Art suggests cell phone users "Think customer service, and pay attention to the person you're with!"

"When a person calls from a cell phone, he should state that he is calling from a cell phone as soon as the second party answers the phone. That way, it's understood that if they get cut off, the cell phone caller should be the one to call back later," advises **Marian Faulk** with Whitney Bank.

And the number one key point of cell phone etiquette is when it doubt, turn the ringer off.

As the growing number of cell phones multiplies, policies of when they can and cannot be used are also increasing. **Leigh Perry Herndon** with the Chamber says she ate at a restaurant in Atlanta that bans the use of cell phones.

Ron Reams with the Salvation Army recounts the results of a "Cell Phone Courtesy Campaign" launched by the Mayor of San Diego last Fall. Responses to a Web poll by nearly 5,300 participants favored restrictions in movie or performing arts theaters, 86 percent; classrooms, 84 percent; churches and synagogues, 80 percent; libraries, 74 percent; cars, 69 percent; museums, 58 percent; and restaurants, 44 percent.

No one will argue with the convenience of cell phones. Few would deny the use of cells phones in an emergency or even when a client you've been waiting to hear from calls and offers you the contract. The majority agree the benefits far outweigh the drawbacks, but courtesy does count.

Apply for a Business License On-line

Entrepreneurs can now fill out an application for a business license on-line thanks to the City's goal to develop 12 new transactions on its Web site this year.

The Timesaver icon at the top of the City's homepage, www.ci.mobile.al.us, begins the process of a business license application as well as provides a variety of other options.

"Upon receipt of the completed form, the municipality will provide any additional forms and information regarding other specific requirements to you in order to complete the licensing process," the instructions read. "If a business intends to maintain a physical location within the city, there are normally zoning and building code approvals required prior to the issuance of a license."

The on-line form requires only basic information initially. It asks for a Federal Employer Identification Number (FEIN), a state tax number and form of ownership, along with the name of the business, description of the product or service, list of owners, partners or officers and number of employees.

With this new process business owners do not have to come to City Hall to get their license, unless there is a problem, according to the City's Revenue Manager, **Paul Arnold**.

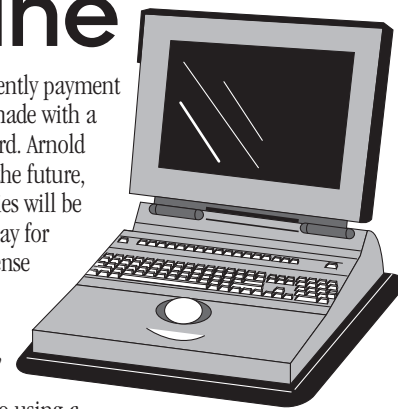
Arnold explained the new system can save more than one trip to City Hall. "There are a number of requirements that precede a business license," he said. "Depending on the type of company, there may be zoning approvals, background checks, certificates of occupancy from the fire department, etc. Once you send us your form, we can see what kind of business you have and we will call you and help you with all of the other requirements. And, again, that's without having to come downtown."

Currently payment can be made with a credit card. Arnold said, in the future, companies will be able to pay for their license on-line through E-Check, which is similar to using a bank debit card.

"The new economy dictates that we keep pace with private industry in the way services are delivered," said **Mayor Mike Dow**. "We are committed to building a city government that is faster, flatter and friendlier."

Currently, the City is averaging about 1,000 hits a day on its Web site. From Jan. 1 through Aug. 27 of this year, more than 6 million Web site requests and nearly 4,000 visitors have downloaded forms and information through Timesaver. In addition, through the Timesaver link, visitors can also make a request or complaint to the Mayor's Action Center; register a bicycle with the Mobile Police Department; review maps of area parks and check the Parks and Recreation activity schedule; find out how to be a Mardi Gras vendor; and make application for several things from the Urban Development Department such as land use zoning certificates, subdivision permits, sidewalk waiver requests and planning approvals.

We're striving to deliver government services in a way such that you don't have to stand in line, you can go on-line, concluded City Executive Director for Administrative Services, **Chris Lee**.





Need to write to your senator or congressman, but can't find their address? Scan the Chamber's governmental affairs site at www.mobilechamber.com to locate local and statewide legislators' addresses and telephone numbers.

New Account Executive Joins Chamber Team

The Chamber hired **Nancy Hughes** last month as an account executive in the Membership Department. As the newest member of the account team, she will assist in recruiting new members along with helping existing members get involved in the organization.

Hughes is a 1988 graduate of Auburn University, with a bachelor's degree in Communications. She has a diverse background in hotel and resort sales, and most recently, in retail management. She has lived and worked in Colorado, Massachusetts and Birmingham, before moving back to Mobile where she grew up.

"Many of my friends suggested that I work at the Chamber, so when I learned that a position came available that fit my background, I didn't hesitate," says Hughes. She said that she took her time to find a place where she liked the people she would work with and an organization that she would be proud to work for. "I'm thrilled to be here at the Chamber and am delighted to be working with so many nice people in a business that benefits this city so greatly."

According to **Carolyn Golson**, vice president of the Chamber's membership department, Hughes' friendly personality and enthusiasm will ensure her success in her new position.

Hughes can be reached by calling 431-8647 or page her at 582-1899.



Sick & Tired... of the office superstore & warehouse club run-around?

If so, call **Sipco!**

We have competitive prices & the product knowledge for your business needs.

We love to spoil our customers with our **FAST** service on

OFFICE SUPPLIES, PRINTING & AD SPECIALTIES

FREE local delivery!

We are as close as the phone
(Call today and talk to a real live person!)

(334) 343-1221



Royce A. Ray
Certified Forms Consultant

1224 Hutson Drive • Mobile, AL 36609 • Fax (334) 343-2248

Small Business of the Month Julia P. Byrne CPA

Upon entering the offices of Julia P. Byrne CPA the sound of "Cash" is apparent. Cash is Byrne's faithful dog who sits patiently in the corner waiting to take off and play with his favorite toy and, in the process, livens up the offices of October's Small Business of the Month. Accounting is a very serious business, so the presence of Cash (pun intended) is refreshing.

Byrne has been a CPA since 1978. Originally from a small town in West Texas, she graduated from the University of Texas. She worked in the private sector as a controller

at a drilling company for eight years before becoming an accountant in the public sector.

Looking for a change of scenery and to be closer to family members, Byrne eventually came to Mobile and in 1992, opened her own CPA firm. A supporter of the Chamber, Byrne says, "I think it's important (to be a Chamber member). There are so many things to do here in Mobile and fun opportunities to get involved with. The arts community has so much to offer; it's amazing."

Working with a variety of area small businesses, her team of four employees includes two CPAs. As most small businesses in the area, Byrne relies on referrals to grow her client list. "I've built up my business for the past eight years and it's all been through referrals," says Byrne.

In addition to her local client base, Byrne works with McDonald's restaurants in Louisiana, Florida and Alabama. Through her association with these restaurants she began volunteering her time, and is a board member, with the local Ronald McDonald House Organization, providing a home-away-from-home for the families of



The Julia P. Byrne CPA team includes a four-legged member Cash, held by Julia Byrne. On the far left is Russ Kirkpatrick, and to the right of the dynamic duo is Lucy Moore and Linda Hill.

seriously-ill children receiving treatment at nearby hospitals.

For more information about Julia P. Byrne CPA, contact her at 344-7244 at 1201 Montlimar Dr.

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

Business Spotlight of the Month Edeker & Edeker Design

Corporate identity means more than just designing a logo. A business needs a descriptive name, product development, merchandising and more. Enter October's Spotlight Business of the Month, Edeker & Edeker Design, a local graphic design firm that develops business identities, logo designs and branding strategies for clients.

The newly created company has three key staff members and consists of husband and wife team, Terry and Yvonne Edeker, and Steven Lutz. Terry initially started in the graphic design business as part of the agency of Kreger, White, Edeker & Platt. All the partners still consult with each other in their areas of expertise, but Terry wanted to focus on a core niche set of services, not attempting to be "all things to all people." In addition, Terry has formed a "dot com" company which will offer discounted corporate identity services to small and mid-sized businesses.

Yvonne has 11 years of agency and corporate experience as well as an extensive background in computer and publication design, graphic and publication management. Lutz has six years experience as a designer and senior art director.

Edeker and Edeker Design services include:

- Annual Reports, newsletters, sales literature
- Brand-building campaigns, ads, direct-mail programs
- Corporate capability brochures, collateral
- Communication audits, identity assessments
- Corporate identity development, logo, systems
- Illustration in multiple mediums
- Product package design
- Signage, point-of-purchase programs



The creative team of Edeker & Edeker Design includes Terry Edeker (left), Yvonne Edeker (center) and Steven Lutz (right).

In addition, the design team is working with Jim Harris PhD, who co-founded NetSpeed Consulting.com, an on-line global consultancy for businesses. The interactive Web site is currently offering *Managing@NetSpeed*, the first of what will become an entire on-line digital library of business books written by leading business thinkers and consultants, all within the "@NetSpeed" brand.

Edeker & Edeker not only created the corporate identity, Web site and e-book designs for the site, they will soon be releasing their own e-book, *CorporateIdentity@NetSpeed*.

Other samples of the agency's work can be seen on its Web site at www.edekerdesign.com. For more information about services, call them at 432-6003.

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

...and then the boss said to me

"I've got this great idea for our new business location, but it'll need to be in just the right town with just the right site, and it should have a unique design and little shops all around it — make it happen"...

Problem Solved

SAAD REALTY GROUP, L.L.C.

Commercial, Industrial and Investment Realtors • Developers • Property Managers
Corporate and Capital Services

Affiliated With
Saad Development Corporation - Developers

334-478-7223

3290 Dauphin Street, Suite 600 • Mobile, Alabama 36606



**STOKES,
CLINTON
FLEMING &
SHERLING, PC**

Attorneys at Law



Ben F. Stokes, III
J. Paul Clinton
Tim W. Fleming
Bob Sherling, Jr.

*"Serving Creditor's Rights
for Over 40 Years"*

- COLLECTIONS
- DETINUE / REPLEVIN
- WORKERS' COMPENSATION
- DIVORCE
- REAL ESTATE
- CRIMINAL DEFENSE
- BANKRUPTCY
- DUI DEFENSE

1000 Downtowner Boulevard
Mobile, AL 36609
334.460.2400 FAX 460.2540
800.476.8287
email: bstokes@zebra.net
www.benstokes.com

"No Representation Is Made That The Quality of Legal Services To Be Performed Is Greater Than The Quality Of Legal Services Performed By Other Lawyers."

A Tasty Ingredient for a Healthy Economy

◆ October is National Seafood Month

Here's a recipe for success: start with 20.08 million lbs. of shrimp, add 3.48 million lbs. of blue crabs; toss in 369,000 lbs. of oysters; and combine with 6.14 million lbs. of fish. It all adds up to 30.1 million lbs. and \$47 million, based on 1998 of seafood quantities of seafood that came a shore in Alabama.

But there's more to add to this list of valuable ingredients:

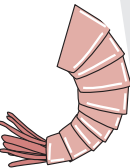
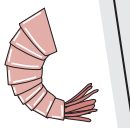
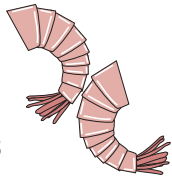
- 1.75 – 2 million lbs. of catfish are processed a week during the peak of the season, which begins in the summer and goes into the Fall;
- Alabama processors import an additional \$141 million of raw seafood;
- 1,600 commercial fishermen work aboard Alabama vessels; there are 2,500 jobs in land-based seafood processing;
- 1,200 dock workers in the boat building industry; ice docks, marine hardware, grocers, marine electronics and gear suppliers.

When all the numbers are crunched, the grand economic impact total of Alabama's seafood industry reels in \$500 million.

Brian Perkins, with Auburn University's Marine Extension and Research Center in Mobile, says the popularity of seafood over the last two decades is due in part to the nation's growing health consciousness. Numerous reports by doctors and nutritionists assert a diet including seafood has positive health benefits. However, he says, the number one reason the seafood industry continues to grow is it tastes good.

The Chamber sponsors a task force to work directly with the diverse segments of this complex business and promote Alabama seafood.

And what better way to honor Alabama's most delectable resource during National Seafood Month than to ask a few chefs to share one of their favorite seafood recipes?



Crawfish Pie by Martha Rutledge, Martha Rutledge Catering

- 1/4 cup oil
- 1/2 cup chopped onion
- 1/4 cup chopped celery
- 1 lb. shelled crawfish
- 3/4 cup water
- 2 tsp. cornstarch

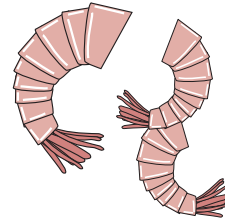
Saute' onion and celery in oil; add crawfish tails. Cook 20 minutes. Add cornstarch, dissolved in water. Cook until thick. Add green onions, parsley and seasonings; mix well. Pour into pie shell and top with cheddar cheese. Bake at 350 degrees for 30 minutes. Let stand 5 minutes before cutting.

Shrimp Pasta by Michael Tyner, Tyner's Catering

- 3 lbs. peeled and de-veined shrimp
- 1 tsp. garlic salt
- 1 tsp. Tony's Chachere's seasoning
- 1 tsp. Italian seasoning
- 4 medium onions, chopped

- 1 can Rotel tomatoes
- 32 oz. Diced tomatoes, un-drained
- 1 lb. bacon
- water if needed
- 1 package of angel hair pasta

Fry bacon until crisp. Drain. Saute' onions in bacon grease until onions are clear. Add tomatoes, seasonings and Rotel. Bring to boil for 10 minutes. Add shrimp. Add water if needed. Partially cook pasta, then drain and add to shrimp and tomato mixture. Simmer until shrimp are fully cooked. Before serving, sprinkle bacon over each portion. Serve with shredded cheese and garlic bread.



Shrimp and Crabmeat AuGratin by John Lassere II, Lassere's Catering

- 1/2 cup flour
- 1/2 cup finely chopped onions
- 1/4 cup finely chopped bell peppers
- 1/4 cup chopped green onions
- 1 1/2 sticks butter (in all)
- 1 cup very fine bread crumbs
- 1 quart half and half

- 1/4 cup white wine
- 1/2 grated parmesan cheese
- 1/8 cup grated cheddar cheese
- 1/8 cup grated mozzarella cheese
- 1 lb. peeled medium shrimp
- 1 lb. lump crabmeat
- 1 cup cornstarch and water mixed

Seasonings:

- 1 tsp. chicken base
- 1/2 tsp. season salt
- 1 tsp. garlic powder
- 1/2 tsp. minced garlic
- 1 1/2 tsp. dried sweet basil leaves
- 1/2 tsp. black pepper
- 1/4 tsp. white pepper
- 1/4 tsp. Cajun seasoning
- 1/4 tsp. dried oregano leaves
- 1/4 tsp. thyme

In a 2-quart saucepan combine 1 stick of butter, minced garlic, onions and bell peppers. Sauté over medium heat about 2 minutes, stirring frequently. Stir in 1/4 tsp. of seasoning salt, 1 tsp. each of chicken base, basil leaves white pepper, 1/8 tsp. and scraping the bottom of the pan well.

Reduce heat to low; gradually stir in 1/4 cup of flour, while continuing to scrape the bottom of pan well. Stir in 3 cups of half and half. Bring mixture to a slow simmer, with a metal whisk. Stir in cheeses, 1/2 lb. of crabmeat stirring frequently. Sauce should be thickening at this point, stir in 1/4 cup white wine. Mixture should be very thick and as you stir should be pulling away from the pan, if not add cornstarch and water mixture to bring to the right consistency. Set aside.

In sauté pan add 1/4 stick of butter and sauté shrimp and seasonings with green onions. Sauté until firm and add small amount of crabmeat, then remove from heat. Spray small casserole dish and spread shrimp and crabmeat in bottom of dish. Spread AuGratin mixture over shrimp and crabmeat and set aside. In a sauté pan add remaining 1/4 stick of butter, green onions and seasonings. Sauté mixture adding crabmeat remaining half and half and white wine. Heating to a slow boil, thicken mixture with cornstarch. Mixture should be very thick, spread over AuGratin.

Garnishing: After mixture is in casserole pan top with small amount of cheddar, mozzarella and Parmesan cheese. Then sprinkle with bread crumbs. To add color to your dish, top with more green onions and pimentos. Cover with foil and bake at 350 degrees for 20 minutes. Remove foil and bake for an additional 10 minutes at 375 degrees.

Chamber Annual Meeting Set - Russell Ackoff to Speak

Thanksgiving, Christmas, New Year's, Annual Meeting. It's not too early to reserve Tuesday, Jan. 16, 2001 for the Chamber's 164th annual meeting. With about three months to go before the event, volunteers are in full-swing. This year's speaker will be **Russell Ackoff PhD** of Wharton College of Business at the University of Pennsylvania.

Ackoff is Anheuser-Busch professor emeritus of management science Wharton School where he serves as chairman of the social systems sciences department at the Busch Center and specializes in systems planning, research and design. He has authored and co-authored more than 200 articles and 22 books, including some of his most noted works, *The Democratic Corporation*, *Ackoff's Best* and *Re-Creating the Corporation*.

The evening will begin at 5:30 p.m. with a champagne reception sponsored by Malcolm Pirnie Inc. in the Civic Center's Theater lobby. The program begins at 6 p.m., followed by a networking reception at 7:30 p.m.

Sponsors for this year's meeting, to be held at the Mobile Civic Center, are Adelpia Business Solutions, Alabama Power, AllTel, Integrity Music, Isle of Capri Casino, ITC^ DeltaCom, Long's Human Resource Services, Manpower, Mobile Gas Service Corporation and Thompson Engineering.

For more information about Annual Meeting 2001, call Leigh Perry Herndon at 431-8623.

mesa: me sa: 'mA-sa: *noun:* Spanish : a plateau with a flat top and steep sides, found in the southwestern United States and Mexico.

MesaStaff: me sa staff: 'mA-sa'staf: *noun:* Alabama English : the highest standard in Staffing and PEO.

Visit South Alabama's Only Live Job Information Website.

www.mesastaff.com

Tel: 344.661.6077



Part Two: TeleVox Starts the Process of Going Public

It's been less than six months since President Neil Armentrout acquired an \$8 million investment from Richland Ventures LP, a group in Nashville, Tenn, to expand TeleVox, a local software company.

By September, the company nearly doubled the size of its headquarters with a new 15,000 sq. ft building at 1210 Hillcrest Rd., added 41 new employees including a cadre of sales people located throughout the country, had plans to expand their products into markets outside the medical field, began developing Internet applications, and signed an agreement with AcTel to provide fast and secure voice and data internet connections for TeleVox customers.

The Mobile-based software company links doctors to patients with a variety of computer programs from Housecalls™, the company's flagship messaging system reminding patients about appointments, to LabCalls®, that arms patients with a PIN number so they can call for test results as opposed to waiting for the lab to call them.

While there were unsophisticated systems using computer-generated voices, TeleVox was the first to mix actual voices with the computers, creating the telephony industry (pronounced telef-n-e). With the venture capital infusion, the company could have an initial public stock offering next year.

Since 1992, the company has grown from concept to more than \$5 million in sales in 1999. Reflecting at the fork in the road, Armentrout says he had four choices. Take the company public, his preferred choice. Sell the company. Get more cash to continue growing operations. Or, do little or nothing, which would leave TeleVox vulnerable to possible takeovers.

Armentrout was ready for his company to take the next step needed to go public and began asking, "How are we going to grow the business as fast as we can? Debt or equity?" The answer — equity, and thus began the quest for venture capital.

"We had barely scratched the surface of the industry," said Fran Smith, Armentrout's wife and business partner. "We haven't touched even half the doctors and clinics yet."

"But get ready to put your current day-to-day (responsibilities) aside," Armentrout advises other business owners considering the same option. "Your mental shelf space is full."

So with a PowerPoint presentation in hand and a 350-page notebook holding every detail about the company's financials, clients, staff, history and future plans, he began pitching

TeleVox to potential investors.

He had read about groups willing to invest in projects in exchange for partial ownership in the company in *Digital South*, a Southern regional magazine covering venture financing and entrepreneurs. He targeted companies based on what investments they were making and the additional amount they were looking to invest. Out of the four companies Armentrout met with, three made offers. Weighing the advantages of each, he decided to pursue the offer from Richland.

If it sounds easy, it's anything but, said Armentrout who spent a year preparing himself and the company for the changes that would come with new partners. "What are the risks? Could the business survive without me while I worked on this? Was I willing to get a boss? How much of the ownership was I willing to let go of?" Those are just some of many questions Armentrout had to find the answers to before he started.

"We worked harder than we ever have before," Armentrout says. Even when he thought he had crossed every "T" and dotted every "I" there were still surprises, he adds.

"We had no idea how personal and detailed they could get," says Smith. "You and your company are under the microscope." Richland, according to Smith, sent people to search through Mobile court records, investigate organizations the couple had been involved with and to check references. "Not that we had anything to hide, but they even commented on a Mardi Gras parade Neil had been in more than 20 years ago," adds Smith.

Stressing the financial commitment needed for the process at a recent venture capital forum sponsored by the Chamber, Armentrout says the potential "investee" pays the costs no matter what happens with the investor. He estimates, depending on the size of the deal, that could cost between \$57,000 and \$63,000 for audits and attorney and closing fees.

The deal, he warns others, will fall apart three times and "there will be eleventh hour changes." Choosing to negotiate the deal himself, Armentrout admits he walked away from the table at least once feeling like the investment company was asking for more than he was prepared to give.

When the deal was complete, Armentrout and Smith sold less than one-third percent of the company. The company's board was reconfigured to include two new members from the investment company and one investor. Every employee was

Armentrout Suggests What You Should Know About Potential Investors

- ▲ Where do they get their money?
- ▲ What percent of the profits will they want?
- ▲ What management fees are associated?
- ▲ What other companies are they hooked up with?
- ▲ Who are the people?
- ▲ Where are they located?
- ▲ What's the deal?



Neil Armentrout, president of TeleVox, welcomes visitors to the company's new 15,000 sq. ft. headquarters located at 1210 Hillcrest Rd.

offered stock options. And the plans to expand the company were set in motion.

TeleVox now has the capital it needs to pursue other markets such as insurance, finance and automotive companies. Insurance companies, for example, could use the software to remind customers their payments are due or give a status update on their claim projects Smith.

Armentrout describes the point of no return as the actual transaction of venture capital. "Only four things can happen now. The company goes public, is sold, raises additional monies or the founders lose control of the company," he explains.

Both Armentrout and Smith don't expect big changes in the way TeleVox is run or in their business philosophy. As the company grows, they are prepared to hire more seasoned managers from the outside who have experience with large companies and pay even more attention to sales. Armentrout says, "There's definitely more pressure to perform. 'Failure is not an option for us.'"

Editor's note: In last month's issue part one of the TeleVox story examined the company's start-up. If you missed the initial story, log on to www.mobilechamber.com and click on newsletter for the TeleVox 1 story.

Your business growth...

...is our measure of success.

McKean & Associates

SC&G

Saltmarsh, Cleveland & Gund
Certified Public Accountants
and Consultants

Your firm for all seasons—not just tax!

- Accounting
- Asset Management
- Auditing
- Bookkeeping
- Business Consulting
- Computer & Technology Consulting
- Employee Benefits
- Estate & Trust Planning
- Financial Planning
- Litigation Support
- Marketing Consulting
- Payroll
- Tax Planning & Preparation

3224 Executive Park Circle
Mobile, Alabama 36606
334/ 471-3800

www.scg-cpa.com

Fort Walton Beach • Mobile • Panama City • Pensacola

WHO IS EDITING YOUR IMPORTANT DOCUMENTS?

Media Consulting LLC

william young ph.d

p. o. box 851838 mobile, al 36685
(334) 454-0885

copywriting technical writing educational seminars editing proofreading



Chamber Chase 2000 Wrap-Up



The Great Mystery Ends – Inspector Phillips Gets Final Clue

◆ Chamber Chase Wraps Up 2000 Campaign, Exceeds Expectations

From mid-April to the end of August, Chief Inspector Kinnon Phillips (a/k/a chairman of the Chamber Chase campaign) five able special agents (a/k/a/division commanders) and 129 volunteers worked to raise more money than any previous campaign. Not only did they do it – they did it with fewer teams and less volunteer power.

This year's campaign strategy included recruiting teams that not only wanted to be involved but also had the time it would take to reach an \$825,000 goal, said Phillips with Lewis Communications. "Often we have volunteers who are willing. Unfortunately their schedules keep them from participating as much as they would like."

"Because we had a smaller number, we thought it (the campaign) would be even more challenging. They went way above and beyond," he adds.

This year's drive adopted a Sherlock Holmes theme to inspire and entertain volunteers. When the final clue was discovered, it led the campaign to a grand total of \$859,899 in contributions, sponsorships and valued services, exceeding the goal by 4 percent, and an additional 200 new members.

Phillips' five campaign divisions were headed by: Blues Clues, Special Agent Jody Dunn of Whitney Bank; 007, Special Agent Ken McElhane Jr. of State Farm Insurance; Maxwell Smart, Special Agent Eliska Roe with the Office of Sonny Callahan; Columbo, Special Agent Jo Shannon,



Dressed for success: Chamber Chase leadership kicked-off the campaign with a Sherlock Holmes theme.

Photo by Aaron Tesney

Regions Bank; and Watson, Special Agent Scotty Waters of Financial Resources.

According to Carolyn Golson, the Chamber's vice president of membership, less than half the teams accounted for 70 percent of the goal. And 26 percent of the total came from the additional monies 12 teams raised after reaching their goals.

"We had so many volunteers who cared whether or not we made goal. Not just if their team reached its goal, but overall if the Chamber hit its target," said Golson.

Ray Palmer, team captain with SouthTrust Bank said he had a personal goal to sign up the most new members. He had some stiff

competition from last year's winner, Gary Adams with OEC. And on the last day of the campaign the tie was broken when his future father in-law called and said the company he worked with had been meaning to join the Chamber. In all, Palmer signed 14 new members, and the SouthTrust team brought in a total of 26 new members, the highest of any team.

As a two-time participant, Teri Jones, chief operative (a/k/a team captain) for AmSouth led her team to the number 1 position. The AmSouth team made its goal in the second week of the campaign. "There was so much momentum and enthusiasm, we couldn't stop. We kept going and decided we wanted to be number one," she said.

Jones said, like many of the volunteers involved, she feels the campaign is a great opportunity to network, which gives more exposure to her company.

Karyl Darley Hanisch with the Adam's Mark Hotel headed Diplomat Team #1, a group of volunteers who represent the Chamber at various activities and community events. "The Chamber gives you a legitimate reason to contact someone. It has name recognition and is widely respected. The company I work with benefits from that association."

Through the total resource development campaign, volunteers recruit sponsorships, contributions and services needed for Chamber programs. Chamber members see the results in the number of seminars and networking opportunities offered, the annual meeting and the enhancement of many other Chamber-produced events.

Top Producers

Top Team Overall Producers

AmSouth Bank.....	\$115,624
Whitney National Bank	\$115,155
Regions Bank	\$103,183

Top Individual Overall Producers

Mark Eiland, AmSouth Bank	\$48,213
DeeDee Raley, AmSouth Bank	\$37,675
Jo Shannon, Regions Bank	\$36,500

Top Team Cash Producers

Regions Bank	\$100,683
Mobile Gas	\$56,670
AmSouth Bank.....	\$55,078

Top Individual Cash Producers

Jo Shannon, Regions Bank	\$36,500
Karyl Darley Hanisch, Diplomat Team #1	\$22,563
Jerry Campbell, Mobile Gas.....	\$22,000

Top Team New Member Producers:

SouthTrust Bank.....	26
Regions Bank	24
Colonial Bank.....	22

Top Individual New Member Producers

Ray Palmer, SouthTrust Bank.....	14
Gary Adams, Diplomat Team #1	13
Mac McLeod, Regions Bank.....	9

Top Teams Exceeding Their Goal

Regions Bank
Diplomat Team #1
AmSouth Bank

All Teams Over Goal

AmSouth Bank
BellSouth
Colonial Bank
Diplomat Team #1
Diplomat Team #2
Diplomat Team #3
Mobile Gas
Regions Bank
Whitney National Bank

Chamber Chase Pro, Vet, Rookie Awards

Top Pro Teams

AmSouth Bank
Whitney National Bank
Regions Bank

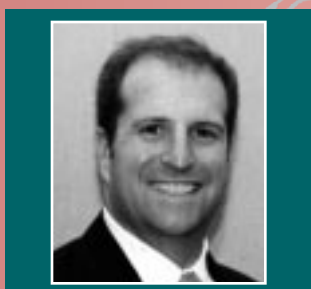
Top Veteran Teams

DigiPH PCS
SouthTrust Bank
Compass Bank

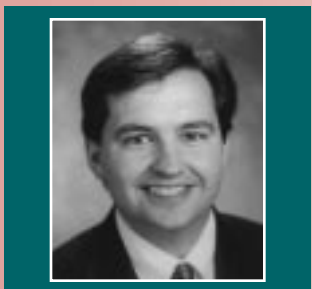
Top Rookie Teams

MesaStaff
Xanté Corporation

DIVISION COMMANDERS, ALIAS SPECIAL AGENTS



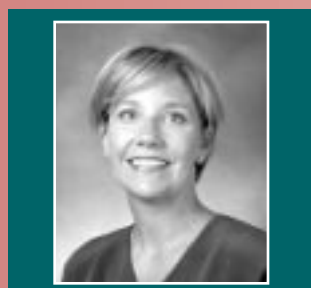
Kinnon Phillips, *Chairman*
Lewis Communications



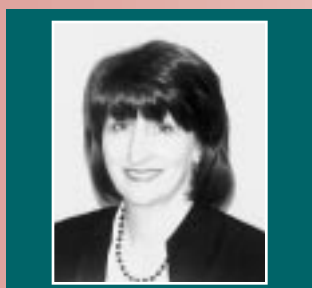
Jody Dunn, *Whitney National Bank*



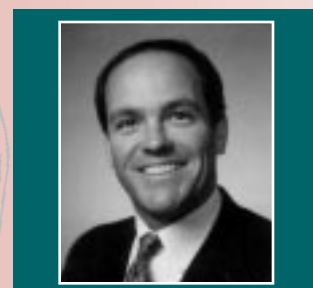
Ken McElhane Jr., *State Farm Insurance*



Eliska Roe, *Office of Congressman Sonny Callahan*



Jo Shannon, *Regions Bank*



Scotty Waters, *Financial Resources, Inc.*

DIVISION: BLUES CLUES — Special Agent: Jody Dunn

Diplomat Team #1

\$66,303



Karyl Darley Hanisch
Team Captain

Gary Adams	.....	\$18,309
Gary Blackwell	.....	\$610
Karen Cross Blackwell	.....	\$650
Judy Calloway	.....	\$315
Karyl Darley	.....	\$36,342
Gayle Guthrie	.....	\$7,280
Sheila Murphy	.....	\$1,797
Margaret Thigpen	.....	\$1,000

Whitney National Bank

\$115,155



Robbie Baker
President



Jody Dunn
Co-Team Captain



Angela Grice
Co-Team Captain

Angela Grice	.....	\$25,118
Susanne Foster	.....	\$600
Tiffany Landrum	.....	\$1,185
Haven Lecler	.....	\$11,515
Da'Na McMeans	.....	\$2,930
Tina Robinson	.....	\$14,002
Debra Sifford	.....	\$6,705
Team Credit	.....	\$53,100

Xanté Corporation

\$9,108



Robert Ross
CEO



Verne Royster
Team Captain

Barbara Davis	.....	\$4,224
Lesla Moore	.....	\$1,668

AmSouth Bank, Colonial Bank and Diplomat Team #1 volunteers were recognized at a weekly reward session sponsored by SouthTrust Bank.



Over goal in Week #2, Teri Jones, AmSouth Bank's team captain, celebrates with Cathy Gandy and Shirley Walters.

DIVISION: 007 — Special Agent: Ken McElhaney Jr.

BellSouth

\$26,470



Bob Chappelle
CEO



Dee Moore
Team Captain

Gigi Armbrecht	.....	\$5,000
Donna Dilger	.....	\$1,150
Dee Moore	.....	\$1,000
Leslie Spaht	.....	\$3,000
Team Credit	.....	\$16,320

Compass Bank

\$8,155



Mike Granger
CEO



David Turner
Team Captain

Bruce Buechner	.....	\$625
Elaine Miller	.....	\$500
David Turner	.....	\$7,030



DigiPH PCS

\$28,020



Dennis Kaiser
CEO

Michelle Watts	.....	<i>Team Captain</i>
Kirstin Brown	.....	\$2,030
Team Credit	.....	\$25,000

Mesa Staff

\$13,306



Brian Hall
CEO



Shawn Wood
Team Captain

Brian Hall	\$13,306
------------	-------	----------

SouthTrust Bank

\$25,036



Robert Wilbanks
CEO



Ray Palmer
Team Captain

Bridget Felder	.....	\$1,430
John Gage	.....	\$4,475
Bryan Grant	.....	\$40
Carey Lancaster	.....	\$593
Tom McMahon	.....	\$2,540
John Naughton	.....	\$360
Ray Palmer	.....	\$12,408
Fred Osing	.....	\$220
Brent Scott	.....	\$845
Danny Storonskyj	.....	\$1,515



Gottcha! Haven Lecler, Whitney Bank, succeeds in dunking Jody Dunn, Whitney Bank at a weekly reward session.



Weekly reward sessions take on different themes. Here Chamber staff dressed for the occasion of a carnival style reward session.

DIVISION: MAXWELL SMART — Special Agent: Eliska Roe

Colonial Bank
\$56,456



Edward O'Gwynn III
CEO Greg Gontarski
Team Captain

John Arendall	.....	\$1,400
Joe Butler	.....	\$14,355
Brandy Goff	.....	\$6,801
Greg Gontarski	.....	\$16,514
Jason Prater	.....	\$2,500
John Seibt	.....	\$10,300
Mark Stejskal	.....	\$2,580

Degussa/Huls
\$30,617



Wolfgang Buder
CEO Joe Bulger
Team Captain

Joe Bulger	.....	2,690
Bud Grimes	.....	\$8,627
Angela Tracy	.....	\$13,300
Team Credit	.....	\$6,000

Diplomat Team #2
\$43,534



Daniel Leonard
Team Captain

Denise Brunson	.....	\$6,105
Terry Downs	.....	\$1,583
Melissa Green	.....	\$8,350
Faye Hixon	.....	\$250
Daniel Leonard	.....	\$3,075
Myrinda McCarron	.....	\$3,491
Jennifer Pomrenke	.....	\$20,000
Donna Turner	.....	\$680

United HealthCare
\$3,015



Ellen Waller
CEO

Lesley West, *Team Captain* \$3,015

DIVISION: COLUMBO — Special Agent: Jo Shannon

Alabama Power
\$28,370



Cheryl Thompson
CEO Linda Tipp
Team Captain

Norman Franks	.....	\$11,156
Harvey Langham	.....	\$9,083
Linda Tipp	.....	\$7,631



AmSouth Bank
\$115,624



Bill Seifert
CEO Teri Jones
Team Captain

Mark Eiland	.....	\$48,213
Russ Ford	.....	\$3,800
Cathy Gandy	.....	\$1,255
Teri Jones	.....	\$16,161
Michele Meadows	.....	\$2,500
DeeDee Raley	.....	\$37,675
Doug Rehm	.....	\$1,310
Jeff Sims	.....	\$2,500
Shirley Walters	.....	\$1,200

Lewis Communications
\$12,750



Emil Graf
CEO Ellen Wingard
Team Captain

Anne-Marie DeVilliers	.....	\$12,140
Team Credit	.....	\$610



Regions Bank
\$103,183



Tom Hinds
CEO Scott Patterson
Team Captain

Trish Banker	.....	\$6,140
David Campbell	.....	\$600
Belinda Harris	.....	\$5,100
Mac McLeod	.....	\$13,300
Scott Patterson	.....	\$10,080
Matt Serda	.....	\$15,800
Jo Shannon	.....	\$36,500
David Smith	.....	\$5,100
Carson Strickland	.....	\$1,120
Patsy Weed	.....	\$3,800
Leigh Wisner	.....	\$600

DIVISION: WATSON — Special Agent: Scotty Waters

Diplomat Team #3
\$35,971



Christie Amezcuita
Co-Team Captain Chrissie Bowles
Co-Team Captain

Christie Amezcuita	.....	\$16,168
Chrissie Bowles	.....	\$5,133
Patsy Case	.....	\$300
Curly Davis	.....	\$955
Stephanie delaHoussaye	.....	\$2,440
David Dockery	.....	\$300
Sandra Dockery	.....	\$1,290
Stephen Ferris	.....	\$360
Susan Pigott	.....	\$4,640
Barbara Walker	.....	\$3,200
Team Credit	.....	\$1,185

Insurance Team
\$6,690



Bill Goodloe
Team Captain

Bonnie Coley	.....	\$680
Kerry Goff	.....	\$1,990
Bill Goodloe	.....	\$2,360
Ray Hall	.....	\$1,360
Team Credit	.....	\$300

Mobile Gas Service Corp.
\$60,450



John Davis
CEO Jerry Campbell
Team Captain

Jerry Campbell	.....	\$22,330
Jennifer Farnell	.....	\$2,700
Robert Griffin	.....	\$2,000
Bob Headrick	.....	\$10,485
Joey Mabry	.....	\$250
Sharon Moffatt	.....	\$2,815
Harris Oswalt	.....	\$14,400
Kevin Saucier	.....	\$470
Team Credit	.....	\$5,000



Bridget Felder, SouthTrust Bank, and Wes Phillips, Mobile Gas, enjoy boiled crawfish at a reward session hosted by Equity Technologies.



The end of the doorprize giveaway. Chairman Kinnon Phillips, Lewis Communications, Eliska Roe, Office of Sonny Callahan, and Jody Dunn, Whittey Bank.

CHAMBER CHASE '00 WEEKLY TOTALS

Pre-campaign \$121,342

Top Producer: DeeDee Raley
AmSouth Bank
\$31,275

Week 1 \$66,010

Top Producer: Brian Hall
MesaStaff
\$13,106

Week 2 \$32,230

Top Producer: Mark Eiland
AmSouth Bank
\$4,500

Week 3 \$59,438

Top Producer: Angela Tracy
Degussa/Huls
\$4,290

Week 3A \$37,720

Top Producer: Melissa Green
Diplomat Team #2
\$6,850

Week 4 \$21,318

Top Producer: Matt Serda
Regions Bank
\$3,865

Week 5 \$23,522

Top Producer: Ray Palmer
SouthTrust Bank
\$4,580

Week 6 \$67,574

Top Producer: Jennifer Pomrenke
BestTalk
\$20,000

Week 6A \$23,824

Top Producer: Bud Grimes
Degussa/Huls
\$4,600

Week 7 \$38,494

Top Producer: Harvey Langham
Alabama Power
\$5,100

Week 8 \$23,218

Top Producer: Karyl Darley Hanisch
Diplomat Team #1
\$5,258

Week 9 \$86,321

Top Producer: Jo Shannon
Regions Bank
\$33,935

Week 10 \$33,646

Top Producer: John Seibt
Colonial Bank
\$4,255

Week 11 \$166,675

Top Producer: Mark Eiland
AmSouth Bank
\$18,255

Week 12 \$25,076

Top Producer: Karyl Darley Hanisch
Diplomat Team #1
\$5,236

Week 13 \$9,160

Top Producer: Joe Butler
Colonial Bank
\$1,160

Week 14 \$14,444

Top Producer: Christie Amezcuita
Diplomat Team #3
\$5,000

Week 15 \$4,545

Top Producer: Mac McLeod
Regions Bank
\$3,300

Grand Total in Cash, Goods and Services:

GRAND TOTAL

\$859,899

Thanks to Those that Supported Chamber Chase 2000

Cash sponsorships and contributions

\$5000 and up:
Alabama Power Company
AllTel Communications
BellSouth
Crampton Trust
IPSCO Steel, Alabama
Mobile Gas Service Corporation
Saad Development
University of South Alabama

\$2,500 - \$4,999:
Adelphia Business Solutions
AllTel Communications
BellSouth Small Business
Services
BellSouth Mobility
Ciba Specialty Chemicals
Colonial Bank
Compass Bank
Degussa/Huls Corporation
DuPont Agricultural Products
Exxon-Mobil
First Community Bank
Iberville Insulations
MesaStaff
Metals USA/Jeffreys Steel
Mobile Area Water and
Sewer System
Sappi Fine Paper North America
Sills Construction
SouthTrust Bank
Sprint PCS
U-Haul
Williams Energy Service Company

\$1,000 - \$2,499:
ACO Employment &
Information Services
AirInc
Alabama State Docks
Atlantic Marine Inc.
BellSouth Real Yellow Pages
The Carter Group
Cheney Realty Investments
Coca Cola Bottling Company
Consolidated Pipe & Supply
ExecuTrain
IKON Office Solutions
ITC^DeltaCom
Joe Bullard Automotive
Johnson, Dr. Samuel
Long's Human Resource Services
Manpower Professional
Marriott's Grand Hotel
Masland Carpets Inc.
Meyer Real Estate
The Mitchell Co.
Mitsubishi Polysilicon
Mobile Greyhound Park
Nextel
OEC Office Plus
Offshore Tool & Energy
Prior Energy
Remedy Intelligent Staffing
SunCom
Thames Batre Mattei
Thompson Engineering
Volkert & Assoc. Inc.
Waste Management at Chastang
West, G.A. & Company
Whitney National Bank
Williams Communications
Solutions
Williams Gas Pipeline-Transco

\$25 - \$999:
Adams & Reese
Alabama Orthopaedic Clinic
Alabama Power/Barry
Steam Plant
Appraisal & Consultant Group
Armbricht Jackson DeMouy
Crowe Holmes & Reeves LLC
Associated Manufacturers Agents
Balloon Gallery and Flutter
Creations
Bellingrath Gardens
Coastal Neurological Institute
Frank R. Wade Office Equipment
Franklin Primary Health Center
Gardnyr Michael Capital
Lawrence & Lawrence PC
Lou's Jewelry
Malcolm Pirmie Inc.
Mobile Area Assoc. of Realtors
Mobile Beer & Wine Company
Mobile Educators Credit Union
Mobile Pulley & Machine Works
Nouveau Salon & Spa
Offshore Tool & Energy
Olin Chemicals
Regions Bank
Sam's Club
ServiceMaster Services
Signs Now (Govt. Blvd.)
Smith Dukes & Buckalew
St. Paul's Episcopal
Templeton Gallery & Framing
UMS Wright Preparatory School
Ward Properties Inc.
Women's Yellow Pages

Donations of Products and Services

\$10,000 and up:
Best Talk
Edeker & Edeker Design
Lamar Advertising
Motion & Graphic Image/MAGIC
WALA FOX10

\$4,000 - \$9,999:
Alec Naman Catering
Office Supplies Inc.
Xante' Corporation

\$500 - \$3,999:
Adams Mark Hotel
AmSouth Bank
Atlanta Bread Company
Banana Docks Restaurant
Bienville Club
BlueStar.Net
Budweiser-Busch Dist.
Buffalo Rock
CC's Gourmet Coffee House
Chancellor Flooring Company
Cici's Pizza
Coca-Cola Bottling Company
Community Coffee
Copeland's of New Orleans
Craft Farms
Davis Photography
DigiPH PCS
Drayton Place
Equity Technologies
Everything & More
Glendale-Minge Florist
The Grand Band
House of Specialties
Interstate Printing
Integrity Music
Isle of Capri
Kinko's Copies
Lassere's Catering

Lyn Communications
(WQUA FM)
Marriott's Grand Hotel
Mobile BayBears
Mobile Bay Transportation
Mobile Gas Service Corporation
Mobile Opera
OEC Office Plus
Paper Products
Preserved Floral Art
Quality Printing
Radisson Admiral Semmes
Ramada Plaza Hotel
Rite Aid
Robinson Brothers Lincoln
Mercury
The Rose Bud
Ruby Tuesday
Ruth's Chris Steakhouse
Signs Now (Govt. Blvd.)
Soundworks
SouthTrust Bank
Spencer House
Steelwood
Sunbelt Creative Services Inc.
Tyner's Catering
USS ALABAMA Battleship
Memorial Park
Whitney National Bank
Wilkinson Photography

\$25 - \$499:
ABB/Alstom Power
Alabama Orthopaedic Clinic
Cardiology Associates
Catt's Sunday Jazz Brunch
Clarion Hotel
Cleveland the Florist
Coastal Wine Distributing
Colonial Trailways Inc.
Delchamps Inc.
Donovan's First Class Car Wash
Gwin's Stationery and Engraving
Hero's Sports Bar and Grille
Irvington Food Mart
Junior League of Mobile
Kentwood Spring Water
Life Plus
MH3
Nationwide Insurance -Terry
Downs
Port City Rentals Inc.
Towle House
World Omni Financial Corp.
Zimlich's Patio & Garden

Campaign Event Sponsors

Kick-Off Breakfast
Williams Energy

Lunch & Learn
Cici's Pizza

Reward Sessions
Adam's Mark Hotel
AmSouth Bank
Banana Docks Café
Drayton Place
Equity Technologies
Masland Carpets
Regions Bank
SouthTrust Bank
Volkert & Associates
Whitney National Bank

Victory Celebration
BlueStar.Net
Colonial Bank
The Mitchell Company

*A Very Special Thanks
Goes to*

LEWIS COMMUNICATIONS

for loaning the Chamber
Kinnon Phillips for it's 16-week total
resource development campaign,

CHAMBER CHASE '00

Kinnon, we couldn't have succeeded without you.
And to the folks at Lewis Communications -
we sincerely appreciate your sacrifice.



MOBILE AREA
CHAMBER OF COMMERCE

Who Can You Trust with Your Computer and Technology Needs?

The Computer Broker, Inc. has been providing computer systems design and service to Mobile area businesses for over a decade. You can't be around that long without doing a lot of things right. We listen to your needs, select the most cost effective solutions and provide uncompromising service.

“As our customer, you'll enjoy having a staff of computer professionals at your disposal – a partner who understands your hardware, software, people and even your business goals. From concept and budgeting, to implementation and support, The Computer Broker is on your team to insure continued growth and success.”

Sam St. John, President

Why Choose The Computer Broker?

- We respond quickly and get right to the problem.
- Our employees are highly qualified, experienced and friendly.
- Our large stock of systems and parts guarantees fast turn-around time.

Network Specialists
Novell/NT/Win 2000
Remote Access
Wide Area Networks
Project Management



File Servers
PCs/Laptops/Palms
Switches/Routers
Web Site Design
E-Commerce Solutions

Call Sam St. John for a free consultation at 661-3111

**THE
COMPUTER
BROKER**

661-3111
www.cbroker.com

United Way Kicks Off 2000 Campaign with Annual Day of Caring



With tools in hand, United Way Day of Caring volunteers set out to cross out a few rainy-day projects off the lists of area agencies last month. A record 563 volunteers braved one of the first good rains to fall on Mobile's thirsty terrain to help 22 agencies with maintenance projects, saving an estimated \$70,000 in labor costs.

The annual Day of Caring serves as the official kick-off of the United Way campaign. Chairman Randy Delchamps and his campaign cabinet are working toward a \$7.325 million goal, which will fund 54 health and human service agencies in Mobile, Washington and Clarke counties.

Early indications suggest that if the community campaign mirrors results of pre-campaign efforts, in just a few short weeks, volunteers will be celebrating the end of yet another successful campaign. First reports had United Way at 28 percent of goal, combining the results of the Pacesetters, organizations that run employee campaigns ahead of the kick-off, Corporate Pillars, a new division

Among the 563 volunteers participating in United Way's Day of Caring were UMS-Wright students who painted rooms and offices at The Salvation Army.

aimed at funding operation costs of agencies, and the Williams Gas Pipeline 2000-mile bike ride fundraiser.

Companies participating in the Pacesetter campaign led by Cheryl Thompson, Alabama Power, netted a 6.7 percent increase over their efforts in 1999. This year's Pacesetters included: Alabama Power/Barry Steam Plant; AmSouth Bank; Colonial Bank; Cytec Industries; Long's Human Resource Services; McNeil Specialty Products; Midstream Fuel; Regions Bank; South Alabama Bank; SouthTrust Bank; Texaco Exploration; UOP and Whitney National Bank.

The United Way campaign ends Nov. 3. For information on how your company or organization can get involved, call 433-3624.

Diplomat of the Month Shelly Thompson



As a first-time Diplomat of the Month, Shelly Thompson is thrilled. "I became involved (with the Chamber and the Diplomat program) through Chrissie Bowles, who works with Manpower Professionals. I saw all the events and activities she was involved in and thought what great fun and what a great way to meet people and network." Of all the various functions held by the Chamber, Business After Hours is her favorite.

Thompson is a branch manager for Manpower, a staffing agency for temporary and permanent positions in Mobile and Washington counties. While they place jobs for any company, Manpower specializes in office and industrial positions.

According to Reeda Taylor, the Chamber's director of customer service, "Shelly really has done a lot in the past month (for the Chamber). She has earned this honor and we are glad to have her on board."

To learn more about the Diplomat program or other volunteer opportunities at the Chamber, contact Taylor at 431-8649.

Mentors Needed!

◆ Volunteers to help students pass the graduation exam

"Turning a life around can be simpler than you think," challenges Elaine Klotz PhD with the Mobile County Public School System.

A new program launched this month is designed to recruit volunteers willing to help students pass Alabama's new graduation exam.

"Would you share your lunchtime once a month with an adolescent in need of a significant adult? Would you send a motivational postcard weekly to a student struggling to stay in school?" asks Klotz as she works to convince volunteers.

High Hopes, a school/community-based tutoring and mentoring program designed to help every Alabama high school student pass the Alabama High School Graduation Exam is giving individuals that opportunity. Local businesses, organizations, universities and colleges have offered their resources to develop an active mentoring program for 10th and 11th graders who have failed one or more segments of the exam in the Mobile County Public Schools. Volunteer Mobile, Mentor Mobile and area high schools will provide orientation, training, on-going support and recognition for all community volunteers.

As Gen. Colin L. Powell USA (Ret) stated, "We need to make sure that no boy or girl in America is growing up without having in his or her life the presence of a responsible, caring adult. Where else does a child learn how to behave? Where else does a child learn the experience of the past, the totems and traditions of the past? Where else does a child look for the proper examples except from responsible, caring, loving adults in his or her life?"

If you would like to mentor, please call Patti Fultz (433-4456) at Volunteer Mobile. For more information about the *High Hopes* program, please contact Klotz, 690-8024.

Searching for the Perfect Employees?

find them on

www.al.com

- Access the largest on-line resume database in the state. Use our "Intelligent Matching System" to find the perfect candidates.
- Reach active job seekers – who are also savvy Internet users.
- Post your job openings on-line, which will be viewed by over 10,000 visitors per day.

For Advertising Information Contact:

Mitzi Toifel
334.432.0695
mitzi@al.com

In cooperation with The Huntsville Times, The Birmingham News and Mobile Register

all
on-line!

ALABAMA



LIVE

www.al.com

Alabama's Home on the Net

It's time to plan your Christmas Party!!!

Call now to book your party at
Grand Casino Gulfport or Grand Casino Biloxi

Grand Casino Gulfport
Special Group Rates
Sunday through Thursday \$49
Friday and Saturday \$59

Complimentary 1/2 hour Cocktail Reception (2 hour minimum)
25% discount at Bellissimo Spa & Salon (Restrictions apply)
Custom Christmas menus

Call 228-870-7777 ext. 7255

Grand Casino Biloxi
Special Group Rates
Sunday through Thursday \$55
Friday and Saturday \$65

Complimentary 1/2 hour Cocktail Reception
(Minimum of 50 guests for dinner or reception in the Banquet Facility)
\$10 per person in coin (Restrictions apply)

Custom Christmas menus
Ballroom decorated with garland and Christmas tree at no charge.

Call 800-946-2946 ext. 1934 or
228-386-1934

The Wall Street Journal Covers Area Stories

◆ The Chamber and MCVC Partner to Promote the Mobile Area

Within the last two months the *Wall Street Journal's Southeast Edition* has covered two stories featuring the Mobile area. On Aug. 16, the newspaper highlighted the challenges facing Prichard and the city's approach to moving forward and in the Aug. 30 edition, a story ran on what mid-sized cities, like Mobile, are doing to lure technology-skilled employees back to their home town.

These are the early results from another successful regional public relations trip to Atlanta, Birmingham and Montgomery by the Chamber and the Mobile Convention and Visitors Corporation (MCVC). Meeting with newspaper and magazine reporters and editors from many of the top publications in the Southeast, the two organizations promoted Mobile as a destination city for travelers that also has a strong economy with innovative approaches to business needs.

While on the three-day trip, the Chamber's Director of Communications **Leigh Perry Herndon** and MCVC's Director of Public Relations **Lucy Arnold** met with staffs representing *Montgomery Living*, *Montgomery Advertiser* and Southern Progress Birmingham-based publications including *Southern Living*, *Coastal Living* and *Southern Accents*, as well as the *Wall Street Journal's Southeast Edition*, *Reader's Digest*, *Atlanta Journal Constitution* and *Nationwide News*.

The trip was one element of the Chamber's outreach to national and regional media, an initiative outlined in The Millennium Fund, the Chamber's five-year economic and community development program. Its purpose is to build Mobile's image regionally and nationally to assist in attracting new businesses and partnerships that will strengthen the local economy.

The trip was put together by the Chamber and MCVC to partner on meetings, share costs, build relationships and present a unified approach to regional and national media.

"Partnering with different media representatives has allowed us to increase the number of one-on-one meetings with reporters and editors from around the region," explained Herndon. "Alone we probably wouldn't have as good of a chance to meet with the folks at Southern Progress for example. With MCVC promoting tourism however, we were not only able to talk about the LPGA Tournament of Champions, but also promote Chamber members such as the Robert Trent Jones' Magnolia Grove Golf Trail."

Arnold agreed. She believes the Chamber and MCVC have different focuses — the Chamber's is to promote long-term growth with new jobs and industry and MCVC's to promote short-term growth with conventions and visitors. "But our main objective (of both organizations) is to promote our city. Both the Chamber and MCVC do a great job working together with media to get that message across."

In addition to promoting the LPGA Tournament of Champions, topics of discussion included Gulf Coast Issues (the regional group with business representatives from Louisiana, Mississippi, Alabama and Northeast Florida) SouthCoast USA (a similar group with regional representatives focused on tourism), Austal USA, the Gulf Coast Technology Council, Mobile's Tricentennial, Alabama State Docks, Mobile County, Prichard elections, BayFest, eco-tourism, Envision Mobile-Baldwin (the area's strategic plan) and Bellingrath Garden's Christmas in Lights.

The Chamber will continue to monitor regional newspapers and magazines for other results and pitch story ideas to their media contacts. For more information on working with the media, contact Herndon at 431-8623 or e-mail leigh@mobilechamber.com.

Next Stop—Venezuela and Honduras

Due to the increasing attractiveness of trade expansion into Latin America, the Chamber is planning a trade mission to Venezuela and Honduras in the winter of 2001. Representatives will depart on Saturday, Feb. 10 and return Saturday, Feb. 17. The first half of the trade mission will be spent in the capital and largest city of Venezuela, Caracas. Mid-week the group will head to Honduras.

Venezuela

With an estimated population of 23.5 million, the country has enjoyed a relatively stable democratic type government for several decades. Its current president is Hugo Chavez.

Venezuela, well known for its most important and abundant natural resource — oil, is the U.S.'s number one supplier of petroleum. Despite a recession that has been on-going for quite some time, U.S. exports to this area continue to grow. The country's resources and its politically stable environment keep U.S. leaders optimistic about Venezuela's future.

The U.S. is Venezuela's largest trading partner and largest single investor. Last year, exports totaled \$5.372 billion, and Venezuela was ranked the 19th largest market for U. S. products.

The best prospects for U.S. exports to Venezuela are: telecommunication services and equipment, oil and gas equipment and service, electrical power systems, automobile parts and equipment, medical equipment, computers and peripherals, computer software, pumps, valves and compressors, and safety and security equipment.

Honduras

On February 14th the group will land in San Pedro Sula, Honduras, home to this country's major industrial zone. The country's population is an estimated 6.2 million. Like Venezuela, Honduras also has a politically stable democratic

government. Its current president is Carlos Flores.

This country has made significant efforts over the last decade to open its markets to foreign trade and investment. Import duties, which were once as high as 140 percent have decreased to a range of 1 — 20 percent for almost all products. U.S. exports to Honduras have risen from \$627 million in 1991 to \$2.4 billion in 1998.

The proximity of Honduras to the U.S., along with its excellent port facilities along the Caribbean coast, makes trade between the two countries quite attractive. The U.S. accounts for almost 50 percent of the country's foreign trade and more than 70 percent of its foreign direct investment. Recent enhancements to the current Caribbean Basin Initiative gives 24 countries and territories of the Basin preferential tariff treatment for textile and

apparel products and all non-textile products, which had been previously excluded, should only increase trade between Honduras and the U.S.

Best prospects for U.S. exports to Honduras are: travel and tourism, construction machinery and equipment, building products, pollution control equipment, agricultural machinery, computers/peripherals/software, hotel and restaurant equipment, automotive parts and medical equipment.

Interested?

If you are interested in learning more about the trip or want to sign-up, call **Tony van Aken** at 431-8651 or **Debbie Dorta** at 694-0702 or visit the Chamber's Web site at www.mobilechamber.com.

Alabama's Top 10 Exports in 1999 to Venezuela by Industry

Fabricated Metal Products	\$6,286,645
Primary Metal Industries	\$2,983,710
Chemicals and Allied Products	\$2,956,696
Industrial Machinery, Computer Equipment	\$2,664,557
Paper and Allied Products	\$1,445,513
Rubber and Misc. Plastic Products	\$1,283,116
Food and Kindred Products	\$1,056,679
Electronic, Electric Equipment (exclusive of computers)	\$775,401
Nonmetallic Minerals (except fuels)	\$761,500
Transportation Equipment	\$482,616

Alabama's Top 10 Exports in 1999 to Honduras by Industry

Apparel and Other Textile Products	\$107,908,734
Textile Mill Products	\$9,560,207
Industrial Machinery, Computer Equipment	\$3,707,348
Paper and Allied Products	\$1,803,076
Primary Metal Industries	\$1,176,865
Leather and Leather Products	\$722,729
Transportation Equipment	\$712,010
Fabricated Metal Products	\$646,234
Fishing, Hunting and Trapping	\$601,371
Chemicals and Allied Products	\$538,999

Source: MISER

CHAMBER ANNIVERSARIES

40 YEARS

The File Room, d/b/a, Meador Warehouse Occidental Chemical Corporation R. L. Polk. & Company

35 YEARS

Dillard's-Springdale Mall

15 YEARS

Junior League of Mobile Ward International Trucks Inc.

10 YEARS

Jim Bramblett Productions James B. Donaghey II, DMD PC Healthsouth Rehabilitation Center Norman Realty/Better Homes & Gardens Serenity Memorial Gardens

5 YEARS

Auto Shred Recycling LLC Bienville Real Estate Inc. Bryant Crab Inc. Carpe Diem Coffee & Tea Company Coastal Leasing & Finance Inc. Corus Mobile CRS Business & Communications Randy Delchamps Real Estate Gus's Azalea Manor Restaurant Marlin Contracting Company Inc. Alec Naman Catering Inc. Pediatric Associates of Mobile Percy Associates Inc. Rural/Metro ERTC S & S Sprinkler Company LLC ServiceMaster Services Team One Communications Inc.

TRUE FANS EAT, SLEEP AND BREATHE HOCKEY

and would settle for nothing less than a full season with the Mysticks, a ticket package of 36 home games. But if you're still questioning your fanhood, try 6, 12 and 18 game packs to your favorite games by calling

208-PUCK.

OCTOBER HOME GAMES

Saturday, Oct. 14 vs. Florida 7:30 p.m.
 Sunday, Oct. 22 vs. Pensacola 4:00 p.m.
 Friday *Oct. 27 vs. Tallahassee 7:30 p.m.
 Sunday Oct. 29 vs. Mississippi 4:00 p.m.

*Season Ticket Trade-In Date

Individual tickets are available at the box office or by calling 208-PUCK.

PUBLIC ICE SKATING SESSIONS

Get a player's eye view from the ice rink at the Mobile Civic Center.

Sunday, Oct. 15 4:00 p.m.

Friday, Oct. 20 7:30 p.m.
 9:30 p.m.

Saturday, Oct. 21 8:00 a.m. - Learn to Skate

Saturday, Oct. 28 7:30 p.m.

Tickets are \$7.00 with skate rental and \$5.00 without.



Mobile **208-PUCK** Mysticks

CALENDAR VIEW

October 18 Net Gain: Business Finance

Time: 11 a.m. - 1 p.m.
Place: Chamber McGowin Room
Cost: \$15 and includes lunch
Call: Brenda Rembert at 431-8607

October 19 Morning Marketing Meeting

Time: 7:30 - 8:30 a.m.
Place: Chamber McGowin Room
Cost: \$6 and includes breakfast
Call: Pratt Vereen at 431-8638

October 24 Net Gain: Advertising

Time: 11 a.m. - 1 p.m.
Place: Chamber McGowin Room
Cost: \$15 and includes lunch
Call: Brenda Rembert at 431-8607

October 26 Net Gain: Venture Capital Forum

Time: Noon - 2 p.m.
Place: Clarion Hotel, 3101 Airport Blvd.
Cost: \$15 and includes lunch
Call: Brenda Rembert at 431-8607

October 26 Business and the Arts

Time: 5:30 - 7:30 p.m.
Place: Stewartfield at Spring Hill College
Call: Ashley Collins at 431-8606

November 3 First Friday

Time: 7:45 - 8:45 a.m.
Place: Heritage Planning Group, 1420 Government
Cost: \$2 for members/\$5 for potential members

November 9 Eagle Awards

Time: 5:30 - 8:30 p.m.
Place: Arthur R. Outlaw Mobile Convention Center
Cost: \$30 per person/\$300 per table of 10
Call: Brenda Rembert at 431-8607

November 10 Veterans Day Parade and Luncheon

Time: 10 a.m. - parade, Noon - luncheon
Place: Arthur R. Outlaw Mobile Convention Center
Cost: \$15 per person/\$120 for table of eight
Call: Shelly Mattingly at 431-8612

COMING IN NOVEMBER

November 14 Noon Marketing Meeting

Time: Noon - 1 p.m.
Place: Chamber McGowin Room
Cost: \$6 and includes lunch
Call: Pratt Vereen at 431-8638

November 16 Business After Hours

Time: 5:30 - 7 p.m.
Place: Bienville Club, 34th floor AmSouth Bank Bldg.
Cost: \$2 for members/\$5 for potential members

Advertising: Spending Money to Make Money

The famous department store owner, John Wanamaker, stated at the turn of the century "Half the money I spend on advertising is wasted. The only trouble is I don't know which half!" If you have questions about an advertising budget, attend this Small Business Development seminar in the Chamber McGowin Room on Tuesday, Oct. 24 from 11 a.m. until 1 p.m. Randy Granger, marketing director with the *Mobile Register*, will lead the discussion on advertising and its importance to businesses.

The cost to attend the meeting is \$15 and includes lunch. For reservations, contact Brenda Rembert at 431-8607.

Managing Your Business/ Finances

Certified public accountants from *C. Terry Jones PC* will take a comprehensive look at how to manage your business finances at the Net Gain seminar, Business Finance. Set for Wednesday, Oct. 18 from 11 a.m. until 1 p.m. in the Chamber's McGowin room, this seminar will discuss topics including using and interpreting business statistics, ratios and graphs, implementing sound internal controls, break-even analysis, financial statements, using industry averages, managing your cash, budgeting and using computerized accounting programs.

For reservations, contact Brenda Rembert at 431-8607. Cost to attend is \$15 and includes lunch.

SMALL BUSINESS NETWORK

Business After Hours

Enjoy an evening of networking at November's Business After Hours on Tuesday, Nov. 16 sponsored by and held at the luxurious Bienville Club. Located on the 34th floor of the AmSouth Bank building at 31 North Royal St., come by and enjoy the event and the view, while developing new business contacts.

Cost to attend is \$2 for members and \$5 for potential members and no reservation is needed.



Come purchase art for your home or office at



COMPETITION, SHOW & SALE

Local artists will be showcasing Bay area scenes

Thursday, October 26
5:30 - 7:30 p.m.

Stewartfield at Spring Hill College
(held in conjunction with Business After Hours)



For more information call or visit us on the web:
(334) 431-8606 or www.mobilechamber.org

Morning Marketing Meeting

Brush up on your marketing skills at the Morning Marketing Meeting Thursday, Oct. 19 in the Chamber McGowin Room from 7:30 until 8:30 a.m. Sponsored by Signs Now, attendees will have the opportunity to give a two-minute presentation on their company's product or service during the meeting and distribute brochures, flyers or other marketing materials.

Cost to attend is \$6 and includes breakfast. For reservations, call Pratt Vereen at 431-8638.



First Friday

The Heritage Planning Group at 1420 Government will be hosting November's First Friday on Nov. 3. Come by any time between 7:45 and 8:45 a.m. and enjoy a continental breakfast. This is another good opportunity to network with area business representatives.

No reservations are necessary. The cost to attend is \$2 for members and \$5 for potential members.



Heritage Planning Group, P.C.

Eagle Awards Set for Nov. 9

The importance and impact of minority-owned businesses is vital to the entire community's success. That's why on Thursday, Nov. 9, the Chamber will recognize the top minority-owned businesses at the third annual Eagle Awards. The dinner and awards ceremony will be held at the Mobile Convention Center with a reception beginning at 5:30 p.m.

Jason Thrower, the Chamber's vice president of Small Business Development is working to confirm the evening's keynote speaker. More information will come in the mail as it is finalized.

Three years ago the Eagle Awards were created to recognize the accomplishments of minority business owners in the community. Candidates are nominated by area banks and selected by an impartial Chamber committee.

Sponsored by Alabama Power Company, BellSouth, SouthTrust Bank, Sprint, Samuel Johnson PhD and WALA-FOX 10, tickets for the Eagle Awards are \$30 a person, or \$300 for a table of 10. Watch the mail for more details about the Eagle Awards. For information or tickets, call 431-8607.

Noon Marketing Meeting

The Chamber is offering another opportunity for businesses to refine their marketing skills, this time at the Noon Marketing Meeting sponsored by Frank R. Wade Office Equipment. Join us on Tuesday, Nov. 14 in the Chamber McGowin Room from noon until 1 p.m. Attendees can once again give two-minute presentations about their company.

Reservations are needed, contact Pratt Vereen at 431-8638. Cost is \$6 and includes lunch.

FRANK R. WADE OFFICE EQUIPMENT
COPIERS • FAX • DIGITAL PRODUCTS

Venture Capital Forum Luncheon Meeting

Interested in the Venture Capital process, where private investors fund start-up companies? The next meeting of the Mobile Venture Capital Forum will explain the process on Thursday, Oct. 26 from 12:30 until 2 p.m. at the Clarion Hotel on 3101 Airport Blvd. John Beck, president of Actel Integrated Communications Inc., a local fast-growing company, will describe this difficult but successful effort that raised a significant amount of venture capital for his company. Actel is one of only a few local companies to receive this type of funding.

The cost to attend is \$15 and includes lunch. For reservations, call Brenda Rembert at 431-8607.

Veterans Day Parade and Luncheon

On Nov. 10, the Mobile Area Chamber of Commerce and the Military Affairs Department of the Chamber of Commerce, present the Veterans Day Parade at 10 a.m. with a luncheon to follow at noon at the Arthur R. Outlaw Mobile Convention Center. Jack Edwards, former U.S. Congressman, has been named Patriot of the Year and will be the guest speaker.

The cost of the luncheon is \$15 per person or \$120 for a table of eight. For reservations, contact Shelly Mattingly at 431-8612.

ATTENTION MEMBERS!

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

- Nancy Hughes at 431-8647/pgr: 582-1999
- Tom Lewis at 431-8629/pgr: 582-2076
- Melody Lipscomb at 431-8627/pgr: 371-9634

WHO'S NEW?

Cardiology Associates announced several new doctors joined the group. **Dr. Eliya Abbud** is affiliated with its peripheral vascular team. He trained at Ochsner Medical Foundation in New Orleans, the American University of Beirut for Medical School and the University of Mississippi Medical Center.

Dr. Charles W. "Chip" Parrot returned to Mobile and his practice to conduct clinical cardiology and perform interventional treatment in Mobile, Clarke and Washington counties. Parrot received his medical training at the University of Tennessee, and is one of few area cardiologists board certified in nuclear cardiology.

Dr. Lynn Arnold Batten is the newest member of the Pediatric Cardiology team. She attended Birmingham-Southern as an undergraduate, the University of South Alabama for medical school, and most recently, Tulane University Medical Center in New Orleans.

Dr. Kenneth M. Burnham will provide clinical cardiology services as well as specialty care in the area of congestive heart failure and cardiac transplantation. He earned his M.D. at Emory University in Atlanta and completed his training at Duke University in Durham, N.C.

In addition, **Dr. Erik A. Eways** will specialize in interventional cardiology. He received his medical training at the University of Maryland and M.D. from George Washington University in Washington D.C.

Angela M. Grice was promoted to assistant sales manager at **Whitney Bank**. She has been with the bank since 1996 serving various capacities including her most recent position as sales associate at the Tillman's Corner Branch.



Grice



Lary

Robert Baird (Bart) Lary Jr. joined Whitney as the Saraland Branch manager. Originally from Mobile, he has a bachelor's degree in finance from the University of South Alabama.

Russell Hoover was recently appointed to the newly created position of data center manager with **TeleVox Software Inc.** He will oversee the company's day-to-day technical operations. Formerly with WKRG TV5, Hoover served as TeleVox's systems administrator prior to his promotion.



Hoover



Brewster

Jennifer Brewster also accepted a newly created position with the company. As vertical market sales representative, she will oversee and coordinate TeleVox's sales expansion efforts in local and

national markets. She has been with the company two years.

TeleVox also hired two new sales representatives, **Steve Rhodes** and **Larry Thompson**, for their medical division. Rhodes, an Atlanta native, will be responsible for all hospital accounts. A native of Gulf Breeze, Fla., Thompson will be responsible for the Southwest medical territory.

David L. Thomas Jr. has taken the reins as new director of the Southwest Campus of **Bishop State Community College**. He filled the vacancy created when Maurice Holt PhD retired Sept. 1. Thomas, previously served as the director of Bishop State's Black History Museum and

MEMBER NEWS

Research Library and was a history instructor at the Main Campus. He joined the College staff as a history instructor in 1992. He is a member of the Mobile County Board of School Commissioners, and received his bachelor's degree in history from the University of Alabama as well as a master's degree in history from the University of South Alabama.



Thomas

Melissa Spiers and **Michelle Nesmith** joined Manpower Professional as professional recruiters. Spiers will develop staffing and human resource solutions for the company's customers. Nesmith will work with area professional contractors and customer businesses.



Spiers



Nesmith

BUSINESS ENDEAVORS

Senior Citizen Services began Dauphin Street Café to provide affordable meals. A \$4 lunch special is served Monday – Friday from 11:30 a.m. – 1 p.m. A cafeteria line, carry out orders, catering services and contract meals are available. For more information call 470-5231.

Formerly the Holiday Inn Historic District, the hotel changed its name to **The Lafayette Plaza Hotel**. Originally built as a Sheraton in 1975, it is currently in the midst of another major renovation. The management expects to announce a new partnership with another national hotel firm shortly.

The University of South Alabama opened the USA Comprehensive Diabetic Foot Care Clinic. Funded through a \$1 million grant through the U.S. Dept. of Health and Human Services, the facility is the state's only full service clinic for diabetic patients and offers preventive and aggressive treatment.

BellSouth launched a call screening software enabling customers to screen unwanted interruptions from numbers that don't show up on Caller ID Service. Privacy Director SM works in conjunction with Caller ID Deluxe by answering the call and giving callers the option of identifying themselves. If they refuse, the phone doesn't ring the customer's home and if they do, the new software tells the customer who is calling. For more information, call 1-877-769-0002.

Craft Farms formed a new partnership for an on-site real estate office at the Coast Resort. Jane Chapman-Wilkins with RE/MAX will be the primary listing agent of developer property.



Chapman-Wilkins

TeleVox Software Inc. signed an agreement with the Orthodontic Centers of America last month to replace current tape-based on-hold systems with the company's on-hold system that allows individual offices to select on-hold information and educational tracks. In June, the company announced a new interactive appointment inquiry system as part of its Web services for orthodontic practices in the U.S., Canada, Australia and Europe. With the new system, patients can log-on to their doctor's Web site and view case presentations, future appointment dates and a financial overview of their account.

Mobile Pulley and Machine Works recently completed the renovation of a historic bridge in Duluth, Minn. The bridge was originally constructed in 1905.

WELL DONE!

The Senior Corps of Retired Executives elected **Diane S. Sisson**, Sisson and Associates, to its national board of directors. Prior to this selection, she was SCORE's national director for women's business ownership.

The practical nursing program at **Bishop State Community College** received accreditation for the next five years from the national League for Nursing Accrediting Commission. The organization accredits post secondary and higher education programs.

Mobile Gas lent one of its air condition repair crews, including one truck and two workers, to the Mobile County Public School System. Last month the school system had approximately 452 air condition work orders outstanding.

COMMUNITY NEWS

Applications for **J. L. Bedsole Scholarships** are now available to high school seniors interested in attending college in Alabama in the Fall 2001. The program offers four-year scholarships to Southwest Alabama high school seniors in Mobile, Baldwin, Clarke, Monroe or Washington counties. Applications due by Nov. 30 are available through high school guidance counselors. For requirements contact **Meghan Stacey** at 431-3369.

International Paper sponsored an educational videotape made available to nearly 30,000 area high school, community and junior college students as well as cable viewers and others in the 1st Congressional District of Alabama. "Your Executive Branch and You" describes in layman's terms the importance of the executive branch in our daily lives.

The **Mobile Museum of Art** was awarded a consultation grant from the National Endowment for the Humanities Division of Public Programs. One of only 24 grants funded across the nation, the grant will allow the Museum to examine how the French, Spanish, English and African cultures have shared Mobile's history. The 300-year legacy of diversity will debut as an official part of Mobile's Tricentennial celebration.

Bishop State Community College's Safety and Health Training Institute received a \$120,000 grant from the Occupational Safety and Health Administration (OSHA) to deliver an occupational and safety training program to 15 skilled nursing and intermediate care providers based on site-specific needs. Training will address health and safety issues including ergonomic and biological hazards, workplace violence and hazard communication. As a component of the Institute, this initiative will be added to the array of training provided small business owners and the ship repair and building industries. For more information contact **Roger Love** at 690-6406.

FOR YOUR CALENDAR

Wilmer Hall Children's Home will host its sixth annual Maine Event, Oct. 27-28. The fundraiser will include both live and silent auctions on Friday. And on Saturday pre-ordered lobsters will be flown in from Maine. For more information, call 342-4931.

Walk to Cure Diabetes will be held Saturday, Nov. 11 at 9 a.m. at the Municipal Park Performing Arts Pavilion. The third annual event has a \$250,000 goal to benefit the **Juvenile Diabetes Foundation**. For more information, call 478-5220.

As part of a nationwide effort to raise money to build a World War II Memorial in Washington D.C., **Radney Funeral Homes** is coordinating a local balloon release at the USS ALABAMA at 1 p.m. on Saturday, Nov. 11. Coordinators are encouraging family members and friends to sponsor a \$10 balloon in the name of a veteran or home front worker. For more information, call **Mary Yarber** or **Ed Connick** at 479-4547.

The 16th Annual **Junior League of Mobile's** Christmas Jubilee Holiday Market is set for Thursday, Nov. 9 – Saturday, Nov. 11. Tickets are \$5 and children 11 and under are free.

Orders are currently being taken for the **Senior Citizens Services Poinsettia Sale**. Plants come in traditional red or white blooms in 8-inch pots for \$15. Pick up dates are set for Nov. 30 – Dec. 1. For more information call 478-3311.

Dianne Irby, Irby Strategic Services, will speak at the Oct. 17 meeting of Executive Women International. For more information call **Ann Casey** at 431-8655.

The University of Mobile's Upper Room Dinner Theatre will present "Joseph and the Amazing Technicolor Dreamcoat" Oct. 26, 27, 28 and Nov. 2, 3 and 4. For ticket information call 442-2383.

Get Promoted!



\$.99 Collapsible, neoprene hugger.

\$35.00 one-time set-up fee.
200 minimum order.

our resources@your request.completely guaranteed



www.yourpromotionsource.com • 334-438-2422