

# C H A M B E R CONNECTIONS

## WHAT'S INSIDE

April 2015

### Annual Beef Expo A Wonderful Showcase

#### 79th Annual Tri-States Junior Beef Expo

The 79th annual Tri-States Junior Beef Expo was held at the Houston County Farm Center Feb. 20-21 and as in years past, was a great showcase of achievement and success among participants.

Sponsored by the Dothan Area Chamber of Commerce, Alabama Cooperative Extension System, State Department of Education and State Department of Agriculture and Industries, the Tri-States Junior Beef Expo is a two-day district event showcasing seven counties in Alabama, two counties in Florida and three counties in Georgia.

This year's event drew 33 4-H, FFA or FHA members who exhibited 67 head of cattle with a total of \$2,811 in prize money being awarded. The show was judged by Stephen Donaldson from Cullman, Alabama, who has judged numerous cattle shows in the tri-state area.

The expo began Friday evening, Feb. 20, with the Showmanship Division featuring three classes of junior showmen and two classes of senior showmen. Vivien Hobart from Geneva County, Alabama; Matthew Baxley from Geneva County, Alabama; and Wilton Pittman from Jackson County, Florida were the Junior Showmanship winners. The Senior Showmanship winners were Clay Tew, Dale County, Alabama; and Holli Napper from Coffee County, Alabama.

The high point of the show was the selection of the Grand Champion steer that was owned and exhibited by Pittman. The Reserve Grand Champion of the show was owned and exhibited by Harmon Butler, Dale County, Alabama. The Southeast Alabama District Grand Champion was also won by Butler, and the Southeast Alabama District Reserve Champion was won by

Tew.

The Steer Show was followed by a Heifer Show that was also judged by Donaldson. The owner and exhibitor of the Supreme Champion Heifer was Joshua Case Birge, Jackson County, Florida. The Reserve Supreme Champion Heifer was owned and exhibited by Bryce Hendricks, Coffee County. The County Exhibit Award was won by Jackson County, Florida.

The Chamber would especially like to thank Ricky Hudson, regional extension agent III, Wiregrass Research and Extension Center, who served as chairman, and the businesses listed below, which through their generosity make this event one of the top rated district shows in the state:

- Alabama Cattlemen's Association
- Ansley Whatley, Ansley's Building Materials
- Clarion Inn and Suites
- First South Farm Credit
- Gene Ragan Family
- MidSouth Bank, NA
- Regions Bank
- Wiregrass Electric Cooperative
- Summerford Cattle and Mulch Makers

Thank you to everyone involved for all their hard work in helping to make this year's expo another wonderful accomplishment.

Mark your calendar and plan to join us at next year's show scheduled for the third weekend in February 2016.



*Grand Champion Steer  
Wilton Pittman, Jackson County, Florida*



*Reserve Grand Champion Steer & Southeast Alabama District Grand Champion  
Harmon Butler, Dale County, Alabama*



*Southeast Alabama District Reserve Champion  
Clay Tew, Dale County, Ala.*



*Supreme Champion Heifer  
Joshua Case Birge, Jackson County, Florida*



*Supreme Champion Heifer  
Bryce Hendricks, Coffee County, Alabama*

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*Quote*  
of the Month

*"There are some defeats more triumphant than victories."*

— Michel de Montaigne  
16th Century French Author

[www.dothan.com](http://www.dothan.com)  
(334) 792-5138





# RIBBON CUTTINGS

## Diversified Logistics, LLC

2581 S. Brannon Stand Road  
Dothan, AL 36305  
Vann Carter  
(334) 446-6064  
TRANSPORTATION



## Dothan Volkswagen

2730 Ross Clark Circle  
Dothan, AL 36301  
Ted Milanowski  
(334) 699-8888  
AUTOMOBILE SALES &  
SERVICE



## Sibley Lawn Care, LLC

1301 Sassar St.  
Dothan, AL 36301  
Joshua Sibley  
(334) 648-3526  
LAWN CARE



## RELOCATIONS Hughston Clinic, PC

512 North Shady Lane  
Dothan, AL 36303  
Jennifer Tovey  
(334) 732-3221  
PHYSICIANS & SURGEONS –  
MD – ORTHOPEDICS  
(BONE & JOINT)



## McLeod's Publik House

5540 W. Main St., Suite 9  
Dothan, AL 36305  
Paul McVay  
(334) 405-0043  
BARS, PUBS, TAVERNS  
SALOONS



## Team Linda Simmons Real Estate

5630 W. Main St., Suite 3  
Dothan, AL 36305  
Linda Simmons  
(334) 479-0860  
REAL ESTATE - RESIDENTIAL  
AND/OR COMMERCIAL



# NEW MEMBERS

Clip and add these to your Membership Directory.

## Dothan Volkswagen

Ted Milanowski  
2730 Ross Clark Circle  
P.O. Box 8548  
Dothan, AL 36304  
Ph: (334) 699-8888  
Fax: (334) 699-8880  
AUTOMOBILE SALES &  
SERVICE

## The Grounds Guys

Matt Hollerman  
4853 County Road 55  
Headland, AL 36345  
Ph: (334) 618-8730  
LAWN CARE  
LANDSCAPING

## RaceWay #6927

Johnny M. Shaw  
1581 Ross Clark Circle  
Dothan, AL 36301  
Ph: (901) 833-2088  
GAS & CONVENIENCE  
STORES

## RaceWay #6960

Johnny M. Shaw  
3605 Reeves St.  
Dothan, AL 36301  
Ph: (901) 833-2088  
Fax: (302) 437-6233  
GAS & CONVENIENCE  
STORES

## RaceWay #758

Sonny Patel  
2585 Ross Clark Circle  
Dothan, AL 36301  
Ph: (334) 792-8899  
Fax: (302) 437-6233  
GAS & CONVENIENCE  
STORES

## Scotts Ortho Miracle-Gro

Eric Peters  
82 Dandelion Court  
P.O. Box 833  
Dothan, AL 36305  
Ph: (334) 515-7972  
LAWN CARE  
PEST CONTROL  
TERMITE CONTROL

## Wiregrass Archaeological Consulting

Justin Stickler  
172 Honeysuckle Road, Suite 2  
P.O. Box 9385  
Dothan, AL 36304  
Ph: (334) 685-3354  
CONSULTANTS -  
CULTURAL RESOURCES

# RENEWING MEMBERS

## 50 Years

Todd and Sons

## 40-49 Years

Beasley Pharmacy  
Blue Cross and Blue Shield  
of Alabama  
Bob Woodall Air Care Systems  
Inc.  
Dothan Hardware and Supply  
Co. Inc.  
Harden's Welding and Repair  
Hardwick, Hause, Segrest  
and Walding  
Midsouth Paving Inc.

## 30-39 Years

Best Western - Dothan Inn  
and Suites  
Burnett Valuation Services,  
LLC  
Carriage House Apartments  
Colony Square Apartments  
Conestoga Inc.  
Gene McGriff State Farm  
Insurance  
Harts and Flowers  
Professional Lane Dental  
Associates  
Schad Flower and Garden Shop  
Southeastern Performance  
Apparel  
Women's Health Care of  
Dothan, PC

## 25-29 Years

Golf +  
Shelley Office Furniture  
and Printing

Southern Coaches Inc.  
The Downtown Group  
Unifirst Corp.  
Velma Tribue State Farm  
Insurance

## 20-24 Years

Anesthesia Consultants  
Medical Group, PC  
DANCO Industrial  
Contractors Inc.  
Hardwick and Son Printing  
Inc.  
Helms Management and  
Financial Solutions  
Highland Oaks Golf Course  
Lewis G. Humphreys Jr., DMD  
Wiregrass Systems Inc.

## 15-19 Years

Alabama South Family Podiatry  
Children's Hospital of Alabama  
Home Builders Association of  
Dothan/Wiregrass  
S & K Consulting  
The Mobile Attic  
The Terrace at Grove Park

## 10-14 Years

Ag Fibers, LLC  
Davis Direct  
Renu-It Tub and Tile  
Refinishers  
SERVPRO of Dothan  
Southeast Shredding  
The Berry Co.  
Town of Gordon

Wiregrass Orthodontic  
Specialists

## 5-9 Years

Carnes Chiropractic and  
Wellness Center  
Edward Jones Investments -  
Sommer  
Holiday Inn Express Hotel  
and Suites  
Northview Christian Church  
Pans and Petals Catering  
Red Elephant Pizza and Grill  
U.S. Coupling and Accessories  
Inc.  
Wiregrass Construction Co. Inc.

## 1-4 Years

Affordable Dentures  
AGF Machinery, LLC  
E.K. Kitchen  
Eagle Eye Outfitters Inc.  
George T. Bagby State Park  
and Lodge  
GoWaiter Dothan  
Mary Kay Cosmetics  
Mosquito Squad of the  
Wiregrass  
Patti Rutland Jazz Inc.  
The Real Estate Group



# Events *of* April Calendar

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

- 1** ▶ Spirit of Service Task Force Meeting – 8 a.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 3** ▶ Good Friday - Chamber closed
- 6** ▶ Legislative Affairs Committee Meeting – 7:30 a.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 7** ▶ Ambassador and Diplomat Committee Meeting – 9 a.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 8** ▶ Youth Leadership Dothan-Houston County Public Safety Day – 7:45 a.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 10** ▶ Ribbon Cutting: The Main Event – 4:45 p.m.  
Location: 1701 E. Cottonwood Road. (Houston County Farm Center - Tri-State BBQ Festival Main Gate)
- 14** ▶ Community-Wide Prayer Breakfast – 7:30 a.m.  
Location: Dothan Civic Center  
  
Troy University Small Business Counseling – 9 a.m. to noon  
Location: 102 Jamestown Blvd. (Chamber)
- 15** ▶ Board of Directors' Meeting – 8:15 a.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 16** ▶ Leadership Dothan Economic Development Day – 7:45 a.m.  
Location: 102 Jamestown Blvd. (Chamber)  
  
Ribbon Cutting: Humana Relocation – 11 a.m.  
Location: 150 N. Foster St.  
  
Ribbon Cutting: Delectable Edibles and More Relocation – 11 a.m.  
Location: 150 N. Foster St.
- 18** ▶ Houston County Spirit of Service Day
- 21** ▶ Ribbon Cutting: RaceWay #758 – 10:30 a.m.  
Location: 2585 Ross Clark Circle
- 22** ▶ Ribbon Cutting: The Grounds Guys – 3 p.m.  
Location: 102 Jamestown Blvd. (Chamber)
- 28** ▶ Ribbon Cutting: RaceWay #6927 – 10:30 a.m.  
Location: 1581 Ross Clark Circle
- 30** ▶ Ribbon Cutting: Wiregrass Surgical Associates – 8:30 a.m.  
Location: 4300 W. Main St., Suite 24

## Ambassadors & Diplomats Team Of The Month

*Ready, Set, Go*



Congratulations to the Ambassador and Diplomat Team of the Month “Ready, Set, Go” for claiming this month’s title. Pictured (seated l-r) are **Jo Ann Kirkland**, AFLAC; **Hayden Camp**, Dothan Education Foundation; **Brooke Crane**, Dandridge Dental, PC; (standing) **Kerry Seay**, WDHN TV-18; **Adam Saucer**, Mass Mutual; **Kassie Glover**, Avadian Credit Union; and **Rob Gilbreath**, Mighty Auto Parts.

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

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

## Star Of The Month



**Chris Bailey**  
*Larry Blumberg and Associates*  
(LBA Hospitality - Marriott Properties)



## Grow Dothan Working For The Wiregrass

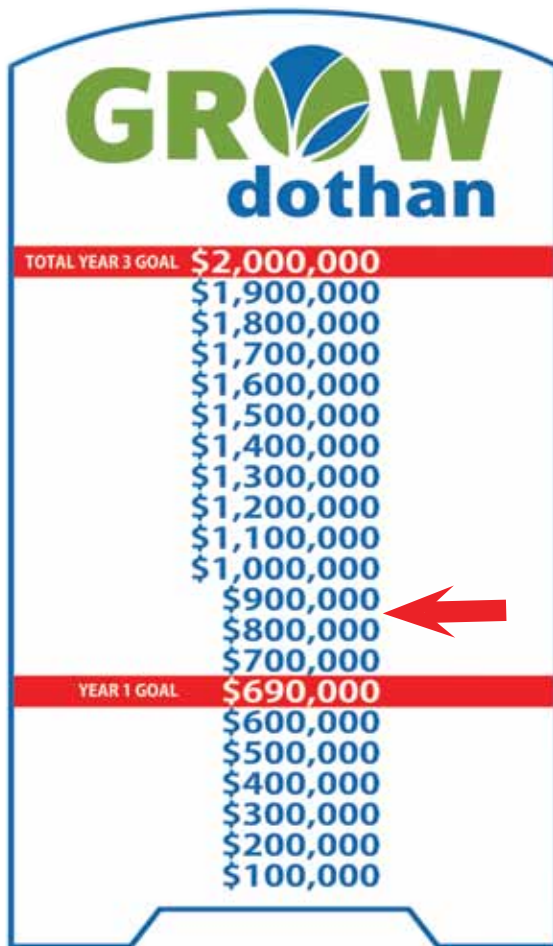
The Grow Dothan Capital Campaign has continued to move forward since the last update as area businesses continue to come together to help in the advancement of economic development. The Grow Dothan team also continues to meet with community leaders, agencies and businesses to increase the knowledge and understanding of where and how Grow Dothan dollars are spent for economic development in the region.

Grow Dothan is not just an economic development effort for Dothan or Houston County. Grow Dothan is a regional effort focusing on making the Wiregrass region a better place for everyone to live, work and play as a whole. Grow Dothan works throughout the entire region to advance economic development.

When an economic development project comes to fruition in the Wiregrass, we all benefit. We all need to come together to advance workforce development, education, economic development and health care, because each play an important role in the of job creation puzzle.

To date, \$880,716 in financial commitments have been made, which includes contributions of \$300,000 from the City of Dothan and \$140,000 from Houston County. The three year goal is \$2 million.

For those that have made a pledge already, thank you. The Grow Dothan team greatly appreciates your support. For those that have not, please



consider partnering with us today. Investing in Grow Dothan ensures our region has the resources to turn economic opportunities into reality.

Dothan and the Wiregrass region are on the cusp of significant economic growth. Now, more than ever, we must have the resources to bring jobs to our area. Investing in Grow Dothan helps reach that goal.

Come and be a partner investing in the Wiregrass. By investing in Grow Dothan, you are partnering with the strongest business advocacy organization in the area. Every contribution to the campaign is critical. Every Chamber member benefits, and continues to benefit, from a growing and thriving economy.

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



Grow Dothan Chairman Mark Saliba (center), Alfred Saliba Corp., provides a campaign and economic development update to area officials during the monthly Grow Dothan meeting.



Grow Dothan is committed to regional economic development and the Grow Dothan team recently visited with elected officials and community leaders in Geneva County. Dothan Area Chamber of Commerce President Matt Parker, Grow Dothan Chairman Mark Saliba, Alfred Saliba Corp., Chairman-Elect Forrest Register, Register Realty Co. Inc., and Director of External Affairs Dean Mitchell participated in a roundtable discussion with Wiregrass Electric Cooperative officials Les Moreland and Brad Kimbro, Alabama State legislators Sen. Harri Anne Smith and Rep. Donnic Chesteen, Hartford Mayor Jeff Sorrells, and Geneva Mayor Philip Carter. Discussions centered around job creation, workforce development and education initiatives.



The Dothan Technology Center and Houston County Career and Technical Center recently provided tours of their facilities to the Grow Dothan team and various Wiregrass officials and legislators. Both schools play a vital role in education and workforce development for this region. Technology centers provide an important link to students to work-based learning. Thank you to DTC's Terry Scott and HCCTC's Glen Maloy for coordinating the tours.



## Identification And Quantification Of The Projected Workforce Skills Gap



Steve Turkoski,  
Project Manager

Every two years, the Alabama Department of Labor projects out for 10 years the job growth and turnover within our workforce region. As each occupation has an occupational code and identified skills associated with the performance of tasks within that occupation, we have all the parts to create a system that allows forecasting of regional skill shortages based on the occupational projections.

O\*Net, the online occupational data network, catalogs the occupations and lists related tasks as well as required knowledge, skills and abilities. The system categorizes 35 different skills into six sets ranging from basic skills, that facilitate learning or the more rapid acquisition of knowledge, to technical skills, used to design, set-up, operate and correct malfunctions involving application of machines or technical systems.

The skill categories are numbered here to match the skill categories with the projected "Primary" needs through the projected period as shown in the accompanying table. Primary skills are the first 10 skills listed for each occupation in the O\*Net system. The Skills Gap Index ranks training needs as the higher the index the higher the need for proficiency in that skill.

The most recent "State of the Workforce" document that we have was published in June 2014 and provided skill analysis and projections for the 2008-2018 period. At the time the 2008-2018 projections came out, the estimate was that Region 10 would have 169,030 workers in 2018. The latest projections for the period 2012-2022, project the 2022 regional employment at 151,750. The estimated 2012 regional employment was 140,540. Regardless of the actual numbers employment level attained, the relevant skill requirements remain valid, and basic skills dominate the top of the list.

Basic Skills	1
Complex Problem Solving	2
Resource Management Skills	3
Social Skills	4
System Skills	5
Technical Skills	6

2008 Thru 2018			
Region 10 Workforce Area Job Openings and Projected Skill Gaps for Jobs for Which the Listed Skill is "Primary" (Within the Top 10). Ranked by Projected Openings With That Skill as Primary.			
	SKILL	Total Openings (Projected Demand)	Skills Gap Index
1	Reading Comprehension	2,385	100
1	Active Listening	2,295	97
1	Critical Thinking	2,125	94
1	Active Learning	1,865	91
1	Speaking	1,790	89
4	Coordination	1,735	86
4	Instructing	1,755	83
1	Monitoring	1,620	80
1	Writing	1,550	77
3	Time Management	1,460	74
1	Learning Strategies	1,450	71
4	Social Perceptiveness	1,410	69
4	Service Orientation	1,195	66
2	Complex Problem Solving	1,015	63
4	Persuasion	995	60
5	Judgment and Decision Making	980	57
1	Mathematics	865	54
6	Equipment Selection	815	51
6	Equipment Maintenance	620	49
6	Troubleshooting	580	46
3	Management of Personnel Resources	570	43
6	Installation	395	40
4	Negotiation	500	37
6	Repairing	350	34
6	Operation Monitoring	400	31
6	Quality control	270	29
6	Operation and Control	340	26
3	Management of Financial Resources	305	23
6	Operations Analysis	205	20
5	Systems Evaluation	210	17
1	Science	130	14
6	Technology Design	100	11
6	Systems Analysis	110	9
3	Management of Material Resources	20	6
6	Programming	30	3

## Houston County Students Participate In "Real Life" Project

Houston County Schools are always striving to encourage students, enrich their educational experiences and connect them to the world of work and real-life experiences. When businesses and industries in Dothan and Houston County participate in these endeavors, it makes the experience so much more valuable.

This past February, the Career Preparedness classes at Cottonwood High School participated in a Grocery Shopping/Budgeting project. Students were placed into groups of four and given \$40 from classroom funds and were required to study the circular ad from the Cottonwood Corners Publix location to plan healthy meals for a family of four for the week.

Publix was very generous in donating circular ads, store coupons and its time allowing students to shop in the store and participate in the "real life" shopping experience. All proceeds purchased were donated to the Wiregrass Area Food Bank. The Food Bank took time to meet the students at Publix to pick up the donations.

Houston County Schools thanks Publix and the Wiregrass Area Food Bank for their participation in developing and enriching students in their education.



The Career Preparedness classes at Cottonwood High School recently participated in a Grocery Shopping/Budgeting project at the Cottonwood Corners Publix store.

## Youth Leadership Lends Helping Hand

As one of its class projects, the Youth Leadership Dothan-Houston County Class 23 volunteered to help Wiregrass Habitat for Humanity with a rehab house located on Persimmon Street, Dothan.

Class members spent the day working hard to get all the interior walls of the home primed and ready. The class even took some time while painting to have fun among friends.



As one of its class projects, Youth Leadership Dothan-Houston County volunteered to help Wiregrass Habitat for Humanity with one of its rehab houses.

shop buy sponsor order

build support dine sell service

Whatever you Do  
Do it with a Chamber Member!

Chamber members support Chamber members  
and together we support the local economy.

# The Dothan Area Chamber of Commerce invites area businesses to join and receive valuable benefits for their business.

## CORE BENEFITS OF MEMBERSHIP INCLUDE:

### NETWORKING

Who you know does make a difference! Make important business contacts at Chamber seminars, Spotlight on Business Trade Show, quarterly membership meetings and The Network Exchange.

### SMALL BUSINESS DEVELOPMENT

Representatives from the Small Business Development Center of Troy University are available the second Tuesday of each month for free and confidential small business counseling sessions at the Chamber. You must make appointments through the Chamber.

### PUBLICITY

Publicity and heightened name recognition through print, Internet and event exposure.

### BENEFITS AND DISCOUNTS

Save money on supplies, travel, hotels, landscaping, appliances and more through the Chamber's Member-To-Member Discount Program.

### INFORMATION

Everything you need to know about the Dothan area - population, wages, cost of living, taxes, labor force, economic development, recreation, business trends, business listings and much more can be found at the Chamber and on our website [www.dothan.com](http://www.dothan.com)

### LEARNING OPPORTUNITIES

Throughout the year the Chamber hosts seminars of interest to small business owners, entrepreneurs and nonprofit organizations. The informative programs are conducted for a nominal fee and include a meal.

### REFERRALS

On a daily basis, the Chamber receives dozens of requests for recommendations on goods and services to be purchased in the Dothan-Houston County area. We refer these newcomers, tourists, area residents and businesses to Chamber members only.

### BUSINESS AND TECHNOLOGY EXPO

Attend the Chamber's annual Spotlight on Business Trade Show, Dothan's only business-to-business trade show. Booth space is available only to members of the Chamber.

### ADVERTISING OPPORTUNITIES

Need advertising that is targeted, effective and affordable? The *Chamber Connections*, *Membership Directory and Business Guide*, *Dothan's Official Welcome Guide* and Chamber website offer powerful advertising choices to reach businesses and consumers.

### MAILING LABELS

Membership mailing labels are available in several different formats for a nominal fee.

### GOVERNMENT ADVOCACY

The Dothan Area Chamber of Commerce serves as an advocate on issues important to local business by monitoring local, state and federal legislation.

### CREDIBILITY

Demonstrate your commitment to the community by becoming a part of the vision and strategies of the largest, strongest and most active business organization in the Dothan area - the Dothan Area Chamber of Commerce.

### COMMUNITY IMPROVEMENT PROJECTS

Building existing business, recruiting new jobs and marketing the Wiregrass area are three ways the Chamber works to strengthen our economy. With over 950+ members, the Chamber is committed to the sustained growth and prosperity of the region.

### WEBSITE

Take advantage of the "Members Only" link on the Chamber's website where members can link their website to the Chamber's, learn about member-to-member discounts, access small business development links, area demographics and more.



*Chair's Message...*  
**Your Chamber Of Commerce**  
*Producing Skilled Workers and Working in Partnership*



Hope Johnson

*"We now accept the fact that learning is a lifelong process of keeping abreast of change. And the most pressing task is to teach people how to learn."*

— Peter Drucker

In this month's message I would like to focus on two of the Chamber's five strategic goals – "Develop a seamless education and workforce system" and "Foster collaboration and trust between the Chamber and elected officials through improved communication."

The Education Council is chaired by Chamber board member Cliff Mendeim, managing partner at Prim and Mendheim, LLC. The Council staff coordinators are Linda Kelley, director of community development, and Steve Turkoski, project manager.

The Chamber's Governmental Affairs Council is chaired by Chamber board member Scott Applefield, president of Winco, LLC dba Bojangles'. The Council staff coordinators are LaRhonda Robinson, director of membership, and Dean Mitchell, director of external affairs.

The Chamber's scope of work related to education varies widely from simply delivering cookies to teachers to show our appreciation on Teachers Appreciation Day, to finding ways to better connect our business people and our students, to presenting the CHOICES education program to all Houston County eighth-graders, to hosting career summits and job fairs.

But I'd like to share one recent success story that ties the two goals together, and is a great example of our meaningful work through collaboration with elected officials. Several months ago, Commercial Jet, LLC reached out for workforce assistance; specifically, they were having difficulty finding enough skilled aircraft structural assemblers. So after seeking first to understand the issue, the Dothan Area Chamber, City of Dothan, Houston County, Wiregrass legislators,

Dothan Regional Airport, Wallace Community College and the Alabama Industrial Development Training came together to develop a customized solution. By combining state and local resources, CJET Academy was born.

In December 2014, the first class of 25 CJET Academy students graduated. These graduates are now employees at Commercial Jet with bright careers ahead. Another CJET Academy class of 30 is currently underway. This success is a prime example of the public-private partnership working together to meet the business community's needs.

To find out more about recent successes, challenges and opportunities, join us at the Chamber for our monthly Legislative Affairs Committee meetings. Members are welcomed and encouraged to attend the meetings. At these meeting, you will hear from and engage directly with our elected officials.

The Committee meets monthly at 7:30 a.m. at the Chamber office while the Alabama Legislature is in session. The March meeting has already taken place, and the remaining scheduled Committee meeting dates for this session are Monday, April 6; Monday, May 4; and Monday, June 1.

If you would like to be included on the email list for reminders for the monthly meetings and periodic legislative updates, email Dean Mitchell at [dmitchell@dothan.com](mailto:dmitchell@dothan.com). We look forward to you joining us for these important discussions.

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

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

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

**Wiregrass To Host  
 2015 Alabama State Games**



The Alabama Sports Festival Foundation, the cities of Dothan and Ozark, and the counties of Dale and Houston announced this week that the 2015 Alabama State Games XXXIII will be coming to the Wiregrass June 12-14.

The Alabama State Games were established in 1982 at the request of the United States Olympic Committee

to develop Olympic-style State Games for the citizens of Alabama. The first State Games were held on the Auburn University campus in 1983.

For a complete list of the planned athletic events, visit the Chambers Facebook page. For additional information about the Alabama State Games and the upcoming Wiregrass event, visit the ASF Foundation's website [www.alagames.net](http://www.alagames.net).

Many volunteer and different partner opportunities are also available. If you're interested in either of these opportunities, visit the Chamber's Facebook page to see the list. You may also contact Chris Wilkins, at (334) 440-8255 or email [chris.wilkins@alagames.com](mailto:chris.wilkins@alagames.com).

**Spirit of Service  
 Day Kicks Off In  
 Houston County**

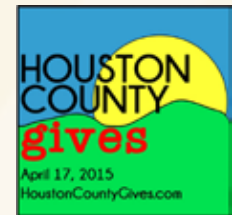
Kick-off celebrations were held recently at the future site of the Peggi Crawford James Park for the 26th Annual Spirit of Service Day set for Saturday, April 18.

This year's event is also partnering with Houston County Gives Day, which will take place Friday, April 17, from 3-7 p.m. at Eagle Eye Outfitters where more than 18 nonprofits will have informational booths set up.

For more information on volunteering or to register a project, contact Linda Kelley, Dothan Area Chamber's director of community development, at (334) 792-5138 or [lkelly@dothan.com](mailto:lkelly@dothan.com).



*Houston County Chairman Mark Culver encourages the community to get involved in the 2015 Spirit of Service Day scheduled for Saturday, April 18 throughout Houston County.*



**Houston County  
 Gives Day To Take  
 Place April 17**

More than 18 Houston County nonprofit agencies will participate in the annual Houston County Gives Day Friday, April 17, from 3-7 p.m. at Eagle Eye Outfitters. The event will serve as a kickoff for the Spirit of Service Day sponsored by the Dothan Area Chamber of Commerce Saturday, April 18.

Houston County Gives Day mission is to help educate the Wiregrass community on area nonprofits and connect potential and existing volunteers and donors with the nonprofits of their choice thus helping to build a stronger community of resources to help those in need.

National Volunteer Week is April 12-18 and HCGD nonprofits encourage the media and public to come out and learn more about different nonprofits, as well as volunteer opportunities available with each.

During the event, donations can be made online from 12 a.m. to 11:59 p.m., or in person at the event. For more information, visit [www.houstoncountygives.com](http://www.houstoncountygives.com) or follow on Facebook at [www.facebook.com/houstoncountygivesday](http://www.facebook.com/houstoncountygivesday).





**Mark Your Calendar**  
*Small Business Week*  
**May 4-8, 2015**

**Monday, May 4, 8:30 a.m. - 10 a.m.**

**Breakfast Seminar: *Safety in the Workplace***

Speaker: Capt. Antonio Gonzalez, Houston County Sheriff's Office

Location: Chamber Board Room

Cost: FREE to attend (Continental Breakfast)

\*Pre-registration required (334) 792-5138

**Monday, May 4, 2 - 3:30 p.m.**

**Afternoon Seminar: *How To Develop Your Brand Without Spending Money***

Speaker: Jill Williams, True Creative

Location: Chamber Board Room

Cost: FREE to attend \*Pre-registration required (334) 792-5138

**Tuesday, May 5, Noon**

**Small Business Week General Membership Luncheon**

Speaker: Dr. Jack Sasser, Wiregrass Rehabilitation Center Inc.

Location: Wiregrass Rehabilitation Center Inc's

Sterling Events Service Rotary Hall

Cost: \$15 per person; \$150 corporate tables (seats eight)

\*Pre-registration required (334) 792-5138

**Wednesday, May 6, 2 p.m. - 3:30 p.m.**

**Afternoon Seminar: *Engaging Your Employees***

Speaker: David Balmer, Emerald Coast Dale Carnegie Training

Location: Chamber Board Room

Cost: FREE to attend \*Pre-registration required (334) 792-5138

**Thursday, May 7, 11: 30 a.m. - 1 p.m.**

**Ladies ONLY Luncheon: *Hat's Off To Working Women***

Speaker: Jill Kloskey, Organized Living

Location: Dothan Country Club

Cost: \$15 per person \*Pre-registration required (334) 792-5138

*Wear your Kentucky Derby style hat; Door prize drawings*

*Thank You To Our General Membership Luncheon Sponsors*



**DOTHAN EAGLE**  
*Real People. Real News.*

**Upcoming Member Events**

- ▶ **Carmike Cinemas' Weekend "Kidtoon"**  
**Every Weekend • Times Vary**  
 Dothan Pavilion. Carmike Cinemas will play a special "Kidtoon" every weekend for only \$5. For more information, contact the local theatre at (334) 836-0813 or visit [www.carmike.com](http://www.carmike.com) for show times. Some locations will be able to have a special showing on Tuesday mornings for schools and daycares to take advantage of Carmike's Stimulus Tuesdays.
- ▶ **1st Saturday Family Day**  
**April 4 • 10:30 a.m.**  
 Wiregrass Museum of Art & Conference Center. This is a program that provides entertainment for the whole family. Children and their families can enjoy a different fun-filled activity each month. The program is free and open to children of all ages who are accompanied by an adult. For more information, contact the Museum at (334) 794-3871 or visit [www.wiregrassmuseum.org](http://www.wiregrassmuseum.org).
- ▶ **Easter Services**  
**April 5 • Times Vary**  
 Harvest Church. Harvest Church will hold its annual community-wide Easter church service and invites everyone to attend. There will be three services held Easter Sunday at 8 a.m., 9:30 a.m. and 11:15 s.m. For more information, call Harvest at (334) 702-6555 or visit [www.harvestdothan.com](http://www.harvestdothan.com).
- ▶ **Petrut Ceku, Classical Guitarist**  
**April 9 • 7 p.m.**  
 Wallace Community College Bencze Theatre. International guitar virtuoso Petrut Ceku will perform a concert. Ceku has distinguished himself as one of the leading guitarists of his generation. The program will include a diverse range of repertoire, from Baroque to Spanish music. The event is free. If you need accommodations under ADA, please contact Dr. Thomas Maple at 334-556-2616 at least two weeks prior to the show.
- ▶ **Annual Spring Plant Sale**  
**April 9 • Times Vary**  
 Dothan Area Botanical Gardens. This annual sale features a wide variety of plants of all types including shrubs, trees, flowering vines, ground covers and a large selection of hard-to-find plants including hydrangeas. Soil pH testing, kits for soil analysis and fire ant control information will also be available. Hours are Friday 9 a.m - 5 p.m. and Saturday 9 a.m. - 2 p.m. For more information, contact Cheryl Hatcher at call (334) 798-1034, email [jhatcher@graceba.net](mailto:jhatcher@graceba.net) or visit [www.dagb.com](http://www.dagb.com).
- ▶ **Start A Fire Tour**  
**April 9 • 7 p.m.**  
 Ridgecrest Baptist Church. The Start A Fire Tour with Unspoken, Jonny Diaz and JJ Weeks Band. To order tickets, call (855) 223-1008 or visit Ridgecrest Baptist Church, Eagle Eye Outfitters and The JOY FM Offices.
- ▶ **ACCFUCU's Golf Tournament**  
**April 17 • 10 a.m.**  
 Silver Wings Golf Course. The Army Aviation Center Federal Credit Union will hold its 25th Annual Golf Tournament for Fort Rucker Army Emergency Relief Fund. Entry Fee is \$55 for Silver Wings members; \$65 for non-members. Fee Includes lunch, cart, green fees and registration gift. To register, call Ken Long at (800) 448-4096 or (334) 598-4411, ext. 1702; or Kellie Pilcher at (334) 598-4411, ext. 1302.

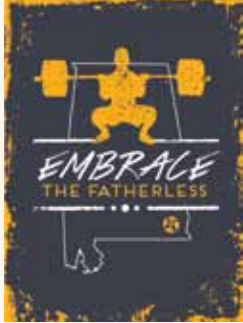
**Have an upcoming event planned?**

*Send your event information to [mmckean@dothan.com](mailto:mmckean@dothan.com)*





## Children's Homes To Hold Fundraiser



The Alabama Children's Homes and Family Ministries invites the community to join them at CrossFit Embrace Saturday, April 25, from 8:30 a.m. to 11 a.m. for an "Embrace the Fatherless" fundraiser to help children in need.

Everyone will have a great time competing while helping to raise funds to directly benefit children receiving care through Alabama Baptist Children's Homes.

A Workout of the Day will be created to accommodate a range of participants and will be shared online. From beginners who may be more

interested in having fun and trying something new, to more seasoned CrossFit athletes, this is an event everyone will enjoy.

Registration is \$30 per athlete and commemorative T-shirts will be provided for participants. Door prizes will also be given throughout the event and local food will be available for purchase. Sponsorship opportunities are also available.

If you would like more information on sponsorships, contact Jay Boyd at [jboyd@alabamachild.org](mailto:jboyd@alabamachild.org) or (334) 677-7856. To register for the fundraiser or for more information, you can also email Boyd, connect with the Children's Homes on Facebook (alabamachild or CrossFit Embrace) or visit online at either [www.alabamachild.org/embracethefatherless](http://www.alabamachild.org/embracethefatherless) or [www.crossfitembrace.com](http://www.crossfitembrace.com).

## Temple Emanu-El Plans Annual Deli Day

Temple Emanu-El will host its annual Deli Day selling a bag lunch to individuals and businesses for \$12 each Thursday, April 30. Lunches include a quarter pound corned beef sandwich on Atlanta Bread Company's Jewish rye bread, a Kosher dill pickle, bag of chips, chocolate chip cookie and condiments.

Lunches will be ready for pick up at the Temple

from 11 a.m. until 1 p.m. on that Thursday. Delivery is available on deli orders of eight or more lunches. The order deadline is April 20 with payment due by April 23.

To place your order, or for more information, call Temple Emanu-El at (334) 792-5001 or visit [www.dothandeliday.org](http://www.dothandeliday.org).

## Shute Pecan Celebrates 85 Years

Shute Pecan Co. Inc. recently celebrated the completion of its 85th pecan season. Started by Robert Shute in 1929, the business was originally located in downtown Dothan on Crawford Street until 1969 when it moved to the company's current location at 1475-1479 Ross Clark Circle.

The anniversary celebration was held at the company's retail store and was attended by several from the pecan industry, as well as friends and former employees. Jean Shute was recognized with the 85th year plaque for her years at the helm. Mrs. Shute ran Shute Pecan Co. for almost 50 years.

Also recognized were longtime employees, Eugene Hall, Steve Parker and Charles Harden for their decades of service to the company.

A wholesale broker of pecans, Shute Pecan also offers a retail store with a full line of healthy and decadent nut choices, gifts and Amish products.



Shute Pecan Co. Inc. recently celebrated its 85th anniversary. Pictured (l-r) are Sandi Shute Hodge, Kenneth Gaylard, Jean Shute, Charles Harden and Eugene Hall.



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## Blissett Receives CIPS Designation



Angela Blissett, Realtor

Berkshire Hathaway HomeServices Showcase Properties congratulates Angela Blissett who recently completed the course requirements for the Certified International Property Specialist designation. The CIPS designation is the only international designation recognized by the National Association of Realtors.

After completing the coursework requirements, designees instantly join a network of nearly 2,500 international property professionals around the world. These referral partners can help you do business in over 40 countries, and ensure that you will receive the same level of service no matter where your next home is located. Currently, there are only six Certified International Property Specialists in the state of Alabama.

Blissett has been in the real estate business for over 25 years and is licensed in Alabama and Florida. She is married to local home builder, Michael Blissett, their company, Blissett Builders Inc. has been building new residential homes in the Wiregrass area since 1993.

For more information, contact Jennifer Hamilton, director of marketing and operations, at (334) 792.7474.





## Exchange Center To Host Superhero's 5K Run/Walk

Mark your calendar and make plans to join the Exchange Center for Child Abuse Prevention and Mike Schmitz Automotive Group for the annual Superhero's 5K Run/Walk and Kids' One-Mile Fun Run/Walk Saturday, April 11, at the Westgate Tennis Center.

Race-day registration will be held from 6:30 a.m. to 7:45 a.m. in front of the Westgate Tennis Center on Whatley Drive. Start times are the 5K Run/Walk at 8 a.m. and the One-Mile Fun Run/Walk will follow.

Pre-registration entry fees are 5K \$20, One-Mile Fun Run \$10. Proceeds will benefit the Exchange Center's mission to stop child abuse and family violence through counseling, in-home support and prevention education services.

Unique awards will be given to first, second and third place runners in each age division. Awards will also be given to overall first, second and third place walkers.

For more information, or to register, contact Cindy Watt at (334) 671-1966 or [cindy@exchange-cap.org](mailto:cindy@exchange-cap.org).

## James Bowman Realty Welcomes New Realtors



*Judy Spears, Realtor*

James Bowman Realty Inc. welcomes Judy Spears and Kristi Wadsworth to its team of realtors.

A seasoned and experienced realtor who is familiar with Dothan and the surrounding areas, Spears is experienced in all loan programs and has a desire to make home closing a success. She has certifications in Accredited Buyers Representative, Certified Residential Specialist, Graduate Realtor Institute, Certified New Home Specialist and as an associate broker. She is married to Rick Spears.



*Kristi Wadsworth, Realtor*

Residing in Dothan for the past 16 years, Wadsworth joins the team as a realtor originally from Thomasville, Georgia. She previously worked for Covenant Methodist Church for the past 11 years. She is married to Clay Wadsworth and they have four daughters.

For more information on all the services offered through James Bowman Realty, contact Carrie Ann Blankenship at (334) 714-7522 or visit [www.dothanforsale.com](http://www.dothanforsale.com).

## Thornell Recognized As Top Advisor



*Todd Thornell, Financial Advisor*

Merrill Lynch announces that Financial Advisor Todd Thornell has been nationally recognized as a top advisor by *Barron's* magazine in its annual "America's Top 1,200 Advisors: State-by-State" list, published February 2015. In total, 293 Merrill Lynch advisors are included on this year's list.

Advisors considered for the "America's Top 1,200 Advisors: State-by-State" ranking have a minimum of seven years of financial services experience and have been employed at their current firm for at least one year.

Quantitative and qualitative measures used to determine the advisor rankings include: client assets, return on assets, client satisfaction/retention,

compliance records, and community involvement, among others. *Barron's* does not receive compensation from advisors, participating firms and their affiliates, or the media in exchange for rankings.

"Todd's inclusion on *Barron's* magazine's annual 'America's Top 1,200 Advisors: State-by-State' list demonstrates his commitment to providing clients a personalized and holistic financial approach to help them pursue personal goals. This recognition is well-deserved, and we are proud to support Todd with the strength of the firm's resources as he continues to offer insightful guidance to clients," said David Oberman, complex director.

Thornell resides in Dothan and has been a part of Merrill Lynch's Dothan office for 17 years.

For more information, contact Jan Shelley, client associate, at (334) 677-0518 or [janet\\_shelley@ml.com](mailto:janet_shelley@ml.com).

## SEACT Presents "Dixie Swim Club"



The Southeast Alabama Community Theatre will close its regular season with *The Dixie Swim Club* at The Cultural Arts Center April 28 - May 2.

Five Southern women, whose friendships began many years ago on their college swim team, set aside a long weekend every

August to recharge those relationships. Free from husbands, kids and jobs, they meet at the same beach cottage to catch up, laugh and meddle in each other's lives. Over four weekends in a span of 33 years, their lives unfold and each relies increasingly on the others for advice and validation in this hilarious and touching comedy.

Tickets go on sale April 13 for this Hope, Jones and Wooten comedy that makes for a great girls night out. For performance times, ticket information or more, visit [www.seact.com](http://www.seact.com).

## WITH STROKE, TIME LOST IS BRAIN LOST.



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## Dothan Express To Host Refresh Leadership Live Simulcast

Express Employment Professionals of Dothan will host the 2015 Refresh Leadership Live Simulcast, a nationwide leadership event featuring retail giant Daymond John, actor Dan Aykroyd and motivational speaker Liz Murray.

Back for its sixth year, the event will be simulcast Wednesday, April 15, at Wiregrass Rehabilitation Center Inc.'s Sterling Events Services Rotary Hall. To register, visit [www.refreshleadership.com/live](http://www.refreshleadership.com/live). There is no charge for this event; however, a minimum donation of \$10 for the Alzheimer's Resource Center is being requested. Seating is limited, so register early.

"Express is proud to present this exciting opportunity for business leaders throughout our community," said Terry Stansell, Dothan Express franchisee. "Each speaker in this year's distinguished

lineup was specifically chosen for their proven expertise and extraordinary accomplishments."

John is CEO of FUBU and Shark Branding and a TV personality on ABC's "Shark Tank." He will share the exact goal-setting strategies he attributes to his success and will teach participants how to incorporate them into all their endeavors.

Actor, comedian, screenwriter, musician and businessman, Aykroyd will discuss the role great leadership has played in his legendary career – both on and off the big screen.

Murray is a motivational speaker and bestselling author of "Breaking Night: A Memoir of Forgiveness, Survival, and My Journey from Homeless to Harvard." She inspires participants to achieve their goals by sharing her extraordinary story of survival.

"Express has a strong presence in Dothan and we are pleased to offer Refresh Leadership Live as a way to give back to the business community," added Stansell.

For more information, call the local Express office at (334) 671-1315 or visit [www.expresspros.com](http://www.expresspros.com).



## March of Dimes' Invites You To Join The March For Babies

The community is invited to join the March of Dimes for the organization's annual March for Babies Saturday, May 9, at Eastgate Park from 9:30 a.m. until 1 p.m. The event promises to be a fun day out with people who share the passion for improving the health of babies.

Registration on event day will begin at 8:30 a.m. and the walk will get underway at 9:30 a.m. It's not too late to get your team together and walk to help raise money for babies right here in our community.

For more information, or to register your team, call Jenny Tidmore at (334) 792-0149, email [jtidmore@marchofdimes.org](mailto:jtidmore@marchofdimes.org) or visit [www.marchforbabies.org](http://www.marchforbabies.org).

## 18th Annual Community-Wide Prayer Breakfast

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



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

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

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

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

## 7th Annual WIREGRASS ECONOMIC FORUM

*Presented by CapSouth Partners*



### Join Us April 23rd!

**Table Sponsor**-----\$350.00  
Includes a reserved table for eight, recognition in the program, and an advertisement slide in the presentation that will be rolling before and after the program. Note: Deadline for slides is April 6th.

**Individual Tickets** -----\$20.00

For more information, please contact Meredith Agan or Scott Fain at 334.673.8600 or [sfain@capsouthpartners.com](mailto:sfain@capsouthpartners.com).

[www.wiregrasseconomicforum.com](http://www.wiregrasseconomicforum.com)

### When

Thursday, April 23, 2015  
Doors and Buffet Open 11:00a  
Program 11:30a to 1:30p

### Where

Wiregrass Church  
900 W. Main Street  
Dothan, Alabama

### What

A first-class event that you will not want to miss, providing economic updates and insights, featuring local businesses and recognizing their contributions.

### Thank you to our Forum Partners:







## Troy University Offers Health, Wellness Fair

Local community health care providers and organizations will provide free screenings and information during Troy University' Annual Health and Wellness Fair Tuesday, April 14, from 9 a.m. until noon on the Dothan Campus in Malone Hall's Harrison Room.

Vendors will also be present to provide information on wellness topics including exercise, nutrition and personal safety along with free access to a range of services including blood pressure, vision test and body composition analysis. The event is free and open to the public.

For more information, call Charlene Owings at (334) 983-6556, ext. 1204 or [cowings@troy.edu](mailto:cowings@troy.edu).

## Tri-State BBQ Festival April 10 - 11

The 10th annual Tri-State BBQ Festival will be held at the Houston County Farm Center Friday-Saturday, April 10-11. This year's entire festival is being filmed for the TV show "BBQ Pit Wars" on the Destination America channel.

Friday's events are from 5-10 p.m. and features the BBQ Bash Yard Party with a concert at 7 p.m. by the R&B band Legacy. There will also be bicycle stunt shows, a reptile show and a whole hog cooking class at 6:30 pm.

On Saturday, festival hours are from 10 a.m. until 6 p.m. and the BBQ competition kicks off and offers over \$10,000 in prize money. There will also be a car show, bicycle stunt shows, kids cook off, sweet tea contest, reptile programs, live music, BBQ tasting tent, shopping with vendors, cooking classes and a lot more.

Admission is \$10 per person, with children ages 6 and under free. To purchase tickets, or for additional information, visit [www.tristatebbq.com](http://www.tristatebbq.com) or call (334) 699-1475.

Wallace Community College presents  
**History, Art, and Legacy  
of the Gee's Bend Quilters**

Tuesday, April 14th, 6:00-8:00 P.M.  
Lecture, Musical Performances, and  
Discussion Panel

Guests: Art Historian, Stephanie Bursk-Fuchsberg  
Quilters: Mary Finn and China Pettway

Quilt Exhibition and Sales • 8:00-9:00 P.M.  
Quilts on sale until 8:00 p.m. The quilts from the Gee's Bend project will be on display.

1141 Wallace Drive, Dothan, AL 36503  
Cherry Hall • Seneca Theatre  
For more information contact:  
Instructor Ashley Bell  
Phone (334) 556-2536 or  
email [ebell@wallace.edu](mailto:ebell@wallace.edu)

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## ServisFirst Bank Announces New Leadership



*Harrison Morris,  
CEO*



*Steve McCarroll,  
Board of Director*

Ronald DeVane, ServisFirst Bank Dothan's Board of Directors chairman, announces Harrison Morris as CEO of ServisFirst Bank Dothan and Steve McCarroll to the Board of Directors.

Serving with the bank since inception of the Dothan region in 2008, Morris will transition from president to CEO and president of ServisFirst Bank Dothan providing leadership to the already successful team of bankers and valued clients.

Morris has over 17 years of banking experience. Prior to ServisFirst Bank, he served in various leadership roles with banks throughout Alabama, including senior community banker for Wachovia Bank in Montgomery and market president of Wachovia's operation in Dothan.

"It is an honor to announce Harrison Morris as CEO and the addition of Steve McCarroll to our Board of Directors," stated DeVane. "Harrison's commitment to the bank over the past seven years has had a huge impact on our many successes. He is not only a great banker, but also a great leader within the bank and the Dothan community. Steve's caliber of experience within the industry will provide insight and leadership to further growing ServisFirst Bank. An active member in the community whose reputation precedes him, Steve will serve as a liaison and representative for the bank throughout the Dothan area."

Additionally, McCarroll's experience within the banking industry will further strengthen the bank's commitment to providing quality banking services to clients throughout the Dothan area. McCarroll, who brings over 33 years of experience in the banking industry, most recently serving as president of Compass Bank in Dothan, where he retired in 2013.

For more information about ServisFirst Bank, visit [www.servisfirstbank.com](http://www.servisfirstbank.com).

## Accuracy.



## Robotic-Assisted Joint Replacement.

If joint pain or stiffness is keeping you from doing the things you love, our robotic-assisted joint replacement surgery could help you get back to the life you deserve. Flowers Hospital now offers innovative, robotic technology for partial knee and total hip replacements – and because it's minimally invasive, many patients experience significantly less pain, a shorter hospital stay, and a quicker recovery than with traditional joint replacement surgeries. You will find support and comfort from our team of dedicated surgeons and specially trained nurses and technicians who will be with you every step of the way.

**For more information about the Flowers Hospital Joint Replacement Center, and to find out if you may be a candidate for robotic-assisted partial knee or total hip replacement, call 334-944-7068 or visit [FlowersHospital.com/RoboticAssistedSurgery](http://FlowersHospital.com/RoboticAssistedSurgery).**

**Flowers Hospital**  
FlowersHospital.com

Patient results may vary. Before you decide on surgery, discuss treatment options with your doctor. Understanding the risks and benefits of each treatment can help you make the best decision for your individual situation.





## Fort Rucker, The Next Steps

Four weeks ago, Dothan citizens, Chamber members and the Wiregrass community turned out in full force to share with U.S. Army officials how important Fort Rucker is to our local economy and our national security. It's now time to take action again.

By the time this article is published, both the U.S. House and Senate will have released their budget bills, and it is important that we speak up and let our elected officials in Washington know that sequestration must be stopped. Sequestration is the law that is currently in place that will result in cuts to our military. Those cuts could dramatically affect Fort Rucker.

Please take the time to call the below elected officials and share with them your personal stories of how important Fort Rucker is to the Wiregrass economy, why we must maintain a strong national defense and ask them to stop sequestration.

- U.S. Rep. Martha Roby, (202) 225-2901 - Thank her for standing strong for Fort Rucker and to keep working to stop sequestration.
- U.S. Sen. Richard Shelby, (202) 224-5744 -

Thank him for standing strong for Fort Rucker and to keep working to stop sequestration.

- U.S. Sen. Jeff Sessions, (202) 224-4124 - Thank him for standing strong for Fort Rucker and to keep working to stop sequestration.
- U.S. Rep. Gary Palmer, Alabama member on the House Budget Committee, (202) 225-4921 - Please ask him to stop sequestration.
- U.S. Rep. Tom Price, House Budget Committee chairman, 202-225-4501 - Please ask him to stop sequestration.
- U.S. Sen. Mike Enzi, Senate Budget Committee chairman, (202) 224-3424 - Please ask him to stop sequestration.

Fort Rucker is the heartbeat of the Wiregrass, and we need to keep it strong. If you have any questions, or need more information, contact Dean Mitchell, Chamber's director of external affairs, at (334) 792-5138 or [dmitchell@dothan.com](mailto:dmitchell@dothan.com).

## Annual Alzheimer's Conference

Dothan Civic Center • 8 a.m.

The Alzheimer's Resource Center and Wallace Community College will host the 26th Annual Alzheimer's Conference Wednesday, April 1, at the Dothan Civic Center from 8 a.m. until 3 p.m. The theme for this year's conference is "Best Care Practices in Dementia Care; Providing Care without the Fight."

This year's speaker will be Teepa Snow, world renowned speaker and educator on Alzheimer's disease and caregiving. Snow is an advocate for those living with dementia and has made it her personal mission to help families and professionals to better understand the disease and how to care for those who have it.

On event day, registration will begin at 7:30 a.m. The cost is \$65 with CEUs and \$25 without CEUs.

To register, call Wallace Community College at (334) 556-2205. For more information, contact the Alzheimer's Resource Center at (334) 702-2273.

## Four Star Freightliner Celebrates 15th Anniversary

February marked an important milestone in the history of Four Star Freightliner Inc. when the company celebrated its 15th anniversary.

The history of Four Star Freightliner began in 2000 when Jerry Kocan acquired two Freightliner dealerships in Dothan and Montgomery, Alabama. Kocan made the purchases following a successful career as Vice President and General Manager of one of the largest truck dealerships in the Southeast.

"My family encouraged me and moved 200 miles southwest to support my dream. Without them none of this would have been remotely possible," said Kocan. "I want to recognize my wife, Nancy and daughters (Meredith and Samantha) for believing in my dream to build a truck dealership that is employee and customer focused."

Four Star Freightliner later purchased dealerships in Tifton (2001), Valdosta (2011) and Albany (2014), Georgia; Tallahassee, Florida (2003). The original name of the company, Freightliner of Southern Alabama, was changed to Four Star Freightliner in 2006.

Four Star Freightliner is now the Southeast region's leading heavy and medium duty truck dealer that offers a complimentary line of Freightliner, FUSO, and Western Star brand trucks for both highway and vocational use.

For more information, visit Four Star online at [fourstarfreightliner.com](http://fourstarfreightliner.com).



Four Star Freightliner Inc. recently celebrated the company's 15th anniversary. Pictured (l-r) is the Kocan family: Meredith, Samantha, Nancy and Jerry.

## Are You A Member-To-Member Participant?

Through the Dothan Area Chamber of Commerce's Member-to-Member Discount Card program, members are encouraged to network with and buy from other members. The program has seen a huge response from members and their employees since inception.

Today the card continues to offer discounts off services and products from over 25 participating Chamber members upon presentation. Are you a participant? Being a participant not only helps promote your business, but also demonstrates your membership commitment.

Any Chamber member may participate in the

program by deciding on the discount or promotion to offer. Participation in the program is all voluntary, and the only requirement is that the discount be offered for at least 30 days.

A current and printable version of the Participating Chamber Member Discount List is available on the Chamber's website [www.dothan.com](http://www.dothan.com) under the "Chamber" tab for easy reference. The list is updated as needed.

For more information about this Chamber benefit or to become a participant, call LaRhonda Robinson, director of membership, at (334) 792-5138 or [lrobinson@dothan.com](mailto:lrobinson@dothan.com).



**Bob Whiddon**  
Producing Branch Manager  
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[www.wallace.edu/golf4edu](http://www.wallace.edu/golf4edu)

## Ongoing Small Business Series

The Entrepreneurship Council, which emanated from the City of Dothan's Economic Summit on Jobs, has blended with the Small Business Development Council of the Dothan Area Chamber of Commerce. The Council has also recently started their fourth year of presenting a series of seminars on the basic information and activities leading up to starting a new business.

For the first few years, the seminars were held exclusively at the Mixson Business Center, but to date this year, the programs are being conducted on the Troy University Dothan Campus. Additionally, coordination is underway to provide informative programs at the downtown library location.

The recurring series topics include: selecting a business structure, business plans, zoning and licensing, financing options, and marketing among others. Notice of upcoming events are provided by flyers, email, social media and announcements provided by the Dothan Eagle.

The Entrepreneurship Council also hosts a social event each year and recognizes those that provided program support throughout the year.

If you would like further information, contact Steve Turkoski, Chamber's project director, at (334) 792-5138 or [sturkoski@dothan.com](mailto:sturkoski@dothan.com).

*"Small businesses are the engines of job growth and an integral part of the framework of the American economic system."*

— Gov. Robert Bentley

## Small Business Facts

Below are various small business facts reported by the U.S. Small Business Administration website:

- The 23 million small businesses in America account for 54 percent of all U.S. sales.
- Small businesses provide 55 percent of all jobs and 66 percent of all net new jobs since the 1970s.
- The 600,000 plus franchised small businesses in the U.S. account for 40 percent of all retail sales and provide jobs for some 8 million people.
- The small business sector in America occupies 30-50 percent of all commercial space, an estimated 20-34 billion square feet.
- The number of small businesses in the United States has increased 49 percent since 1982.
- Since 1990, as big business eliminated 4 million jobs, small businesses added 8 million new jobs.

The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

Source: U.S. Small Business Administration, *Small Business Trends*, "Small Business, Big Impact!" [www.sba.gov/offices/headquarters/ocpl/resources/13493](http://www.sba.gov/offices/headquarters/ocpl/resources/13493).

## Employment Law Resource

The U.S. Department of Labor, Office of the Assistant Secretary for Policy, has created an online *Employment Law Guide: Laws, Regulations and Technical Assistance Services*.

This *Guide* describes the major statutes and regulations administered by the U.S. Department of Labor that affect businesses and workers. The *Guide* is designed mainly for those needing "hands-on" information to develop wage, benefit, safety and health and nondiscrimination policies for businesses.

The *Employment Law Guide* is available at [www.dol.gov/compliance/guide/index.htm](http://www.dol.gov/compliance/guide/index.htm).

## Small Business Tips

### Act fast, stay calm to manage negative reviews

Terry Powell says unhappy customers have a tendency to vent online, so business owners need to effectively manage complaints. Among his tips are to respond as soon as possible, take responsibility when appropriate and avoid making defensive or emotional replies. Read more: [www.entrepreneur.com/article/238753](http://www.entrepreneur.com/article/238753). (Source: *Entrepreneur online*, Terry Powell, "4 Cool-Handed Ways for Responding To Negative Comments Online," Nov. 5, 2014)

### How to get customers to refer your business

Word-of-mouth marketing must be worked at to be effective in lead generation. Brian Barquilla writes that customers must feel comfortable with your level of expertise before they will recommend you, so focus on creating content that demonstrates your knowledge, such as writing white papers, hosting webinars and speaking at live events. Read more: [www.entrepreneur.com/article/241529](http://www.entrepreneur.com/article/241529). (Source: *Entrepreneur online*, Brian Barquilla, "3 Ways to Boost Word of Mouth and Referrals for Your Business," Jan. 30, 2015)

### Avoid these common legal pitfalls

There are a number of common ways business owners may be breaking the law without realizing it, including failing to collect sales tax, inadvertently selling recalled merchandise and mismanaging investors' money, Eric McGehearty writes. "If you're engaging in any kind of activity that your grandmother would not approve of, then you have a problem," says lawyer Mick Mickelsen. Read more: [www.forbes.com/sites/theyec/2015/02/02/10-ways-businesses-unknowingly-break-the-law/](http://www.forbes.com/sites/theyec/2015/02/02/10-ways-businesses-unknowingly-break-the-law/). (Source: *Forbes online*, Eric McGehearty, "10 Ways Businesses Unknowingly Break The Law," Feb. 2, 2015)

### Tips for updating your employee manual

It's critical to keep your HR policies up to date, and Gene Marks offers nine areas to think about when reviewing your manual. He advises to be aware of minimum-wage laws, develop a policy for email use and clarify your sick-leave procedures. Read more: [www.inc.com/gene-marks/9-additions-you-need-to-make-to-your-hr-manual-right-now.html](http://www.inc.com/gene-marks/9-additions-you-need-to-make-to-your-hr-manual-right-now.html). (Source: *Inc. online*, Gene Marks, "9 Additions You Need To Make To Your HR Manual Right Now," March 11, 2015)

### Be aware of tax breaks, changes as you prepare to file

Small businesses should key in on four key aspects of the U.S. tax code as the season continues, including changes around health care credits. Other available credits and deductions include last year's extension of more than 50 tax breaks. Read more: [www.entrepreneur.com/article/243810](http://www.entrepreneur.com/article/243810). (Source: *Entrepreneur online*, Mike D'Avolio, "4 Tax Code Changes Small-Business Owners Should Know About," March 11, 2015)

### Positive communication increases job satisfaction

Fifty-five percent of workers derive great satisfaction from receiving a "thank you" from their direct manager, and 70 percent of employees say positive feedback from co-workers at any level is a satisfaction-booster, according to a study by Kronos. Read More: [www.businessnewsdaily.com/7814-make-employees-appreciated.html](http://www.businessnewsdaily.com/7814-make-employees-appreciated.html). (Source: *BusinessNewsDaily.com*, Chad Brooks, "The Simple Thing You Can Do to Make Your Employees Happy," March 5, 2015)

### Best practices for better invoicing

Teddy Nykiel writes that software such as QuickBooks, FreshBooks and Xero can make the invoicing process simpler and faster. Experts say it's also important to establish clear expectations with customers and implement a numbering system to help you stay organized. Read more: [www.nerdwallet.com/blog/small-business-finances/7-tips-effective-invoicing/](http://www.nerdwallet.com/blog/small-business-finances/7-tips-effective-invoicing/). (Source: *NerdWallet.com*, Teddy Nykiel, "7 Tips for Effective Invoicing," March 16, 2015.)





Nomination Form  
Deadline: April 30, 2015

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

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

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

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

A maximum of 40 people will have the opportunity to participate in Leadership Dothan each year. Tuition is \$750 for each participant. The tuition covers the opening retreat, meals, program materials and transportation.

**PLEASE SEND AN APPLICATION FOR LEADERSHIP DOTHAN TO:**

Name: \_\_\_\_\_

Business/Organization: \_\_\_\_\_

Mailing Address: \_\_\_\_\_  
\_\_\_\_\_

E-mail Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Person Nominating Candidate: \_\_\_\_\_

Business/Organization: \_\_\_\_\_

Either mail or fax this form to:

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

Nominations are due by April 30, 2015.  
Thank you for your nomination!



## Laureate Nomination Form

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

Name of Nominee: \_\_\_\_\_

Born (date and place): \_\_\_\_\_

Deceased (date and place): \_\_\_\_\_

Company/Organization (if currently employed): \_\_\_\_\_  
\_\_\_\_\_

Work Address: \_\_\_\_\_

Work Phone: \_\_\_\_\_

Web Address: \_\_\_\_\_

Work E-mail: \_\_\_\_\_

Present Title/Position: \_\_\_\_\_

No. of Years: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

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

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

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

Nomination Submitted By: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Telephone: \_\_\_\_\_

E-mail: \_\_\_\_\_

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

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

April 2015

THIS ISSUE:

Annual Beef Expo Wonderful Showcase

Grow Dothan Working For The Wiregrass

Identification And Quantifications

2015 Alabama State Games

Shute Pecan Celebrates 85 Years

Thornell Recognised As Top Advisor

Refresh Leadership Live Simulcast

ServisFirst Announces New Leadership

Four Star Freightliner Celebrates 15th Anniversary

DOOTHAN AREA CHAMBER OF COMMERCE



This Year's Showcase of Achievement

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ECONOMIC INDICATORS	
▼	<b>Labor Force for the Dothan MSA for January:</b> 61,634 in 2014; 61,227 in 2015 58,191 in 2014; 57,933 in 2015 Employed
▼	<b>Unemployment for the Dothan MSA for January:</b> 5.6% in 2013; 5.4% in 2014
▲	<b>Residential Building Permits for the City of Dothan for January:</b> 10 issued (\$2.21 million) in 2014; 23 issued (\$5.55 million) in 2015
▲	<b>Home Sales in Dothan for January:</b> 69 sold in 2014; 76 sold in 2015
▼	<b>Enplanements for Dothan Regional Airport for January:</b> 3,885 in 2014; 3,332 in 2015
▲	<b>Houston County &amp; Dothan Sales and Use Tax Collections (\$) for January:</b> \$1,719,193 in 2014; \$1,812,555 in 2015 (County) \$4,033,884 in 2014; \$4,462,234 in 2015 (City)

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 3/12/15. Visit [www.dothan.com](http://www.dothan.com) for the most current information.