

C H A M B E R

Dothan Area Chamber of Commerce CONNECTIONS

Dothan Area Chamber of Commerce

April 2016



WORKFORCE
MEETING THE CHALLENGE
To Shape The Future

PAGE 5

GLASSTREAM
LAUNCHES COASTAL
INTERCEPTOR VESSELS

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JOB OUTLOOK
For Alabama

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Your Cover Photo



Your cover photo features Grow Dothan Chairman Mark Saliba, Alfred Saliba Corp.; Dr. Linda Young, Wallace Community College; and DACC Education and Workforce Development Council Chair Mary Beth Reynolds, Personnel Resources.

www.dothan.com
(334) 792-5138



Events Calendar

April

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** ▶ **Ribbon Cutting: Bama RV – 10:30 a.m.**
Location: 5386 Montgomery Highway
- 5** ▶ **Ambassador and Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 6** ▶ **Ribbon Cutting: Child & Family Services of Southeast Alabama Remodel – 10:30 a.m.**
Location: 100 Westside Drive
- 7** ▶ **Ribbon Cutting: Home Helpers – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 11** ▶ **Legislative Affairs Committee Meeting – 7:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 12** ▶ **Ribbon Cutting: Employment Advocates – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 13** ▶ **Community-Wide Prayer Breakfast – 7:30 a.m.**
Location: 126 N. St. Andrews St. (Dothan Civic Center)
*See page 7 for more information
- Youth Leadership Dothan-Houston County Public Safety Day – 7:45 a.m.**
Location: TBA
- Ribbon Cutting: E + Me – 10:30 a.m.**
Location: 131 N. Foster St. (The Nest)
- 14** ▶ **Ribbon Cutting: Threads, A Southern Boutique – 10:30 a.m.**
Location: 1376 Westgate Parkway
- 19** ▶ **Education Committee Meeting – 4 p.m.**
Location: TBA
- 20** ▶ **Board of Directors' Meeting – 8:15 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 21** ▶ **Leadership Dothan Economic Development Day – 7:45 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 26** ▶ **Ribbon Cutting: Cheeburger Cheeburger – 10:30 a.m.**
Location: 4871 Montgomery Highway, Suite 1 (Dothan Pavilion)



Earnie's Snowballs

3104 Ross Clark Circle
Dothan, AL 36303
Earnie Faulk
(334) 685-5787
RESTAURANTS



**Wal-Mart
Neighborhood Market**

3871 W. Main St.
Dothan, AL 36305
Jennifer Brunje
(334) 547-6508
DEPARTMENT STORES



**Ingram Land &
Development, LLC**

2441 County Road 99
Newville, AL 36353
Tim Ingram
(334) 585-9001
www.ingramland.com
LAND DEVELOPERS



**REMODELS
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3040 Ross Clark Circle
Dothan, AL 36301
Chris Bailey
(334) 671-3000
www.marriott.com/dhncy
HOTELS/MOTELS



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www.thejeweledaffair.com
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Dothan, AL 36304
Jim Martin
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376 Westgate Parkway
Dothan, AL 36303
Pam Bennett
(334) 333-3839
[www.marykaycosmetics.com/
pambennet](http://www.marykaycosmetics.com/pambennet)
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SKIN CARE




**Schedule A
Ribbon Cutting!**

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

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

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

**Mary Kay Cosmetics
(Ham)**

376 Westgate Parkway
Dothan, AL 36303
Jennifer Ham
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www.jenniferhamunit.com
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(Physical)
817 Hodgesville Road
Dothan, AL 36301
Ph: (334) 699-2555
Fax: (334) 671-4251
www.dakotacoffeeworks.com
COFFEE SHOP

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10876 S. State Highway 605
Slocomb, AL 36375
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www.dothanhoops.com
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Slocomb, AL 36375
Ph: (334) 618-7543
www.employmentadvocates.biz
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Jennifer Hamilton
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Dothan, AL 36305
Ph: (334) 794-6725
Fax: (334) 712-9717
www.greystonedothan.org
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www.hancockbank.com
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AND/OR PLANNING

Wal-Mart Neighborhood Market

Jennifer Brunje
3871 W. Main St.
Dothan, AL 36305
Ph: (334) 547-6508
DEPARTMENT STORES



Mark Your Calendar Small Business Week May 9-13, 2016

Monday, May 9, 7:30 a.m. - 9 a.m.
Good Morning Networking (The Network Exchange)
Location: Courtyard by Marriott
Cost: FREE to attend

Monday, May 9, 11:30 a.m. - 1 p.m.
Luncheon Seminar: The Power of the Inbox
Presenter: TBA
Location: Chamber Board Room
Cost: \$10 per person
*Pre-registration required (334) 792-5138

Tuesday, May 10, Noon
Small Business Week General Membership Luncheon
Speakers: Mark and Susan Anderson, Eagle Eye Outfitters Inc.
Location: Wiregrass Rehabilitation Center Inc's
Sterling Events Service Rotary Hall
Cost: \$15 per person; \$150 reserved table (seats eight)
*Pre-registration required (334) 792-5138

Wednesday, May 11, 2-4 p.m.
Afternoon Seminar: Workplace Safety - First Aid & CPR
Presenter: Bruce McNeil, Wiregrass LifeFlight
Location: Chamber Board Room
Cost: FREE to attend
*Pre-registration required (334) 792-5138

Thursday, May 12, 8:30 a.m. - 10 a.m.
Breakfast Seminar: The Path To Successful Hiring
Presenter: Sheila Duram, Manpower
Location: Chamber Board Room
Cost: \$5 per person
*Pre-registration required (334) 792-5138

Friday, May 13, 10 a.m. - Noon
Morning Seminar: Nonprofit Funding Strategies & Making Data Work For You
Presenter: Tamara Page, Habitat for Humanity International
Location: Chamber Board Room
Cost: FREE to attend
*Pre-registration required (334) 792-5138

RenewingMembers

50 Or More Years

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W.P. Shealy Advertising Inc.

40-49 Years

Beasley Pharmacy
Blue Cross and Blue Shield
of Alabama
Coca-Cola Bottling Co.
United Inc.
Dothan Hardware and
Supply Co. Inc.
MidSouth Bank
Polyengineering Inc.
Southern Bone and
Joint Specialists
Southern Clinic, PC

30-39 Years

Burnett Valuation Services, LLC
Carriage House Apartments
Colony Square Apartments
Dothan Country Club
Professional Lane
Dental Associates
Schad Flower & Garden Shop
Troy University
ValCom Wireless/CCS
Technology
Women's Health Care
of Dothan, PC

25-29 Years

ConAgra Foods
Golf +
Southern Coaches Inc.

U.S. Business Products Inc.

20-24 Years

Alabama Department of
Rehabilitation Services
Community Bank and Trust
(CB&T)
Dothan Specialty Clinic
Edward Jones - Randy Hurst,
Financial Advisor
Helms Management &
Financial Solutions
Office Depot #274
SunSouth John Deere
Surgery Center South

15-19 Years

AFLAC
Exchange Center for Child
Abuse Prevention
SunSouth Bank
The Mobile Attic
The Terrace at Grove Park

10-14 Years

Ag Fibers, LLC
Alabama Technology Network
Construction Partners Inc.
Dothan Association of Realtors
Edward Jones - Ronald Sommer,
Financial Advisor
Lewis Construction, LLC
Noland Hospital Dothan
Prim & Mendheim, LLC
SERVPRO of Dothan
SofSpeak International, LLC

The Berry Co.
Zack's Family Restaurant
& Catering

5-9 Years

Dothan Area Chamber
Foundation
Drew Owen State Farm
Insurance
George T. Bagby State Park &
Lodge
The Grand on Foster
Wiregrass Construction Co. Inc.

1-4 Years

ADT Security Services Inc.
Affordable Dentures
Alabama Baptist Children's
Homes & Family Ministries
Appogee Marketing, LLC
Crossfire Cheer Academy
Dothan-Houston County
Rotary Club
Folklore Brewing & Meadery
Genesis Housing Development
Corp.
Hometown Lenders, LLC
Mary Kay Cosmetics
(Massingill)
Media Mechanical Services, LLC
Mosquito Squad of the
Wiregrass
NUW Graphics
Security Finance Corp. of
Alabama

Workforce Development

Meeting The Challenge To Shape The Future

By Mary Beth Reynolds, Education And Workforce Development Council Chair, And Mark Saliba, Grow Dothan Chairman

Workforce development has been identified in both the private and public sector as a critical component of economic development. The Dothan Area Chamber of Commerce recognizes that the skill level of our working population is critical for economic growth and business recruitment. It also recognizes that the development of work-related skills is a major driver of economic development and the two initiatives, workforce development and economic development, are interdependent and overlapping.

In the DACC'S 2015-2016 Strategic Plan, the second goal identified is to develop a seamless education and workforce system. It is through partnerships with state, county, city, educational institutions, private companies and business leaders that our area is able to continually "meet the challenge" and "shape the future."

When you look at national and state workforce analysis, we find that:

- Middle-skill jobs are defined as occupations requiring both education and training - a high school diploma, but less than a four-year degree.
- Approximately 54 percent of U.S. jobs can be classified as middle-skill, making it the largest segment in the U.S. job market. Currently only 44 percent of employees have the necessary training, thus leaving many jobs unfilled.

In Alabama, the problem is even greater:

- Sixty percent of Alabama jobs are considering middle-skill with only 47 percent of the available workforce trained to fill them.
- Seventy-three percent of the high demand and 45 percent of the fastest growing occupations in Alabama will require at least an associate degree or some post-secondary education. At the current rate, Alabama will suffer a 200,000 worker shortfall by 2031.

The Chamber and Grow Dothan are fortunate that we have a strong set of dedicated and caring partners that help us put together solutions to solve the workforce challenge. They include:

- Alabama Community College System;
- Alabama Industrial Development Training;
- Alabama Technology Network;
- Dothan Career Center;
- Dothan Technology Center;
- Houston County Technology Center;
- Region 10 Workforce Council;
- Troy University; and
- Wallace Community College.



In addition, the DACC has seven local employment agencies that also play a key role in helping businesses find the right employee:

1. Express Employment Professionals;
2. Ford Finders Employment Services;
3. Kelly Services Inc.;
4. Manpower;
5. Personnel Resources;
6. PRemployer Inc.; and
7. ResourceMFG.

Dr. Linda Young, Wallace Community College president, and her staff are continually listening to and taking note of the job needs and concerns of area businesses. As a result, WCC has initiated several career-technical programs to help meet these needs, which include welding, HVAC, electrical technology and soon-to-be agriculture technician and sheet metal training programs. The college strives to match educational and training programs to the needs of the regional community, and the Chamber values this partnership with WCC.

Economic and workforce development go hand-in-hand, and efforts to improve growth are at the forefront of the Dothan Area Chamber of Commerce's mission. With the team of great partners listed above, we will continue to "meet the challenge" and "shape the future."

Team Of The Month

Risky Business

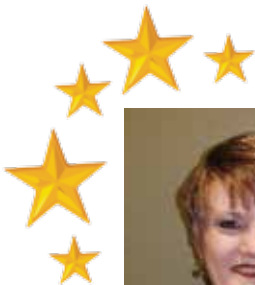


Congratulations to the Ambassador and Diplomat Team of the Month "Risky Business" for claiming this month's title. Pictured (seated l-r) are **Faye Turner**, Midsouth Paving Inc.; **Jo Ann Kirkland**, AFLAC; (standing) **Adam O'Brien**, Wells Fargo Bank, NA; **Kyle Woodham**, "Dothan Eagle"; **Julian Palmer**, Scotts Ortho Miracle-Gro; and **Donnie Wells**, The Real Estate Group.

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



Cassie Glover
Avadian Credit Union



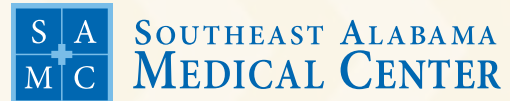
Houston County
Spirit of Service

Spirit of Service Day Kicks Off In Houston County

Kick-off celebrations were held recently at the Peggi Crawford James Memorial Park for the 27th Annual Spirit of Service Day set for Saturday, April 23.

This year's event is also partnering with Houston County Gives Day, which will take place Friday, April 22, from 3 p.m. to 6:30 p.m. at Eagle Eye Outfitters where 20 nonprofits will have informational booths set up.

For a complete list of projects needing volunteers, to register a project or for more information, contact Linda Kelley, Dothan Area Chamber's director of community development, at (334) 792-5138 or lkelly@dothan.com.



SAMC Offers Senior Driving Class

The Southeast Alabama Medical Center will again offer a senior driver safety class Tuesday, April 26, from 8:30 a.m. to 3:30 p.m. in the Doctors Building 7th Floor Conference Room.

Part of SAMC's Senior Discovery program, the one-day course is developed by AARP and taught by a certified instructor. The program is designed to help mature drivers refine existing skills and develop safe defensive driving techniques.

The cost is \$15 for AARP members and \$20 for non-members. A light lunch will be provided. All participants will receive a certificate of completion. SAMC's Diabetes Treatment Center will provide free diabetes screening. Free vision screening and blood pressure checks will also be available.

Registration is required and participants must be 50 or older. To register or to learn more about Senior Discovery, call (334) 713-3336 or (800) 735-4998.

YOUR CHAMBER

Spotlight your business. Get more exposure!

As a Chamber member, you are entitled to one free business card ad in the Chamber's monthly newsletter, *Chamber Connections*, within 90 days from the date you join. For more information, contact Melia McKean at (334) 792-5138 or mmckean@dothan.com.



Express Employment To Host Refresh Leadership Live Simulcast

Express Employment Professionals of Dothan will host the 2016 Refresh Leadership Live Simulcast, a nationwide leadership event featuring this year's guest speakers Author Marshall Goldsmith, NBA Star Shaquille "Shaq" O'Neill and motivational speaker Kaplan Mobray.

Back for its seventh year, the event will be simulcast Wednesday, April 13, from 9 a.m. to 12:30 p.m. at Wiregrass Rehabilitation Center

Inc.'s Sterling Events Services Rotary Hall. There is no charge for this event; however, a monetary donation to the Alzheimer's Resource Center is being requested. Seating is limited, so register early.

To register, visit www.refreshleadership.com/live. For more event information, call the Express Employment Professionals of Dothan at (334) 671-1315.

19th Annual Community-Wide Prayer Breakfast

Dothan Civic Center
April 13, 2016 • 7:30 a.m.



**Guest Speaker
Mike Kolen**

Birmingham native and Auburn football great Mike Kolen will be the guest speaker at the 19th Annual Community-Wide Prayer Breakfast at the Dothan Civic Center Wednesday, April 13, at 7:30 a.m.

Individual tickets are now on sale for \$15 at the Dothan Area Chamber of Commerce. Reserved tables of eight are \$125. 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.

YOUR CHAMBER

Did You Notice?

The *Chamber Connections* has a new magazine-style format. We hope you will enjoy the new look and if you have any suggestions for improvement, contact the editor at (334) 792-5138 or email mmckean@dothan.com.

WITH STROKE, TIME LOST IS BRAIN LOST.



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

PROVIDING PATIENTS THE HIGHEST LEVEL OF ADVANCED STROKE CARE.

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

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

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SOUTHEAST ALABAMA MEDICAL CENTER

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Kevin Howell
Store Manager

(334) 340-2439 office
(334) 340-2445 fax

3765 Ross Clark Circle
Dothan, AL 36303

kevin.howell@safelite.com

800-800-2727 safelite.com

2-1-1 Selling Fundraiser Tickets For Large Green Egg Grill

Wiregrass United Way 2-1-1 Southeast is selling tickets for one lucky person to win a large Green Egg Grill/Smoker package at the 11th Annual Tri-State BBQ Festival Saturday, April 9, at the Houston County Farm Center.

Tickets are \$10 each or three for \$25 and can be purchased by calling (334) 836-1963. You can also purchase tickets at the 2-1-1 booth at the BBQ Festival April 8-9 where the Green Egg Grill will be on display. You do not have to be present to win.

All proceeds remain in the Wiregrass and go to Wiregrass United Way 2-1-1, which connects people with critical health and human services information and referrals for residents in seven Wiregrass counties 24/7.

For more information, call (334) 836-1963 or visit www.wiregrass211.com.



Tri-State BBQ To Feature Mini-Music Festival

The Main Event will present the 11th Annual Tri-State BBQ Festival at the Houston County Farm Center Friday-Saturday, April 8-9. New to the planned events this year is a mini-music festival featuring several bands Saturday evening at 6:15 p.m.

The Tri-State BBQ Festival has partnered with the Outlaw Nation Southern Rock tour to bring several nationally recognized bands to Dothan on Saturday. One of the bands is the 2015 Georgia Music Awards Country Band of the Year, Russ Stills and the Moonshiners. Also performing will be Jericho Woods, a Kentucky-based band whose performance at the Gulf

Coast Jam earned them “up and coming band of the year” status in 2014.

This added concert comes after the BBQ awards, and is a new time slot for the festival, which previously had ended with the awards ceremony. The 6:15 p.m. concert and all the musical events are included in your \$10 Saturday ticket, which also has barbecue sampling rights in the Academy Sports and Outdoors People’s Choice BBQ Tasting Tent.

For ticket information, complete band line up or more, call (334) 699-1475 or visit www.tristatebbq.com.

Joy FM Presents Mercy Me

The Joy FM 94.3 will present Mercy Me in concert featuring Citizen Way and Zealand Worship at the Dothan Civic Center Saturday, April 23, at 7 p.m.

Ticket prices are: Group Reserved (10+) \$22; Advance Reserved \$29; Gold Circle \$56, which includes seating within the Gold Circle seating section; and VIP Add-On \$34, which must

be purchased with another ticket option and includes early entry, Q&A with Mercy Me and a signed Mercy Me Tour Poster.

This fantastic night is made possible by the giving and listening families of The Joy FM. There are still great seats left, but are selling fast. To purchase tickets, visit www.alabama.thejoyfm.com/event/mercyme-is-coming-to-dothan.



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The 30-Minutes-Or-Less E.R. Service Pledge – only at Flowers Hospital.



Flowers Hospital
FlowersHospital.com

*Medical professionals may include physicians, physician assistants and nurse practitioners.

Upcoming Member Events

▶ **Celebrate Recovery**
Every Friday • 7 p.m.
 Harvest Church. This is a biblical 12-step program for anyone struggling with life's hurts, hang-ups or habits. The program is free and all are welcome. For those with children, age specific children's program available. For more information, call Harvest at (334) 702-6555 or email celebraterecovery@harvestdothan.com. "You can't heal a wound by saying it's not there!"

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

▶ **Annual Spring Plant Sale**
April 8-9 • Times Vary
 Dothan Area Botanical Gardens. The Dothan Area Botanical Gardens and the Wiregrass Master Gardeners will host its annual Spring Plant Sale. Hours are Friday, April 8, 9 a.m. to 5 p.m. and Saturday, April 9, 9 a.m. to 2 p.m. For more information, call (334) 793-3224 or visit www.dagb.com.

▶ **Screen on the Green**
April 1 • 7 p.m.
 North Foster Street Green Space. Grab your sweetheart or bring the whole family and join the Wiregrass Museum of Art the first Friday in April and May at the green space on North Foster Street for a classical movie night. April 1 showing is "The Birds." Food trucks will be on hand selling movie munchies and various downtown restaurants will also be open. Bring a chair and a blanket and snuggle up to watch one of the world's most beloved films at this free event. For more information, call WMA at (334) 794-3871 or visit www.wiregrassmuseum.org.

▶ **Golf "Fore" Education**
April 21
 Highland Oaks Golf Course. Hosted by the Wallace Community College-Dothan Foundation, the entry fee is \$500 for a team or \$125 per player. Tournament proceeds will benefit WCC students through the WCC Spirit of Community Scholarship Fund. To register or for more information, contact Tracy Brooks at (334) 556-2626 or tbrooks@wallace.edu.

Have an upcoming event planned?
 Send your event information to mmckean@dothan.com

Habitat For Humanity Seeks Sponsors For Charity Golf Tournament

The Wiregrass Habitat for Humanity is hosting its 16th Annual Charity Golf Tournament Friday, April 29, at the Highland Oaks Golf Course and is seeking partner organizations to serve as event sponsors, team sponsors and tee sponsors.

As a tournament sponsor, your organization will enjoy a variety of advertising opportunities including promotion on banners, golf carts, score cards, as well as the Wiregrass Habitat for Humanity website and Facebook page. Sponsors will also have an opportunity to set up an information table at the tournament.

The Wiregrass Habitat for Humanity has been active in the Wiregrass since 1990 and has built 124 homes in Dale, Geneva, Henry and Houston counties. As a nonprofit organization, it relies on fundraising to support a large portion of its annual operating budget, as well as help us build homes.

To be a sponsor, or for additional information, call Amy Schutz at (334) 792-8453 or aschutz@wiregrasshabitat.org. Be a sponsor and help eliminate substandard housing in the Wiregrass.

Temple Emanu-El Plans Deli Day

Temple Emanu-el will host its annual Deli Day selling a bag lunch to individuals and business for \$12 each Wednesday, May 4.

Lunches include a quarter pound Kosher corned beef sandwich on Atlanta Bread Company Jewish rye bread, a Kosher dill pickle, bag of Lay's potato chips, Grey Poupon mustard, a Sweet & Sassy chocolate chip cookie and a picnic pack from Dothan's Vaughn-Blumberg Center.



Lunches will be ready for pick up at the Temple from 11 a.m. until 1 p.m. on that Wednesday. Delivery is available on orders of eight or more lunches to the Dothan area location that you request. Deadline to place orders is Monday, April 25, with payment due by Thursday, April 28.

To place your order, you can (1) buy ticket(s) from members of Temple Emanu-El, (2) call the Temple office at (334) 792-5001 for an order form, or (3) visit www.dothandeliday.org.

Temple Emanu-El is located at 188 N. Park Ave., Dothan.

YOUR CHAMBER

Attention Members!

If you know of a business interested in benefiting from joining the Chamber, please contact LaRhonda Robinson at (334) 792-5138 or lrobinson@dothan.com.



Kidney Foundation Announces Walk, 5K Run

The Alabama Kidney Foundation is pleased to announce its annual Wiregrass Kidney Walk/5K Run will take place Saturday, April 16, at Westgate Park's Kiwanis Pavilion. The morning will be full of fun entertainment, children's activities, cold drinks, healthy snacks, door prizes and much more.

Event registration will begin at 8 am for both the walk and run. The run will begin at 8:30 a.m. and the walk at 9 a.m.

A \$30 minimum donation is required for adult registration for the walk, which includes a T-shirt. Team prizes are awarded with a minimum \$200 raised per team. A \$25 minimum donation is required, which includes a T-shirt and top runner awards. Patients and children attend for free.

The AKF's annual Kidney Walk is one of its most important fundraising events. Last year, the state-wide Kidney Walks provided over \$500,000 in direct support to kidney patients in need.

For more information about this event and how to register, visit www.active.com or call the AKF's Regional Office at (334) 547-8467.

Library Materials Loan Period Extended To 21 Days

The Dothan Houston County Library System announces that effective immediately, all library materials with the exception of popular seven-day books, DVD's and "Subject in a Box" kits, may now be checked out for a 21-day loan period, as well as renewed twice should no one else have that item on hold. This is an increase from the previous 14-day loan period and single renewal.

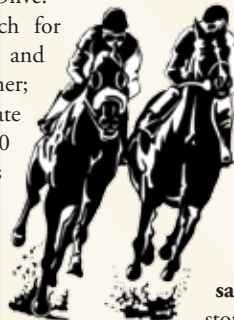
A complete breakdown of DHCLS's updated Materials Loan Policy and overdue fines structure can be found at www.dhcls.org/about-us/library-policies.

For more information about the programs and services of the Dothan Houston County Library System, call (334) 793-9767 or visit www.dhcls.org. You can also follow DHCLS on Facebook and Twitter at DHCLibrary.

It's Derby Dollars Time!

The Alfred Saliba Family Services Center will hold its Derby Dollars raffle fundraiser Saturday, May 7, at the Oak & Olive.

Derby tickets are: \$100 each for \$5,000 Immediate Winner and possible \$250,000 Grand Winner; or \$25 each for \$1,000 Immediate Winner and possible \$50,000 Grand Winner. Winning tickets will be drawn that Saturday immediately following the last derby race. The "My Picks" cannot be changed once submitted. Stub must be turned in no later than 5:45 p.m. May 7.



Immediate Winner is determined by a random drawing. The selected holder will receive \$5,000. There will be a possible Grand Winner if the immediate winner's drawn ticket contains the correct top five derby horse numbers in the correct finishing order, the ticket holder will receive \$250,000.

Oak & Olive will open at 5 p.m. for mingling and viewing of the derby. A limited specialty menu will be available.

To purchase ticket(s), visit www.salibacenter.org, call (334) 836-0217 or stop by the Alfred Saliba Family Services Center office within the Mixson Business Center, 545 W. Main Street, Suite 100.

WCC Presents "Charlotte's Web"

Wallace Community College will present "Charlotte's Web" for its spring presentation Thursday-Friday, April 7- 8, at 7 p.m. and also Saturday, April 9, at 2 p.m.

This beloved story will feature actors playing all of the parts, including Charlotte, and a creative use of costumes and makeup. This is a family-friendly

production that you will not want to miss.

General admission is \$5 and \$3 for students. Tickets can be purchased at www.wallace.edu or at the box office one hour prior to each performance. If you require accommodations under ADA, please contact Mandy Wise at (334) 556-2281.



Ronnie Randall Memorial Golf Tournament

4 Man Scramble
Hole-In One, Raffle,
& Other Special Contests

May 19
2016
Highland Oaks

To Reserve or Sponsor
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SOUTHERN BONE & JOINT SPECIALTIES

Glasstream Launches Coastal Interceptor Vessels

Glasstream Powerboats President Kruis Retherford and Chief of Operations A.L. Kirkland recently announced the launch of the Coastal Interceptor Vessels - The Relentless. Glasstream unveiled The Relentless at a March press conference held at the Dothan facility.

"This new boat redefines the Coastal Interceptor category," stated Kirkland. "Designed to operate in rough water, this revolutionary product is a game changer. It goes up to twice as far on a gallon of fuel, performs better with less power and brings down the costs of ownership and operation. Additionally, the super strong hull adds years of service life to these units."

Kirkland explained that the largest cost of ownership over the life-cycle of a Coastal Interceptor is fuel for daily operations and maintenance related expenses for marine propulsion systems.

"The hull design of the GS360 R-Interceptor improves operational capability in a light chop to heavy seas. Designed to be very low drag, the dual inverted stepped hull increases fuel efficiency, and provides a stable and balanced ride under all conditions. This boat performs as well with twin engines as any competitive brand does with triples, and that reduces the

cost of ownership at every level," he said.

Retherford added, "This Special Operations Vessel was in development and product refinement for over two years and represents advances not only as a coastal defender, yet, also as a reliable offshore fishing boat in the consumer marketplace. Our combination of performance and reliability make it the right choice for either use."

Established in 1983 and headquartered in Panama City, Florida, with a second location in Dothan, Glasstream Powerboats is a privately-owned powerboat company. In addition to the company's strong dealer network in the United States, the company has an international network of distributors located in Asia, Central and South America, Europe and the Caribbean.



Pictured at the announcement (front row l-r) are Amy Kirkland, Dothan facility's director of operations, President Kruis Retherford and Chief of Operations A.L. Kirkland.

Wallace Begins Building Renovations For New Sheet Metal Program

Local Wiregrass businesses have stressed the need for additional skilled labor in the sheet metal field. In order to meet this demand, Wallace Community College recently began renovations to refurbish one of its existing buildings for a new sheet metal program being implemented at the college.

WCC's continuous investment in the programs it offers is a major factor in helping our area to advance and meet the workforce challenges it faces. Thank you to Dr. Linda Young and her team for being great partners to help grow our economy!



Workforce Council Meets With Official From National Fund For Workforce Solutions

Leadership of the Region 10 Workforce Council recently met with Steve Quimby of the National Fund for Workforce Solutions to discuss workforce development strategies. The National Fund for Workforce Solutions is a partnership of employers, workers and communities that work together to address workforce development challenges and help put people into sustainable careers.

Following the meeting, Dothan Area Chamber of Commerce Executive Director Dean Mitchell took Quimby on a tour of Wallace Community College, Dothan Technology Center and Wiregrass Rehabilitation Center Inc.



Region 10 Workforce Council members meet with Steve Quimby of the National Fund for Workforce Solutions.

Chamber Officials Attend Economic Growth Summit

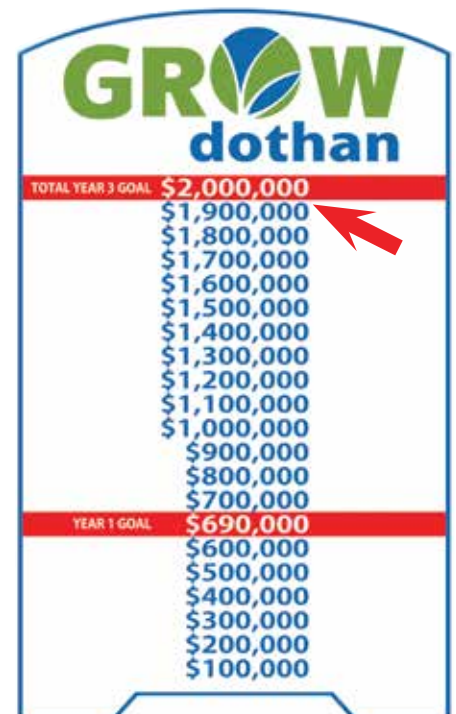
Members of the Dothan Area Chamber of Commerce Grow Dothan team recently attended the inaugural Alabama Economic Growth Summit held in Birmingham.

A partnership between the Alabama Department of Commerce and Yellowhammer Multimedia, the event highlighted the success Alabama has had in economic development and industrial recruiting.

Bringing together state leaders in government, business and academia, the guest speaker was well-known author Andy Andrews. Other speakers included Gov. Robert Bentley and some of the country's top-site selection consultants who play a major role in helping companies decide where to locate or expand existing sites.



Governor Robert Bentley speaks at the Alabama Economic Growth Summit in Birmingham.



Job Outlook For Alabama



Steve Turkoski,
Project Manager

According to the Labor Market Division of the Alabama Department of Labor there were 2,053,110 jobs in Alabama in 2012, and only 30 percent of them were in occupations that typically require postsecondary education for entry.

The projection is that there will be 234,630 more jobs statewide in 2022 than there were in 2012. A majority of new jobs over the projected period will not require a postsecondary degree. Jobs in occupations requiring a high school diploma or equivalent and less than high school

will make up 68.8 percent of the total projected jobs.

2012 Statewide Jobs by Education Level:

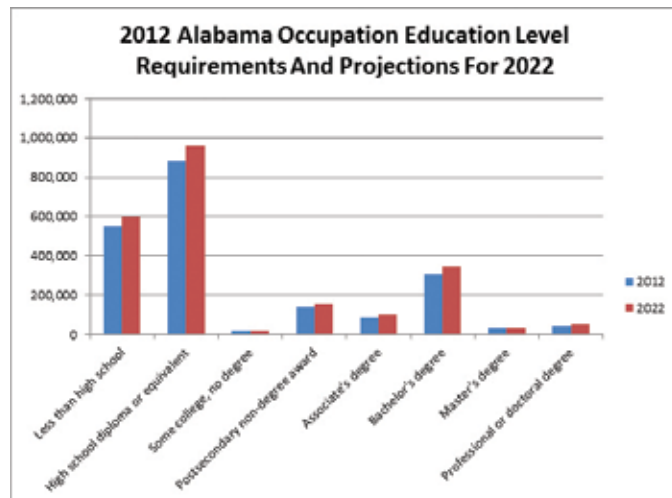
- 551,170 Less than high school
- 880,740 High school diploma or equivalent
- 18,670 Some college, no degree
- 137,120 Postsecondary non-degree award
- 86,330 Associate's degree
- 309,310 Bachelor's degree
- 27,330 Master's degree
- 42,440 Doctoral or professional degree

Projected Statewide Jobs for 2022:

- 599,350 Less than high school
- 959,360 High school diploma or equivalent
- 21,400 Some college, no degree
- 156,760 Postsecondary non-degree award
- 102,680 Associate's degree
- 345,050 Bachelor's degree
- 32,080 Master's degree
- 49,660 Professional or doctoral degree

Typical on-the-job training needed to attain competency in the occupation is defined by the U.S. Bureau of Labor Statistics as "occupation-specific" rather than job-specific; skills learned can be transferred to another job in the same occupation." Out of 880,740 jobs requiring a high school diploma or equivalent, 67 percent required short-term to moderate-term on-the-job training, 9 percent require long-term training, and only 20 percent require no training.

Short-term on-the-job training can be acquired during one month or less of on-the-job experience and formal training; moderate term on-the-job training can be acquired after over a month to 12 months of combined on-the-job experience and informal training.



Ranked by Average Annual Salary, here are the top five occupations statewide in each educational category:

SOC	Occupation	Salary
	Less Than High School	
53-7071	Gas Compressor/Pumping Station Operator	\$56,222
53-7111	Mine Shuttle Car Operator	\$53,156
53-7121	Tank Car, Truck and Ship Loaders	\$48,811
47-5031	Service Unit Operators, Oil, Gas, Mining	\$48,008
47-5011	Derrick Operators, Oil and Gas	\$44,615
	High School or Equivalent	
11-3071	Transportation, Storage and Distribution Managers	\$86,091
53-2012	Commercial Pilots	\$83,943
41-1012	First-Line Supervisors, Non-Retail	\$74,601
51-8012	Power Distributors and Dispatchers	\$70,529
41-9021	Real Estate Brokers	\$70,523
	Postsecondary Training	
13-1032	Insurance Appraisers, Auto Damage	\$75,528
49-2095	Electrical and Electronics Repairers-Powerhouse and Substation	\$63,866
33-1021	First-Line Supervisor of Fire Fighting Workers	\$57,156
51-1011	First-Line Supervisor of Production and Operating Workers	\$55,630
49-2094	Electrical and Electronics Repairers-Commercial and Industrial Equipment	\$52,655
	Associate Degree	
53-2021	Air Traffic Controllers	\$94,029
29-1124	Radiation Therapists	\$68,464
17-3012	Electrical and Electronics Drafters	\$61,357
17-3021	Aerospace Engineering and Operations Technicians	\$59,796
19-4051	Nuclear Technicians	\$59,631
	Bachelor Degree	
11-1011	Chief Executives	\$183,753
17-2171	Petroleum Engineers	\$129,735
11-9041	Architectural and Engineering Managers	\$125,428
11-1021	General and Operating Managers	\$119,850
11-3021	Computer and Information System Managers	\$119,169
	Master's Degree	
29-1151	Nurse Anesthetists	\$148,184
19-3011	Economists	\$104,277
11-9033	Education Administrators, Postsecondary	\$95,037
29-1071	Physician Assistants	\$88,667
29-1171	Nurse Practitioners	\$88,318
	Doctoral or Professional Degree	
29-1067	Surgeons	\$252,362
29-1061	Anesthesiologists	\$245,745
29-1064	Obstetricians and Gynecologists	\$239,040
29-1066	Psychiatrists	\$209,878
29-1063	Internists, General	\$204,121

Source: Alabama Department of Labor www2.labor.alabama.gov/workforcedev/Alabama%20and%20Regional%20Data/Alabama/Education%20and%20Training%20Outlook.pdf.



Troy Offers Leadership Course Executive Leadership For Emerging Leaders

Troy University's Continuing Education will present an Executive Leadership for Emerging Leaders course Tuesday-Thursday, April 5-7, from 9 a.m. - 4 p.m. on Tuesday and Wednesday and 9 a.m. to noon on Thursday.

The class will take place on the Dothan Campus in Malone Hall's Harrison Room and will be presented in four phases: (1) Connecting with strategic leadership, (2) Engaging as a strategic leader, (3) Partnering as a strategic leader, and (4) Leading as a strategic leader. The cost is \$177 per person, which includes all materials, snacks and lunch (Tuesday and Wednesday).

For more information or to register, visit www.troy.edu/ce or call (334) 983-0005.

Leadership Dothan Class 34 Presents
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Leadership Dothan Class 34 Health Care Day

The Leadership Dothan Class 34 held its Health Care Day in February 2016.

The class began its day at the Southeast Alabama Medical Center where they met with SAMC Public Relations and Marketing Vice President Claudia Hall, SAMC COO Charlie Brannen, SAMC Foundation Executive Director Valerie Barnes, Neurosurgeon Dr. Christopher Hargett, and SAMC Hospitalist Dr. Amith Skandhan.

During their visit to the medical center, the class also had the opportunity to tour the Cath Lab, Cancer Center and Emergency Department followed by a delicious lunch provided by HealthSouth Rehabilitation Hospital.

Following lunch, the class traveled to Flowers Hospital where they met with CEO Suzanne Woods and Pediatric Medical Director Dr. Cassandra Nossor. Afterwards, the class also had the chance to tour Flowers Hospital's Wound Care Center, Bariatric Center and laboratory.

Thank you to all the individuals involved for taking time out of their busy schedules to help make Health Care Day educational and informative for the class.



Youth Leadership Dothan-Houston County Class 24 Personal Development and Education Day

The Youth Leadership Dothan-Houston County Class 24 met in March 2016 for its Personal Development and Education Day. The day's activities included visiting the Dothan City Schools' Preschool/Head Start and Wallace Community College.

Thank you to the officials from Dothan City Schools, Troy University and WCC who helped make this day possible for the students, and also to Wallace for sponsoring the lunch.



Tools To Learn More About Your Businesses Position Within The Community

Do you know your NAICS Code?

North American Industrial Classification System industries are identified by a six-digit code. The first two digits indicate the sector, such as Manufacturing. The third digit is subsector, followed by industry group, industry and U.S. Industry.

The NAICS code is important to know if you want to enter into contracting arrangements with the government as the Small Business Administration uses NAICS as a basis for its size standards.

Size standards using NAICS as their basis apply to all federal government programs, including procurement, HUBZone and 8(a) certification. Also, the state incentives programs are only for designated types of industries as identified by NAICS in the Code of Alabama.

To find your NAICS code, go to www.census.gov/eos/www/naics/ and enter key words that identifies your business.

Do you know the density of your NAICS within the community?

Once you have your NAICS, you can explore other data that relates to your business within a geographic area. By going to the U.S. Bureau of Labor Statistics website http://data.bls.gov/location_quotient/ControllerServlet you can determine the location quotient for your NAICS within the state, metropolitan statistical area and county. The Location quotient will tell

you the density of your type of business within an area as compared to the country as a whole.

Do you know how many people are employed regionally within your NAICS?

You can determine this for the county, MSA or state. Go to www.census.gov/econ/cbp/ and you can select State, Counties MSAs and Zip Codes. Once you pick a geographic area, you will get a readout by the two-digit NAICS sector. If you click on "Details" in the left column, it will expand into the other NAICS hierarchal sectors.

Do you know the population demographics within a radius around your business?

If not, go to <http://mcdc.missouri.edu/websas/caps10c.html> and click the gray rectangle. Drag the point you want to analyze under the "X" in the middle of the screen. When you have it where you want it, the latitude and longitude will be shown on the bottom-right. Click "Close" and the original screen will appear with your Last-Long position shown. Now go to the 4th data box and enter a radius. You will then go to the bottom of the page and hit "Generate Report."

Do you know the daily traffic count at your location?

Alabama roadway traffic counts can be accessed at <http://algis.dot.state.al.us/atd/default.aspx>.

Learning The Fundamentals

Dan Sinas, vice president of Human Resources and Risk Management for the PR Companies (PRemployer, Personnel Resources and Preferred Risk Services), recently presented a seminar on Employment Law Fundamentals. Attendees learned about what compliance measures they will need to implement to legally recruit, hire, compensate, manage and discipline their employees.

Some of the laws discussed included the Fair Labor Standards Act, Title VII, the Affordable Care Act, Fair Credit Reporting Act and the National Labor Relations Act. Staying abreast of these new and changing laws is critical to avoid financial penalties, lawsuits, and investigations by regulatory agencies.

A special thank you to Sinas for taking the time to present this informative seminar to Dothan Area Chamber of Commerce members.



Small Business Tips

Pinterest extends DIY ad service to small businesses

Pinterest is competing with Twitter and Facebook by extending its self-serve ad platform to all small and medium-sized businesses in the US. The site has also increased the amount of keywords and interests marketers can use to target ads and offers a way for businesses to reach existing customers using the platform. To read more, visit www.wsj.com/articles/pinterest-broadens-advertising-business-1457460179. (Source: The Wall Street Journal, Yoree Koh, "Pinterest Broadens Advertising Business," Mar. 8, 2016)

Consider health costs when growing your company

With the Affordable Care Act in effect, entrepreneurs need to understand how their growth plans may affect their costs, advises Bob House, general manager of BizBuySell. Having more than 50 full-time-equivalent employees will add compliance responsibilities under the law, he notes. Read more: www.inc.com/bob-house/the-cost-of-growth-business-value-and-the-2016-aca-health-insurance-requirement.html. (Source: Inc., Bob House, "The Cost of Growth: Business Value and the 2016 ACA Health Insurance Requirement," Mar. 9, 2016)

Marketing videos need not be costly to create

Video marketing is an appealing way to reach customers online, but it can also be costly if you aren't careful. Renting equipment and using amateur actors are among Katie Constantine's seven tips for producing videos on a budget. Read more: <http://blog.hubspot.com/marketing/video-on-budget>. (Source: HubSpot.com, Katie Constantine, "7 Video Techniques For A Limited Budget," Mar. 9, 2016)



LEADERSHIP DOTHAN

Nomination Form

Deadline: April 29, 2016

The Dothan Area Chamber Foundation is now accepting nominations for Leadership Dothan Class XXXV. 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. 14 and 15, 2016, 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 29, 2016**. 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
lkkelley@dothan.com

Nominations are due by April 29, 2016.
Thank you for your nomination!



DOTHAN Business Hall of Fame

Laureate Nomination Form

Deadline: April 15, 2016

The Dothan Business Hall of Fame's board of advisors is now accepting nominations for the 2016 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**

Mail your nomination to:

Dothan Area Chamber of Commerce
Attn: Janice Shepard
P.O. Box 638, Dothan, AL 36302

Nominations are due by April 15, 2016.
Thank you for your nomination!

CONNECTIONS



**A Publication of the
Dothan Area Chamber of Commerce
April 2016
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Economic Indicators

▼	Labor Force for the Dothan MSA for January: 61,785 in 2015; 61,289 in 2016 57,785 in 2015; 57,469 in 2016 Employed
▼	Unemployment for the Dothan MSA for January: 6.5% in 2015; 6.2% in 2016
▼	Residential Building Permits for the City of Dothan for January: 21 issued (\$5.62 million) in 2015; 17 issued (\$5.17 million) in 2016
▲	Home Sales in Dothan for January: 76 sold in 2015; 86 sold in 2016
▲	Enplanements for Dothan Regional Airport for January: 3,332 in 2015; 3,725 in 2016
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for January: \$1,812,555 in 2015; \$1,792,007 in 2016 (County) \$6,173,538 in 2015; \$6,506,201 in 2016 (City)

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 3/08/16. Visit www.dothan.com for the most current information.

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