

C H A M B E R CONNECTIONS

Alabama's Economic Development Director To Be Guest Speaker

Chamber General Membership Breakfast

The Dothan Area Chamber of Commerce is now taking reservations for the organizations upcoming quarterly General Membership Breakfast scheduled to be held Tuesday, Jan. 14, at the Wiregrass Rehabilitation Center Inc's Sterling Events Services Rotary Hall. Alabama's Economic Development Executive Director, Jim Searcy, will be the guest speaker.

The Economic Development Association of Alabama is a network of Alabama economic development professionals. Currently, EDAA has over 500 members, including directors and staff members from local economic development associations, as well as other individuals involved in economic growth in Alabama.

Searcy was named executive director of the EDAA in July 2013 after serving as the executive director of the Coastal Gateway Regional Economic Development Alliance. Previously, he served as vice president for business and industry retention with the Birmingham Business Alliance. He has also served as vice president of marketing for the Birmingham Metropolitan Development Board. Searcy began his career in economic development as a project manager with the Alabama Department of Commerce.

Searcy served as both a board member and executive committee member of EDAA. He previously served on the Executive Committee of the Southwest Alabama Workforce Development Council and the board of the South Alabama Regional Planning Commission.

Searcy has a bachelor's degree in public administration from Auburn University and holds a master's degree in public administration from Auburn University Montgomery.

The EDAA was formed in the early 1960s by

a group of Alabama industrial developers, who recognized the need for an organized effort to support economic growth in Alabama. EDAA was created in part to respond to the influx of Northern businesses relocating their manufacturing plants to Southern cities. The original association was comprised of local economic development leaders, utility companies, railroad companies and other influential community leaders.

Since its inception, EDAA has been pivotal in the definition and passing of key economic development legislation. The association has also been a leader in the creation of educational opportunities, including co-sponsoring Auburn University's Intensive Economic Development Training Course and being instrumental in the establishment of the university's economic development graduate program.

The EDAA continues to positively impact economic development in Alabama serving as members of the Alabama Commerce Commission and

the Governor's Workforce Development Board. Additionally, the association has implemented training programs for its members and for community leaders, including the new Community Leadership Training program and annual EDAA conferences.

For more information about the EDAA, visit the organization's website at www.edaa.org.

We hope you will join the Dothan Area Chamber Jan. 14 to welcome Searcy as our guest speaker. Tickets for the luncheon are \$15 per person or \$150 for a reserved table (seats eight). Reservations are required and may be made by contacting the Chamber's Director of Membership, LaRhonda Robinson, at (334) 792-5138.



Jim Searcy, executive director for the Economic Development Association of Alabama, will be the guest speaker at the Dothan Area Chamber of Commerce's January General Membership Breakfast scheduled for Tuesday, Jan. 14, at 8 a.m. at Wiregrass Rehabilitation Center Inc's Sterling Event Services Rotary Hall. Reservations are required.

Special thank you to our breakfast sponsors:



Hinson Communications Inc
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Over 30 Years in Business



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2014 Chamber Guide, Directory Set For January Mailing



The Chamber's 2014 *Dothan's Official Welcome Guide* and *Chamber Membership Directory & Business Guide* are currently being published by Chamber member Print Services Inc.

Combined into one convenient booklet, *The Welcome Guide* and *Membership Directory* will be mailed out to Chamber members (primary contact) in late January. Additional copies will be available at the Chamber, 102 Jamestown Blvd., for those Chamber members who need multiple copies.

www.dothan.com
(334) 792-5138



RIBBON CUTTINGS

A Cup of Grace

2087 S. Brannon Stand Road
Dothan, AL 36305
Judy Stewart
(334) 479-8597
BAKERY & GIFTS



Alabama Artificial Limb & Orthopedic Service (AALOS)

2191 E. Main St., Suite 1
Dothan, AL 36301-3016
Laurie Borders
(334) 699-5462
PROSTETICS & ORTHOTICS



Baby Bump Clothing

1380 Westgate Parkway
Dothan, AL 36303
Amy Cochrane
(334) 699-3836
RETAIL - CLOTHING



Garden Path Inn Bed & Breakfast

305 N. Main St.
Columbia, AL 36319
Diane Norman
(334) 696-2315
HOSPITALITY - LODGING



Harvest's Karaoke Kingdom

857 Honeysuckle Road, Suite 1
Dothan, AL 36305
Harvest Hunter
(334) 805-0341
ENTERTAINMENT



GROUND BREAKING Houston Academy

901 Buena Vista Drive
Dothan, AL 36303
Shelly Phillipps
(334) 794-4106
SCHOOLS - PRIVATE (K-12)



NEW LOCATION

Troy University R. Terry Everett Congressional Library And Hall

500 University Drive
Dothan, AL 36303
Dr. Don Jeffreys
(334) 983-6556
SCHOOLS - UNIVERSITIES & COLLEGES (ACADEMIC)



NEWMEMBERS

Clip and add these to your Membership Directory.

AFLAC - David Rainey

David Rainey
326 Kornegay St.
Dothan, AL 36301
Ph: (334) 258-5368
INSURANCE

Baby Bump Clothing

Amy Cochrane
1380 Westgate Parkway
Dothan, AL 36303
Ph: (334) 699-3836
RETAIL - CLOTHING

David Scott Fine Jewelry

Julie Daughtry
1230-4 Westgate Parkway
Dothan, AL 36303
Ph: (334) 677-1900
Fax: (334) 677-1904
JEWELERS - RETAIL

Dothan Photo Booths

Dawn Tucker
4789 N. County Road 55
Ashford, AL 36312
Ph: (334) 714-4941
PHOTOGRAPHERS

Gourmet Handmade

Erin Hayes
1983 S. Brannon Stand Road
Dothan, AL 36305
Ph: (334) 479-0367
RETAIL - PREPARED FOOD
CATERERS
GIFT BASKETS

WNC Group, LCC dba Great Clips

Jason Wyatt
3500 Ross Clark Circle,
Suite 110 (Physical)
222 Brushfire Drive
Dothan, AL 36301
Ph: (334) 526-0503
HAIR SALON

Harvest's Karaoke Kingdom

Harvest Hunter
857 Honeysuckle Road,
Suite 1
Dothan, AL 36305
Ph: (334) 805-0341
ENTERTAINMENT

Hughes Supply

Jason Angeloff
519 Bic Road
Dothan, AL 36303
Ph: (334) 793-6948
Fax: (334) 793-3323
HVAC & PLUMBING
SUPPLY DISTRIBUTOR

The Norton Firm

Jake A. Norton
739 W. Main St.
Dothan, AL 36301
Ph: (334) 699-2020
Fax: (334) 699-2040
ATTORNEYS

Regional Produce Distributors, LLC

Brad Yellock
1432 Leona St. (Dothan, AL)
624 W. 16th Ave.
Birmingham, AL 35204
Ph: (205) 324-4569
Fax: (205) 252-4434
WHOLESALE
DISTRIBUTOR

360 Premier Car Care, LLC

Debbie Henderson
1318 Hartford Highway
(Dothan, AL)
4830 E. Cook Road
Pansey, AL 36370
Ph: (334) 805-4282
AUTOMOBILE DETAIL

RENEWING MEMBERS

1 to 4 Years

Angel Hands Home Care
By His Design/BHD
Interiors
Collier, Jack
Drew Owen State Farm
Insurance
Glass Doctor of Dothan
Healthy You Inc.
J. Michael Lee Associates Inc.
Magnolia Preserve, LLC
Party America
ReBath
SouthernCare
Stephanie W. Brookins, CPA
The Sleep Center
Town of Cowarts
Wells Fargo Advisors

5-9 Years

Coldwell Banker Commercial -
Alfred Saliba Realty
First Free Will Baptist Church
Henry County Health &
Rehabilitation Facility
Murray's Irrigation
Schnitzer Southeast
ServisFirst Bank

Southern Development
Council Inc.
Tri-State Community
Orchestra

10-14 Years

Collection Bureau Associates
Couch Ready Mix USA/Block
USA
Dothan OBGYN Inc.
Fort Rucker Morale, Welfare
and Recreation
Home Mortgage of America
Inc.
Horace Williams Mortuary
Pitcher & Associates, LLC
Pruitt Communications Inc.
Town of Midland City
Weezers

15-19 Years

Courtyard By Marriott
Dothan Education Foundation
Prudential Showcase Properties
Wal-Mart SuperCenter #2534
Women's Medical Center

20-14 Years

Basketcase Café
Carpetland USA
Odyssey Travel Inc.
Saliba Construction Co. Inc.
Sam's Club #8192
WOOF AM/FM

25-29 Years

Eye Center South
J M Electric Supply Co.
Southeastern Career Apparel
Southern Dental Group

30 Years

Gene McGriff State Farm
Insurance
Goldco, LLC dba Burger King
Harts & Flowers
Jackson's Trophies & Awards
Inc.
John J. Flowers Jr., DMD, PC
Shute Pecan Co, Inc.

80 Or More Years

Slingluff United Insurance

Events *January* Calendar

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

- 7** ▶ **Ambassador & Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 8** ▶ **Small Business Events Committee Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- Youth Leadership Dothan-Houston County Health Care Day – 8 a.m.**
Location: 4370 W. Main St. (Flowers Hospital)
- Ribbon Cutting: GoWaiter Dothan – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 10** ▶ **Ground Breaking: People South Bank – 10 a.m.**
Location: Intersection of U.S. Highway 84 East and Health Sciences Blvd.
- 14** ▶ **General Membership Breakfast – 8 a.m.**
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall)
*Reservations required (334) 792-5138. See page 1 for more information.
- Troy University Small Business Counseling – 9:30 a.m. to noon**
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
- Ribbon Cutting: Acceptance Loan Co. Inc. Relocation – 2 p.m.**
Location: 3246 Ross Clark Circle, Suite 1
- Education Committee Meeting – 4 p.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 15** ▶ **Board of Directors' Meeting – 8:15 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: AFLAC-David Rainey – 2 p.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 16** ▶ **Leadership Dothan Court, Local and State Government Day – 7:45 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: Tricia Nunez & Associates, LLC – 10:30 a.m.**
Location: 224 Honeysuckle Road, Suite 5
- Ribbon Cutting: HEALTHSOUTH Rehabilitation Hospital Remodel – 4 p.m.**
Location: 1736 E. Main St.
- 20** ▶ **Martin Luther King Jr. Day - Chamber Closed**
- 21** ▶ **Ribbon Cutting: 360 Premier Car Care, LLC – 10:30 a.m.**
Location: 1318 Hartford Highway
- 22** ▶ **Ribbon Cutting: Dothan Photo Booth – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 23** ▶ **Small Business Seminar: Affordable Care Act (Obamacare) – 11:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required by Jan. 21: (334) 792-5138. See page 10 for more information.
- 28** ▶ **Ribbon Cutting: Brian Davidson State Farm Insurance – 10:30 a.m.**
Location: 2603 Choctaw St.
- 30** ▶ **23rd Annual Spotlight on Business Trade Show – 3 p.m. to 7 p.m.**
Location: 126 N. St. Andrews St. (Dothan Civic Center)
*See page 4 for more information.

Ambassadors & Diplomats Team Of The Month

Be Yourself Dothan



Congratulations to the Ambassador and Diplomat Team of the Month “Be Yourself Dothan” for claiming this month’s title. Pictured (seated l-r) are team members **Amy Balkcom**, Covenant Hospice; Team Co-Captain **Mary Helen Daniels**, Manpower; Team Co-Captain **Amanda Hahn**, Army Aviation Center Federal Credit Union; **Lauren Pike**, Covenant Hospice; (standing l-r) **Rick Rickard**, WDHN TV-18; **Brad Kendrick**, Larry Blumberg & Associates (LBA Hospitality); **Francois Bigot**, Wells Fargo Advisors; and **Chris Mendez**, Wiregrass Radio. Not pictured are **Andy Barfield**, Coldwell Banker – Alfred Saliba Realty; and **Mary Ann Earnest**, Clarion Inn & Suites.

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



Kristy Trusty
Comfort Suites



**Spotlight
on Business
UNDER THE BIG TOP**

23rd Annual Trade Show
Thursday, January 30, 2014
3-7 p.m.
Dothan Civic Center

Find out what business is taking place Under the Big Top at this year's Spotlight on Business. Take a few hours away from the office and discover new business opportunities.

Not only will you have an amazing time, but it's also a chance to discover new prospects.

- Mingle and meet individuals looking for your services.
- See what's new, what's changed and what over 80 Chamber area businesses have to offer.
- Explore new business-to-business opportunities.

Don't miss this once-a-year chance to meet new prospects by being part of the 2014 Business Under the Big Top trade show. And don't forget to bring plenty of business cards!

Admission: \$3 to public;
Chamber member employees FREE.

Cash bar provided. Minors must be accompanied by an adult.

For more information, call (334) 792-5138

Sponsored by: **WOW!Business**
INTERNET/VOICE/DATA

Second Annual "Wacky" Networking Golf Tournament

*Highland Oaks Golf Course
March 13, 2014 - 1:30 p.m.*

Get those golf clubs out and get ready for a member appreciation event filled with a day of fun, relaxation and networking. And oh yea, some "wacky" golf where your score is NOT important (no score cards), and lets "non-golfers" be on a team.

The Dothan Area Chamber of Commerce will host the Second Annual "Wacky" Networking Golf Tournament, Thursday, March 13, at 1:30 p.m. at the Highland Oaks Golf Course.

This is a nine-hole tournament limited to 27 four-person teams. The cost per team is \$100.

Wait, you don't like to play golf? Then be a tournament hole sponsor! A total of 32 sponsorships will be available (four per hole) and the sponsorship fee is only \$25.

Sponsors will be required to give away a minimum of \$200 worth of goods (i.e., trinkets or a large raffle item with the winner announced at The Network Exchange immediately following in the clubhouse. Please note alcohol items are not allowed).

Sponsor tables will be provided; however, it is recommended that sponsors provide their own pop-up tent to put over their table.

Registration will open Monday, Jan. 13. You can either stop by the Chamber office or mail your registration with payment on or after the 13th. Payment is required with your registration. No advance or faxed registrations will be accepted.

The registration form is available at www.dothan.com.

So save the date and come be a part of something "wacky" that is sure to be talked about and a highlight event for years to come.

Literacy Today Is More Than It Used To Be



Steve Turkoski,
Project Manager

A 2008 survey by the Society for Human Resource Managers found that 77.8 percent of surveyed employers ranked critical thinking and problem solving as the number one skill set required of employees in the coming years. As we are in an age labeled the “Information Age” by some and the “Knowledge Age” by others, it only makes sense that

analysis and processing of information is fundamental to many of today’s workplace tasks.

The 2002 *Alabama Community Audit* accomplished by the Alabama Workforce Investment Board and the Alabama Department of Economic and Community Affairs identified poor reading, writing, recording and computer literacy as areas that need to be improved within our workforce. One of the top issues identified as a problem in the workplace was “Employees need to learn to think.”

The Workforce Investment Act of 1998 defines literacy as “an individual’s ability to read, write, speak in English, compute and solve problems at levels of proficiency necessary to function on the job, in the family of the individual and in society.”

So in essence, what the employers were saying in the *Alabama Community Audit* was that many of the workers and potential workers are illiterate by today’s definition of literacy.

L.E Hedges, Ohio State University, presents the following attributes for critical thinking:

- The ability to identify and formulate problems, as well as the ability to solve them.
- The ability to recognize and use inductive reasoning.
- The ability to draw reasonable conclusions from information found in various sources, whether written, spoken, tabular, or graphic.
- The ability to comprehend, develop and use concepts and generalizations.
- The ability to distinguish between fact and fiction.

ACT WorkKeys has developed a program to quantify occupational literacy requirements and to access individual foundational literacy skills and work preparedness. The three components of the ACT WorkKeys program for determining work preparedness are:

- Reading for information;

- Applied mathematics ; and

- Locating information.

One can easily see how these three core areas relate to functional literacy and critical thinking/problem solving as described above.

An Individual’s skill level is determined through assessment/testing and job/occupational skill requirements are determined through profiling of specific jobs. When a classified job is profiled more than once the profiles are averaged, and an occupational profile is created.

ACT classifies educational level in three categories: high, middle and low. Middle education is defined as: associates degree, post-secondary vocational award or work experience in a related field. High education is anything above an associate degree and low education would be less than an associate degree or post-secondary certificate.

ACT WorkKeys occupational profiles provide benchmarking of fundamental skill requirements for several thousand occupations. Comparing an individual’s WorkKeys assessment results with occupational skill level requirements provides a means to identify job readiness or skills gaps.

Assessment scores range from three to seven. WorkKeys issues a hierarchy of certificates based on an individual’s assessment performance in fundamental skills/core areas (reading for information, applied mathematics and locating information). A National Work Readiness Certificate has been created for issuance. The four levels are:

- Bronze - Score of three in all three core areas;
- Silver - Score of four in all three core areas;
- Gold - Score of five in all three core areas; and
- Platinum - Score of six in all three core areas.

Through analysis of occupational profiles, ACT has determined what level of skills are required within the core areas for 85 percent of the jobs in various occupation clusters.

Cluster	Applied Math	Reading for Information	Locating Information
Manufacturing	6	5	5
Health Care	5	5	5
Energy	5	5	5
Construction	6	5	5

The Alabama Department of Education has adopted the WorkKeys assessment and the ACT exam as the high school exit assessments in order to provide meaningful information to high school seniors as to their work readiness and college preparedness.

AER Scholarship Applications Now Available

Beginning Jan. 1, applications for the Army Emergency Relief Scholarships for the 2014-2015 school year will be available. Application deadline is May 1, 2014.

AER Scholarships are available for spouses and dependent children of active duty, retired and deceased soldiers.

For more information and to apply, visit www.aerhq.org or call (866) 878-6378. For additional information, call Fort Rucker’s Army Community Service at (334) 255-2341.

Youth Leadership Visits Commercial Jet



In December, the Youth Leadership Dothan-Houston County class held its Business and Industry Day. During the activities, the class had the opportunity to visit and tour the Commercial Jet facility. The Youth Leadership program is a seven-month training program that prepares high school juniors for leadership, involvement and participation in the future of the Wiregrass region. This year’s class has 45 students participating.

Music South

Winter concert

Sponsored by
Alabama Power & Mercedes Benz of Dothan

DALLAS BRASS

February 11th - 7:30 PM - Dothan Civic Center
Youth Concert - February 12th at 10AM

Concert Ticket Purchase
Dothan Civic Center Box Office - 334-615-3175

Concert Details
334-699-8542 - MusicSouth.com
[Facebook.com/MusicSouth](https://www.facebook.com/MusicSouth)
Email: seasontickets@musicsouth.com

Area Businesses Needed For Career Fair



Your business or organization has the opportunity to help Troy University Dothan students, upcoming graduates and alumni to “Find the Job You’ll Love” by participating in the annual 2014 Valentine’s Day Career Fair to be

held Thursday, Feb. 13, from 9 a.m. until noon on the Dothan Campus in Malone Hall’s Harrison Room.

To register for the fair, visit <http://trojan.troy.edu/careerservices> and click on the “Registration Today” link located in the grey “News and Events” box.

For more information, contact JoAnn Krist at (334) 983-6556, ext. 1223 or e-mail jkrist@troy.edu.



Aces For The Arts

It's not too late to get your tickets to join the Dothan Area Young Professionals for Aces for the Arts Casino Night Saturday, Jan. 11, at The Cultural Arts Center from 6:30 p.m. until 10 p.m.

Tickets are \$25 for DAYP members and \$50 each for nonmembers. And if your spouse is a DAYP member, you will receive member pricing (limit two). And if you're not a DAYP member, membership will be available at the door event night, as well as ticket purchases.

Young in age or young at heart, all are invited to enjoy an evening of cocktails, hors d'oeuvres, craps, roulette, blackjack and more. The event is open to ages 21 and up. Dress is cocktail attire.

DAYP hopes you will join them for a night of fun, and there will also be a raffle at the end of the night. There are big prizes to be given away.

For more information, contact Brittan Jones at (334) 673-4921 or e-mail brittan@computerdoctor-usa.com.

Adam M. Saucer
Financial Services Professional



MassMutual Alabama
3572 Quad Parkway
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Office (334) 279-7898
Cell (251) 593-8029
Fax (334) 279-7739
asaucer@financialguide.com

Highlands Elementary Begins Monthly Tours

Highlands Elementary School is one of 11 elementary schools in the Dothan City Schools' system. Led by Principal Vicki Davis, it is a neighborhood school where families and community partners are welcomed and encouraged to be involved.

Highlands Elementary School believes this type of school structure allows children to attend school with neighboring friends fostering life-long friendships. It realizes that education is a community-wide effort that pays dividends that last a lifetime.

In a desire to live out its mission to "form community partnerships that promote excellence in education in a safe and nurturing environment," Highlands Elementary will begin providing monthly school tours. The tours will be conducted the third Tuesday of each month at 9 a.m.

During the tour, visitors will experience life at Highlands Elementary and speak with administrators that desire to foster the development of creative thinking, problem solving, respect for individual differences and civic pride, as well as students who are eager to share their excitement about all they are learning at Highlands.

Highlands Elementary believes that strong community partnerships help the school inspire and educate future leaders that will be an active citizen in our community.

The school invites you to visit the "Home of High Achievers" and see why education in Dothan, Alabama is better than ever.

For more information, contact Program Specialist Jennifer Hinson at (334)794-1459.

Landmark Park Schedules Seed Swap *National Seed Swap Day*

In celebration of National Seed Swap Day, Landmark Park and the Wiregrass Master Gardeners will hold the Third Annual Seed Swap Jan. 25, from 1 p.m. to 3 p.m. in the park's Stokes Activity Barn.

Seed Swaps are held throughout the United States in an effort to preserve the genetic diversity of regional varieties of vegetables and flowers, many of which are often no longer available commercially.

These events are a great opportunity for new and seasoned gardeners to learn which varieties of plants grow well locally, to meet other enthusiastic gardeners and to swap seeds in preparation for the upcoming growing season.

Demonstrations, booths and representatives from the Alabama Cooperative Extension System will be on hand as well. Visitors are encouraged to bring seeds

of their favorite vegetables or flowers to exchange and share with others. Even visitors who don't have seeds to share are encouraged to participate and are sure to leave with seeds to try.

Landmark Park is especially interested in obtaining heirloom (open pollinated) seeds from area families that have been passed down for generations. A small "toll" or percentage of seeds brought to the seed swap will be placed in the park's Seed Bank, a permanent repository for local seed that will be kept for future generations and to help preserve our agricultural heritage. The Seed Bank is a cooperative project of Landmark Park and the Wiregrass Master Gardeners.

Admission to the seed swap is free with paid gate admission to the park. For more information, contact the park office at (334) 794-3452.

Experience.



Mark Byard, M.D.
Board-Certified
Urologist



Judd Williams, M.D.
Board-Certified
Urologist

When you need urological care, Flowers Hospital and Wiregrass Urology provide a combination of experience and individual attention. Board-certified urological surgeons offer a full range of urology services to treat the cause of urological problems, not just your symptoms. With over 40 years' combined experience, they add their commitment to Flowers Hospital by caring for you as family.

At Flowers Hospital, we believe communication, strong doctor-patient relationships and quality care are essential. Our physicians have expertise in all areas of urology, blending modern therapies and proven techniques. The physicians, along with the entire Flowers Hospital staff, work to provide patients with personalized and compassionate medical care.

For more information, visit FlowersHospital.com.



Independent Members of the Medical Staff at Flowers Hospital



Wesley Manor Receives High Rating

Wesley Manor Retirement Center recently received a four-star rating by the Nursing Home Compare Quality Measure Rating. Areas rating four out of a five star rating were overall quality, quality measures, staffing and registered nurse staffing.

This rating, coupled with the recent honor of being the first team in Alabama to receive gold certification from the Patient Safety and Clinical Pharmacy Services Collaborative, is significant for the Dothan community.

"The vision of our leadership team has brought about these quality results," said Jeff Kirby, Wesley Manor administrator. "Our residents deserve only the best in care, and we strive each day to ensure they receive that care."

Judy Partin, director of nursing at Wesley Manor, further explained that the many quality teams in place have made dramatic improvements in the quality of health care provided to the residents. "We participate in numerous quality improvement measures to benefit our community and are very proud of our results," she said.

Wesley Manor celebrates life, values relationships and embraces teamwork. For more information about Wesley Manor's care options or for a personal tour, call (334) 792-0921.

Upcoming Member Events

- ▶ **Celebrate Recovery**
Every Friday • 6 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. Optional dinner starts at 6 p.m.; free to first-time guests. For those with children, age specific children's program available. For more information, call Harvest at (334) 702-6555 or e-mail 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.
- ▶ **1st Saturday Family Day**
Jan. 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.
- ▶ **Folk and Outdoor Workshop Weekend**
Jan. 11-12
Landmark Park. The weekend will include two sessions on Saturday and one session on Sunday. Participants will be able to choose a different topic of interest for each session. Each session will last up to three hours and a hands-on element will be included. Sessions include first aid, ATV training, sewing and more. Weekend prices for three workshops and lunch on Saturday: members \$40; nonmembers \$50. Saturday only price for two workshops and lunch: members \$30; nonmembers \$40. Sunday only price: members \$20; nonmembers \$30. This includes one workshop. Registration is required and can be made by calling the park office at (334) 794-3452 or visiting <http://landmarkpark.com/pdf/FOW.pdf>.
- ▶ **Comedy Live**
Jan. 10 • 8-10 p.m.
The Landing Ballroom. Join Fort Rucker for Comedy Live at Rucker, featuring Jay Black and opening comedian Mike Casey. Regular seating is \$12 in advance; \$16 after Jan. 9. Cost for a VIP table (seats 10) are \$150 and guarantees you a seat close to the stage. Doors open at 7 p.m. Stay after the show for a meet and greet with both comedians while a DJ keeps the party going from 10-11:30 p.m. For more information, contact Fort Rucker Family & MWR at (334) 255-9810.

Have an upcoming event planned?

Send your event information to mmckean@dothan.com

Flowers Hospital Named Top Performer

Key Quality Measures



The Joint Commission
Top Performer on
Key Quality
Measures™
2012

- Heart Attack
- Heart Failure
- Pneumonia
- Surgical Care

Flowers Hospital was recently named as one of the nation's Top Performers on Key Quality Measures by The Joint Commission, the leading accreditor of U.S. health care organizations.

Flowers Hospital was recognized for exemplary performance in using evidence-based clinical processes that are

shown to improve care for certain conditions.

Flowers Hospital is one of 1,099 hospitals earning the distinction for attaining and sustaining excellence in the following measure set(s): Heart Attack, Heart Failure, Pneumonia and Surgical Care. The ratings are based on an aggregation of accountability measure data reported to The Joint Commission during the 2012 calendar year. This is the second time that Flowers Hospital is being recognized as a Top Performer.

"Receiving this award for a second year clearly demonstrates the unwavering devotion of Flowers Hospital's employees, medical staff physicians and volunteers who work together to continually improve health care services for the patients we are privileged to serve," said Suzanne Woods, Flowers Hospital CEO. "This achievement is the direct result of outstanding

caregivers who fulfill our mission of caring for patients as family. Flowers Hospital's culture of quality improvement reflects our goal to provide every patient with the right health care services every time."

Each of the hospitals named Top Performers met three 95 percent performance thresholds. First, the hospital achieved cumulative performance of 95 percent or above across all reported accountability measures. Second, recognized hospitals reached performance of 95 percent or above on every reported accountability measure where there are at least 30 denominator cases. Third, hospitals must have at least one core measure set that has a composite rate of 95 percent or above, and within that measure set, all applicable individual accountability measures have a performance rate of 95 or above.

A 95 percent score means a hospital provided an evidence-based practice 95 times out of 100 opportunities to provide the practice. Each accountability measure represents an evidence-based practice. For example, giving aspirin at arrival for heart attack patients, giving antibiotics one hour before surgery and providing a home management plan for children with asthma.

For more information, visit www.flowershospital.com.

Leadership Dothan Conducts Linen Drive

The Leadership Dothan 2013-2014 class recently conducted a linen drive to benefit the Dothan Rescue Mission.

A haven of hope for the homeless, the Dothan Rescue Mission offers hot food, clean clothing and temporary shelter. The mission is also always in need of common everyday items in order to provide assistance to those in need, which include:

- Paper Goods
- Bath Towels and Wash Clothes
- Cleaning Supplies (All Types)
- Twin Sheets and Pillow Cases
- Large Containers of Food for Kitchen
- First Aid Items
- Heavy Duty Garbage Liners
- Clothes (All Sizes from Adult to Children)
- Grocery Bags (Paper and Plastic)
- Monetary Donations

As a nonprofit 501(c)(3) organization, all donations to the Rescue Mission qualify as a tax deductible contribution.

Leadership Dothan is an annual nine-month class through the Dothan Area Chamber Foundation. For more information, contact Linda Kelley, program coordinator, at (334) 792-5138 or lkelly@dothan.com.



The Leadership Dothan Class recently conducted a linen drive to benefit the Dothan Rescue Mission. Pictured (l-r) loading all the donation items for delivery to the mission are class members Adam O'Brien, Christina Dear, Kelli Dillard, Brett Hemphill, Eric Mansfield and Jim Watson.

Houston Academy To Host Open House

Houston Academy will host an Open House for prospective parents to tour the campus, have questions answered and meet with teachers Thursday, Jan. 30, at 5:30 p.m.

Enrollment for 2013-14 starts in January and Houston Academy invites you to come learn about the great education available at the school.

For more information, visit www.houstonacademy.com or call (334) 794-4106.

HEALTHSOUTH Opens Expansion, Plans Grand Opening

HEALTHSOUTH Rehabilitation Hospital of Dothan is proud to announce the opening of its newly constructed addition. Newly admitted patients will get to experience the new space that was designed specifically to fit the needs of rehabilitation patients. The expansion includes 27 private rooms, 12 spacious semi-private rooms, a gym addition and a therapy courtyard.

“Our primary goal is to provide high-quality inpatient rehabilitation care. This expansion gives us a better opportunity to do so by offering more private rooms and larger space for therapy services,” said Margaret Futch, HEALTHSOUTH Dothan CEO. “We look forward to continuing our more than 20-year legacy in the Wiregrass area for providing excellent rehabilitation care in our revamped, state-of-the-art hospital.”

The existing hospital has also undergone complete renovation through the entire facility. An official grand opening ceremony for the hospital expansion will be held Thursday, Jan. 16, from 4 p.m. until 7 p.m.

HEALTHSOUTH Rehabilitation Hospital of Dothan is a 51-bed inpatient rehabilitation hospital

that offers comprehensive inpatient rehabilitation services. Serving patients throughout the Wiregrass and the surrounding communities, the hospital is located at 1736 E. Main St., Dothan and on the Web at www.healthsouthdothan.com.

HEALTHSOUTH is the nation’s largest owner and operator of inpatient rehabilitation hospitals in terms of patients treated and discharged, revenues and number of hospitals. Operating in 28 states across the country and in Puerto Rico, HEALTHSOUTH serves patients through its network of inpatient rehabilitation hospitals, outpatient rehabilitation satellite clinics and home health agencies.

HEALTHSOUTH’s hospitals provide a higher level of rehabilitative care to patients who are recovering from conditions such as stroke and other neurological disorders, orthopedic, cardiac and pulmonary conditions, brain and spinal cord injuries, and amputations. HEALTHSOUTH can be found on the Web at www.healthsouth.com.

For more information, contact Will Craig, DMO at (334) 702-2170 or will.craig@healthsouth.com.

Girls Inc. To Host Father Daughter Banquet

Feb. 6, 2014

Girls Inc. of Dothan will host its annual Father Daughter Banquet Thursday, Feb. 6, at 6 p.m. at the Dothan Civic Center. This popular event is a wonderful opportunity to celebrate the special relationship between daughters and fathers or other favorite male role models.

The evening features a seated catered dinner by Outback Steakhouse, music, dancing, photographs by Photorama and a gift bag for each attendee.

Reservations are required and the cost is \$125 per couple and \$45 for each additional daughter. Reservations after Feb. 1 will be \$150 per couple and \$70 each additional daughter. All proceeds from this event benefit Girls Inc. in fulfilling their mission of inspiring girls in the Wiregrass area to be strong, smart and bold.

To make your reservations, or for more information, call Girls Inc. at (334) 793-2321.



Local Hospital Gears Up For Half Marathon, 5K

Southeast Alabama Community Foundation and its lead sponsor, Flowers Hospital, are gearing up for their 2014 Half Marathon and 5K. This year’s race will be held Saturday, Feb. 1, starting at 8 a.m. The race will begin and end at Flowers Hospital.

This community-wide event helps local nonprofits by providing vaccines and supplies for Save-A-Pet, books and resources for the Alzheimer’s Resource Center, books for K-3rd grade children living in low-income housing, for Houston Love Memorial Library, as well as supporting the United Way’s 2-1-1 services, to name a few.

Last year’s event raised \$21,000 and close to 200 runners braved the 40 degree temperature to take part in both the half marathon and 5K.

For more information about this event as well as online registration, visit www.cacinfo.org/sacfhm.



Flowers Hospital and the Southeast Alabama Community Foundation are gearing up for their 2014 Half Marathon and 5K. Pictured is the start of the 2013 race from Flowers Hospital.



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LBA Donates To Area Food Bank

CARES Program

Larry Blumberg and Associates (LBA Hospitality) recently presented a \$2,000 donation to the Wiregrass Area United Way Food Bank.

Translating to the value of 18,000 meals for Wiregrass area citizens in-need, this donation is from LBA's home office employees, supplemented by a company gift.

LBA President Beau Benton said "This donation recognizes our company's long-standing commitment to give back to the communities that have welcomed us and nurtured our success. The LBA CARES program (Caring Associates Ready and Empowered to Serve) is truly honored to support the Food Bank's vitally important work."



Larry Blumberg and Associates (LBA Hospitality) presents a \$2,000 donation to the Wiregrass Area Food Bank to help provide meals to area citizens. Pictured (l-r) are Robert Goldsmith, LBA director of community affairs; and David Hanks, Food Bank executive director.

Gala Art Exhibition And Auction

Temple Emanu-El

Jan. 25, 6 p.m.

Temple Emanu-el Sisterhood invites you to a Gala Art Exhibition and Auction Saturday, Jan. 25. There will be a Champagne Preview at 6 p.m. and then the auction will take place at 7 p.m.

Admission charge is \$10 per person and a portion of the proceeds benefit local charities. There will also be a "Take a Second Look" Sunday, Jan. 26, from 10 a.m. until 2 p.m. Bagels and coffee will be served.

For more information about the event, contact Temple Emanu-El at (334) 792-5001. The Temple is located at 188 N. Park Ave., Dothan.

Pastor Caleb Free

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Flowers Insurance Welcomes Culbreth



Dean Culbreth

Flowers Insurance Agency recently completed merging Culbreth Insurance into its book of business. Culbreth Insurance has been in the local market for over 30 years operating as an independent insurance agency and serving many local businesses and families.

"My father, Frank Culbreth, started Culbreth Insurance in 1980 and did a great job of building a client base and teaching me the values I needed to be a trusted agent," said Dean Culbreth. "I'm excited

to be a part of Flowers Insurance in order to provide more insurance options for my client base and add to that value."

Flowers Managing Member Shane Siquefield added, "Dean is a solid addition to our agency. We are glad to have him as a part of our family and look forward to his success in our growth efforts."

Flowers Insurance Agency has been recognized by the Business Council of Alabama as Top Commercial Agents in the State of Alabama. Flowers currently has offices in Dothan and Phenix City, Ala., providing Property/Casualty Insurance, Individual Life/Disability and Employee Benefits.

For more information, visit www.flowersinsurance.com or call (334) 794-8646.

Register Now For Five Points Of Life Kids Marathon

A new fun running event just for youngsters is coming to the Wiregrass area March 22, and early birds can register for free. The 2014 Five Points of Life Kids Marathon is just a few calendar pages away, and it's a good time for youngsters to register and start charting their miles.

The addition of Dothan will mark the ninth city in Florida, Georgia and Alabama to host the event, which was started by LifeSouth Community Blood Centers in 2007 in Gainesville, Fla.

Five Points of Life is a foundation started by LifeSouth to raise awareness of the five ways to share life with others through the donation of blood, apheresis, marrow, cord blood and organ and tissue. It also offers classroom programs to students in the Wiregrass area that teach the science and social responsibility of

donating. The kids' marathon promotes fitness and offers lessons in goal setting.

Participants in kindergarten through eighth grade will run or walk the full 26.2 mile marathon distance a little bit at a time, logging their distance as they go. Then on March 22 at Westgate Park, they'll have the opportunity to celebrate their accomplishment and earn a medal at the finish line. It starts at 9 a.m. and all participants will receive a T-shirt.

Registration is free until Feb. 14, and entry forms and running logs are available online at www.fivepointsoflife.org, or at LifeSouth's Wiregrass headquarters next to Jim Skinner Honda located at 3833 Ross

Clark Circle.

For more information, contact LifeSouth at (334) 792-9997.



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Small Business Tips

▶ *IRS trims standard mileage rate for 2014*

The Internal Revenue Service has set the standard mileage rate at 56 cents for businesses in 2014, representing a small decline from 2013. Companies can use this rate to calculate deductions for vehicle use, or they can monitor their actual expenses. Read more: <http://smallbiztrends.com/2013/12/irs-standard-mileage-rate-2014.html>. (Source: *Small Business Trends*, Anita Campbell, "IRS Announces Standard Mileage Rates for 2014," Dec. 9, 2013.)

▶ *Make a focused effort to keep loyal customers*

Lee Polevoi notes that loyal customers tend to spend more than new ones, and the cost of attaining new customers can be much higher than that of retaining old ones. With that in mind, several strategies are worth pursuing to ensure customers keep coming back. He recommends among other things, provide service that exceeds expectations and show customers in small but meaningful ways that you appreciate their continued business. Read more: <http://blog.intuit.com/marketing/4-tips-for-creating-a-customer-for-life-2/>. (Source: *Intuit Small Business Blog*, Lee Polevoi, "4 Tips for Creating a Customer for Life," Dec. 9, 2013.)

Small Business Seminar

Affordable Care Act (Obamacare)

Due to an overwhelming demand, the Dothan Area Chamber of Commerce and Richard Byrd, BlueCross and BlueShield of Alabama, will again present a luncheon program on the Affordable Care Act (Obamacare) Thursday, Jan. 23, at 11:30 a.m.

Byrd's presentation is a "Thousand Foot View" of health care reform. He will touch on how it will affect both large and small groups, individual coverage, information regarding the Marketplace/Exchange and the open enrollment. There will also be time set aside to answer questions.

The cost to attend is \$10, which includes a box lunch. Pre-registration is required by Tuesday, Jan. 21. To register, contact Susan Tatom at (334) 792-5138.

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

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Alabama's SBE Council Ratings

The Small Business and Entrepreneurship Council is a 501(c)(4) advocacy, research, training and networking organization dedicated to protecting small business and promoting entrepreneurship. The SBE Council works to educate elected officials, policymakers, business leaders and the public about key policies that enable business start-up and growth.

Through advocacy, research, media outreach, training and education, SBE Council members and staff convey the importance of entrepreneurship to job creation, innovation, economic growth and U.S. competitiveness. The SBE Council is viewed as one of the most powerful and effective organizations dedicated to protecting small business, and promoting entrepreneurship. See more at www.sbecouncil.org/about-us/#sthash.ho8nXrBu.dpuf.

The SBE Council annually ranks states for their business friendliness (www.sbecouncil.org/resources/publications/business-policy-index-2012/).

Alabama's 2012 Business Policy Index:

- BPI Rank #7
- Key Positives:
 - Lowest property taxes.
 - Fairly low personal and corporate income taxes.
 - Low unemployment taxes.
 - Low wireless taxes.
 - Low number of health insurance mandates.
 - Right to work state.
 - Low level of government debt.
- Key Negatives:
 - High crime rate.
 - High level of government workers.

Alabama's 2012 Business Tax Index:

- BTI Rank: #7
(Seventh best business tax system)
- BTI Score: 25.133

Alabama's 2011 Small Business Survival Index:

- SBSI Rank: #6
- SBSI Score: 48.765
- Highlights:
 - Lowest property taxes
 - No death tax
 - No individual or corporate alternative minimum tax
 - Relatively low personal and corporate income taxes
 - Relatively low number of health insurance mandates
 - High crime rate
 - High number of state and local government employees

Source: Small Business & Entrepreneurship Council, "Congressional Scorecard for the 112th Congress, How Members of Congress Voted on Key Small Business Issues," October 2012, www.sbecouncil.org/wp-content/uploads/2012/10/SBEC-Scorecard-112thCongress2012.pdf.

Don't Miss Out On These Great Sponsorship Opportunities!

The Dothan Area Chamber of Commerce hosts several exciting events throughout the year and we have some great sponsorship opportunities that you might be interested in.

Listed below are the sponsorship opportunities that we currently have available. If you are interested in taking advantage of any of the listed opportunities, please call or e-mail LaRhonda Robinson at (334) 792-5138 or lrobinson@dothan.com. The opportunities are limited and are available on a first come basis.

► **General Membership Meetings - May 2014, July 2014**

Date will be determined by speaker availability and these meetings will be held as a breakfast or luncheon. There is an expected attendance of 200-250 at each event. The sponsorship cost is \$350 and you will receive the following benefits:

- One table of eight (\$150 value) in preferred location;
- Logo recognition in the Chamber newsletter;
- Recognition during the meeting from the podium;
- Opportunity to place marketing pieces on a display table at the event; and
- Logo placed on table card in center of guest tables.

► **The Network Exchange - June 2014, September 2014, December 2014**

The Network Exchange is the Chamber's "after-hours" networking event. The event will be held from 4:30 p.m. to 6:30 p.m. and includes a cash bar, hors d'oeuvres and great networking opportunities. There is an expected attendance of 100-150 at each event. The sponsorship cost is \$250 and you will receive the following benefits:

- Opportunity to place marketing pieces on a display table at the event;
- Logo recognition on the invitation to the membership;
- Logo recognition in the Chamber newsletter; and
- Recognition during the welcome address.

► **Annual Meeting - October 2014**

Sponsorship opportunities to be announced at a later date.

► **Spotlight on Business - February 2015**

Spotlight on Business is the area's largest business trade show. We sell approximately 85 booths and have over 2,000 attendees at the event. The sponsorship cost is \$1,000 and you will receive the following benefits:

- One booth (\$375 value) in preferred location;
- Logo recognition in the Chamber newsletter; and
- Logo recognition in the event program and on the invitation that is distributed to the membership.



DOOTHAN AREA CHAMBER OF COMMERCE



DOOTHAN AREA CHAMBER OF COMMERCE

2014 Small Business Person Of The Year Award Nominations

In 1987 the Dothan Area Chamber of Commerce recognized Agnes Simpson of WOOF Radio as the first Small Business Person of the Year. Today the Chamber hands out this prestigious award on an annual basis to individuals for their outstanding success in a small business. The award is based on business growth and longevity, community development, innovation, and success in the face of adversity. While nominees will be judged in these areas, they need not exhibit outstanding performance in every area to win.

Who will be our next winner? Do you know a small business owner with a success story and who is making a contribution to the local community and the economy? If so, nominate them. The Chamber will accept nominations for the 2014 Small Business Person of the Year from Jan. 1 to Feb. 11, 2014. Nominees will be interviewed and the top three finalists will be announced at the General Membership Meeting held during Small Business Week, May 12-16, 2014. The winner will be announced at the Annual Meeting to be held in October 2014.

Each nominee must meet the following criteria:

- Business employs between 1-25 employees.
- Business is a member in good standing of the Dothan Area Chamber of Commerce.
- Have been an active Chamber member for at least three continuous years.
- Business must have been operating in the Dothan area for a minimum of three years.
- Business must exhibit growth and longevity, involvement in community development, innovative practices and success in the face of adversity.
- Adhere to ethical business practices.
- Candidate can not have won award within the past 10 years.

To nominate a small business person, fill out the information below.

(Please type or print)

Nominee: _____

Company: _____

Phone Number: _____

Nominated By: _____

Company: _____

Phone Number: _____ E-mail: _____

Why this individual deserves recognition: (For additional comments, attach an additional sheet.)

Either mail or fax this form to:

Dothan Area Chamber of Commerce
 Attn: LaRhonda Robinson
 P.O. Box 638, Dothan, AL 36302
 Fax: (334) 794-4796.

Nominations are due by Feb. 11, 2014.
Thank you for your nomination!

January 2014

THIS ISSUE:

- Development Director To Be Guest Speaker
- Literacy Today Is More Than It Used To Be
- Highlands Begins Monthly Tours
- Flowers Hospital Named Top Performer
- HEALTHSOUTH Opens Expansion
- Flowers Insurance Welcomes Culbreth
- Alabama's SBE Council Ratings
- Small Business Person Of The Year Nomination Form

DOTHAN AREA CHAMBER OF COMMERCE



Chamber Plans GENERAL MEMBERSHIP BREAKFAST



Guest Speaker:
Jim Searcy, Executive Director
Economic Development Association Of Alabama



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Are You A Chamber Member-To-Member Participant?



Being a participant not only helps promote your business, but also demonstrates your Dothan Area Chamber of Commerce membership commitment.

For more information about this Chamber benefit or to become a participant, call LaRhonda Robinson, director of membership, at (334) 792-5138, e-mail lrobinson@dothan.com or visit www.dothan.com.

ECONOMIC INDICATORS

▼	Labor Force for the Dothan MSA for October: 63,345 in 2012; 62,176 in 2013
▼	Unemployment for the Dothan MSA for October: 6.9% in 2012; 6.2% in 2013
▲	Residential Building Permits for the City of Dothan for October: 10 issued (\$2.42 million) in 2012; 15 issued (\$4.63 million) in 2013
▼	Home Sales in Dothan for October: 86 sold in 2012; 63 sold in 2013
▲	Enplanements for Dothan Regional Airport for October: 4,189 in 2012; 4,556 in 2013
▲	Houston County Sales and Use Tax for October: \$1,264,243 in 2012; \$1,283,435 in 2013

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 12/10/13. Visit www.dothan.com for the most current information.