

# C H A M B E R CONNECTIONS

## SMALL BUSINESS

*The Heart Of It All*

Mark your calendar and make plans to join the Dothan Area Chamber of Commerce as it celebrates and honors the area's small business members. The heart of our community, small businesses help to make the Wiregrass a great place to live. The contributions small businesses make to our local economy are remarkable when you think of the number of people they employ and the goods and services they supply.

Within the Dothan Area Chamber, 82 percent of its membership report 25 or fewer employees. In recognition of the area's small businesses, the Chamber invites you to join the organization for Small Business Week 2015, an entire week dedicated to honoring our members with a series of activities.

Officially set for May 4-8, Small Business Week 2015 will celebrate the entrepreneurial spirit. It will be a week where businessmen and women can come together in one place to connect and learn from the ideas, expertise and experiences of each other.

Dedicated to helping your business thrive, the Chamber's Director of Membership LaRhonda Robinson spends months organizing and planning the scheduled events to ensure that the activities benefit all members, both big and small. "We encourage our members to attend the various functions planned throughout the week, which includes several business seminars," she said.

The week's activities get underway Monday, May 4, with two seminars. Capt. Antonio Gonzalez, Houston County Sheriff's Office, will present *Safety In The Workplace* at 8:30 a.m.

and then Precious Freeman, BFC Management, will present *Marketing and Millennials: How the Game Has Changed* at 2 p.m. Both seminars will take place at the Chamber facility and are free to attend; however, pre-registration is required.

Members are then invited to attend the **Small Business Week General Membership Luncheon** Tuesday, May 5, at Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall. Beginning at noon, the guest speaker will be Dr. Jack Sasser. The announcement of the 2015 Small Business Person of the Year finalists will also take place. Tickets are \$15 per person and reserved tables (seats eight) are available for \$150. Pre-registration is required.

Wednesday, May 6, features David Balmer, Emerald Coast Dale Carnegie Training, presenting the seminar *Engaging Your Employees* at 2 p.m. at the Chamber. The seminar is free and pre-registration is required.

Small Business Week 2015 will wrap up Thursday, May 7, with a ladies only luncheon *Hat's off To Working Women* featuring guest speaker Jill Kloskey from Organized Living at the Dothan Country Club. The luncheon is \$15 per person and pre-registration is required.

We hope you'll make plans to join the Dothan Area Chamber during Small Business Week 2015 as we connect, celebrate and inspire. For more information on any of the above events, or to make reservations, contact the Chamber office at (334) 792-5138. Hope you'll join us!

### Small Business Week Events May 4-8, 2015

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

**Breakfast Seminar - *Safety in the Workplace***

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

Location: Chamber Board Room

Cost: FREE to attend (Continental Breakfast)

\*Pre-registration required

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

**Afternoon Seminar: *Marketing and Millennials: How the Game Has Changed***

Speaker: Precious Freeman, BFC Management

Location: Chamber Board Room

Cost: FREE to attend \*Pre-registration required

**Tuesday, May 5, Noon**

**Small Business Week General Membership Luncheon**

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

Location: Wiregrass Rehabilitation Center Inc.'s Sterling Events Service Rotary Hall

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

\*Pre-registration required

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

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

Speaker: David Balmer, Emerald Coast Dale Carnegie Training

Location: Chamber Board Room

Cost: FREE to attend \*Pre-registration required

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

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

Speaker: Jill Kloskey, Organized Living

Location: Dothan Country Club

Cost: \$15 per person \*Pre-registration required

Wear your Kentucky Derby style hat; Door prize drawings

Thank you to our General Membership Luncheon sponsors:



## Dr. Sasser To Be Luncheon Guest Speaker



Dr. Jack Sasser

the Wiregrass.

Dr. Sasser began forging those links in the field of education, serving for 36 years as a teacher, principal, system administrator, interim Dothan City Schools' superintendent and adjunct college professor. After retirement, he became the administrator (now president) of WRC. He nurtured WRC as a business with a social purpose, growing a budget of \$1.6 million into \$10.5 million annually.

Additionally, during his tenure, over 18,000 individuals with disabilities in the tri-state area have been assisted in overcoming vocational barriers and securing employment. For its achievements under Dr. Sasser's leadership, WRC was awarded the Alabama Association of Rehabilitation Facilities 2010 Outstanding Facility of the Year award.

*"The concept that an individual should be defined by the goals they reach, by the heights to which they soar and by what they do rather than what they cannot do is advocated each day at WRC."*

- Dr. Jack Sasser

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*Quote*  
of the Month

*"Every new concept first comes to the mind in a judgment."*

— Charles Sanders Peirce  
Scientist and Philosopher

www.dothan.com  
(334) 792-5138

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED





# RIBBON CUTTINGS

## Amedisys Home Health Care

2560 County Road 112  
Dothan, AL 36303  
Phillip Herring  
(334) 984-2370  
HOME HEALTH SERVICES



## Hall Housing Investments Inc.'s Beverly Crossing Apartments

280 Crossing Lane  
Dothan, AL 36303  
Gary Hall  
(334) 794-2678  
PROPERTY DEVELOPMENT



## The Main Event, LLC

257 S. St. Andrews St.  
Dothan, AL 36301  
Kerry Ferrall  
(334) 699-1475  
EVENT PLANNING



## Max Fitness

3509 Montgomery Highway  
Dothan, AL 36303  
Shane Franklin  
(334) 793-7170  
HEALTH & FITNESS CLUBS



## RELOCATIONS Delectable Edibles and More

150 N. Foster St.  
Dothan, AL 36303  
Roni McAnulty  
(334) 677-2200  
RESTAURANTS



## Humana

150 N. Foster St.  
Dothan, AL 36303  
Tony Kenward  
(800) 992-1935  
INSURANCE



# NEW MEMBERS

Clip and add these to your Membership Directory.

## Badcock and More

Tony Hall  
4165 Ross Clark Circle  
Dothan, AL 36303  
Ph: (334) 793-9423  
Fax: (334) 446-3169  
FURNITURE

## Dothan Village

Ron Wolf  
345 Piedmont Road NE, #100  
P.O. Box 11648  
Atlanta, GA 30355  
Ph: (404) 941-1163  
REAL ESTATE DEVELOPERS

## Engineered Systems, Inc.

J. Wayne Palmer  
486 Ross Clark Circle  
P.O. Box 1207  
Dothan, AL 36302  
Ph: (334) 794-6722  
Fax: (334) 712-4640  
CONTRACTORS - GENERAL

## N2 Publishing

Keith Sewell  
2204 Stonebridge Road  
Dothan, AL 36301  
Ph: (334) 791-9732  
PUBLISHING

## Steamboat Custom Homes, LLC

Jerron Tidmore  
P. O. Box 6902  
Dothan, AL 36302  
Ph: (334) 618-8487  
CONSTRUCTION - HOME BUILDERS

# RENEWING MEMBERS

## 60 Or More Years

Saad's Jewelers

## 40-49 Years

Dothan Glass Co.  
The Sherwin Williams Co.

## 30-39 Years

Action Computer Sales and Service Inc.  
Ameris Bank  
Coffman International Inc.  
DSI Security Services  
King's Appliances Inc.  
Kirkland Jewelry  
Merrill Lynch Wealth Management  
Ronnie's Men's and Boys' Wear Inc.  
Southern Lumber Supply  
SpectraCare Health Systems Inc.  
ValCom Wireless/CCS Technology

## 25-29 Years

20/20 Eye Care  
Barstone Apartments  
Calvary Baptist Church  
Consolidated Electrical Contractors and Engineers Inc.  
Dothan Regional Airport  
Headland Area Chamber of Commerce  
Jeffers Inc.  
King Church Furniture Inc.  
Red Star Yeast Co., LLC

Service Industrial Supply  
Thompson Tractor Co. Inc.  
Wiregrass Museum of Art and Conference Center

## 20-24 Years

Cox Swimming Pools Inc.  
Emmanuel Christian School  
ERA Jack Hughes Realty  
Gentiva Home Health and Hospice  
Jim Skinner Honda  
Marty Robbins Roofing Co. Inc.  
Nantze Springs Inc.

## 15-19 Years

Bradford Health Services  
Cannon Oil Corp.  
Cook's Pest Control  
Exchange Center for Child Abuse Prevention  
Harden Enterprises  
Outlet Rental Car Sales  
Providence Christian School

## 10-14 Years

Edward Jones Investments - Pinckard  
Harris Security Systems Inc.  
Hooters  
McAlister's Deli  
Noland Hospital Dothan  
Sweetwater Apartments  
Tabor Pest Control  
Tarragon Hills Apartments, Ltd.  
Town of Taylor  
Westwood Pet Care

## 5-9 Years

Computer Printing Etc.  
DaVita - Dothan Dialysis  
Dothan Livestock Co.  
Houston Printing Co. Inc.  
Interstate All Battery Center  
James Bowman Realty Inc.  
Martin Environmental Services Inc.  
Sherrer, Jones and Terry, PC  
SofSpeak International, LLC  
Trinity Bank  
Wiregrass Hope Group

## 1 to 4 Years

Alden Services  
Bell Helicopter  
CarMax  
Cherry Blossom RV and Mobile Home Park  
Donofro Architects  
Fenced-In, LLC  
Folklore Brewing and Meadery  
Gencon Associates Inc.  
GETS Inc.  
Gosselin Design  
Hobby Lobby Stores Inc.  
Media Mechanical Services, LLC  
Moore, Sr., Fletcher M.  
Runaway RV  
Southeast Pain Management Center  
TGI Creative Services  
Townsend's Andersen Showroom  
Truck Central of Dothan dba Western Star of Dothan  
Vector Security

# Events *May* 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						

- 4** ▶ **Legislative Committee Meeting – 7:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 4-8** ▶ **Small Business Week**  
\*See page 1 for more information.
- 6** ▶ **Military Affairs Committee Meeting – 9:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 8** ▶ **Youth Leadership Dothan-Houston County Closing Retreat – 7:45 a.m.**  
Location: 500 University Drive (Troy University)
- 12** ▶ **Ambassador and Diplomat Committee Meeting – 9 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- Troy University Small Business Counseling – 9 a.m. to noon**  
Location: 102 Jamestown Blvd. (Chamber)
- Dothan Area Young Professionals’ Business Brews – 5:15 p.m.**  
Location: 560 Westgate Parkway, Suite 1 (KBC Butcher’s Block Catering and Market)
- 13** ▶ **Ribbon Cutting: N2 Publishing – 10:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- Youth Leadership Dothan-Houston County Graduation Banquet – 6:30 p.m.**  
Location: 765 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.’s Sterling Event Services Rotary Hall)
- 14** ▶ **Ribbon Cutting: Birmingham Theological Seminary-Dothan Campus – 10 a.m.**  
Location: 4390 Westgate Parkway (Dothan Community Church)
- 20** ▶ **Board of Directors’ Meeting – 8:15 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 21** ▶ **Leadership Dothan Closing Retreat – 7:45 a.m.**  
Location: 1532 Whatley Drive (Wiregrass Foundation)
- 25** ▶ **Memorial Day – Chamber Closed**

# Memorial Day

## Ambassadors & Diplomats Team Of The Month

### *The Total Package*



Congratulations to the Ambassador and Diplomat Team of the Month “The Total Package” for claiming this month’s title. Pictured (seated l-r) are **Beth Kenward**, Humana; **Sarah Register**, Sarrell Dental Center; **Mary Reed**, *Dothan Eagle*; (standing) **Lauren Pike**, Covenant Hospice; **Brandon Ziegenfelder**, Slingluff United Insurance; **Rich Merrell**, PRemployer Inc.; and **Faye Turner**, MidSouth Paving Inc. Not pictured is **Clay Williams**, Friend Bank.

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



**Jennifer Ford**  
*Ford Finders Employment Services*



## Grow Dothan Working For You

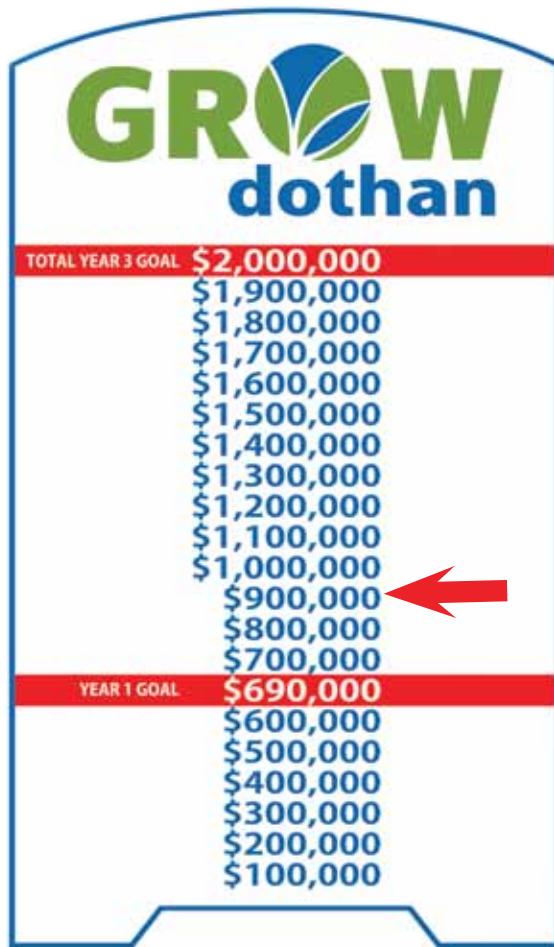
Since the April update, the Grow Dothan Capital Campaign continues to progress. The support that has been received is a true sentiment of how the area's business community is committed to working together in order to ensure the advancement of economic development. Because of this dedication, the Wiregrass region continues to grow stronger and more advanced in providing business opportunities, which in turn means more jobs.

With the work of the Grow Dothan team and the business community, to date, \$923,216 in financial commitments have been made, which includes contributions of \$300,000 from the City of Dothan and \$140,000 from Houston County. The three year goal is \$2 million.

For those who already have made their pledge, again we thank you for your confidence and trust. Your support is appreciated by the Grow Dothan team and all who are involved in this effort.

If you haven't joined the team yet, ask yourself why. Do you need more information or have questions that need answered? If so, contact the Grow Dothan team and let a team member sit down with you to provide you with the information you need and answer any questions.

One question might even be why should I invest in Grow Dothan? The answer is we must compete in a global economy, and investing in Grow Dothan ensures our region has the resources to turn economic opportunities into reality. By



participating in Grow Dothan, you are partnering with the strongest business advocacy organization in the area, and equipping it to build a stronger business environment.

Join us and be a partner. When it's all said and done, every Chamber member benefits, and continues to benefit, from a growing and thriving economy.

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



Mark Saliba (right), Alfred Saliba Corp. and Grow Dothan chairman, talks with Philip Mullin of Adams Beverages about their operation and the Grow Dothan Capital Campaign.

## Dothan Airport, Commercial Jet Celebrate Project Completion

Officials from the Dothan Regional Airport Authority and Commercial Jet Services, LLC recently celebrated the completion of a ramp improvement project at the airport. The project was the last initiative needing to be completed since Commercial Jet began operating at the Dothan facility located at 100 Jet Services Way in 2013.

"Today we celebrate a tremendous partnership with federal, state and local partners that have been instrumental in building essential infrastructure at the Dothan Regional Airport and want to extend our sincere thanks for your support," stated Charles

Nailen, Dothan Regional Airport Authority chairman.

The completion of the ramp improvement project will complete items necessary for assisting Commercial Jet Services, LLC with locating in the Wiregrass region. Aging infrastructure and changes in aviation, necessitated upgrading ramping infrastructure at the Dothan Regional Airport to accommodate transport category aircraft into the Dothan-Houston County Airport property to support Commercial Jet Services, LLC.

Many entities and individuals assisted with the completion of this project, including the Alabama Aeronautics Bureau, Wiregrass Foundation and the Economic Development Administration/Southeast Alabama Regional Planning and Development Commission.

Mayor Mike Schmitz remarked, "We are extremely appreciative of the tremendous support we have received from all the organizations that have helped on this economic development project and being in a position to bring the project to completion. We are thankful to everyone involved and Commercial Jet Services for their investments in our community."

Houston County Chairman Mark Culver said, "This is a great example of regional collaboration and teamwork which are essential elements for economic development,

Commercial Jet Services is a major maintenance, repair and overhaul company that is known for reliable, expert service for more than 20 years. Commercial Jet Services has earned the trust of the world's leading airlines, owners and operators and delivers fully integrated high-value aviation services solutions customized to the specific requirements of each customer. The company specializes in heavy maintenance and modification services, complete

airframe inspections, freighter conversions, interior modifications and avionics upgrade programs.

Commercial Jet Services offers high-value MRO solutions which include "A," "B" and "C" checks, block overhauls, updates to aging aircraft, corrosion repair, component overhaul, freighter conversion and aircraft aesthetic services. The company services a wide variety of commercial aircraft types, including the Airbus, Boeing and McDonnell Douglas.



Emily VanScyoc, Southeast Alabama Regional Planning and Development Commission economic development director.



Dothan Regional Airport Authority and Commercial Jet Services, LLC recently celebrated the completion of a ramp improvement project at the airport.



John Eagerton, Alabama Aeronautics Bureau Chief.



Cindy Bedsole, Wiregrass Foundation vice president of administration and grants management.

## Workforce Availability Continues To Be Priority For Business Recruitment, Expansion



Steve Turkoski,  
Project Manager

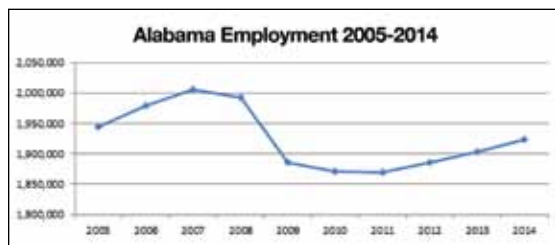
The U.S. Census Bureau estimates show that the Alabama population has grown by 69,641 between 2010 and 2014. The estimated state population in July 2014 was 4,849,377.

County level data show 40 counties lost population while 26 counties gained. The sum of gains in those counties was 100,090 while those that lost dropped 30,499. Of the counties that lost population, 29 of the 40 were non-Metropolitan Statistical Area counties and their cumulative losses were 18,759. The eleven counties that are the core of our state MSAs gained 62,389 persons, with only Etowah and Montgomery counties losing population from that group.

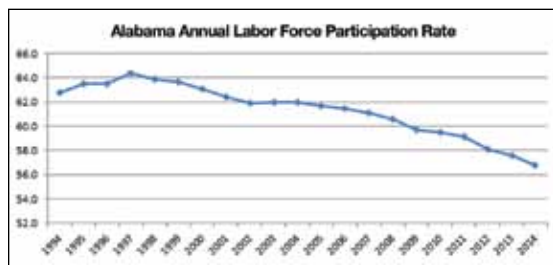
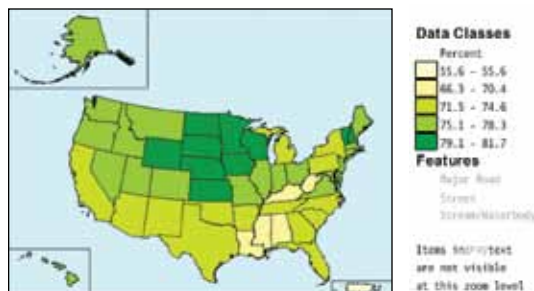
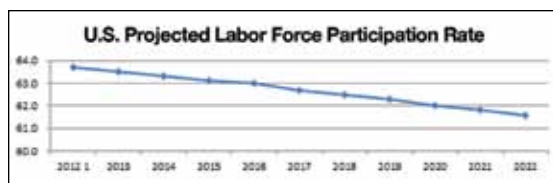
Of the core MSA counties that gained, Baldwin, Madison, Lee and Tuscaloosa counties were the big gainers, accounting for 88 percent of the gains within MSA core counties. In the Dothan MSA, Houston County gained 2,646 during the period bringing the estimated population to 104,193. Both Geneva County and Henry County lost population at -78 and -112 respectively.

The most recent Consultants Survey, published in Area Development Magazine, listed "Availability of a skilled workforce" as the second ranked site selection factor behind "Highway accessibility," as the highest ranked site selection factor for locating or expanding a company.

As the labor force is a product of the local population, it is important for the MSAs, which are the economic engines of the state, to continually draw in new talent. In 2013, 78 percent of the Alabama Gross State Product was generated in the state's 12 Metropolitan Statistical Areas.



While the state population is growing, the national and state labor force participation rate is going down and is projected to stay on that trajectory.



The excerpt below is from the "State of the Workforce VIII: Alabama" by the Center for Business and Economic Research, University of Alabama, March 2014 edition, accessed at [www.accs.cc/default/assets/File/Alabama\\_Workforce\\_Report\\_2013.pdf](http://www.accs.cc/default/assets/File/Alabama_Workforce_Report_2013.pdf).

"From a 2010 base, worker shortfalls of 114,533 for 2020 and 218,904 for 2030 are expected. This will demand focusing on both skills and the expected shortfall as priorities through 2030. Worker shortfalls for critical occupations will need to be addressed continuously. Strategies to address skill needs and worker shortfalls might include: (1) improvements in education and its funding; (2) use of economic opportunities to attract new residents; (3) focusing on hard-to-serve populations (e.g. out-of-school youth); (4) lowering the high school dropout rate; (5) continuation and enhancement of programs to assess, retrain, and place dislocated workers; (6) encouragement of older worker participation in the labor force; and (7) facilitation of in-commuting."

Each of these issues are currently being addressed by various entities at the state, regional and local level.

## Carver Magnet Installs WeatherSTEM For Hands-On Learning

In April, Carver Magnet School had the first WeatherSTEM Unit in the state of Alabama installed on its campus. The device will provide real-time weather data to the community and the school.

For the 2015-2016 school year, students in Carver's science courses will utilize this data for real-world applications in the STEM areas of science, technology, engineering and mathematics as they study weather and climate.

The WeatherSTEM package was funded with assistance from the Carver Magnet School PTO's Career-A-Thon event and Carver Magnet School. The aspiration behind the WeatherSTEM project is to provide STEM classrooms with real-time weather and atmospheric data, similar to weather stations maintained by the Weather Channel.

WeatherSTEM will also be providing teachers at Carver Magnet with professional development that will assist them in incorporating STEM data into their curriculum.

Carver Magnet joins other public schools from around the country and such major universities as the University of Miami, Florida State and Penn State to have this WeatherSTEM technology. Additional information about WeatherSTEM can be found at [www.weatherstem.com](http://www.weatherstem.com).

For more information, contact Hayden Camp, Dothan Education Foundation communications director, at (334) 794-6585 or email [hayden@dothaneducationfoundation.org](mailto:hayden@dothaneducationfoundation.org).



## Troy University And Chamber Join Forces To Offer Members Educational Partnership

Troy University is proud to inform Chamber members of a new educational partnership established between the Dothan Area Chamber of Commerce and Troy University.

As an active member of the Chamber, this Corporate Partnership will provide you and your full-time employees a 10 percent scholarship on tuition costs (classroom and online), as well as providing access to Troy University's Corporate Achiever Scholarship.

The Corporate Achiever Scholarship, when awarded, can provide your full-time employees pursuing an undergraduate degree up to four free classes, and those pursuing a graduate degree, up to three free classes.

Troy University and the Dothan Area Chamber of Commerce leadership are excited about providing this opportunity. A primary goal of the program is to help develop the workforce needed to sustain growth and create new business opportunities across the region.

To learn more about this partnership and how your business or organization can take advantage upon the educational opportunities currently being offered, contact Tara Ryals at (334) 983-6556, ext. 1205 or [tryals12485@troy.edu](mailto:tryals12485@troy.edu).

## Local High School Students Receive Sony Scholarships

Two local area high school students recently were each awarded a \$10,000 Sony Electronics Scholarship. The Dothan Area Chamber Foundation and Sony Scholarship Selection Committee are pleased to announce the 2015 scholarship awardees are Cheyenne Trujillo, a Dothan High School senior, and Brandon Etheredge, a Northview High School senior.

Trujillo will be attending Birmingham-Southern College to pursue a degree in business administration. Etheredge plans to attend Auburn University to major in physical therapy.

Administered through the Dothan Area Chamber Foundation, this private scholarship program is open to seniors who attend Dothan High School or Northview High School.



Cheyenne Trujillo,  
Dothan High School



Brandon Etheredge,  
Northview High School



*Chair's Message...*  
**Your Chamber Of Commerce**  
*Helping Build A Better Quality Of Life*



*Hope Johnson*

*"I take as my guide the hope of a saint: in crucial things, unity; in important things, diversity; (and) in all things, generosity."*

— Inaugural Address of President George Bush

In this article, I would like to share more information on the Dothan Area Chamber of Commerce's Community Development Council and strategic goal number three of five -- "Enhance the Wiregrass region's quality of life." The Council is chaired by Chamber board member Delvick McKay, personnel director for the City of Dothan. The Council staff coordinator is Linda Kelley, Chamber's director of Community Development.

Four programs fall under this Council including the Dothan Area Young Professionals, Leadership Dothan, Youth Leadership Dothan-Houston County and Spirit of Service.

If you are a young professional, DAYP is the place for you. As a member, you have opportunities for professional development, networking and community service. DAYP's objectives are to help recruit and retain young professionals of all demographics to the area.

In addition to DAYP, you may also want to consider Leadership Dothan, a nine-month training program. The class meets once a month, and by the end of the nine months, long-term friendships

are formed along with a deep understanding and appreciation of our community.

In 2015, we will be graduating the 33rd class of Leadership Dothan, and our 23rd class of Youth Leadership Dothan-Houston County. Both are exceptional programs for developing informed, committed and qualified future business and community leaders. Applications for the next Leadership Dothan class are available now and Youth Leadership in early September later this year.

The 2015 Spirit of Service Day took place April 18 in conjunction with Houston County Gives Day on the 24th. There were many worthwhile community projects that took place. The participation goal for 2015 was 1,000 volunteers! If you are not already part of this annual beautification project, we encourage you to gather your coworkers, your family and your friends and join us for Spirit of Service Day next year.

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

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

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

**Habitat Plans  
 25th Anniversary  
 Celebration**

Wiregrass Habitat for Humanity will be celebrating 25 years of building homes in the Wiregrass Thursday, May 21, with a dinner to be held at Covenant United Methodist Church at 6 p.m.

To help with the celebration, Dirt Road Sports out of Colquitt, Georgia, will be providing a comedy show. WHFH will host a silent auction as well as selling square feet for an upcoming build.

Tickets for the event are \$50 per person or \$75 per couple. Reserve tables will also be available (seats eight) for \$400. The deadline to purchase tickets is Friday, May 15. All proceeds will help Wiregrass Habitat for Humanity continue to build simple, decent affordable homes in the Wiregrass.

Mark your calendar and make plans to spend an evening with Wiregrass Habitat for Humanity celebrating 25 years of working to eliminate substandard housing in the Wiregrass one home, one family at a time.

To purchase tickets, or for more information, contact Emily or Amy at (334) 792-8453.

**It's Time For The  
 Annual Hardee's Ride  
 For Hope**

Wiregrass Hope Group will host the Sixth Annual Hardee's Ride for Hope Saturday, May 16. Sponsored by Hardee's, the ride proceeds will go toward the services provided through Wiregrass Hope Group.

On event day, registration will be from 9 a.m. until 10 a.m. at all three start/registration locations: Hardee's by Home Depot in Dothan, Hardee's in Abbeville and Hardee's in Enterprise.

Registration is \$25 per rider with a T-shirt and rider card. Each paid participant will receive Hardee's combo coupons for breakfast and lunch. Free drink refills will also be provided at each restaurant.

During the ride, bikers visit the eight area Hardee's (three in Dothan, one in Headland, Abbeville, Ozark, Enterprise and Hartford) to have their ride card stamped. Cards must be completed and turned in by 3 p.m. for a chance to win prizes.

The ride's finale will be at 3 p.m. at the Hardee's of Dothan by Home Depot. The finale includes grand prize drawings for \$1,000, \$500 and \$250, plus additional prizes. Cards will be drawn from all eligible cards that have been stamped at all eight Hardee's locations.

For more information about the ride or to become a sponsor, call Sharon Sizemore at (334) 790-9192 or visit [www.wiregrasshopegroup.com](http://www.wiregrasshopegroup.com).

Wiregrass Hope Group is a faith-based nonprofit organization that has been serving Dothan and the surrounding communities since 1983. Wiregrass Hope Group a resource for extending hope and healing to individuals and families by offering practical assistance, addressing emotional needs and encouraging spiritual growth. Through faith-based and secular programs, Wiregrass Hope Group seeks to positively impact families throughout the Wiregrass community.

**Joining Forces To Raise Funds For Autism**

The Leadership Dothan Class 33 and the Jon Lee Foundation recently presented a check to Kelly Springs Elementary School to help purchase resources for the school's new Autism Sensory Room. Together, the two organizations presented a check for over \$2,900.

Each year, Leadership Dothan selects a service project during the nine-month program. This year, the class chose to assist the Jon Lee Foundation with ticket sales and volunteering at the Seventh Annual JonJam Benefit Concert and Chili Cook Off, as well as raise money for the new therapeutic room at Kelly Springs.

The Jon Lee Foundation contributed a portion of Leadership Dothan's ticket sales to the classroom. Resources purchased included a soft frame convex bubble mirror, shimmering light curtain, therapy mats and a tactile awareness box just to name a few.

The Jon Lee Foundation was formed with a mission to provide greater mobility, independence and a better quality of life for people living with physical disabilities, while Leadership Dothan's mission is to recruit and prepare a diverse group of community

volunteers to help make Houston County a better place to live, work and visit.

Through this joint venture, both groups accomplished just that with this donation to the Dothan City Schools' classroom.

If you would like more information, contact Hayden Camp, Dothan Education Foundation communications director, at (334) 794-6585 or email [hayden@dothaneducationfoundation.org](mailto:hayden@dothaneducationfoundation.org).



*The Leadership Dothan Class 33 and the Jon Lee Foundation recently presented a check for over \$2,900 to Kelly Springs Elementary School to help purchase resources for the school's new Autism Sensory Room.*



## Two Great Publications, One Great Idea!

### Ad Sales Campaign Gets Underway May 1



You want to reach new residents and the business community. They want to know how to find you. The best way to achieve both goals is to advertise in the Dothan Area Chamber of Commerce's *2016 Dothan's Official Welcome Guide* and the *2016 Membership Directory & Business Guide*.

The Dothan Area Chamber and Print Services Inc., the Chamber member awarded this project, have begun the ad sales campaign for these 2016 publications.

Chamber members (primary contact and/or advertising agent) recently began receiving the Chamber's project introduction letter, verification form(s) and a "Reserve Your Space" brochure.

Print Services will be contacting members about the advertising opportunities and has a media kit available online at [www.psiprinter.com](http://www.psiprinter.com).

The *Welcome Guide* and *Membership Directory & Business Guide* will be mailed to Chamber members in late January 2016. High visibility through great distribution has been the key to the *Welcome Guide's* success. Increased usage of the *Membership Directory* is a direct result of its convenience to find fellow business members to promote our business-to-business relationships. Don't miss out on these important publications! Your company will benefit greatly by reaching all who look to the Dothan Area Chamber for information about Dothan businesses in 2016.

Distribution of the *Welcome Guide* (10,000) includes economic development prospects, new residents, prospective retirees and relocation families requesting information through the Chamber, 14 Chamber member apartment complexes for new residents, 20 Chamber member hotels/motels in-room distribution and the Dothan Utilities and Wiregrass Electric Authority offices to all new service customers. Great web exposure is another avenue of distribution for the *2016 Welcome Guide*. The publication will be on the following websites: The City of Dothan, Houston County, Dothan Convention and Visitors Bureau, Dothan Area Chamber of Commerce and Print Services Inc.

For more information about this opportunity, please contact:



(334) 702-4063  
(334) 712-6532 Fax  
[www.psiprinter.com](http://www.psiprinter.com)

## 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 email [celebraterecovery@harvestdothan.com](mailto: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](http://www.carmike.com) for show times. Some locations will be able to have a special showing on Tuesday mornings for schools and daycares to take advantage of Carmike's Stimulus Tuesdays.
- ▶ **Touch A Truck**  
May 2 • 10 a.m. – 1 p.m.  
Landmark Park. Landmark Park will host the annual Touch A Truck event giving kids of all ages a chance to see more than 50 different vehicles up close and learn about their uses. Refreshments will also be available. Admission is \$7 adults, \$5 children (3-11) and free for park members. For more information, call (334) 794-3452 or visit [www.landmarkparkdothandothan.com](http://www.landmarkparkdothandothan.com).
- ▶ **1st Saturday Family Day**  
May 2 • 10:30 a.m.  
Wiregrass Museum of Art & Conference Center. This is a program that provides entertainment for the whole family. Children and their families can enjoy a different fun-filled activity each month. The program is free and open to children of all ages who are accompanied by an adult. For more information, contact the Museum at (334) 794-3871 or visit [www.wiregrassmuseum.org](http://www.wiregrassmuseum.org).
- ▶ **Stamp Out Hunger 2015**  
May 9  
Throughout the Wiregrass area. Letter carriers in the Wiregrass will collect non-perishable food items for the Wiregrass Area United Way Food Bank. All you need to do to participate is place non-perishable food in a disposal plastic bag and hang it from your mailbox before your letter carrier delivers mail that day. The carrier will do the rest. Food that is collected locally will be delivered to the Wiregrass Area United Way Food Bank. For more information, call the Wiregrass Area United Way Food Bank at (334) 794-9775 or visit [www.wiregrassfoodbank.com](http://www.wiregrassfoodbank.com).
- ▶ **Foster Fest**  
May 15 • 6-10 p.m.  
Foster Street Downtown Dothan. Hosted by The Downtown Group, this is a free, pet-friendly event showcasing downtown Dothan, the local arts, crafts, music scene, businesses and classic cars. For more information, contact The Downtown Group at (334) 793-3097 or visit [www.thedowntowngroup.com](http://www.thedowntowngroup.com).
- ▶ **Daylily Art and Garden Festival**  
May 16 • 10 a.m. – 3 p.m.  
Square in Downtown Headland. The festival features an art show inside the park farmer's market and garden-related vendors around the square, musical entertainment, children's art activities and gardening demonstrations. Local Daylily grower Bush Gardens will also conduct garden tours that day. For more information, contact Rhonda Harrison at (334) 693-3303 or [headlandalchamber@gmail.com](mailto:headlandalchamber@gmail.com).

Have an upcoming event planned?

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



## It's Not Too Late To Join The Fight

### Relay For Life

This year's Relay For Life of Houston County will be held at Northview High School Friday, May 8, starting at 6 p.m. There's still time to get involved and join the fight against cancer.

If you are interested in starting or joining a team, log on to [www.relayforlife.org/houstona](http://www.relayforlife.org/houstona) and follow the links to register your team. If you're not able to join a team, simply log on to make a donation.

Teams are often made up of co-workers, friends and family members. Many businesses, schools, organizations and religious groups also build teams. Prior to the Relay event, team members raise dollars by fundraising and securing sponsorships. During Relay For Life, teams camp out overnight and take turns walking a track in an effort to raise awareness and funds in the fight against cancer.

At Relay, the Luminaria and Survivor Ceremonies offer time to remember those we have lost and celebrate those who have won the battle, while the Fight Back Ceremony gives everyone a chance to make a personal commitment to take action against cancer throughout the year.

For more information, email Taylore Logan at [taylorlogan@cancer.org](mailto:taylorlogan@cancer.org). Together we can create a world with less cancer and more birthdays.

## Get Those Golf Clubs Out

### Ronnie Randall Memorial Golf Tournament

Southern Bone and Joint Specialists will be hosting the annual Ronnie Randall Memorial Golf Tournament Thursday, May 21, at Highland Oaks Golf Course.

The tournament began in 1997 following the death of a long time partner, Dr. Ronnie Randall. Each year the event is a celebration, held to honor his memory. Participants gather to enjoy a day of golf, fun and fellowship.

The proceeds of the tournament are given to local charitable organizations as well as the Orthopaedic Research and Education Foundation.

On event day, registration will begin at 10:30 a.m. followed by lunch at 11 a.m. and shotgun start at noon. After-golf activities include the awarding of team and individual prizes, announcement of special contest winners as well as drawing for raffle.

For more information or to request a brochure, contact Beki Johnston at (334) 836-4518 or [bekij@southernbone.com](mailto:bekij@southernbone.com).

## Racetrac Petroleum Announces Additional Dothan Location

Racetrac Petroleum is proud to announce that the company will soon be opening a third Raceway location in the Dothan area at 3605 Reeves Street.

Serving customers since 1934 and headquartered in Atlanta, Georgia, Racetrac Petroleum currently has two Dothan locations: 2583 Ross Clark Circle and 1581 Ross Clark Circle.

RaceTrac Petroleum is a third generation, family-owned business and the third largest privately-owned company in Georgia. There are over 300 Raceway locations in 12 states with over 6,300 employees system-wide. Since 2006, RaceTrac has awarded more than \$1,370,000 in scholarships to store team members.

"At RaceTrac Petroleum, we have a business for anyone who has the entrepreneurial spirit to have ownership in our proven successful model - our Raceway Brand," said District Manager Johnny Shaw.

Shaw invites everyone to join the company at an upcoming ribbon cutting ceremony for the 1581 Ross Clark Circle location across from Cottonwood Corners Tuesday, June 16, at 10:30 a.m.

RaceTrac's core values are "honesty, efficiency, positive attitude, respect and teamwork." For more information, contact Shaw at (901) 833-2088.

## HBA Announces Dates For Parade Of Homes 2015

The Home Builders Association of Dothan and the Wiregrass Area will feature more than 25 beautiful homes in the 2015 Parade of Homes scheduled to take place May 15-17. This popular annual event showcases the superb craftsmanship and design of area home builders, suppliers and trade contractors. The Parade is a highly anticipated event each year, drawing hundreds of people for its home tours.

"This is the best opportunity for people of Dothan and the surrounding area to see the wide selection of houses built to fit the tastes and needs of those who choose to live in this beautiful part of Alabama," said Bart Liddon, first vice president and parade chairman. "This is the paramount event for local builders each year, and we invite everyone to tour the outstanding, high-quality homes created by members of our professional organization."

A ribbon-cutting ceremony will take place Friday, May 16, at 11 a.m. launching the Parade of Homes at this year's showcase house at 117 Prestwick Drive, located in the beautiful Village at the Highlands South. Homes will be open for tours on the following dates and times: Friday, May 15, 11 a.m. - 6 p.m.; Saturday, May 16, 10 a.m. - 6 p.m.; and Sunday, May 17, 1-6 p.m.

The 2015 Parade of Homes magazine will be available the week of the parade at the *Dothan Eagle*, *Dothan Progress*, Dothan Association of Realtors and Dothan Area Convention and Visitors Bureau.

For additional information, contact Marella Collins, HBA executive officer, at (334) 793-6696.



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## Dunbarton Announces New Company President



*Chris Chiles,  
President*

Dunbarton Corp. is pleased to announce Chris Chiles as the new president for the company. Chiles succeeds Oscar Hughes, who will assume the role of COO until his retirement in September later this year.

The Cochener Garvey Capital Partners Board of Directors underwent an extensive selection process to find the right candidate to lead Dunbarton forward.

Chiles is an accomplished leader with a history of creating growth and profitability. He most recently held the position of general manager at Precision Castparts Co. and group vice president of operations at ASSA ABLOY prior to that. He brings an excellent mix of leadership, operational experience, industry

knowledge and vision along with a passion for serving others to his new role at Dunbarton.

Dunbarton Corp., a Cochener Garvey Capital Partners Inc. company based in Dothan, manufactures three building product lines: Rediframe Prefinished Steel Door Frames with fixed and adjustable throat styles and positive pressure fire ratings; Slimfold Closet Systems with steel bifold and mirror wardrobe doors; and Achiever Entry Systems, a pre-hung entry door systems used in commercial, multi-family and residential building projects.

Production is located in Dothan and is supported by an international network of distributors and a satellite facility in Camden, Tennessee.

For more information, contact Cindy McNamara at (800) 633-7553, ext. 6205, or email [cindym@dunbarton.com](mailto:cindym@dunbarton.com).



## Del Taco Announces New General Manager And Menu

Del Taco franchisee and premier hospitality developer/operator Larry Blumberg and Associates (LBA Hospitality) is excited to announce a new general manager, Raymond Perez, and menu at their Dothan location, 4700 W. Main Street.

LBA's senior vice president Bill Davis stated, "Raymond Perez brings an accomplished career in quick-serve restaurant management, as well as great leadership and customer service skills."

A native of Sarasota, Florida, Perez is pleased to bring his wife and children to the Dothan community. "For me and my restaurant team, it's all about our customers. We will provide guests with great food at a good value, a full-service experience in a quick serve restaurant."

The restaurant has implemented Del Taco's new national menu: simplified and with no price changes; offering an array of monthly value-driven promotions.

In addition to the restaurant's new leadership and menu, Davis went on to say that "Dothan's Del Taco is aggressively couponing and expanding our many partnerships with local area non-profits, all designed to reintroduce Del Taco's dramatically better restaurant experience to our town."

For more information, contact Robert Goldsmith, LBA Community Affairs, at (334) 655-3441 or [robg@lbaproperties.com](mailto:robg@lbaproperties.com).

## Berkshire Hathaway Teams Up With HGTV

Berkshire Hathaway HomeServices and HGTV have teamed up on an exciting sweepstakes where one lucky homeowner will win \$50,000 to invest in design and renovations to improve their home's value. Plus, home improvement experts Chip and Joanna Gaines, hosts of HGTV's hit show "Fixer-Upper," will consult with the winner to offer good-to-know tips and recommend projects.

"We'd love to see the Berkshire Hathaway

HomeServices \$50,000 Sweepstakes winner come from the Dothan or Wiregrass area," said Susan Vierkandt, broker/owner of Berkshire Hathaway HomeServices Showcase Properties. "We urge our clients and local residents to enter by visiting [www.50kFixUp.com](http://www.50kFixUp.com)."

For more information, contact Vierkandt at (334) 792-7474. The sweepstake ends June 15, 2015.

## Dothan Real Estate Team Continues To Grow



*Scott Hornak,  
Realtor*

The Dothan Real Estate Team is growing again and is proud to announce their latest team member Scott Hornak. Specializing in new construction and condominiums, Hornak has always brought abundant energy, creativity, dedication, experience and personal knowledge to his work.

"You can be assured that he will stay on top of all the details of a deal, to provide a smooth and easy going transaction with an overall experience that will exceed your expectations," said Kelli Dillard, Dothan Real Estate Team broker/owner.

Hornak, a full-time licensed professional realtor, is originally from Ohio and started his real estate career with Epcon Communities in 1997 and developed many long-standing relationships in the startup of Stone Creek Landing Subdivision.

Hornak makes quick friends by his dedication and loyalty to his clients, therefore, making the beautiful state of Alabama in 2013 his new home was an easy decision.

Dothan Real Estate Team is excited to have Hornak join its team of expert realtors. For more information, give him a call at (334) 796-7231 or email [scott@dothanrealestateteam.com](mailto:scott@dothanrealestateteam.com).

# Devotion.

**We're honored to pay tribute to all our dedicated nurses during National Nurses Week.**

Being a nurse demands the knowledge to provide advanced care, and the compassion to sense when a hug is the best medicine. Most of all, it takes selfless devotion to the people in their care. At Flowers Hospital, we have a remarkable group of nurses. To each of them, we offer a heartfelt, "Thank You."

**Celebrate National Nurses Week, May 6-12.**



**Flowers Hospital**

[FlowersHospital.com](http://FlowersHospital.com)



## Licensed Professional Counselor Joins AltaCare Staff



Mary Lockwood, LPC

Southeast Alabama Medical Center is pleased to welcome Mary Lockwood, licensed professional counselor, to the AltaCare Outpatient Psychiatry and Counseling program.

Lockwood brings 10 years of professional experience in a variety of mental health settings to AltaCare. She most recently worked as the facilitator for an intensive outpatient chemical dependency program and as an outpatient therapist with a local psychiatric practice.

She received her bachelor's degree in psychology from Troy University Dothan in 2002 and a master's degree in psychology and community counseling from Troy University Dothan in 2005. She is state licensed by the Board of Examiners in Counseling.

Lockwood has also worked locally as a rehabilitative therapist and substance abuse therapist, as well as served as lead therapist treating adolescent female teens at a local residential and inpatient psychiatric hospital.

Lockwood treats adults, adolescents, families and couples suffering with anxiety, depression and addictions. She has a unique understanding of how addictions and mental illness influence the dynamic make-up of family members. Lockwood provides a confidential, motivating, supportive, safe and validating environment for patients to begin making life-changing decisions and behaviors.

In addition to counseling services, AltaCare offers psychiatric services and partial hospitalization service. For more information about services provided at AltaCare, call (334) 794-4582, or after hours call (800) 248-2773.

## Noland Hospital Celebrates 11 Years

Noland Hospital Dothan has been an integral part of the health care community for 11 years and wants to invite you to join them for an anniversary celebration Friday, May 8, from 11 a.m. until 1 p.m.

Located within Southeast Alabama Medical Center on the 4th floor, Noland Hospital Dothan is a long-term, acute-care hospital that specializes in the care of patients that require an extended hospitalization.

Dothan's specialty hospital, Noland Hospital has a team approach to caring for patients who are too sick for transfer to an inpatient rehabilitation or skilled nursing facility. The focus at Noland is on "medical rehabilitation."

A hospital stay at Noland includes daily physician rounds, specialized nursing care, advanced respiratory care, certified wound care management, dietary management, case management, as well as physical, occupational and speech therapies. The typical length of stay averages 25 days.

Many patients transfer directly from the Intensive Care Unit to participate in Noland's signature programs: Pulmonary Care, Wound Care or Infectious Disease Programs.

This last year Noland Hospital was awarded the Clinical Excellence Award among its six LTACH facilities. Ventilator wean rate was 69 percent and approximately 84 percent of the patients discharged go to a less restrictive level of care such as home, skilled nursing, rehabilitation or assisted living facilities. Noland has served over 2,100 patients over the last 11 years.

Noland invites you to come see for yourself where miracles happen and where their family cares for your family. Finger foods and tours will also be provided.

For more information, contact Wendy Morris at (334) 699-4377.

## ServisFirst Receives Community Bankers Cup

ServisFirst Bancshares Inc., whose subsidiary is ServisFirst Bank, a full-service professional business bank headquartered in Birmingham, Alabama, and with offices across the Southeast, announces that it has received the 2014 Raymond James Community Bankers Cup, which recognizes the top 10 percent of community banks.

ServisFirst Bancshares ranked third out of 306 community banks nationwide that are exchange-traded domestic banks with assets between \$500 million and \$10 billion as of Dec. 31, 2014. Each bank's performance was judged by various metrics regarding profitability, operational efficiency and the balance sheet.

The six financial performance and stability measures

include nonperforming assets to loans and real estate owned, five-year average core deposit percentage, net interest margin, efficiency ratio, return on average assets and return on average tangible common equity.

"On behalf of ServisFirst Bancshares, it is an honor to receive this prestigious award as a top three performing bank in the nation," stated Tom Broughton, ServisFirst Bancshares president and CEO. "Our ongoing commitment and dedication to providing superior banking services continues to prove its value to our shareholders."

For more information on ServisFirst Bank, contact Krista Conlin at [krista@kcprojects.net](mailto:krista@kcprojects.net).

## Benton Joins DSI Team



Greg Benton, Director of Health Care Services

DSI Security Services is pleased to announce that former Dothan Police Chief Greg Benton will be joining the DSI team. Benton will assume the position of director of health care services.

In this role, Benton will be responsible for directing DSI's health care services in the area of technology and security officers.

He will also conduct security assessments at DSI customer locations and will provide training in areas such as active shooter response and dealing with combative patients. Benton will also oversee the company's regulatory compliance department.

Benton brings a wealth of experience and knowledge to the DSI team, having spent over 25 years with the

Dothan Police Department, serving as its chief for the last five. He is a graduate of Troy University and the FBI National Academy.

DSI Chairman of the Board Alan Clark welcomed the opportunity to add Benton to the team. "DSI Security Services currently provides services to over 30 hospitals and health care facilities across the country, and adding a director of health care services is an important step for our company, and more importantly, our current and future customers. We look forward to Chief Benton bringing the same level of management skill, professionalism and dedication to our organization that served the City of Dothan well for so many years," stated Clark.

DSI Security Services is one of the largest privately held security companies in the United States with over 3,000 employees in 23 states.

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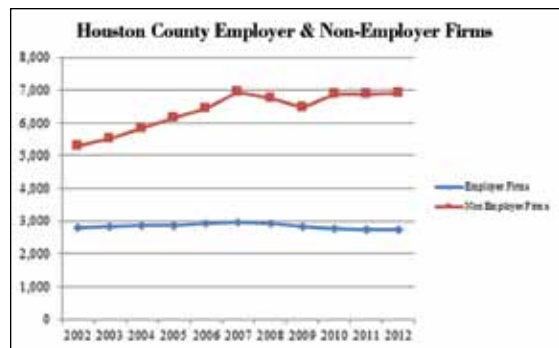
1108 Ross Clark Circle  
Dothan, Alabama 36301  
334-793-8111 [samc.org](http://samc.org)



## Houston County Business Pattern Characteristics

Each year the U.S. Census Bureau updates its County Business Pattern website. It is an inventory of all businesses with employees within a county, metropolitan statistical area or a state. The data is always two years behind and until mid-year, the most current data available is for 2012.

The data is provided by the North American Industrial Classification System code and in addition to the inventory of establishments, it lists the classification of establishments by size in brackets ranging from "1 to 4" to "1,000 and over."



There are 20 major sectors represented by the first two digits of the NAICS code, which expands to six digits for specific establishment types within sectors.

- 11 Agriculture, Forestry and Fishing
- 21 Mining, Quarrying and Oil and Gas Extraction
- 22 Utilities
- 23 Construction
- 31 Manufacturing
- 42 Wholesale Trade
- 44 Retail Trade
- 48 Transportation and Warehousing
- 51 Information
- 52 Finance and Insurance
- 53 Real Estate and Rental and Leasing
- 54 Professional, Scientific, and Technical Services
- 55 Management of Companies and Enterprises
- 56 Administrative and Support and Waste Management and Remediation Services
- 61 Educational Services
- 62 Health Care and Social Assistance

- 71 Arts, Entertainment and Recreation
- 72 Accommodation and Food Services
- 81 Other Services (except Public Administration)
- 99 Industries not Classified

In the interest of seeing what business pattern changes occurred in Houston County between 2007 and 2012, the data for 2007 and 2012 was compared. This is what it showed:

- Of the 20 major sectors, Finance and Insurance had the largest growth followed by "Accommodation and Food Service."
- The largest sub-sector gain was "Securities and commodity contracts intermediation and brokerage" with an increase of 15 establishments.
- Establishments providing "Food service and drinking places" increased by 14 and "Services for the elderly and persons with disabilities" increased by 13.
- The sectors showing the greatest decline in number of establishments were:
  - Professional, Scientific and Technical Services
  - Manufacturing
  - Retail Trade
  - Construction
- The major sectors with the highest number of establishments with 1-4 employees were:
  - Real Estate Rental and Leasing – 74 percent
  - Professional, Technical and Scientific Services - 65.7 percent
  - Finance and Insurance – 60 percent



## Alabama Retail Association Accepting Nominations Retailer Of The Year Awards

The Alabama Retail Association is once again pleased to recognize outstanding retailers from throughout the state of Alabama with the annual Retailer of the Year awards. You can nominate retailers from our community.

The nomination deadline is May 18, 2015. For more information, visit <http://alabamaretail.org/news/nominate-your-favorite-as-a-2015-alabama-retailer-of-the-year/>.

## Small Business Tips



### What it takes to get an SBA loan

Among other things, lenders will focus on your company's capital, credit and collateral when deciding whether to provide a loan to your business, writes David Nilssen, CEO of Guidant Financial. Every lender's standards are different, so it's worth trying again if the first bank turns you down, he writes. Read more: [www.entrepreneur.com/article/243420](http://www.entrepreneur.com/article/243420). (Source: Entrepreneur online, David Nilssen, "When Seeking An SBA Loan, Remember the 5 C's," April 2, 2015)



### Avoid these mistakes when you're keeping the books

There are software tools to help small-business owners manage their books, but it's still easy to make mistakes, writes Ivan Lavelle of Corporate Recovery Help. It's important to create a budget for each project, differentiate between employees and contractors, and take note of every transaction, no matter how small, Lavelle writes. Read more: <http://articles.bplans.com/the-8-most-common-small-business-accounting-mistakes/>. (Source: BPlans.com, Ivan Lavelle, "The 8 Most Common Small Business Accounting Mistakes," April 3, 2015)



### How to find a voice for your business

A brand voice that resonates with customers "can be the secret sauce in your content recipe," Ann Handley writes. Take the time to define the values you want your brand to represent, and write down the key points of your company's voice, Handley writes. Read more: [www.entrepreneur.com/article/243385](http://www.entrepreneur.com/article/243385). (Source: Entrepreneur online, Ann Handley, "What's Your Company's Voice? Here's How To Figure It Out," April 5, 2015)

## Chamber Activity

FY 2015 – Second Quarter  
(January 2015 – March 2015)

Phone Calls / Inquiries	1,753
Visitors	1,274
Incoming E-mails & U.S. Mail	309
Outgoing Faxes	3
Relocation Packets - Mailed	48
Relocation Packets - Walk-Ins	53
<i>Southeast Alabama Industrial Directories</i> Purchased	2
Membership Application Pkts. Distributed	26
<i>Small Business Toolkits</i> Purchased	2
Misc. Info (maps, etc.)	96

May 2015

THIS ISSUE:

Small Business Week 2015

Dothan Airport, Commercial Jet Celebrate Project Completion

WorkForce Availability Continues To Be Priority

Habitat Plans 25th Anniversary Celebration

RaceTrac Petroleum Announces Additional Location

Dunbarton Announces New President

ServisFirst Receives Community Bankers Cup

Houston County Business Pattern Characteristics

DOTHAN AREA CHAMBER OF COMMERCE



*The Heart of It All*

meeting the challenge *meeting* shaping the future

A Publication of the Dothan Area Chamber of Commerce  
 May 2015  
 Vol. 42, No. 8 (USPS 700-660)  
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Chamber Connections is published monthly (USPS 700-660) for the members of the Dothan Area Chamber of Commerce, 102 Jamestown Blvd., Dothan, AL 36301. Subscription rate is \$24 annually. Postmaster: Send address changes to Dothan Area Chamber of Commerce, P.O. Box 638, Dothan, AL 36302. Periodicals postage is paid at Dothan, AL and additional mailing office.

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## ECONOMIC INDICATORS

▼	<b>Labor Force for the Dothan MSA for February:</b> 62,383 in 2014; 61,082 in 2015 57,423 in 2014; 57,446 in 2015 Employed
▼	<b>Unemployment for the Dothan MSA for February:</b> 8.0% in 2013; 6.0% in 2014
▲	<b>Residential Building Permits for the City of Dothan for February:</b> 9 issued (\$2.66 million) in 2014; 22 issued (\$5.62 million) in 2015
▲	<b>Home Sales in Dothan for February:</b> 64 sold in 2014; 83 sold in 2015
▼	<b>Enplanements for Dothan Regional Airport for February:</b> 3,917 in 2014; 3,192 in 2015
▲	<b>Houston County &amp; Dothan Sales and Use Tax Collections (\$) for February:</b> \$1,719,193 in 2014; \$1,812,555 in 2015 (County) \$4,033,884 in 2014; \$4,462,234 in 2015 (City)

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 4/8/15. Visit [www.dothan.com](http://www.dothan.com) for the most current information.