

# C H A M B E R CONNECTIONS

## WHAT'S INSIDE

November 2015

### “Climbing With Care And Confidence”

*Chamber Celebrates A Five-Star Year, Gavel Changes Hands*

The celebration of a five-star year filled with so many achievements and successes was definitely in the air during the Dothan Area Chamber of Commerce's 96th Annual Meeting held Oct. 8, at Wiregrass Church where close to 700 members attended the luncheon catered by The Pepi Companies and featuring the Chick-fil-A cow greeting guests.

Event highlights included Hope Johnson, Friend Bank president, officially passing the gavel to Forrest Register, Register Realty Co. Inc. During her year of service, Johnson focused attention on the organization's number one goal and strategic priority - to grow the economy of the Wiregrass. And what a successful year it was!

Successes included Grow Dothan raising over \$1 million, making the year one of the most successful capital campaigns in recent history. In addition, Grow Dothan, in partnership with the City of Dothan and Houston County, led a record economic development year with capital investments of over \$200 million and 700 new jobs. The Chamber also achieved the highest accreditation possible, five stars, by the U.S. Chamber of Commerce.

In accepting the gavel, Register expressed how honored and humbled he was to be asked by his business peers to serve as chairman of the Dothan Area Chamber. “I was more than honored,” he said. “I was humbled, for in a sense the Chamber had come full circle for me.”

Forrest Register's father, Larry Register, once served as the economic developer for the Chamber. It was the Dothan Area Chamber that offered his father an opportunity to come home to Dothan and begin a meaningful career, which led to the meeting and marrying of a girl from Harford, Alabama, Sue Gillis Register. The senior Register's time at the Chamber also helped launch him in the founding of Register Realty Co. Inc., where Forrest now serves as president.

“So, in some way, the Dothan Area Chamber has been a crossroads of being in my life,” Forrest Register explained. “This organization and community have been very good to my family and for that I am grateful, and I look forward to serving you as chairman over the next year.”

An all-time record was also set when tickets for this year's Annual Meeting sold out in just one day when members didn't waste any time purchasing tickets when the announcement was made that Chick-fil-A's Chairman, President and CEO Dan T. Cathy was going to be the keynote speaker. Another great achievement!

Dan's career at Chick-fil-A began



*Chick-fil-A Chairman, President and CEO Dan T. Cathy addresses Dothan Area Chamber of Commerce members during the organization's 96th Annual Meeting.*



*The Chick-fil-A mascot welcomed guests to the Dothan Area Chamber of Commerce's 96th Annual Meeting.*



*Outgoing Chair Hope Johnson, Friend Bank, congratulates and passes the gavel to Forrest Register, Register Realty Co. Inc.*



*Chairman Forrest Register, Register Realty Co. Inc., thanks Outgoing Chairman Hope Johnson, Friend Bank, for her dedication and service this past year.*



*The 2015 Small Business of The Year Carthel “Dutch” Holland, owner of Harley Davidson of Dothan, introduces his wife seated in the audience.*

at age 9 as he sang songs for customers table side at the chain's original “Dwarf House” restaurant in Hapeville, Georgia. As CEO of one the nation's largest family-owned businesses, he represents the next generation of leadership for American's largest chicken chain.

Dan's belief in the customer and being servant were definitely demonstrated by him and other members of the Chick-fil-A family as they escorted, seated and served Chamber members after going through the buffet line. Members were given such special attention as he pulled their chair out for them and kindly unfolded their napkin before placing it in their lap.

During his remarks, Dan cited an inspiring quote of his dad saying, “No goal is too high if we climb with care and confidence.” Later noting that “We can have tremendous ambitions. If we are willing to reinvent ourselves, we can have a lasting influence, and a positive influence (on those we come in contact with).

Stressing those two words “care” and “confidence” throughout his address, Dan conveyed to Chamber members, “Our society is depending upon us to take our business serious. Dothan needs what you have, needs you to preserve and build the economy!”

Dan left guests with the verse Matthew 5:41, “If someone ask you to go one mile, go with them the second mile.” When looking at it from a business aspect, the first mile is a free refill, the second mile is “May I refresh your beverage?”

Additional luncheon highlights included the long-awaited announcement of the Chamber's 2015 Small Business Person of the Year – Carthel “Dutch” Holland, owner of Harley Davidson of Dothan, who was one of three finalists announced during Small Business Week held in May.

Special recognition was also given to the Chamber's 2015 Star of the Year – Rich Merrell, PRemployer Inc.; and the Ambassador and Diplomat Team of the Year – Ready, Set, Grow. Congratulations to team members **Hayden Camp**, Dothan Education Foundation; **Amber Fain**, Oates Estates Apartments; **Rob Gilbreath**, Mighty Auto Parts; **Kassie Glover**, Avadian Credit Union; **Jo Ann Kirkland**, AFLAC; **Adam Saucer**, Mass Mutual; **Kerry Seay**, WDHN-TV 18; and **Joyce Tyson**, Century 21 James Grant Realty. (See pages 4 and 7 for Star and Team pictures.)

A special thank you to our annual meeting sponsors: Platinum – CapSouth Partners, Gold – Friend Bank and SunSouth Bank, and Silver – Alabama College of Osteopathic Medicine, Dunbarton Corp, Eagle Eye Outfitters Inc., Qualico Steel Co. Inc. and Southeast Alabama Gas District.

▶ See page 7 for pictures from the event.

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*Quote*  
of the Month

*“Self-trust is the first secret of success.”*

— Ralph Waldo Emerson

www.dothan.com  
(334) 792-5138





# RIBBON CUTTINGS

## Apogee Marketing, LLC

P.O. Box 1462  
Dothan, AL 36302  
Michael Wiley  
(334) 333-9947  
MARKETING  
MEDIA ADVERTISING



## Purple Penguin Putt-N-Glow

900 Commons Drive, Suite 916  
Dothan, AL 36303  
Russ Brown  
(850) 258-0710  
MINIATURE GOLF  
AMUSEMENT



## Red Barn In Grimes, LLC

2424 County Road 112  
Grimes, AL 36305  
Jamie Lolley  
(334) 405-7455  
EVENT VENUE



## Smoothie King

1368 Westgate Parkway  
Dothan, AL 36303  
Jerry Clark  
(334) 479-0737  
RESTAURANTS



## ADDITIONAL LOCATION

### Troy Bank & Trust

3850 W. Main St., Suite 602  
Dothan, AL 36305  
Mace Kirkland  
(334) 305-0475  
BANKS



## EXPANSION

### Kelly Services Inc.

3160 W. Main St., Suite 4  
Dothan, AL 36305  
Amanda Burkhalter  
(334) 793-9776  
EMPLOYMENT  
CONTRACTORS –  
TEMPORARY/FULL TIME



## RELOCATIONS

### Arch Business Consulting Inc.

248 N. Foster St., Suite 2  
Dothan, AL 36303  
Harry Grier III  
(334) 714-3199  
CONSULTANTS – BUSINESS



### Hughes Supply

1704 Reeves St.  
Dothan, AL 36303  
Jason Angeloff  
(334) 793-6948  
HVAC & PLUMBING SUPPLY  
DISTRIBUTOR



### Wiregrass Rheumatology, PC

SAMC Doctor's Building  
1118 Ross Clark Circle, Suite 702  
Dothan, AL 36301  
Will Ortiz  
(334) 673-7310  
PHYSICIANS & SURGEONS -  
MD - RHEUMATOLOGY



## Schedule A Ribbon Cutting!

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

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

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

New Chamber Members Will Now Be Featured in Hi-Def at

• JUSTICE PARK MEDIA CENTER •

(Located in the Heart of Downtown Dothan)

Durden



# NEWMEMBERS

Clip and add these to your Membership Directory.

## The Bridges, A Counseling Place

Kelly Turner  
2898 Horace Shepard Drive  
Dothan, AL 36303  
Ph: (334) 699-1540  
Fax: (334) 699-1543  
COUNSELING & BEHAVIORAL SERVICES

## Circle City Florist

Melanie Hadley  
1550-7 Westgate Parkway  
Dothan, AL 36303  
Ph: (334) 792-7686  
FLORISTS

## Cogito Mental Health Services, LLC

Robert A. Grier  
248 N. Foster St.  
Dothan, AL 36303  
Ph: (844) 426-4486  
Fax: (334) 460-9993  
MENTAL HEALTH SERVICES

## Dermatology Center South

Marcie Kelly  
2800 Ross Clark Circle, Suite 2  
Dothan, AL 36301  
Ph: (334) 677-1690  
Fax: (334) 699-7548  
PHYSICIANS & SURGEONS - MD - DERMATOLOGY

## Dittus Machining

Fritz Dittus  
1922 S. Brannon Stand Road  
Dothan, AL 36305  
Ph: (334) 712-4262  
Fax: (334) 712-4227  
MACHINE SHOP

## Dothan Mattress Outlet, LLC

Walt Loftin  
1505 Hartford Highway (Physical)  
169 S. Park Ave.  
Dothan, AL 36301  
Ph: (334) 726-3864  
MATTRESS RETAILER

## Edward Jones - Greg Wakefield, Financial Advisor

Greg Wakefield  
560 W. Main St., Suite 4  
Dothan, AL 36305  
Ph: (334) 792-2970  
Fax: 887 297-0103  
STOCK & BOND BROKERS

## Purple Penguin Putt-N-Glow

Russ Brown  
900 Commons Drive, Suite 916 (Dothan)  
2750 Kingfish Lane  
Chipley, FL 32428  
Ph: 850 258-0710  
MINIATURE GOLF AMUSEMENT

## Ravenwood Sporting Clays

Tyler Peters  
10671 U.S. Highway 431 South  
Headland, AL 36345  
Ph: (334) 648-1440  
OUTDOOR SPORTS

## Southern Institute of Dermatology

Marcie Kelly  
2800 Ross Clark Circle, Suite 2  
Dothan, AL 36301  
Ph: (334) 699-7546  
Fax: (334) 699-7548  
PHYSICIANS & SURGEONS - MD - DERMATOLOGY

## Southern Institute of Plastic Surgery

Marcie Kelley  
2800 Ross Clark Circle, Suite 2  
Dothan, AL 36301  
Ph: (334) 699-7477  
Fax: (334) 699-7548  
PHYSICIANS & SURGEONS - MD - PLASTIC & RECONSTRUCTIVE

## T. T. Fashions and Beauty Supply

Tonesia Jackson  
1047 S. Oates St.  
Dothan, AL 36301  
Ph: (334) 678-6600  
BEAUTY SUPPLIES WIG BOUTIQUES

## Titan Magic Shows

James Cunningham  
913 Rucker Blvd., Unit 14-15 (Physical)  
2881 Rocky Head Road  
Enterprise, AL 36330  
Ph: (334) 494-5996  
ENTERTAINMENT PARTY RENTALS

## Windy Ridge Farm, LLC

Kristi Smith  
640 Sanders Road  
Newton, AL 36352  
Ph: (334) 791-2222  
EVENT VENUE HORSE RANCH

# RENEWINGMEMBERS

## 40 Or More Years

U.S. Mobile Homes

## 30-39 Years

Covenant United Methodist Church  
International Paper  
National Peanut Festival  
Solomon Insurance

## 25-29 Years

Dairy Queen  
Dothan Dental Group  
Farmers Furniture  
GBW Railcar Services, LLC  
Jim Whaley's Tires Inc.  
Kelly Services Inc.  
Sabel Steel Service  
Velma Tribue State Farm Insurance

## 20-24 Years

Alabama Peanut Producers Association  
A-Lock & Safe  
American Red Cross  
Child & Family Services of Southeast Alabama  
Dothan Mini-Storage South and West  
Dothan Rescue Mission  
Girls Inc. of Dothan  
Holloway Credit Solutions, LLC

Kelly Co., LLC

Sam's Club #8192  
Scenic Cable Network & Production  
Tri-Rivers Waterway Development Association

## 15-20 Years

Alzheimer's Resource Center  
David A. Dauphin, DMD  
Jones, Benny F.  
PRemployer Inc.  
Tractor & Equipment Co.  
Vaughn-Blumberg Services  
Wiregrass Area Food Bank

## 10-14 Years

Comfort Systems USA Southeast  
Hampton Inn & Suites by Hilton  
Ladies First Obstetrics and Gynecology of Dothan Inc.  
LifeSouth Community Blood Centers  
Southeastern Sheet Metal

## 5-9 Years

Belk - Wiregrass Commons Mall  
Blumberg Family Jewish Community Services of Dothan

Cheeburger Cheeburger

Days Inn  
Engineering Group of the Southeast  
Humana  
KFH Industries Inc.  
Lakewood Landscape Group, LLC  
Save-A-Pet Adoption, Rescue & Transport  
Southeast Intervention Group

## 1-4 Years

Acceptance Loan Co. Inc.  
Alabama Kidney Foundation  
All About Cleaning, LLC  
Annointed Touch Caregiver Services  
Comfort Inn & Suites  
Dothan Chrysler Dodge Jeep Ram  
Greater Beulah Baptist Church  
India's Tiny Tots Child Development Center  
InterLinc Mortgage Services, LLC  
Laurel Oaks Behavioral Health Center  
nexAir, LLC  
Planet Fitness  
Southern Home Builders, LLC  
Southside Auto and Truck Repair



This year's Spotlight on Business will be held Tuesday, Feb. 2, 2016, at the Dothan Civic Center from 3-7 p.m. This trade show allows members to showcase their products and services to fellow Dothan Area Chamber of Commerce members, as well as the general public.

This is your opportunity to reach over 1,500 potential customers.

Booths go on sale Nov. 12, 2015, at 8:30 a.m. at the Chamber. A registration table will be in the Chamber lobby for reservations one day only. We will not accept any reservations before then. If you are not able to register that day, please mail or fax your registration to the Chamber on or after the 12th.

The cost for each booth is \$350 (+\$25 for electricity if desired). Exhibit spaces are available on a first-come basis and payment is required with your reservation. You will be able to choose your booth location at the time of registration.



For more information, contact LaRhonda Robinson at (334) 792-5138 or email [lrobinson@dothan.com](mailto:lrobinson@dothan.com).

## Ambassadors & Diplomats Team Of The Year

*Ready, Set, Grow*



Congratulations to the Ambassador and Diplomat Team of the Month “Ready, Set, Grow” for claiming this month’s title. Pictured (seated l-r) are **Jo Ann Kirkland**, AFLAC; **Hayden Camp**, Dothan Education Foundation; **Brooke Crane**, Dandridge Dental, PC; (standing) **Kerry Seay**, WDHN TV-18; **Adam Saucer**, Mass Mutual; **Kassie Glover**, Avadian Credit Union; and **Rob Gilbreath**, Mighty Auto Parts. Not pictured are **Amber Fain**, Oates Estates Apartments; and **Joyce Tyson**, Century 21 James Grant Realty.

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.

## Star Of The Year



**Rich Merrell**  
*PREmployer Inc.*

# Events *November* 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					

- 3** ▶ **Ambassador and Diplomat Committee Meeting – 9 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 4** ▶ **Youth Leadership Dothan-Houston County Opening Retreat – 8 a.m. - 4:30 p.m.**  
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.)  
  
**Military Affairs Committee Meeting – 9:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 5** ▶ **Ribbon Cutting: Edward Jones - Greg Wakefield, Financial Advisor – 10:30 a.m.**  
Location: 560 W. Main St., Suite 4
- 10** ▶ **Ribbon Cutting: SpectraCare Health Systems Inc. (Houston County Adult Program) – 8:30 a.m.**  
Location: 1672 Columbia Highway  
  
**Troy University Small Business Counseling – 9 a.m. to 2 p.m.**  
Location: 102 Jamestown Blvd. (Chamber)  
\*Pre-registration required (334) 792-5138.  
  
**Dothan Area Young Professionals’ Business Brews – 5:30 p.m.**  
Location: 1481 Westgate Parkway, Suite 1 (The Cellar)
- 11** ▶ **Veterans Day – Chamber Closed**
- 12** ▶ **Spotlight on Business 2016 Booths Go On Sale – 8:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 17** ▶ **Small Business Seminar: *Effective Sales Marketing* – 8:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)  
\*See Page 14 for more information. Pre-registration required. (334) 792-5138
- 18** ▶ **Board of Directors’ Meeting – 8:15 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 19** ▶ **Leadership Dothan Education Day – 8 a.m. – 5 p.m.**  
Location: TBA  
  
**Ribbon Cutting: Home Helpers – 10:30 a.m.**  
Location: 102 Jamestown Blvd. (Chamber)
- 26-27** ▶ **Thanksgiving – Chamber Closed**





## It's Time To End The Bias Against Blue-Collar Jobs

By Sen. Clay Scofield (R-Arab)



Sen. Clay Scofield, (R-Arab)

This Labor Day weekend, we need to have a serious conversation about job opportunities.

Work is essential to what economist Arthur Brooks calls "earned success." In America, we don't celebrate when more and more people rely on food stamps to get by. Temporary government assistance may be necessary if a person or family is going through a rough

patch. But the American dream is that every man or woman can find meaningful work to support them and their family, something that isn't possible for many people in countries all over the world.

For our young people to have a chance at earned success, they need to know where livable-wage jobs are. Even as our economy slowly recovers from the 2008-2009 recession, some parts of the economy are booming. In a recent column for Forbes, Steve Moore noted there are approximately 30,000 job openings in the trucking industry, according to the American Transportation Research Institute. For skilled mechanics, welders, electricians, computer technicians, and plumbers, jobs are similarly plentiful - and these technical jobs often don't require a four-year college degree.

Our young people need to know that a technical job can be a ladder to a successful career. A skilled electrician or welder can make anywhere from \$50,000 to \$70,000 annually. As many white-collar professions see massive outsourcing to places like India, there will always be a local need for technical craftsmen. You can't outsource a plumbing or electrical project to a foreign country.

To help our young people develop the skills necessary to fill these technical job openings, in 2014 the Alabama legislature passed the "21st Century Workforce Act." It authorized the Alabama Public Schools and College Authority to issue \$50 million in bonds so local schools could purchase career and technical training equipment.

Not only do our students need access to technical training equipment, they also need a mental picture of the hard and soft skills necessary to succeed in any job, whether in an office suite or at a work site. That is why every public school student in Alabama is now required to take a "career preparedness" class. Students are taught the basic standards for workplace behavior, the importance of proper grooming, punctuality, and how to write a resume.

Our young people also need mentors. Figuring out the future and what steps are necessary to get a job or prepare for a certain career can be tricky for a 16- or 17-year old. That is why the Career Coaches Initiative is so important. Through the program, a

career development coach is assigned to a grouping of five public high schools to provide essential feedback and guidance to students considering various career paths.

Alabama's two-year colleges additionally need flexibility to experiment with technical career training programs. The new, independent Alabama Community College System Board of Trustees gives the community college system authority over its own schools and should encourage innovative approaches to match students with local job openings.

Technical jobs can give our young people a path to earned success. But many won't take that opportunity if they perceive a bias against so-called blue-collar jobs. So we need a new definition of career success, one that isn't tied to the number of university degrees a person has.

I am not denigrating college education - most students who have the intellectual and financial ability to attend college, should. But too many young people burn four years in college, leave with a degree in sociology, and spend the next few decades paying off \$100,000 in student debt. Those same four years could have been spent earning a welding certificate or a nursing degree (with minimal student debt) that would lead to a job making \$40-50,000 each year for nearly \$100,000 earned by the time he or she would be finishing college.

More than degrees and credentials, we should value the knowledge and skills that give young people a chance to earn success with a steady job, whether as a doctor or a welder.

*Clay Scofield is a third generation farmer and represents District 9 in the Alabama Senate, which is comprised of all or parts of Marshall, Madison, Blount and DeKalb counties. He is chairman of the Confirmations Committee in the Alabama Senate.*

## Making It In America!

National Manufacturing Day

Friday, Oct. 2, was the fourth annual National Manufacturing Day, a celebration of modern manufacturing meant to inspire the next generation of manufactures. U.S. manufacturers are the most productive in the world. They come from many different sectors and make the products that enrich our daily lives.

Manufacturers in Alabama count for 17.77 percent of the total output in the state, employing 13.23 percent of the workforce. The total output from manufacturing was \$34.40 billion in 2014. In addition, there were 257,800 manufacturing employees in Alabama in 2014, with an annual compensation of \$60,945 in 2013.

"Dothan and the Wiregrass have a long history of support to and benefit from our manufacturing economy. Each and every day, manufacturers across our region are producing goods and services that we use locally or that are utilized both nationally and internationally," stated Dean Mitchell, Dothan Area Chamber of Commerce executive director. "National Manufacturing Day is a great time to thank those who produce goods for us and also to showcase the great career opportunities that manufacturing offers."

In recognition of MFG Day, Cummings Resources, LLC hosted an open house and provided tours for students and the public to come in and see its state-of-the-art manufacturing plant where they produce branding elements for top Fortune 100 and 500 companies.

Cummings Resources is one of the largest and most successful sign companies in the U.S. today.

For more information about National Manufacturing Day, visit [www.mfgday.com](http://www.mfgday.com).



Jeff Raulston (right), Cummings Resources, LLC plant manager, talks with Dothan Area Chamber of Commerce Chairman Forrest Register, Register Realty Co. Inc., and Houston County District 4 Commissioner Brandon Shoupe during the company's open house.

## Grow Dothan, Area Leaders Discuss Workforce

The Grow Dothan team recently held a workforce development meeting with over 30 area community business and state leaders to continue the discussion on the various workforce issues faced in the Wiregrass region.

If you would like more information on the steps being taken to improve the area's workforce development, please contact the Dothan Area Chamber of Commerce at (334) 792-5138.



**SCOT THOMPSON CHIROPRACTIC**  
www.ScotThompsonChiropractic.com

**Dr. Scot A. Thompson**  
Chiropractor / CrossFit Level 1 Trainer

3144 Ross Clark Circle  
Dothan, AL 36303

(334) 803-0803 Office  
(334) 803-0140 Fax  
truth@DrScotThompson.com

## Workforce Training Assistance For Incumbent Workers



Steve Turkoski,  
Project Manager

There are several avenues for employers to obtain assistance in training their current workforce in this rapidly changing economy.

### Incumbent Worker Training

The Incumbent Worker Training Program is designed to grant funding assistance to qualifying Alabama for-profit businesses to provide skills training to full-time, permanent, company employees, who have been employed at the company for a minimum of six months. The training should provide new or upgraded work skills, supply marketable expertise and increase the workers' potential for increased wages.

An incumbent worker is an employee of the business, employed under the Fair Labor Standards Act requirements for an employer-employee relationship and must have an established employment history with the employer for six months or more. Training may be conducted at the business's own facility, at a public or private training provider's facility, or at a combination of sites that best meet the needs of the business. The company selects the (outside) training provider that best suits their training needs. Trainers may be public or private professional trainers, equipment vendors, or subject matter experts.

The program is funded by the U.S. Department of Labor through funds provided by the Workforce Innovation and Opportunity Act and administered by the Workforce Development Division of the Alabama Department of Commerce. Application is made through the local Alabama Career Center, or go online to view program updates and to download the current program application at [www.adeca.alabama.gov](http://www.adeca.alabama.gov) or [www.madeinalabama.com](http://www.madeinalabama.com).

Business applying for funds must:

- Be "for-profit" and have been in operation in Alabama for a minimum of two years before the application date.
- Have at least one full-time, permanent employee, other than the owner of the business.
- Demonstrate financial viability and be current on all state and federal tax obligations.

Reimbursable training expenses (with proper documentation):

- Primarily non-company, professional instructors'/trainers' fees.
- Tuition costs for training courses or programs.
- Textbooks/manuals directly related to training.
- Expendable materials and supplies directly related to training.
- Computer software that is used 100 percent for training activities only.
- Curriculum development expenses.

### Existing Industry Training Program

The Existing Industry Training Program is a Department of Postsecondary Education program, in partnership with the Workforce Development Councils of Alabama, designed to provide assistance to Alabama employers for expenses associated with skills upgrade training of their full-time, permanent company employees. There are two methods in which training may be requested:

1. Standard method in which a SPECIFIC Company is requesting training for their employees. The maximum funding award for a training project for one specific company is \$15,000.
2. Open Enrollment Scholarship method in which employees with multiple businesses are nominated to attend a training course.

Training projects approved for funding (Standard Training Method): Each workforce development council will review and prioritize the eligible Standard grant applications submitted to request a training grant. EITP grant amounts are capped at \$15,000 per company.

Prior to the start of an open enrollment training program, the fiscal agent will provide DPE a roster of the names, class dates, times, places and the required company match for each individual that will receive a scholarship. Maximum number of employees approved to attend training for each company will not exceed \$15,000 of cost. The total cost of an open enrollment training class may exceed \$15,000, if it involves multiple companies

Businesses applying for training for their workers must:

- Be "for-profit" and have been in operation in Alabama for a minimum of two years before the application date.
- As an exception, applications for skills upgrade training of "nonprofit" hospital employees will be accepted.
- Have at least one full-time, permanent employee, other than the owner of the business.
- Demonstrate financial viability and be current on all state and federal tax obligations.
- Be requesting a training program that provides for new and/or upgraded job skills that are necessary for the company to maintain or increase competitiveness and/or work skills for the participating employees.

Demonstrate the benefit that the training will have for business operations and identify the skills that will be acquired by the employees.

Include clear and measurable performance outcomes in the application.

Training services:

- Must be coordinated through an Alabama Community College System entity, whether

training is conducted by the college institution or by a third party training provider. Alabama Technology Network is considered an ACCS entity for the purposes of this grant opportunity and may act as both fiscal agent and training provider.

- Can be conducted at the business's facility, the training provider's facility, or a combination of sites.
- Can be occupational skills training designed to meet special requirements of a business or industry.
- Can be educational training, other than degreed programs, such as workplace literacy, basic skills and "soft" skills.

Application is made to the Region 10 Workforce Council by the community college serving the area. To apply, coordinate the college and they will assist in the application.

### Alabama Community College System Training for Business and Industry

Through the Training for Business and Industry Program, two-year colleges provide short- and long-term customized training and services for businesses throughout the state.

A few of the training topics that Wallace Community College has provided are:

- Communication skills;
- Computer skills, including Microsoft Office products (Word, Excel, PowerPoint, Access);
- Workplace ethics;
- Human Resources updates;
- OSHA regulations;
- Supervisor training;
- Management training;
- Team building;
- WorkKeys job profiling and testing services; and
- Customer Service.

For more information about Wallace Community College's customized training solutions for business and industry, call (334) 556-2203.

### Alabama Technology Network

Alabama Technology Network provides scheduled training programs, as well as on-demand customized training. A schedule of their programs is available at: [www.atn.org/workshops.php](http://www.atn.org/workshops.php).

As noted above, ATN can provide training under the Existing Industry Training Program.



2016 Wiregrass WORKS  
Career Experience  
Feb. 24-25, 2016  
National Peanut Festival Fairgrounds



# 96<sup>th</sup> Annual Meeting Celebrating A Five-Star Year



*Congratulations to the Dothan Area Chamber's 2015 Team of the Year - Ready, Set, Grow. Pictured (l-r) are Hayden Camp, Dothan Education Foundation; Amber Fain, Oates Estates Apartments; Rob Gilbreath, Mighty Auto Parts; Kassie Glover, Avadian Credit Union; Jo Ann Kirkland, AFLAC; Adam Saucer, Mass Mutual; Joyce Tyson, Century 21 James Grant Realty. Not pictured are Brooke Crane, Dandridge Dental, PC, and Kerry Seay, WDHN TV-18.*

*Congratulations to the Dothan Area Chamber's 2015 Small Business person of the Year - Carthel "Dutch" Holland, owner of Harley Davidson of Dothan. Pictured with Holland are Outgoing Chair Hope Johnson, Friend Bank, and Chairman Forrest Register, Register Realty Co. Inc.*

*Congratulations to the Dothan Area Chamber's 2015 Star of the Year - Rich Merrell, PRemployer Inc. Pictured with Merrell are Outgoing Chair Hope Johnson, Friend Bank, and Chairman Forrest Register, Register Realty Co. Inc.*





## Upcoming Member Events

- ▶ **Carmike Cinemas' Weekend "Kidtoon" Every Weekend • Times Vary**  
Dothan Pavilion. Carmike Cinemas will play a special "Kidtoon" every weekend for only \$5. For more information, contact the local theatre at (334) 836-0813 or visit [www.carmike.com](http://www.carmike.com) for show times. Some locations will be able to have a special showing on Tuesday mornings for schools and daycares to take advantage of Carmike's Stimulus Tuesdays.
- ▶ **The Art of Yoga Nov. 6 • 9-10 a.m.**  
Wiregrass Museum of Art & Conference Center. In partnership with Mesuva Studios, WMA introduces this monthly yoga series that takes place the first Friday of the month. This class combines the therapeutic nature of art with the healing properties of yoga. Bring your own water bottle, yoga mat and towel. To register, call the museum at (334) 794-3871 or [www.mesuvastudios.org](http://www.mesuvastudios.org).
- ▶ **72nd National Peanut Festival Nov. 6-15 • Times Vary**  
National Peanut Festival Fairgrounds. The nation's largest peanut festival is held each fall to honor peanut growers and to celebrate the harvest season. For more information and hours, call (334) 793-4323 or visit [www.nationalpeanutfestival.com](http://www.nationalpeanutfestival.com).
- ▶ **1st Saturday Family Day Nov. 7 • 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).
- ▶ **Santa's Magical Arrival Nov. 14 • 6:30 p.m.**  
Wiregrass Commons Mall. Santa Magical Arrival parade will proceed to Center Court to his beautiful Christmas tree. For more information, call (334) 792-7734
- ▶ **A Christmas Carol Nov. 19-21 • 7 p.m.**  
Wallace Community College Bencze Theatre. WCC presents this timeless holiday classic. Tickets are \$5 or \$3 students and may be purchased by visiting [www.wallace.edu](http://www.wallace.edu) or at the theatre box office one hour prior to each performance. If you require accommodations under ADA, contact Dr. Thomas Maple at (334) 556-2616.



## SAMC Foundation Invites You To Join Them For The First Annual Sporting Clay Shoot

The Southeast Alabama Medical Center Foundation invites you to join them for the organization's First Annual Sporting Clay Shoot Saturday, Nov. 21, at Ravenwood Sporting Clays in Newville, Alabama.

You won't want to miss out on this opportunity to enjoy a round of shooting with friends and business associates while supporting a good cause.

Proceeds from the event will go to meet the most pressing needs across the various services and programs provided to the patients and their families served at Southeast Alabama Medical Center.

Become a sponsor, sign up a team or get more information by calling (334) 673-4150 or visit [www.samcfoundation.org](http://www.samcfoundation.org).

## Wiregrass Hope Announces Fundraising Dinner

Wiregrass Hope Group is excited to announce that Roland C. Warren will be the keynote speaker at the organization's upcoming Fundraising Dinner Tuesday, Nov. 10, at Wiregrass Church.

Warren became the Care Net president and CEO in October 2012. Prior to his tenure at Care Net, he served as president of the National Fatherhood Initiative, where he was dedicated to the mission of improving the well-being of children by increasing the proportion of children that are raised with involved, responsible and committed fathers. Warren is an alumnus of Princeton University and the author of the book, *Bad Dads of the Bible*.

Wiregrass Hope is 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, WHG has been positively impacting families throughout the Wiregrass community for over 32 years.

The Fundraising Dinner is complimentary and an opportunity to make a financial gift will be extended. To make reservations, to make a donation or to be an underwriter for the evening, contact Sharon Sizemore at (334) 790.9192 or email [ssizemore@wiregrasshopegroup.com](mailto:ssizemore@wiregrasshopegroup.com).

**WITH STROKE, TIME LOST IS BRAIN LOST.**



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

**PROVIDING PATIENTS THE HIGHEST LEVEL OF ADVANCED STROKE CARE.**

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

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

This means a coordinated and quicker response time, which in turn means less damage caused by the stroke.



**SOUTHEAST ALABAMA MEDICAL CENTER**



Top 10% in nation for patient safety

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



## Two Graduate Local Diesel Technician Program

Two Opp college students recently started off as members of the Four Star Freightliner Diesel Technician Training Program, a pilot program designed to recruit and hire mechanics for Four Star locations in the southeast. Now, Matthew Leverington and Cory Anderson are full-time Four Star Freightliner employees, making them the first graduates of the program.

Leverington and Anderson graduated with certificates in diesel and heavy equipment mechanics. Anderson also earned an associate's degree in science.

Last year, Four Star Freightliner partnered with the Diesel and Heavy Equipment Mechanics program at Lurleen B. Wallace Community College in Opp, Alabama, as part of Four Star's plan to secure technicians, which are in high demand, for the company's six locations.

The college instructor, Eddie Spann, recommended Leverington and Anderson, which allowed them to work in the Dothan, Alabama, shop on a part-time basis while they completed their formal training. The pair became full-time employees of Four Star Freightliner in August 2015.

"They are coming along well with our in-house training," said Cindy Mathews, Dothan service manager. "The hands-on knowledge helps. I'm really

proud of them. For them to be so young, they have such a good work ethic."

The training and mentoring they have received while working at the Four Star shop was invaluable. "In the training program you have the older guys looking over you, giving you guidance, but now that you're full-time you still get that but you venture out on your own a little bit," said Anderson.

For more information, visit [www.fourstarfreightliner.com](http://www.fourstarfreightliner.com).



*Matthew Leverington (left) and Cory Anderson recently graduated from Four Star Freightliner's Diesel Technician Training Program.*

## Healthwest Dental Welcomes New Prosthodontist



*Dr. Bayne H. Heersink, DMD*

Healthwest Dental Associates is pleased to announce that Dr. Bayne H. Heersink, DMD has joined the dental practice of Dr. H. Paul Hufham III, DDS.

Dr. Heersink is a native of Dothan and holds BA and DMD degrees from the University of Alabama-Birmingham. He also completed a residency in prosthodontics at UAB in 2014.

Dr. Heersink will be the sole practicing prosthodontist in Dothan and the surrounding area. His specialty will include implants, dentures, and esthetic total mouth restoration.

"I am so excited about returning to my hometown and look forward to providing comprehensive dental restorative services to our community. I am also really pleased about working in conjunction with the many wonderful dentists already practicing in our area," said Dr. Heersink. "Working together we can help patients achieve optimal oral health and regained confidence through improved smiles."

Dr. Heersink and his wife, Dr. Juanita Heersink, have two children and reside in Dothan.

For more information or to schedule an appointment, call (334) 702-1101 or contact Dana at [healthwestdental@healthwestdental.com](mailto:healthwestdental@healthwestdental.com).

**girls  
inc.**

## Tickets Now Available For Purchase

*Girls Inc. Mother Daughter Tea*

Girls Inc. will present the Fourth Annual Mother Daughter Tea Sunday, Dec. 6, at 2:30 p.m. at The Grand on Foster. This event is designed to stimulate, honor and enhance the relationships between girls and the women (mothers, stepmothers, aunts, grandmothers and godmothers) in their lives.

Participants will enjoy a tea-style lunch provided by Pans & Petals, making a Christmas ornament, visiting with Santa Claus and special guests, a

candy buffet and taking pictures in a photobooth to remember the day.

Proceeds from this event benefit Girls Inc.'s after-school program that provides over 70 girls in grades K-eighth with empowering and educational programs and activities.

Tickets are \$60 per couple, \$25 for each additional guest. To purchase tickets, call Girls Inc. at (334) 793-2321.



## ServisFirst Recognized As Top-Performer

ServisFirst Bancshares Inc., the holding company for ServisFirst Bank, is proud to announce it has been named to Sandler O'Neill's Sm-All Stars Class of 2015. ServisFirst was one of the 34 publicly-traded banks and thrifts selected among 435 depository institutions across the country with a market cap below \$2.5 billion.

Also recognized in 2014 for this award, this designation places ServisFirst in the top 8 percent of banks nationwide in terms of performance.

"We are honored to be recognized for two consecutive years as one of the top performing banks

in the country," stated Tom Broughton, ServisFirst Bancshares president and CEO.

The Sm-All Stars designation was established to identify the top performing small-cap banks and thrifts in the United States. Performance metrics of Sm-All Star institutions are exceptional, exceeding the industry metrics. Companies were selected based on various financial screening criteria, including growth, profitability, credit quality and capital strength.

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



## Dermatology Specialists Introduces Kybella

Dermatology Specialists of Alabama is pleased to be one of the first dermatology practices and physician-supervised medical spas in the area to introduce Kybella, a new, FDA-approved, cosmetic injectable treatment that permanently eliminates fat cells under the chin.

Recently featured live on NBC's TODAY Show, Kybella is administered in a series of small injections that destroy the fat cells with no down time and little discomfort. A 15-20 minute treatment starts the process, with some patients needing additional treatments over just a few weeks.

Board-certified dermatologist, Dr. Jeffrey Stricker, Certified Physician Assistant Amanda Day and Medical Aesthetician Christy Tanner work together to provide a comprehensive array of services ranging from prevention, detection and treatment of skin cancer to cosmetic treatments such as lasers, injectables and aesthetician services, including facials, chemical peels, body sculpting and phototherapy.

This team of professionals always go the extra mile to make sure their patients receive the best care possible in a friendly and compassionate environment.

For additional information or to schedule an appointment, contact Dermatology Specialists of Alabama at (334) 699-3376.



## Jackson Thornton Announces New Hire And Honor



Eden Thornton, CPA

Jackson Thornton, a certified public accounting and consulting firm, is pleased to announce a new position and an honor in its central Alabama footprint.

Eden Thornton, CPA, recently joined the firm as a senior manager. With more than 20 years of experience, Thornton will focus primarily on tax and assurance services for closely held businesses and the construction industry. She is a graduate of Troy University and is an active member of the Prattville Rotary Club.



Renee Hubbard, CPA

Additionally, Renee Hubbard, CPA, a Jackson Thornton principal, was inducted into the Troy University School of Accountancy Accounting Hall of Honor. Hubbard

has more than 30 years of experience providing tax planning and compliance services to individuals and closely held businesses.

Founded in 1919, Jackson Thornton is a certified public accounting and consulting firm with approximately 200 professionals and associates in five offices located in Alabama and Tennessee. In addition to accounting services, the firm also offers wealth management, strategic planning, business consulting services, technology consulting, and specialized industry services.

For more information, visit [www.jacksonthornton.com](http://www.jacksonthornton.com).



## House Of Flowers To Hold Open House

Chamber members are invited to join House of Flowers for its annual Holiday Open House Thursday, Nov. 12, at 5:30 p.m.

The Open House will provide visitors with the perfect opportunity to begin their holiday shopping early.

A full-service floral and home/office decorating shop, House of Flowers is more than just your average florist offering some of the finest fresh-cut and silk arrangements in the area, along with many gift ideas.

For more information, contact House of Flowers at (334) 699-1800 or visit [www.dothanhouseofflowers.com](http://www.dothanhouseofflowers.com). House of Flowers is located 1728 W. Main St., Suite 2, Dothan.

## McGriff Insurance Welcomes New Team Member

State Farm Agent Gene McGriff would like to introduce their newest team member to the Wiregrass Area - Demara Braghelli.

A Dothan native, Braghelli later married and moved to Hamilton, New Jersey. While living in New Jersey, she attended Dental Tech School at Burlington College, where she received her x-ray and surgical license. Her nickname at Eastern Dental was "Alabama" due to her southern charm and accent.

Braghelli enjoyed 12 years up "North" but felt it was time to come back home to her roots in "The

heart of Dixie" where a new journey begins with State Farm.

"We would like to welcome Demara back home," said McGriff.

The Gene McGriff State Farm Insurance staff consists of Patti Ballard, marketing and sales, and Pat Holmes, office manager. Braghelli is currently in the process of being licensed for property and casualty.

For more information on all the services offered through the McGriff State Farm Insurance agency, call the office at (334) 793-7618.

## SEACT Presents Annual Holiday Dinner Theatre "It's A Wonderful Life"

The Southeast Alabama Community Theatre will present its annual evening holiday dinner theatre with *It's a Wonderful Life* at The Cultural Arts Center Dec. 8-12.

Almost as familiar as Dickens' *A Christmas Carol*, the story is a natural for a stage adaptation. The saga of George Bailey, the Everyman from the small town of Bedford Falls, whose dreams of escape and adventure have been quashed by family obligation and civic duty, whose guardian angel has to descend on Christmas Eve to save him from despair and to remind him, by showing him what the world would

have been like had he never been born, that his has been, after all, a wonderful life.

This faithful adaptation has all your favorite characters: George and Mary Hatch, Clarence, Uncle Billy, Violet, and, of course, the Scrooge-like villain, Mr. Potter. The story not only celebrates the faith of the season, but also the American philosophy of life: hard work, fair play and that loving and supporting family and community will be rewarded.

Ticket and seating information is available at [www.seact.com](http://www.seact.com) or by calling (334) 794-0400.



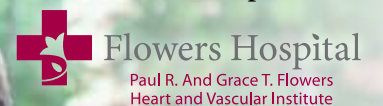
## Caring.

**"Everyone, in every department throughout Flowers Hospital, was so caring."**

"When an aneurysm in my leg ruptured, it was something my small, local ER was not able to handle. I needed an experienced vascular surgeon, so I was transferred to Flowers Hospital. Dr. Pfeiffer and a skilled group of nurses were waiting for me in the Emergency Room. I was afraid I was going to lose my leg. But they took me to the operating room immediately, where they restored blood flow and saved my leg. Today, I am back on the farm, driving my tractor and enjoying life. I am so grateful for, what I believe, was the miracle that put us all together. I would recommend Flowers Hospital and Dr. Pfeiffer to my friends and family in a heartbeat."

— Ralph Ellenburg

For more information or to find a physician, visit [FlowersHospital.com](http://FlowersHospital.com).



Pictured: Ralph Ellenburg and R. Burton Pfeiffer III, M.D., FACS

Independent Member of the Medical Staff at Flowers Hospital and practices at Wiregrass Surgical Associates. Patient results may vary. Before you decide on surgery, discuss treatment options with your doctor. Understanding the risks and benefits of each treatment can help you make the best decision for your individual situation.



## Woodham Joins Dothan Real Estate Team



*Kelly Woodham,  
Realtor*

Dothan Real Estate Team is happy to announce the addition of Kelly Woodham to its team. Woodham has over 12 years of experience working in the real estate industry mainly in the real estate title area of the business.

A valuable asset to her team and to her clients, Woodham puts her knowledge to work providing the best information

and assistance to those buying or selling a home.

Woodham grew up near Cincinnati, Ohio, and received her degree in management from The University of Alabama in 2001. She has lived in the Atlanta, Memphis and Birmingham areas, but she and her husband Kevin, along with their two daughters Brinley and Darcy, decided to make their permanent home in Headland three years ago in order to be closer to family.

Woodham invites you to give her a call so she can assist with all your real estate needs at (334) 699-7653.



## Berkshire Hathaway Introduces New Home Renovation Program

Are you interested in a fixer upper? Berkshire Hathaway HomeServices Showcase Properties can make the home renovation process easy with its new Sweet Home! Renovation Program.

The Sweet Home! Renovation Program involves qualifying a property for its potential for renovation, putting buyers in contact with local lenders who can provide convenient financing options for renovation projects, and getting cost estimates for the project from local, qualified contractors.

The new logo for the program play's off "Sweet Home Alabama." The silhouette of Alabama helps emphasize that connection, while the heart covers the Dothan and surrounding areas.

Renovating a home after you purchase can be overwhelming and Berkshire Hathaway wants to help you with its Sweet Home! Renovation Program.

For more information about the program, call Berkshire Hathaway HomeServices Showcase Properties at (334) 792-7474.



## White Elephant Sale To Benefit WRC

The Dothan Rotary Club invites the public to attend its annual White Elephant Sale benefitting the Wiregrass Rehabilitation Center Inc. Monday, Nov. 2, in WRC's Rotary Hall located at 2461 E. Burdeshaw St.

The evening will begin with dinner and silent auction at 6 p.m. followed by a live auction at 7:15 p.m.

Dothan Rotary's White Elephant Sale was started by Mark S. Cannon in 1936. Proceeds from the event are used to provide maintenance improvements for WRC. Wear your favorite team colors and come with giving and fun in mind.

The cost is \$10 per person at the door. For more information, contact Kelli Pylant at (334) 618-6572 or Cynthia Green at (334) 798-288.

## Dr. Grisham Joins Professional Lane Dental



*Dr. Emily Anne Latta  
Grisham*

Professional Lane Dental Associates welcomes the newest addition to the practice - Dr. Emily Anne Latta Grisham.

Dr. Grisham earned her bachelor's degree with honors from the University of Alabama at Birmingham. She later received her doctorate of dental medicine from the University of Alabama School

of Dentistry where she graduated in the top of her class.

While at the University of Alabama School of Dentistry, Dr. Grisham was the recipient of numerous scholarship awards and was an executive committee leader with the University of Alabama American Student Dental Association.

Today, she remains committed to education with memberships in professional organizations such as the American Dental Association, Alabama Dental Association, University of Alabama School of Dentistry Alumni Association, Academy of General Dentistry, American Association of Women Dentists, and the Christian Medical and Dental Association.

Dr. Grisham contributes to the community as a volunteer and supporter of various organizations including the Children's Miracle Network, March of Dimes, American Cancer Society, Ronald McDonald House, Give Kids A Smile, and her own personal organization The No Cavity Club, which she founded during her undergraduate studies as a way to educate children in schools on proper oral hygiene.

For more information on the services offered at Professional Lane Dental Associates, call the office at (334) 792-0997.

## Wallace Community College Theatre

presents



By Charles Dickens and adapted by John Jakes

Produced by special arrangement with  
DRAMATIC PUBLISHING COMPANY OF WOODSTOCK, ILLINOIS

**November 19-21, 2015**

**7:00 p.m. Bencze Theatre**

**\$5.00 General • \$3.00 Student**

Purchase tickets at [www.wallace.edu](http://www.wallace.edu) or at the box office one hour prior to each performance.  
If you require accommodations under ADA, please contact Dr. Thomas Maple, 334-556-2616.





## Join Ameris Bank For Its Customer Appreciation Day

Ameris Bank will hold their annual Customer Appreciation Day Friday, Nov. 6. All customers are invited to stop by the bank between 11 a.m. and 2 p.m. to enjoy lunch and boiled peanuts.

For more information, call the Dothan branch at (334) 671-4000.

## Retired Military Appreciation Month

In appreciation for our military's service to our country and community, Landmark Park is holding several special offers for retired military during the month of November.

Retired military who join Landmark Park during the month of November will receive \$10 off any membership level. In addition to the November membership discount, retired military and their families are invited to visit Landmark Park Nov. 7-8, and receive free admission.

Nov. 14 will feature free ice cream from the Martin Drugstore for retired military and their families, and free Digitarium Planetarium Programs on Nov. 21, show times are at 11 a.m., 1 p.m. and 3 p.m.

Must show military ID to receive discount. For more information, contact the park at (334) 794-3452.

## Jordan Awarded Affiliate Of The Year

Home Mortgage of America Inc. congratulates Gena Jordan on being awarded the 2015 Affiliate of the Year by the Dothan Association of Realtors.

Jordan has 12 years of experience as a loan originator and has been with HMOAI for the last five years.

Home Mortgage of America specializes in residential mortgages and offers in-house processing, underwriting and closing.

For more information, contact Home Mortgage of America at (334) 712-9170.



*Home Mortgage of America's Gena Jordan was recently awarded the 2015 Affiliate of the Year by the Dothan Association of Realtors.*

## Chamber Activity

FY 2015 – Annual

(October 2014 – September 2015)

Phone Calls / Inquiries	7,679
Visitors	4,971
Incoming E-mails & U.S. Mail	1,122
Outgoing Faxes	10
Relocation Packets - Mailed	158
Relocation Packets - Walk-Ins	194
<i>Southeast Alabama Industrial Directories</i> Purchased	8
Membership Application Pkts. Distributed	69
<i>Small Business Toolkits</i> Purchased	4
Misc. Info (maps, etc.)	351

## McBride Joins Mass Mutual

Mass Mutual Alabama is pleased to announce the hire of Carrie McBride as a financial services representative. McBride comes to Mass Mutual with experience in banking where she helped her clients create and maintain a clear plan for their financial future.

McBride currently holds her life and health insurance license, as well as her investment licenses. Her mission is to serve the Dothan and outlying communities by advising her clients about financial growth and security. She is able to help a broad range of individuals

from newlyweds, new parents, small business owners, retirees and almost all other walks of life.

Originally from Enterprise, Alabama, McBride has lived in Dothan for the past eight years with her husband, Patrick, and her two daughters. She is a member of Wiregrass Church and also serves as a Dothan Area Chamber of Commerce Ambassador.

For more information on the services provided by Mass Mutual, contact McBride at (334) 648-0337, [cmcbride@financialguide.com](mailto:cmcbride@financialguide.com) or visit [www.massmutual.com](http://www.massmutual.com).

## Eye Center South Expands Pediatric And Cataract Care With Addition Of New Surgeons



*Eye surgeons Dr. Wendy Huang and Dr. Christopher Fecarotta*

In a continued effort to broaden their scope of eye care services, the physicians of Eye Center South announces the addition of eye surgeons Dr. Wendy Huang and Dr. Christopher Fecarotta to their medical staff. Dr. Huang and Dr. Fecarotta will begin seeing patients in the ECS Dothan location Nov. 2, 2015.

"While training at Wills Eye Hospital in Philadelphia, I had the opportunity to work with Dr. Fecarotta during his residency," said Dr. Sebastian Heersink. "Dr. Huang's prestigious training at the New York Eye and Ear Infirmary of Mt. Sinai will be a great addition to our clinic. They are both exceptionally talented and will provide a tremendous benefit for our patients and be an asset to our local communities."

Dr. Fecarotta is a Board-Certified, Fellowship Trained Pediatric Ophthalmologist whose primary clinical interests include the diagnosis, management and surgical treatment of all pediatric eye conditions,

eye muscle and motility disorders, amblyopia and pediatric refractive error. Dr. Huang will concentrate her practice on anterior segment, corneal diseases and cataract surgery in both children and adults.

Dr. Fecarotta graduated Summa Cum Laude from the Honors College of Stony Brook University in Stony Brook, New York. He then received his Doctorate of Medicine from SUNY Upstate Medical University in Syracuse, where he was inducted into the Alpha Omega Alpha National Medical Honor Society. Dr. Fecarotta's residency followed at Wills Eye Hospital in Philadelphia, where he was an associate editor of the Wills Eye Manual, Sixth Edition.

Dr. Huang graduated from The University of Chicago where she received her undergraduate degree and then was conferred her Doctorate of Medicine from Rush Medical College in Chicago. Her residency followed at the New York Eye and Ear Infirmary of Mt. Sinai and then she completed her Pediatric Fellowship at Doheny Eye Institute and Children's Hospital of Los Angeles.

For more information about Eye Center South, or to schedule an appointment, contact Amy Kennedy at (334) 671-8301.



## Crown Trophy Announces Expansion

Crown Trophy of Dothan is pleased to announce expanded services to include a full line of apparel, laser engraving on curved surfaces and full-color sublimation.

"We are excited about our new equipment which will allow us to do custom engraving on the popular Yeti cups, wine bottles and crystal glasses. We will also be introducing our line of apparel products with custom graphics, logos and designs," said General Manager Jarrod Strickland.

The possibilities are endless for various products to which Crown Trophy can add custom engraving. In addition, their sublimation process adds full color to a variety of surfaces such as plaques, picture frames, phone cases, trophies, apparel and specialty items like ceramic tiles, ceiling tiles and even light switch covers.

Also, a special heat press has been added for making custom coffee mugs.

"We have expanded our showroom to include these new product lines," added Strickland. "Our goal is to be a one-stop-shop from the expected sporting awards and corporate gifts on to apparel, wedding gifts, graduation awards, household decor and much, much more."

Crown Trophy has been serving the recognition and awards needs of the Dothan area since July 2000. Dan and Ocie Mercer purchased the business in March 2005. Currently there are 155 Crown Trophy stores nationwide.

For more information, contact Crown Trophy at (334) 677-9200 or visit [www.crowntrophy.com](http://www.crowntrophy.com).



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

## CORE BENEFITS OF MEMBERSHIP INCLUDE:

### NETWORKING

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

### SMALL BUSINESS DEVELOPMENT

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

### PUBLICITY

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

### BENEFITS AND DISCOUNTS

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

### INFORMATION

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

### LEARNING OPPORTUNITIES

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

### REFERRALS

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

### BUSINESS AND TECHNOLOGY EXPO

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

### ADVERTISING OPPORTUNITIES

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

### MAILING LABELS

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

### GOVERNMENT ADVOCACY

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

### CREDIBILITY

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

### COMMUNITY IMPROVEMENT PROJECTS

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

### WEBSITE

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



## Getting Members Ready For Regulation Changes

The Dothan Area Chamber of Commerce and Bricker Daughtry, a shareholder with the law firm Carr Allison Carr Allison, recently presented a small business seminar to help Chamber members become acquainted with the new overtime rules.

The one-hour program "Are You Ready for the New Overtime Rules?" delivered timely information on the Fair Labor Standards Act requirements and the proposed Department of Labor regulation changes impacting today's business owner.

The program also provided participants the excellent opportunity to ask questions in this exchange of information.

Thank you to Bricker Daughtry for taking time out of his busy schedule to present this educational seminar.



Bricker Daughtry, a shareholder with the law firm Carr Allison Carr Allison, talks with Chamber members about the proposed labor regulation changes.



## Alabama Small Business Facts

The below are some interesting small business facts taken from the Alabama Small Business Profile produced by the Small Business Administration, Office of Advocacy:

- Alabama's small businesses employed about half or 764,207 of the state's private workforce in 2012. (Source: *Statistics of U.S. Businesses, Census Bureau*)
- Almost all firms with employees are small. They make up 96.8 percent of all employers in the state. (Source: *Statistics of U.S. Businesses, Census Bureau*)
- Firms with fewer than 100 employees have the largest share of small business employment.
- In Alabama, small businesses created 24,890 net new jobs in 2012. The biggest gain was in the smallest firm size category of 1-4 employees. (Source: *Business Dynamics Statistics, Census Bureau*)
- The number of people who were primarily self-employed in 2013 decreased by 4.7 percent relative to the previous year.
- The state's private-sector employment growth increased by 2 percent over the 12-month period ending in October 2014; this was below the national average growth rate of 2.3 percent. (Source: *Bureau of Labor Statistics*)
- The number of banks reported in the Call Reports between June 2013 and June 2014 declined. (Source: *FDIC*)
- In 2012, 65,721 loans under \$100,000 (and valued at \$946.7 million) were issued by Community Reinvestment Act lending institutions in Alabama. (Source: *FFIEC*)
- The median income for individuals who are self-employed at their own incorporated businesses for the past 12 months was \$48,710 in 2013. For individuals self-employed at their own unincorporated firms, this figure was \$20,328. (Source: *American Community Survey, Census Bureau*)
- In 2010, 6,484 establishments opened in Alabama, and 66.4 percent survived through 2012. In 2013, 7,445 establishments opened, and 79.7 percent survived through 2014. (Source: *BLS, BED*)
- In the first quarter of 2014, 3,537 establishments opened and 3,522 closed in the state of Alabama. (Source: *Business Employment Dynamics, Census Bureau*)
- Business bankruptcies declined from 2010 to 2014, signaling a stronger state economy. (Source: *U.S. Courts*)

## Small Business Tips



### Low-cost online marketing techniques for small businesses

Promoting your business online is important even when funds are tight, Tamar Weinberg writes. She cites 14 free or low-cost marketing tactics, including optimizing your local-search presence, tapping into the power of Google Analytics and using question-and-answer sites such as Quora to share expertise. Read more: <http://smallbiztrends.com/2015/05/guide-to-small-business-marketing-on-a-budget.html>. (Source: *Small Business Trends, Tamar Weinberg, "Your Massive Guide to Small Business Marketing on a Budget," May 20, 2015*)



### Build a lead-generating machine by collecting emails

Not every potential customer is ready to buy right now, so you need strategies to get their email address, Janet Murray advises. Give customers a reason or incentive to opt in to your content marketing, and once they do, make sure you keep them engaged with useful content. Read more: [www.theguardian.com/small-business-network/2015/may/20/business-blog-sales-tips-content-marketing](http://www.theguardian.com/small-business-network/2015/may/20/business-blog-sales-tips-content-marketing). (Source: *The Guardian (London), Janet Murray, "Turn Your Business Blog Into A Sales Machine," May 20, 2015*)



### Should you get term debt or revolving debt?

Taking out the right type of loan for your business needs is critical, writes MultiFunding CEO Ami Kassir. He describes the differences between two types -- term debt and revolving debt -- and explains when each should be used. Read more: [www.entrepreneur.com/article/249383](http://www.entrepreneur.com/article/249383). (Source: *Entrepreneur.com, Ami Kassir, "When to Use the Term Debt vs. Revolving Debt," Oct. 12, 2015*)



### Pointers for building better business relationships

Building strong partnerships between suppliers and vendors requires hard work, writes Maria Haggerty, founder and CEO of Dotcom Distribution. She offers three tips for better business relationships, beginning with watching for early signs of trouble. "If a supplier or vendor is bad at negotiations from the start, chances are that working with either may be difficult in the future," she notes. Read more: [www.entrepreneur.com/article/251578](http://www.entrepreneur.com/article/251578). (Source: *Entrepreneur.com, Maria Haggerty, "3 Tips To Develop A Balanced Supplier-Vendor Relationship," Oct. 14, 2015*)

## Mark Your Calendar! Small Business Seminar

*Effective Sales Marketing*  
Dothan Area Chamber  
Nov. 17 • 8:30 a.m.

Opportunities are all around us. Making the right connections is a key and its part of growing your business. Who you know in business is important. Knowing the right questions and connecting with people who can help guide you to your next new sale is what networking is all about.

Mark your calendar and plan to join the Dothan Area Chamber of Commerce for an "Effective Sales Marketing" seminar Tuesday, Nov. 17, 8:30 a.m. Presented by David Balmer, from Emerald Coast Dale Carnegie Training, you'll learn the importance of building new relationships and sharing vital information to close that next sale.

The cost to attend the seminar is \$5 and pre-registration is required by noon Friday, Nov. 13. To reserve your seat, call Susan at (334) 792-5138.



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DOTHAN AREA CHAMBER OF COMMERCE

## Did You Know That Your Chamber ...

### Constantly Communicates About You?

As a Chamber member and a vital part of the business community, you are represented every day when the Dothan Area Chamber of Commerce responds to inquiries about our region and the services it offers.

### Voices Your Political Concerns?

We ask members what they think about particular taxation and legislation issues, and we make their views known to government officials.

### Functions as Your Research Department?

There's a wealth of up-to-date statistical information available to you as a Chamber member, information we have compiled to help you have in-depth knowledge of your market and make better business decisions.

### Provides Continuing Business Education?

The professional workshops and seminars provided through the Chamber include sessions on a wide variety of topics that can be put to immediate and practical use in your business.

### Sells Your Potential Customers on Coming Here?

Through our marketing programs and responses to inquiries, the Chamber continually promotes the Dothan area as a preferred destination for relocation, tourist activities, sports events, recreation, shopping, health care services, meetings and conventions.

### Provides Numerous Networking Opportunities?

Regularly scheduled Chamber get-togethers offer the opportunity to meet and get to know other business owners and managers in the community, often resulting in new ideas, new supply sources and new sales leads.





# CONNECTIONS

November 2015

**THIS ISSUE:**

Chamber Celebrates A Five-Star Year

Making It In America

Workforce Training Assistance

SAMC Foundation Invites You To Join Them

Healthwest Dental Welcomes New Prosthodontist

McGriff Insurance Welcomes New Team Member

Jordan Awarded Affiliate Of The Year

Alabama Small Business Facts

DOTHAN AREA CHAMBER OF COMMERCE



*Registrar*  
Accepts Chair's Gavel

C H A M B E R  
*Connections*  
**CONNECTIONS**

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## ECONOMIC INDICATORS

▲	<b>Labor Force for the Dothan MSA for August:</b> 62,601 in 2014; 63,886 in 2015 57,954 in 2014; 58,701 in 2015 Employed
▼	<b>Unemployment for the Dothan MSA for August:</b> 7.4% in 2013; 6.7% in 2014
▼	<b>Residential Building Permits for the City of Dothan for August:</b> 17 issued (\$4.18 million) in 2014; 16 issued (\$3.88 million) in 2015
▲	<b>Home Sales in Dothan for August:</b> 105 sold in 2014; 123 sold in 2015
▲	<b>Enplanements for Dothan Regional Airport for August:</b> 4,203 in 2014; 4,269 in 2015
▲	<b>Houston County &amp; Dothan Sales and Use Tax Collections (\$) for August:</b> \$1,409,087 in 2014; \$1,559,362 in 2015 (County) \$4,633,412 in 2014; \$5,172,622 in 2015 (City)

*Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 10/08/15. Visit [www.dothan.com](http://www.dothan.com) for the most current information.*