

C H A M B E R

CONNECTIONS

WHAT'S INSIDE

September 2014



Chamber Launches Grow Dothan Capital Campaign

A Public/Private Partnership To Create Jobs

Since 1919, the Dothan Area Chamber of Commerce has been “meeting the challenges” and “shaping the future” to ensure that Dothan and the Wiregrass area are great places to work, live and play.

The industrial jobs that established Dothan/Houston County as the leading manufacturer in south Alabama just a few decades ago are far different from those we see today. We must not only be prepared for the skill sets required in today’s market, but we must also look to the future and plan for those that will be the skill sets for tomorrow’s work.

Thanks to strong public-private leadership, a can-do-attitude and an abundance of amenities, our area is on the cusp of significant economic growth. However, now, more than ever, we must have the resources to bring jobs to our area.

To meet these challenges and create jobs that help all of us, the Dothan Area Chamber of Commerce is pleased to announce the organization’s Grow Dothan Capital Campaign.

What is Grow Dothan? Grow Dothan, formerly known as Dothan by Design, is a public/private partnership for economic development for Dothan, Houston County and the Wiregrass. Its mission is to work with businesses, governmental entities and citizens to build a thriving regional business network.

Through support from public and private capital, Grow Dothan will be focused on creating jobs in three important ways: 1) recruitment of new businesses; 2) retaining and expanding existing businesses; and 3) enhancing business infrastructure.

What has Grow Dothan Accomplished? Over the last 20 years, Grow Dothan has had a significant impact in the Wiregrass area’s business infrastructure. A few of its accomplishments are \$1 billion in total investments, \$34 million in infrastructure investment and 17,000 plus jobs created.

What will be Grow Dothan’s goals? Grow Dothan recognizes that creating jobs and strengthening the foundation of our economy are priority number one. To be successful, Grow Dothan will be strategically focused on the following goals:

- Support existing industry;
- Recruit and expand industry;
- Develop area infrastructure;
- Expose the Dothan region to international investors; and
- Build a strong education base.

What are Grow Dothan’s funding goals? Grow Dothan’s funding goals are \$690,000 per year and \$2 million over three years.

What should you invest in Grow Dothan? We must compete in a global economy, and investing in Grow Dothan will ensure 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 – the Dothan Area Chamber, and equipping it to build a stronger business environment.

Your investment ensures that we can:

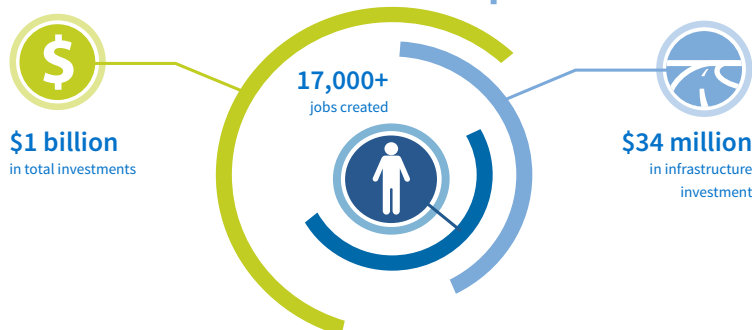
- Initiate a top level team to promote and package projects to attract industrial investments.
- Partner with the state of Alabama and other allies to promote both the state and Wiregrass region.
- Gain exposure and presence at large industrial events to meet and attract potential industries to the area.
- Provide the support and infrastructure to attract industry to the area.
- Work to enhance resources that support existing and new business growth and expansion.

Will you partner with us? Together we will continue our proactive voice in growing this special area known as the “Wiregrass.”



Area officials work together daily to meet the objectives of Grow Dothan. Picture (l-r) are Houston County Chairman Mark Culver, Dothan Area Chamber of Commerce President Matt Parker and City of Dothan Mayor Mike Schmitz discussing local economic development projects.

Grow Dothan’s Accomplishments



- ▶ Ribbon Cuttings **2**
- ▶ Events Calendar **3**
- ▶ Workforce Development **4**
- ▶ Business Briefs **5-10**
- ▶ Small Business Development **11**

Quote of the Month

“There are no shortcuts to any place worth going.”

Unknown

www.dothan.com
(334) 792-5138



RIBBON CUTTINGS

A+ Childcare and Learning Academy

3296 W. Main St.
Dothan, AL 36303
Tammie Potter
(334) 699-8067

CHILD CARE - NURSERIES/
PRESCHOOL



Easy Money

2869 Montgomery Highway
Dothan, AL 36303

Corey Bigbie
(334) 547-7009

PAYDAY LOANS



Health-Link

2946 Ross Clark Circle
Dothan, AL 36301

Scott Covington
(334) 712-9639

DRUG, DNA & LAB
TESTING



Mosquito Squad of the Wiregrass

125 Private Road 1575
Midland City, AL 36350

David Davis
(334) 405-7964

PEST CONTROL



NAMECHANGE/ RELOCATION

Berkshire Hathaway HomeServices Showcase Properties

2307 Hartford Highway, Suite 5
Dothan, AL 36301

Susan R. Vierkandt
(334) 792-7474

REAL ESTATE - RESIDENTIAL
AND/OR COMMERCIAL



NEWMEMBERS

Clip and add these to your Membership Directory.

A+ Childcare and Learning Academy

Tammie Potter
3296 W. Main St.
Dothan, AL 36303
Ph: (334) 699-8067
Fax: (334) 699-8066
CHILD CARE - NURSERIES/
PRESCHOOL

India's Tiny Tots Child Development Center

Tammie Potter
404 N. Cherry St.
Dothan, AL 36303
Ph: (334) 792-0180
Fax: (334) 699-7202
CHILD CARE - NURSERIES/
PRESCHOOL

Team Linda Simmons Real Estate

Sonya Partridge
5630 W. Main St., Suite 3
Dothan, AL 36305
Ph: (334) 479-0860
Fax: (334) 479-0861
REAL ESTATE -
RESIDENTIAL AND/OR
COMMERCIAL

Bed and Biscuit, LLC

Jared Jackson
2639 Hartford Highway
Dothan, AL 36305
Ph: (334) 793-0900
Fax: (334) 793-7389
PET BOARDING

Mingledorff's Distributors

Shawn Wittenborn
205 Wedgewood Drive
Dothan, AL 36303
Ph: (334) 836-1035
Fax: (334) 673-0346
DISTRIBUTORS

SoZo Group

Ken Tuck
205 W. Main St.
P.O. Box 1566
Dothan, AL 36302
Ph: (334) 699-2029
BUSINESS CONSULTANTS

Corridor Clean Fuels

Bob Strickland
417 Martling Road
Albertville, AL 35951
Ph: (256) 894-0098
NATURAL GAS FUELING
STATION

Nail Boutique and Spa

Tony Nguyen
4650 W. Main St., Suite 605
Dothan, AL 36305
Ph: (334) 792-9998
NAIL SALON

RENEWINGMEMBERS

40 Or More Years

Bondy's Ford Inc.
CenturyLink
Radiology Associates of
Dothan, PC
WOW! Business

20-24 Years

Li-Bo's Dance Barre, Inc.
ScreenTech
Southeast Eye Clinic
The Woodpile, Inc.
Wheelless Development, Ltd.

5-9 Years

Gresco Utility Supply Inc.
Mr. Transmission
Son Co Inc.
Southeast Alabama Medical
Center Foundation
Tolleson Construction
Vantage Sourcing, LLC
VLP, LLC dba The Pepi
Companies

30 Years

Covenant United Methodist
Church
D.A. Nowell Jr., DMD, PA
Dothan Warehouse
Fieldcrest Apartments
Kenneth Everett
Lewis-Smith Supply Corp.
Manpower
Southern Outdoor Sports
WDHN TV-18

15-19 Years

Longhorn Steakhouse
Southern Alabama
Regional Council on
Aging (SARCOA)

10-14 Years

Alabama Air National
Guard, 280th Combat
Communications
Squadron
BMI Storage Center, LLC
Carr, Riggs and Ingram,
LLC
Cornerstone Church
Doctors Center Pharmacy
Ladies First Obstetrics and
Gynecology of Dothan
Inc.
The Cultural Arts Center
The Touch of Wood, Kincaid
Gallery
Zaxby's

1-4 Years

All Metal Roofing and Siding
Inc.
Arch Business Consulting
Inc.
Cannon Lawn Care, LLC
Chili's Grill and Bar
Consolidated Ace Hardware
Dothan Pavilion
Georgia-Pacific
Glover Funeral Home Inc.
Mattress USA
Mighty Auto Parts
Sanders Beach Rentals, LLC
South Park Veterinary Clinic,
LLC
The Radio People
Tim Tolleson Design, LLC

Thank you!

Your membership is an investment in
the future of your business and the economic
progress of the Wiregrass area.

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

• JUSTICE PARK MEDIA CENTER •

(Located in the Heart of Downtown Dothan)

Durden
INTERNATIONAL BUSINESS BANK

Events *September* Calendar

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

- 1** ▶ Labor Day - Chamber Closed
- 2** ▶ Troy University Small Business Counseling – 9:30 a.m. to noon
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138

Dothan Area Young Professionals’ Business Brews – 5:15 p.m.
Location: 2620 Montgomery Highway, Suite 1 (Oak and Olive)
- 4** ▶ Ribbon Cutting: PeopleSouth Bank – 10:30 a.m.
Location: 3605 E. Main St.

Leadership Dothan Class XXXIII Reception and Orientation – 5:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
- 9** ▶ Ambassador and Diplomat Committee Orientation – 9 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 10** ▶ Leadership Dothan Class XXXIII Opening Retreat – 7:45 a.m. to 5 p.m.
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc’s Sterling Event Services Rutary Hall)
- 11** ▶ Leadership Dothan Class XXXIII Opening Retreat – 7:45 a.m. to 5 p.m.
Location: 2727 Fortner St. (Harvest Church)
- 16** ▶ Board of Directors’ Meeting – 8:15 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 18** ▶ Small Business Seminar: *Improve Employee Benefits While Lowering Costs* – 11:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
*See page 10 for more information. Reservations required by noon Sept. 15: (334) 792-5138.
- 23** ▶ Ribbon Cutting: Humana – 10:30 a.m.
Location: 188 N. Foster St., Suite 101



Ambassadors & Diplomats Team Of The Month

Team Dothan



Congratulations to the Ambassadors and Diplomats Team of the Month “Team Dothan” for claiming this month’s title. Pictured (seated l-r) are team members **Wendi Evans**, Evans Automotive Service; Team Co-Captain **Suzanne Barrick**, *Dothan Magazine*; **Aubrey Stenzel**, Whittaker Marking; (standing l-r) **Rob Gilbreath**, Mighty Auto Parts; **Lori Wilcoxon**, Wiregrass Commons Mall; Team Co-Captain **Hunter Green**, Todd & Sons; and **Ken Bailey**, MidSouth Bank, NA. Not pictured is **Kevin Payne**, Slingluff United Insurance.

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



Hunter Green
Todd and Sons

WCC Showcases Welding Simulator

Wallace Community College recently showcased their mobile welding lab to help develop a future workforce and meet emerging business technical needs.

The lab provides training opportunities for businesses who wish to update the skills of their existing workforce or to train new employees. The lab is equipped with six traditional welding booths and two virtual reality simulators.

Southeastern Sheet Metal will be the first local business to take advantage of this unique opportunity to train workers onsite and to their specific needs.

Thank you to Dr. Linda Young, WCC President, and the college for their vision and hard work to develop a skilled and educated workforce.

For more information about the welding lab, contact Wallace Community College at (334) 983-3521 or visit www.wallace.edu.



Courtney Taylor, Troy University Center for International Business and Economic Development, tries her hand on the Wallace Community College welding simulator.

Four Star Offers Diesel Technician Training Program

With the shortage of diesel mechanics making it difficult to hire and retain good technicians, Four Star Freightliner Inc. has taken action by creating the Four Star Freightliner Diesel Technician Training program. David Carroll was appointed to lead the training program from the Dothan location of Four Star Freightliner.

Four Star Freightliner has partnered with the Diesel and Heavy Equipment Mechanics program at Lurleen B. Wallace Community College in Opp, Alabama. The instructor, Eddie Spann, recommended three of his students for this program, which allows the students to work in the shop on a part-time basis while they complete their formal training at LBW.

"They teach me something every day," said trainee Blake Flowers of Jack, Alabama. "As soon as you think you know a good bit, you're wrong. There's always something causing problems that you've never seen."

Flowers' classmate agrees. "This is an once-in-a-lifetime opportunity to come here and do this, then to take what I learned here and go back to school," said John Matthew Daniels of Samson, Alabama.

It's a win-win situation for the trainees and Four Star Freightliner. "We want to develop these guys, bring them along and help them any way we can," said Carroll. "They love it. They can't wait to get to work. It has really motivated them to do better."

After graduating from LBW, the students will be offered positions at a Four Star Freightliner dealership. Once they're employed, Four Star Freightliner will supply them with a tool allowance.

For more information about Four Star Freightliner's Diesel Technician Training program, contact Amanda Granger at (334) 793-4455.

Governor Appoints Members To Alabama Workforce Council, Releases College And Career Ready Task Force Recommendations

Gov. Robert Bentley recently announced nearly 30 appointments to the Alabama Workforce Council to advise and support members of the State School Board, the Chancellor of the Alabama Community College System, college and university presidents of Alabama's four-year institutions and the superintendent of the Department of Education on ways to more closely tailor the state's workforce education programs with the workforce needs of new and existing Alabama business and industry. In addition, Gov. Bentley released a summary of recommendations from the College and Career Ready Task Force.

One of the individuals appointed to the Alabama Workforce Council was local businessman Jed Downs from Qualico Steel Co. Inc. Zeke Smith, executive vice president of External Affairs at Alabama Power, was appointed to chair the council.

"There is nothing more important to our state than job creation and having students who are college and career ready is one of the critical components of economic development," said Gov. Bentley. "The Alabama Workforce Council is a world-class representation of many of the state's top business and industry leaders and will be vitally important to building and maintaining high-quality partnerships between industry, education and workforce training institutions. Preparing Alabama workers for high-wage, high-demand jobs is our number one priority."

The council is one of the recommendations from the Governor's College and Career Ready Task Force created in 2013 to address ways to improve educational outcomes and promote workforce and economic development. Senate Bill 217, sponsored by Sen. Paul Bussman (R-Cullman), created the council in the 2014 Legislative Session. The council will serve as an advisory body to ensure Alabama's workforce development programs are meeting the most pressing job needs of the state's business and industry.

The Workforce Council will be tasked with reviewing and developing recommendations associated with, but not limited to, the following:

- Streamline and align the existing workforce development functions of the State.
- Increase awareness and educate students on available opportunities in the various industry sectors.
- Create a statistical feedback loop between industry and education.
- Propose funding opportunities to increase established industry-funded and Education Budget allocations to be used as scholarship programs for college technical education and dual enrollment programming.
- Enhance public relations and marketing associated with career readiness and skilled craft trades.
- Develop a mechanism that will ensure continuous emphasis on pre-kindergarten through graduate education.
- Provide leadership and recommend standards for increasing membership and expanding operations of the existing ten Regional Workforce Development Councils.
- Identify and address critical unmet needs such as specialty skills in a specific region of the state.
- Develop a methodology to guide program decisions and gauge the success of students as they enter the workforce.

To view a complete list of the Governor's appointments, visit <http://governor.alabama.gov/assets/2014/07/Alabama-Workforce-Council-Appointments.pdf>.

To view the recommendations from the College and Career Ready Task Force, visit <http://governor.alabama.gov/assets/2014/07/College-and-Career-Ready-Standards.pdf>.

For additional information, the Governor's Press Office can be reached at (334) 242-7150.

Chamber Foundation Now Accepting Youth Leadership Applications

The Dothan Area Chamber Foundation is now accepting applications for the Youth Leadership Dothan-Houston County Class XXIII. Youth Leadership is a county-wide leadership program designed to identify and empower rising high school juniors from diverse backgrounds who have the potential and interest in becoming trustees of their community.

The seven-month program focuses on community service, local and state government, health care, economic development and public safety. Through issue-oriented seminars and interaction with community decision makers, class members will build their leadership skills and cultivate an interest in their community.

Orientation and a one-day opening retreat for the 2014-2015 Youth Leadership class will be held

in November, followed by one full-day session each month through May 2015. Youth Leadership is open to all high school juniors attending school in Dothan, Houston County or are home schooled. Home-school applicants must be affiliated with a local home-school association and live in Houston County.

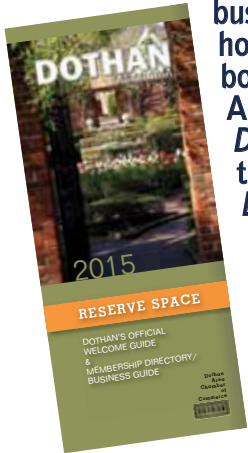
Applications for the 2014-2015 class are available at area high schools, the Dothan Area Chamber of Commerce and on the organization's website www.dothan.com. The submission deadline for students to turn in their completed application to their school for approval is Sept. 15, 2014. The tuition cost is \$250 and includes all course materials and meals.

For additional information, contact Linda Kelley, the Chamber's director of community development, at (334) 792-5138 or lkelly@dothan.com.



Two Great Publications, One Great Idea!

There's Still Time To Make Your Reservations



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 *2015 Dothan's Official Welcome Guide* and the *2015 Membership Directory and Business Guide*.

There is still time to be included in both publications. Contact Print Services Inc., the Chamber member awarded this project, to review your advertising options. You can also visit www.psiprinter.com to reserve space and download a media kit.

The *Welcome Guide* and *Membership Directory and Business Guide* will be mailed to Chamber members in late January 2015. 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 2015.

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 *2015 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.

The *Membership Directory and Business Guide* is designed to promote member-to-member relationships and business transactions. It will be distributed to current and new Chamber members, as well as other interested individuals.

The space reservation deadline is Monday, Oct. 6, 2014. For more information about this great opportunity, please contact:



(334) 702-4063

(334) 712-6532 Fax

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. "You can't heal a wound by saying it's not there!"

Fort Rucker's Sip and Paint

Every Third Friday • 6 p.m.

Fort Rucker Riding Stables Club House. Join Fort Rucker for an evening of art and spirits with Sip and Paint. Cost is \$40 per person and includes your beverages and all materials needed to create your own featured artwork, with guidance by an artist. Open to ages 18 and older (must be 21 or older for alcohol consumption). Spaces fill quickly, so register early. For more information, contact the Arts and Crafts Center at (334) 255-9020. Proper identification, car registration and proof of insurance are required to enter Fort Rucker.

Carmike Cinemas' Weekend "Kidtoon"

Every Weekend • Times Vary

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

1st Saturday Family Day

Sept. 6 • 10:30 a.m.

Wiregrass Museum of Art and 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.

Alice In Wonderland Jr.

Sept 17-21 • Times Vary

Dothan Opera House. Southeast Alabama Community Theatre presents its annual all-kid production of *Alice in Wonderland Jr.*, a musical showcase. Tickets are available through the Dothan Civic Center Box Office at (334) 615-3000. For more information, contact SEACT at (334) 794-0400 or visit www.seact.com.

Low Country Boil

Sept. 18 • 6 p.m.

Landmark Park. A popular tradition along the coastal regions of South Carolina and Georgia, the one-pot dish includes shrimp, corn on the cob, sausage, potatoes and onions, plus the chef's own twist on the dish. After the cooking is done, the pot is drained and the mixture is spread on tables and served out of wheelbarrows for a laid-back feast. Dress is casual and children are welcome. Activities include food and music, plus children's activities. Tickets must be purchased in advance and are available at the Park. For more information or to purchase tickets, contact the Park at (334) 794-3452 or visit www.landmarkpark.com.

Foster Fest

Sept. 19 • 6 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, downtown businesses and classic cars. For more information, contact The Downtown Group at (334) 793-3097 or visit www.thedowntowngroup.com.

Have an upcoming event planned?

Send your event information to mmckean@dothan.com

Same-Day Surgery Nurses Healing Hands Recipients

The Southeast Alabama Medical Center Foundation recently pinned Healing Hands recipients Kay Manley and Tracy Henderson of Same-Day Surgery.

Healing Hands, a special tribute opportunity within the Medical Center Foundation's Grateful Patient program, provides patients, their families and friends with a unique way to say thank you for the exemplary care they received at SAMC by honoring someone who made an impression during their hospital experience.

A gift of any amount may become a Healing Hands tribute gift in honor of a doctor, nurse, other caregiver or support team member who had a special impact during someone's hospital experience. Without specifying the amount, the Foundation recognizes the Healing Hands recipient with a certificate and custom design lapel pin. The pin is a lasting reminder of their caring spirit and the donor's tribute gift.



Meghan Woodham (center), Southeast Alabama Medical Center Foundation, recently pinned Healing Hands recipients Kay Manley (left), LPN and Tracy Henderson (right), RN of Same-Day Surgery.

Thelma's Kitchen Now Serving Lunch, Announces Expansion

Thelma's Kitchen is proud to announce the restaurant is now serving lunch Monday through Friday until 2 p.m. each day.

The new lunch menu offers customers a variety of delicious salads, custom sandwiches, homemade soup and fried chicken wings. Don't have time for a sit-down lunch, takeout orders can be placed by calling (334) 673-9962.

Breakfast is still served Monday – Saturday beginning at 7 a.m. No lunch on Saturdays. Owner and Chef Nathaniel Walker serves a "Quality breakfast with a soulful touch."

Looking for a caterer or somewhere to host your next special event? Walker has designed a unique slate of services that can be tailored to your specific needs - corporate catering, weddings, picnics, holidays or special events.

Located at 200 E. Powell St. in downtown Dothan, Walker invites Chamber members to come by and check out the menu. Whether it's for breakfast or lunch, "You'll be sure to enjoy a delicious home-cooked meal."

Thelma's Kitchen is also proud to announce it will be expanding to Eufaula, Alabama, with a restaurant at 360 Dale Road.

For more information, contact the Dothan restaurant at (334) 673-9962 or visit www.thelmaskitchen.com.

Chamber Chairman Visits Wiregrass Electric

Bob Woodall, chairman of the Dothan Area Chamber of Commerce's Board of Directors, recently made a courtesy visit with Les Moreland, CEO of Wiregrass Electric Cooperative.

During the visit, Woodall provided an update on Chamber activities including economic development. Woodall and Moreland also discussed the Cooperative's operations and future growth opportunities.

WEC tackled the massive job of bringing electricity to rural areas of southeast Alabama more than half a century ago. Today, through the use of innovative technology, the Cooperative is leading the way in assuring a progressive future amid new challenges posed by the 21st century. However, the principle on which it was organized in 1939 remains unchanged - created by people, for people.

Locally owned and controlled by the members it serves, WEC provides electric service to over 22,000 consumer-members in Houston and Geneva counties

in Alabama and parts of Dale, Coffee and Covington counties with almost 4,000 miles of line and an average of 5.69 meters per mile.



Dothan Area Chamber of Commerce Chairman Bob Woodall (left) visits with Les Moreland, Wiregrass Electric Cooperative CEO.

Alzheimer's Walk to Remember Set For Oct. 4

To honor the memory of their father, Charles Maddox, his daughters will co-chair the Alzheimer's Resource Center's A Walk to Remember to be held Saturday, Oct. 4, at Westgate Park at 7:30 a.m.

Charla McKoy, Vicki Martin, Laura Everett and Melissa Thornell worked together to provide care for their father. They are now working together again to help raise funds for the Alzheimer's Resource Center. The annual walk-a-thon is the primary fundraiser for the Center.

The purpose of the walk is to raise awareness of the devastation of Alzheimer's disease and to provide financial support for educational and support services for families, caregivers and victims of Alzheimer's disease.

Services provided by the Alzheimer's Resource Center include monthly family support groups and a caregiver newsletter, as well as books, pamphlets and brochures about Alzheimer's disease and related issues.

Teams may be made up of two or more co-workers, club members, relatives, friends or neighbors. There will be one-mile, three-mile and five-mile walks to enable people of all ages to participate.

The registration fee is \$25 for adults and \$10 for children (ages 4-18). A walk T-shirt is guaranteed for everyone who pre-registers before Sept. 15. Walkers

are encouraged to collect additional donations to help the Alzheimer's Resource Center reach its goal of \$100,000.

To pre-register, or for more information about the walk, visit www.wesharethecare.org, call (334) 702-2273 or stop by the office at 1314 Westgate Parkway, Suite 2. Donations can also be made online through PayPal.



To honor the memory of their father, Charles Maddox, four daughters will co-chair the Alzheimer's Resource Center's A Walk to Remember. Pictured (front row) are Vicki Martin and Melissa Thornell; (back row) Charla McKoy and Laura Everett



Covenant Hospice Plans Annual Holiday of Hope

Covenant Hospice is proud to present the Tenth Annual Holiday of Hope Marketplace, Oct. 24-25, from 9 a.m. until 8 p.m. (Friday) and 9 a.m. until 6 p.m. (Saturday) at the Dothan Civic Center. With over 60 vendors, the Marketplace will offer a variety of unique and hard-to-find gifts for everyone on your list.

Be the first to shop before the sale opens to the public at the "Moonlight & Mistletoe" preview party Thursday, Oct. 23, at 6 p.m. Enjoy a cocktail party, silent auction, live entertainment and heavy hors d'oeuvres as you shop the best selection.

Tickets go on sale Sept. 1 and are available at the Dothan Civic Center Box Office at (334) 615-3000, online at www.eventsatcovenant.org/holiday or at the Covenant Hospice office. All proceeds benefit Covenant Hospice, a nonprofit organization, to help fund indigent care needs and the unfunded and underfunded programs offered.

Marketplace sponsors, vendors and volunteers are also still needed to help plan, prepare and present the event. For more information, contact Covenant Hospice at (334) 794-7847. Don't miss this fabulous event.

ServisFirst Rings Stock Market Closing Bell

Dothan business leaders, Ronald DeVane, CEO of ServisFirst Bank Dothan, and Harrison Morris, president of ServisFirst Bank Dothan, headed to New York recently to accompany Tom Broughton, CEO and president of ServisFirst Bank, and fellow ServisFirst Bancshares company management for the Ringing of the Closing Bell ceremony at The NASDAQ Stock Market.

ServisFirst Bank spent its first nine years as a privately held company. The honorary bell ringing ceremony celebrated ServisFirst Bancshares going public May 14, 2014, and their entrance into the Russell 3000 Index Friday, June 29.

“We appreciate the support of our clients and shareholders over the past nine years. Our initial capital of \$35 million has grown to a value of over \$300 million today, a nice appreciation in value for

our shareholders,” stated Broughton. “In addition, our total market capitalization has grown to over \$700 million as of close of business Friday, June 20.”

On Wednesday, July 16, ServisFirst Bank followed their IPO with a three-for-one stock split after selling 625,000 of its approximate 8.2 million shares. Shareholders received two additional shares for every share held July 9, increasing the number of shares of common stock to 24.5 million. A quarterly cash dividend of 15 cents per share pre-split was paid out July 15 to stockholders of record as of July 8.

ServisFirst Bancshares Inc. is a bank holding company that provides business and personal financial services from locations in Birmingham, Huntsville, Montgomery, Mobile and Dothan, Alabama, Pensacola, Florida and Nashville, Tennessee.



Joy FM Introduces Additional Frequency

The Joy FM is proud to introduce an additional frequency to its lineup – 96.1 FM. This new spot on your radio covers the city of Dothan and several miles outside the Ross Clark Circle.

“Because of 96.1, the Joy FM is reaching more people for Christ in offices in Dothan. So now you have two frequencies to find ‘Joy’ on The Joy FM, 96.1 in Dothan and everywhere else 94.3 with the same programming on both,” said General Manager Earl Kelley.

So if you listen in Dothan, Kelley invites you to give it a try today and let him know how the new signal is sounding. You can email him at earl@thejoyfm.com.

The station would also like to say thanks to all its listeners and business underwriters for their support to make 96.1 possible.

For more information, contact the station at (334) 699-5672 or www.thejoyfm.com.

Southern Bone Welcomes New Physician



Ryan B. Breland, MD.

Southern Bone and Joint Specialists is pleased to announce the addition of a new orthopaedic surgeon, Ryan B. Breland, MD.

Dr. Breland earned his medical degree at the University of Alabama in Birmingham. He completed his residency, as well as a sports medicine fellowship, at the University of Kentucky in Lexington, Kentucky.

A third generation physician with family roots

in the area, Dr. Breland stated, “I’m excited to be joining this outstanding group of physicians. It’s an added benefit that I get to live in closer proximity to my family and the area they have called home for many years. My grandfather practiced family medicine in Marianna, Florida, for over 40 years and my father is a physician who lives in Panama City. It means a lot to me to be here. Everyone has been very welcoming.”

For more information, contact Southern Bone and Joint Specialists at (334)-793-2663 or visit www.southernbone.com.



CAC To Host 20th Annual “Tee Off For Kids”

The Southeast Alabama Child Advocacy Center will host the 20th Annual “Tee Off for Kids” Golf Tournament Thursday, Sept. 18, at Highland Oaks Golf Course. The golf tournament raises funds to provide services for local victims of abuse.

Registration and Putting Contest, sponsored by Rep. Paul Lee, will begin at 10 a.m. Lunch will be served at 11 a.m. The Helicopter Ball Drop will be at 11:30 a.m., and tee time is at noon.

Presenting Sponsors are Herndon Shell Food Marts/Checkers. Platinum Sponsors are District Attorneys Douglas Valeska and Kirke Adams. Silver Sponsors are Southeastern Pediatric Associates and Wiregrass Construction Co. Contests during play include Closest To The Pin, Hole-In-One, sponsored by Bojangles; and Longest Drive, sponsored by Tom West Co.

For more information, contact Sherri Davis at (334) 671-1779 or visit www.southeastcac.org.





HONORING ALL BREAST CANCER SURVIVORS & PRE-VIVORS

Saturday, October 18, 2014

Alabama College of Osteopathic Medicine
(Located on 84 East in Dothan)

Visit us on the web
www.samcfoundation.org

EVENT SCHEDULE:

Registration6 a.m.

5K & 10K Race8 a.m.

Spirit Walk8 a.m.
(Begins immediately following 5K & 10K start.)

Be part of this fun-filled family event!
RECORD numbers expected, ARRIVE EARLY!

Find us on Facebook • Twitter • Instagram -
SAMC Foundation

REGISTRATION:

Spirit Walk *(Open to all ages.)* \$25

5K & 10K Competitive Race \$35
(Participants must be at least 10 years of age.)

Kids' Fit Challenge FREE
(Open to age 12 and under. No pre-registration required; event t-shirt not included.)

Questions? Sponsorship?
(334) 673-4150

Register

Donate

View Parking & Traffic Map



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WCC Foundation To Host Evening In The Orient

Wallace Community College Foundation will present its annual fundraiser, An Evening in the Orient, Thursday, Oct. 9, beginning at 6 p.m. at the Dothan Civic Center. A night of decadent Asian cuisine with entertainment provided by members of the Wallace Sound choir, attendees will also have the opportunity to bid on silent and live auction items, while socializing with friends and meeting new people.

The WCC Foundation works in partnership with the college to ensure access to education and to help achieve success for its students. Over 150 scholarships are awarded each year to deserving students who would not otherwise be able to attend college.

Because of generous giving from community members to the WCC Foundation, the college is able to provide excellent transfer education, nursing and allied health education, skills training and custom training for local business and industry.

Sponsorships are also available and will range from \$500 to \$2,500. General admission will be \$75 per person.

For more information regarding sponsorships, to purchase tickets or general inquiries, contact Melissa Mason at (334) 556-2426 or email mmason@wallace.edu.



American Cancer Society To Host Annual BlackOut Cancer Event

The American Cancer Society invites you to join them Saturday, Sept 13, at Mercedes Benz of Dothan for the organization's annual BlackOut Cancer event at 7 p.m.

Tickets are \$50 each and include food, drink, live entertainment provided by Los Locos, and a silent and live auction with lots of great items to pick from. There will also be an after party immediately following at the Oak and Olive.

Tickets can be purchased at Mercedes Benz of Dothan, the Oak and Olive or online at www.blackoutcancerpartydothan.org.

For more information, call Kay Franklin at (334) 670-8174.



E.K. Kitchen
 105 S. Cherokee Ave. Suite 3
 334-791-4297
ekitchen@gmail.com
 Emily McCard / Owner

SEACT Celebrates 40 Years

The Southeast Alabama Community Theatre announces its 40th Anniversary Season of entertaining the Wiregrass. The annual season has grown from three productions to eight major events including main stage productions, a holiday dinner theatre, a middle and high school theatre festival, four weeks of children's theatre camps, and an annual fellowship event to bid farewell and welcome in each season. Hundreds of volunteers give their time and talents to accomplish every SEACT season.

The 2014-2015 SEACT season includes what was described in 1985 as "a lurid Victorian melodrama produced with Victorian lavishness." *Les Misérables* is the winner of more than 100 international awards and has been seen by 65 million people. It is a milestone production for a milestone season. *Les Misérables* comes to the Dothan Opera House stage in March 2015, with a full cast, crew and orchestra of local talent.

The rest of the season adds the icing to the 40th

anniversary cake. SEACT is proud to include the children's production of *Alice in Wonderland Jr.*, *Moonlight and Magnolias* and *The Dixie Swim Club* as part of the regular season. A holiday dinner theatre called *The Boogie Woogie Christmas Show* and SEACT Summer Theatre Camps for children are also available and sold separately.

Tickets for SEACT productions are available through subscription or sold separately throughout the season. The season is made possible by generous support from personal and corporate community contributions which help fund additional theater opportunities for adults and children.

To find out more about Southeast Alabama Community Theatre's new season and ticket subscriptions, visit www.seact.com or call (334) 794-0400. SEACT provides a continuing source of quality live entertainment and theatrical experiences on stage and behind the scenes for the Wiregrass area.

Coldwell Banker Celebrates 30 Years

Budge Huskey, president and CEO of Coldwell Banker, recently presented Bobby Hewes, president of Coldwell Banker - Alfred Saliba Realty, a crystal Thirtieth Anniversary with Coldwell Banker award at the 2014 Regional Gen Blue Rally in Birmingham.

Through Coldwell Banker's franchising history, Coldwell Banker - Alfred Saliba Realty has been an integral part of the legacy handed down by their founders Colbert Coldwell and Benjamin Banker. This legacy, through the dedication of companies like Coldwell Banker - Alfred Saliba Realty, has made Coldwell Banker synonymous with integrity, innovation and leadership with the real estate industry around the world.

Since 1967, Coldwell Banker - Alfred Saliba Realty has been setting the standard for real estate in Dothan, Alabama. They are the area's largest full-service real estate firm with 41 residential agents that have over 767 years combined experience.

Coldwell Banker - Alfred Saliba Realty's goal is to give buyers and sellers of real estate the highest

quality of service. Their agents are committed to treating their customers and clients with integrity, competence and courtesy.



Coldwell Banker - Alfred Saliba Realty recently was honored with a crystal Thirtieth Anniversary with Coldwell Banker award at the 2014 Regional Gen Blue Rally in Birmingham. Pictured (l-r) are Mark Saliba, Alfred Saliba Corp., and Bobby Hewes, president of Coldwell Banker - Alfred Saliba Realty.



Friend

Friend Acquires City Bank Of Hartford

Hope Harris Johnson, chairman and CEO of Friend Bank, along with Steve Bancroft, chairman of the board of City Bank of Hartford, announced recently plans for Friend Bank to acquire the stock of City Bank of Hartford.

After the acquisition is complete, subject to regulatory approval, Friend Bank will manage \$125 million in assets. Current plans are for the merged banks opening as Friend Bank Jan. 2, 2015.

Founded in 1975, City Bank of Hartford's transition into Friend Bank is viewed as "a smart and progressive move," Bancroft said. "Becoming a part of the Friend Bank family will benefit our shareholders, employees and, most important, our customers and community."

Bancroft noted that while City Bank remained financially stable, "new regulatory guidelines and expectations have put undue pressure on community banks across the nation, prompting banks to join together, share expertise and spread costs."

Friend Bank is a third-generation family business and one of Alabama's oldest community banks. Founded as Slocomb National Bank more than a century ago, Friend Bank now operates from locations in Slocomb, Dothan and Geneva.

Johnson's father, Lawrence Harris, served as bank president from 1972 until his death in 1991. "Friend Bank is the result of his vision," Johnson said, "And like my mother and father, I am passionate about the communities we serve."

"I truly believe that our new customers and people across the Hartford and Newton area will quickly embrace Friend Bank," added Johnson. "Our core values of honesty, integrity, exceptional service and responsiveness will enhance every community we serve. We look forward to welcoming all City Bank customers into the Friend Bank family."

For more information, contact Johnson at (334) 866-2367 or visit www.friendbank.net.

House Of Flowers Welcomes Bond To Team



*Selena Bond,
Events Coordinator*

House of Flowers is proud to offer the services of the highly gifted and talented Selena Bond as its in-house wedding and special events coordinator. A gifted designer, Bond's reputation is known by many throughout the area as she has assisted many couples in having that memorable and beautiful day.

Bond will work with couples and/or individuals to have the wedding or party that will be cherished for a lifetime. In addition, she will come to your home and design and implement seasonal decorations.

House of Flowers, locally owned and operated, is a full-service flower and gift shop that also offers some of the finest antiques to be found anywhere. A full-line of Ashton Nicole and Ginger Snaps Jewelry is

also available. The shop also stocks Lavender products directly from a Lavender farm in Virginia and Circle E Candles.

As a premiere boutique, floral and gift shop, House of Flowers provides forward thinking floral arrangements and gift ideas. They deliver locally as well as the entire Wiregrass area.

"Stop in for shopping or browsing and have a cup of coffee or a bottle of water, check out weekly specials, gift baskets of all kinds and even some food specialty items such as Mimi's cheese straws," invites Dr. Roy Watford.

The friendly folks at House of Flowers are confident that you will find yourself in unique and beautiful surroundings conducive to a pleasant and memorable shopping experience. New fall and holiday merchandise is expected to arrive any day.

For more information, stop by the shop located at 1728 W. Main St., or check them out on the Web at www.dothanhouseofflowers.com and Facebook.

Evergreen Presbyterian, Mathews Center, Chamber Offer

Moderator Development Workshop

Sept. 8, 4:30-8 p.m.

The Dave Mathews Center for Civic Life, Dothan Area Chamber of Commerce Education Committee, Evergreen Presbyterian Church's Center for Dialogue and Discernment will offer a Moderator Development Workshop Monday, Sept. 8, from 4:30 p.m. until 8 pm. in the church's Community Room.

The one-day workshop features an abbreviated forum, an interactive discussion of moderating techniques and practices, and a mock forum for participants to practice their newly developed moderating and recording skills. Mathews Center staff will use the David Mathews Center Moderator Development Handbook to guide the workshop experience.

This workshop will provide help to you, your staff, board members and/or agency leaders as they strive to work together to find real and workable solutions that support your organization or business goals. The workshop also helps enhance communication among coworkers, volunteers, clients and leadership.

The event is open to the public and there is a \$5 registration fee, which includes dinner and the handbook.

To register or for more information, contact Lavonda Gosselin at lavonda@evergreenpres.net.



The Dave Mathews Center for Civic Life, Dothan Area Chamber of Commerce Education Committee, Evergreen Presbyterian Church's Center for Dialogue and Discernment will offer a Moderator Development Workshop.

Kenward Recognized For Service To Area Veterans



*Tony Kenward,
Sales Agent*

The state of Alabama recently recognized Humana's Dothan MarketPoint Sales Agent Anthony "Tony" Kenward for distinguished service to area military veterans. Kenward was recognized for his efforts to improve the health and well-being of local veterans who have served their country.

Kenward has been with

the health-benefits company Humana for nine years. He assists Dothan residents in selecting and using Medicare and individual health insurance.

Humana is one of Alabama's leading health benefits companies with more than 100,000 Medicare members statewide. Humana also provides individual health insurance and other health benefits in many parts of the state. Humana is also the health benefits provider for active duty servicemen and women and their families in TriCare's South Region.

For more information, visit www.humana.com.

Heartburn?



We have solutions.

If you have heartburn twice a week or more, you may have acid reflux disease, also known as gastroesophageal reflux disease, or GERD. It occurs when the valve between your stomach and esophagus allows stomach fluids to leak into the esophagus. The acids can injure your esophagus, and heartburn and regurgitation may signal a serious condition. We offer treatment options including robotic-assisted surgery, which may help you get home quickly.* **To find a surgeon who performs these procedures, or to learn more, visit FlowersHospital.com.**



FlowersHospital.com

*Patient results may vary. Consult your physician about the benefits and risks of any surgical procedure or treatment. Understanding the risks and benefits of each treatment can help you make the best decision for your individual situation.



Put On Those Walking Shoes

2014 Wiregrass AIDS Walk

Put on your walking shoes and join the Medical AIDS Outreach of Alabama for the organization's Fifth Annual Wiregrass AIDS Walk Saturday, Sept. 6, at Westgate Park's walking trail.

A 3.5-mile walk, teams and individual walkers are needed. There will also be places for people who just want to sit and enjoy the live broadcast from WOOF radio. There will be snacks, water, activities for the kids and door prizes.

Registration will begin at 8:30 a.m. in the main building on event day, and the walk will get underway at 9 a.m.

For more information, to register or to obtain a walk packet, contact Kim Barnett at (334) 673-0494. Packets can also be obtained by visiting www.maoi.org.



Extencicare Announces New Addition

Extencicare Inc. is pleased to announce the addition of Whitehall West to the Extencicare Assisted Living Community. The new addition will open in October 2014 and will offer an additional 16 private living and bedroom suites to the campus.

The most important goal for Whitehall's staff is delivering care that assures each resident of maximum independence, dignity, freedom of choice and the opportunity to enjoy Southern living at its finest.

At all Extencicare facilities, services will include an individualized care plan for each resident, personal assistance with daily activities, delicious home cooked meals and snacks, activity and entertainment opportunities, complimentary beauty/barber salon services, daily housekeeping and laundry services. A licensed nurse is on staff to assist with medical and

medication questions, as well as wellness visits.

So whether it's spending a leisurely afternoon enjoying conversation with family or friends in one of the many beautifully decorated common areas, participating in some of the many activity and entertainment opportunities or having a stroll outside to enjoy the lovely landscaping, there is sure to be something of interest for each resident.

Extencicare Health and Rehabilitation Center, Somerset Assisted Living Community, Whitehall East and Providence Assisted Living Community in Ozark invite you to join them in welcoming Whitehall West to Dothan's health care community.

To experience Whitehall for yourself call (334) 699-4255 to schedule a tour or for additional information.

Pain Awareness Month Proclaimed



SEVENTH DISTRICT
 Southeast Pain Management Center staff were at the state Capitol to witness Gov. Robert Bentley sign a proclamation recognizing September as Pain Awareness Month. Pictured (l-r) are Betsey Keyton, quality clinical compliance coordinator, External Division; Sonya Jordan, marketing specialist; Gov. Robert Bentley; Gisela Tellis, registration representative; and Connie Parrish, director of External Clinics Division and Administrator.

LBA Hospitality Wins Marriott National Award

Congratulations to Larry Blumberg and Associates (LBA Hospitality) for earning Marriott's Spirit to Preserve Award for Environmental Action. The award is designed by Marriott to recognize the achievement of outstanding green practices among property owners and franchisees.

The beautiful, engraved crystal award was presented at the 2014 Marriott Owners Conference to LBA President Beau Benton and Senior Vice President for Hospitality Farrah Adams.

Two particular initiatives were cited by Marriott: LBA's recycling of home office paper and its goal to go paperless by Dec. 31, 2014.

"I am very proud of this accomplishment because LBA is deeply committed to environmentally responsible practices, both at our properties and home office in Dothan," stated Benton. "LBA's hotel management practices support Marriott's Strategy for Contributing to Environmental Conservation as a positive force for corporate responsibility."



Larry Blumberg and Associates (LBA Hospitality) was recently awarded Marriott's Spirit to Preserve Award for Environmental Action at the 2015 Owners Conference. Pictured (l-r) are David J. Grissen, group president; Stephanie Linnartz, executive vice president, chief marketing and commercial officer; Liam Brown, president, Select Service and Extended Stay Lodging; Farrah Adams, LBA senior vice president of hospitality; Beau Benton, LBA president; Carl Berquist, executive vice president and CFO; Anthony Capuano, executive vice president, global chief development officer; and Arne Sorenson, president and CEO.

Get Ready To Dress For Success

In preparation for the upcoming 2014 Community Career and Job Fair at the Dothan Civic Center Oct. 16, the fair partners will host a Dress for Success seminar on four different dates during the month of September 2014. Seminar dates and locations are:

- Sept. 16 and 18
Alfred Saliba Family Services Center
301 Lafayette St.
- Sept. 23
Houston County Department of Human Resources
1605 Ross Clark Circle
- Sept. 25
Wallace Community College
Center for Economic and Workforce Development
5565 Montgomery Highway

All seminars will begin at 9 a.m. and end at noon. Pre-registration is required due to limited space. To pre-register, send an email to 2014communitycareerandjobfair@gmail.com with "Dress for Success" in the subject line. Information will be returned to you to select the date you would like to attend.

Participants only need to attend one seminar, which will cover several different subjects regarding employment searches and local community services available to assist with resumes, networking, employment search and dress and appearance.

For more information, contact Ashley Pearson at (334) 836-0217 or 2014communitycareerandjobfair@gmail.com.

Healthy You UpTeens Visit Local Fire, Police Departments

Healthy You UpTeens recently showed their respect for local fire and police departments. Teens delivered baked goods and visited with police and fire, thanking them for the work they do in the community.

UpTeen is a teen leadership program of Healthy You Inc. Students from Rehobeth, Wicksburg, Northview, Dothan and Ashford high schools were nominated for the program to receive leadership training and participate in meetings. During the school year, UpTeens lead the ReConnect program, part of Chick-fil-A's Core Essentials.

This influential group of students lead the effort to infuse values in their own culture at school and in the community using a particular word to focus on each month. The word for August was respect.

Healthy You Inc. is a 501(c)(3) nonprofit formed in 2010 in Dothan. The organization's mission is to enhance quality of life for citizens of Alabama through educational health initiatives and public awareness campaigns teaching personal responsibility when making lifestyle choices.

For more information about the services offered through Healthy You Inc., contact Marketing Director Laura Stakelum at (334) 671-7774 or visit www.jtfstraighttalk.com.



Healthy You UpTeens recently showed their respect for local fire and police departments by delivering baked goods and visiting with each department to thank them for the work they do in the community.



Small Business Seminar

Improve Employee Benefits While Lowering Costs Sept. 17 • 11:30 a.m.

It is always a good idea to evaluate your company's benefit package. Join the Dothan Area Chamber of Commerce for an Improve Employee Benefits While Lower Costs seminar at the Chamber facility Thursday, Sept. 18, at 11.30 a.m.

Presented by Tony and Beth Kenward from Humana, this interactive seminar will teach strategies for improving your employee benefit package, while lowering your cost. The seminar is designed for businesses of all sizes and participants will leave with a simplified and easy to follow action plan, even if you do not currently offer any benefits.

The cost to attend is \$10, which includes lunch. Pre-registration is required due to limited seating by Monday, Sept. 15, at noon. To reserve your seat, please call Susan Tatom at (334) 792-5138 or email lrobinson@dothan.com.

Small Business Tips



Don't make these common customer-service mistakes

Founder of Decision Strategies International Paul Schoemaker says attracting customers is important, but you shouldn't overlook the need to provide top-notch service to your existing clients. Most companies work much harder at getting new customers than keeping them, even though it costs about eight times more to acquire new customers. In addition, many companies overlook the value of complaints, which can be used as opportunities for learning, he writes. Read more: www.inc.com/paul-schoemaker/bad-customer-service-happens-but-you-dont-have-to-accept-it.html. (Source: *Inc. online*, Paul Schoemaker, "Bad Customer Service Happens, But You Don't Have to Accept It," Feb. 5, 2014.)



Retweet in a way that benefits your business

Retweeting content that is relevant to your followers is an excellent way to increase your audience, but it's best to do it in such a way as to keep your brand or business in the picture, Social Media Firm CEO Scott Levy advises in this book excerpt. He recommends before getting started, "determine how many of your tweets will be about business and how many will be about other interesting items that may draw a reaction from your followers or friends." Read more: www.entrepreneur.com/article/230889. (Source: *Entrepreneur online*, Scott Levy, "Retweeting Content To Build Your Brand On Twitter," Feb. 4, 2014.)



Accept imperfection to become a better leader

Being the best leader possible means being willing to admit you aren't perfect and that you don't have all the answers, writes Lou Solomon, CEO of Interact. You can become more effective by asking employees questions, talking about your mistakes and requesting feedback, Solomon writes. Read more: www.entrepreneur.com/article/235956. (Source: *Entrepreneur online*, Lou Solomon, "5 Ways You Can Practice Imperfection," July 28, 2014.)



Hear what your team is really saying

Subordinates may be reluctant to tell you that they're bored at work, that they're too busy or that they need your help, so it's critical to listen carefully, writes Avery Augustine. "Listening is your key to finding out what makes your employees excited to come to work -- or what is pushing them out the door," Augustine writes. Read more: www.themuse.com/advice/4-things-your-employees-are-desperately-trying-to-tell-you. (Source: *TheMuse.com*, Avery Augustine, "4 Things Your Employees are Desperately Trying To Tell You," Aug. 4, 2014.)



Knowing when and how to say "no"

Customers may ask for something you can't give them, and you should do what's best for them and your business by saying "no," writes Wade Foster, CEO of Zapier. He offers advice on how to do so in a way that preserves your relationships. Read more: www.entrepreneur.com/article/236153. (Source: *Entrepreneur online*, Wade Foster, "What To Do When The Customer Is Wrong," Aug. 4, 2014.)

Networking In The 21st Century

Are you an entrepreneur or a business owner? If you answered yes, then be sure to mark your calendar and plan to attend an evening filled with networking opportunities Wednesday, Sept. 17, from 6-9 p.m. in Troy University Dothan's Thomas Harrison Room.

Hosted by the Entrepreneurship Council, in conjunction with Troy University Dothan and the Dothan Area Chamber of Commerce, Networking in the 21st Century is designed to provide you with networking opportunities with area businesses. So bring those business cards and get ready to make some business-to-business connections.

The event is free and all are welcome to attend. For more information, contact Mackroyce Corbitt at (334) 678-9075.

Chamber Hosts Business Roundtable

The Dothan Area Chamber of Commerce hosted a two-hour Business Roundtable Forum in August at Saint Andrews Market. The event provided Chamber members the chance to meet with six different industry experts and/or fellow Chamber members in small informal groups to discuss topic issues, share opinions/ideas/strategies, ask questions or just brainstorm.

The format was a rotating roundtable and participants were able to customize their experience by selecting several of the group discussions.

Thank you to our roundtable facilitators who volunteered their time and did an excellent job:

Banking - Bob Whiddon, SunSouth Bank

Insurance - Kevin Payne, Slingluff United Insurance

Finance/Accounting - Jim Ellis, McDaniel and Associates, PC

Legal - Cliff Mendheim, Prim and Mendhiem; and Vince Edge, Johnston, Hinesley, Flowers, Clenney and Turner

Sales - Charles Buntin, Tom West Co.

Marketing - Sharon Wittaker, Aubrey Stenzel and Dustin Thornton, Whittaker Marketing

A special thank you also goes out to Ignacio and Kelly Handal for the use of the Saint Andrews Market event space.



September 2014

THIS ISSUE:

Chamber Launches
Grow Dothan Capital
Campaign

Governor Appoints
Members To Alabama
Workforce Council

Thelma's Kitchen
Now Serving Lunch

ServisFirst Rings
Stock Market
Closing Bell

SEACT Celebrates
40 Years

Friend Acquires City
Bank Of Hartford

House Of Flowers
Welcomes Bond
To Team

Extendicare
Announces New
Addition

DOTHAN AREA
CHAMBER OF COMMERCE



Chamber Launches Capital Campaign

A Publication of the
Dothan Area Chamber of Commerce
September 2014
Vol. 41, No. 12 (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	
▲	Labor Force for the Dothan MSA for June: 62,841 in 2013; 61,946 in 2014 58,578 in 2013; 57,425 in 2014 Employed
▲	Unemployment for the Dothan MSA for June: 6.8% in 2013; 7.3% in 2014
▼	Residential Building Permits for the City of Dothan for June: 26 issued (\$6.15 million) in 2013; 12 issued (\$3.73 million) in 2014
▼	Home Sales in Dothan for June: 103 sold in 2013; 81 sold in 2014
▲	Enplanements for Dothan Regional Airport for June: 3,743 in 2013; 4,530 in 2014
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for June: \$1,400,219 in 2013; \$1,459,840 in 2014 County \$4,600,444 in 2013; \$5,028,845 in 2014 City

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 8/11/14. Visit www.dothan.com for the most current information.