

Chamber Connections

Dothan Area Chamber of Commerce

September 2022



DAN CLARK

REDEFINING WHAT'S POSSIBLE

Awareness Refinement Transformation



The Way We Work Together 103rd Annual Meeting

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GRI-APS To Expand

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Youth Leadership Dothan Applications Now Available

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What's Inside

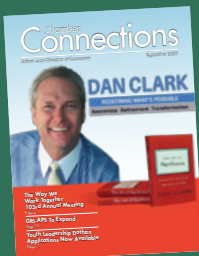
September 2022

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Your Cover Photo



Your cover photo features Dan Clark, author and professional speaker, who will serve as the keynoted speaker at the Dothan Area Chamber of Commerce's 103rd Annual Meeting. For more information, see page 4.

www.dothan.com
(334) 792-5138

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



EventsCalendar

September

S	M	T	W	T	F	S
					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	

- 5 ▶ **Labor Day Holiday- Chamber Closed**
- 6 ▶ **Ribbon Cutting: ProFormance Car Care Center – 10:30 a.m.**
Location: 3369 W. Main St.
- 7 ▶ **LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: The Ark – 10:30 a.m.
Location: 3781 Ross Clark Circle
- 8 ▶ **Ribbon Cutting: Phillip J. Hamm Library Learning Resources Center Grand Re-Opening – 10 a.m.**
Location: 1141 Wallace Drive (Wallace Community College)
- 12 ▶ **Youth Leadership Dothan-Houston County Application Deadline – 4 p.m.**
*See page 11 for more information.
- 14 ▶ **LEADS Group 1 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Leadership Dothan Class of 41 Opening Retreat – 8 a.m.
Location: TBD
Business Workforce Development Champion Awards – 2 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Preregistration required (334) 792-5138, See page 13 for more information.
- 15 ▶ **Ribbon Cutting: Surge Staffing – 10:30 a.m.**
Location: 3505 Montgomery Highway, Suite 4
Leadership Dothan Class of 41 Opening Retreat – 8 a.m.
Location: 300 W. Main St. (First Baptist Church)
- 20 ▶ **Ribbon Cutting: CellularWorld AT&T – 10:30 a.m.**
Location: 2927 Ross Clark Circle
Fort Rucker Command Reception – 5:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Preregistration required (334) 792-5138, See page 10 for more information.
- 21 ▶ **LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Board of Directors Meeting – 8:15 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 22 ▶ **Business Growth Series Seminar: Strategic Planning Crash Course for For-Profit Businesses – 8:15 a.m. until Noon**
Location: 102 Jamestown Blvd. (Chamber)
*Preregistration required (334) 792-5138. See page 14 for more information
Ribbon Cutting: SERVPRO of Dothan Relocation – 10:30 a.m.
Location: 207 Roney Road
- 26 ▶ **Ribbon Cutting: Omni Marketing Group Relocation – 4 p.m.**
Location: 2999 Ross Clark Circle, Suite 501
- 27 ▶ **The Summit – 8 a.m. until 1:30 p.m.**
Location: 500 University Drive (Troy University Dothan Campus)
*Preregistration required (334) 792-5138, See page 7 for more information.
- 28 ▶ **LEADS Group 1 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: T-Mobile – 10:30 a.m.
Location: 3113 Ross Clark Circle, Suite 2
- 29 ▶ **Business Connections – Hilton Garden Inn – 4-6 p.m.**
Location: 171 Hospitality Lane
*See page 7 for more information.
- 30 ▶ **Ribbon Cutting: Marian's Cleaning Service – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

RibbonCuttings

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Ricky Phillips
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PEANUTREVEAL Houston County Farmers Federation

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ASSOCIATIONS



The Way We Work Together

103rd Annual Meeting

"The Art of Significance" Dan Clark To Be Guest Speaker

Mark your calendar and join the Dothan Area Chamber of Commerce for the organization's 103rd Annual Meeting. The Chamber is excited to announce and welcome Dan Clark, professional speaker and author of the book *The Art of Significance*, as this year's guest speaker.

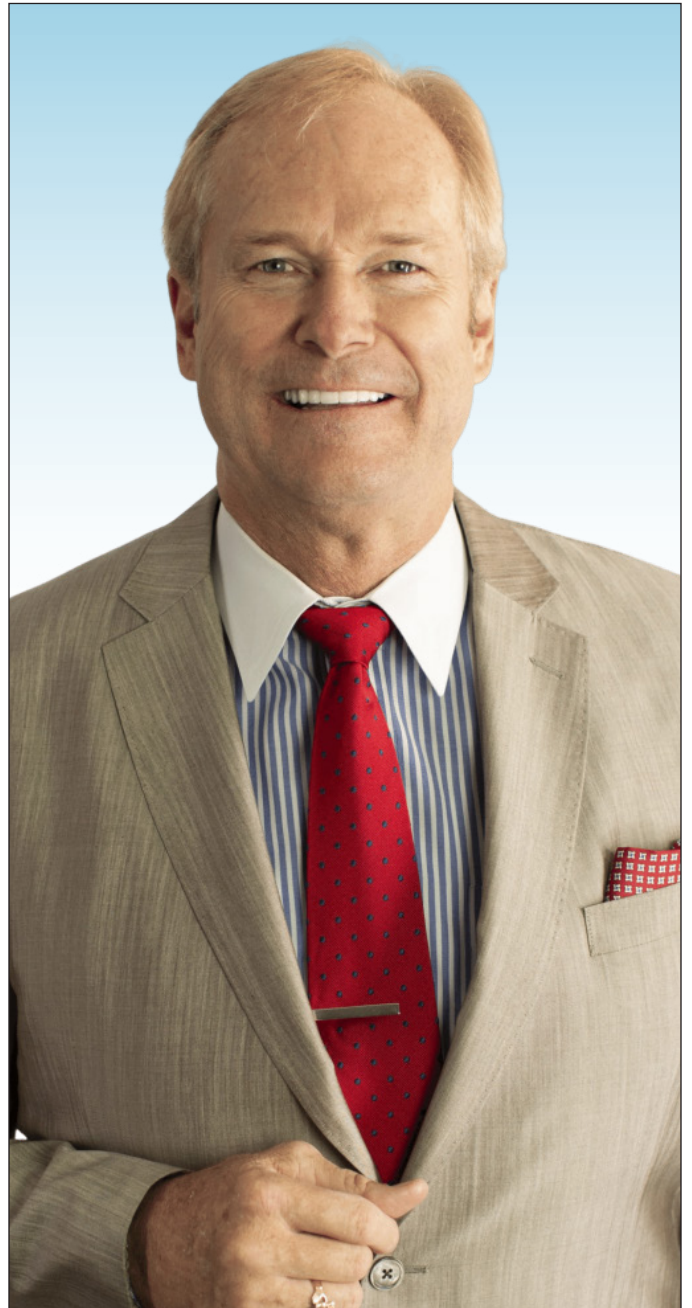
This year's meeting will take place at the Dothan Civic Center Tuesday, Oct. 18. The buffet-style luncheon will begin at 11:30 a.m. followed by the annual business meeting, some great award recognitions and the opportunity to be inspired by Clark.

Who is Dan Clark? He has traveled the world for 35 years as a professional speaker, high performance business coach and leadership expert. He has spoken for 200 Fortune 500 companies, Super Bowl champions, military leaders and with thousands of clients in 71 countries. His list of clients include Amazon, Coca-Cola, McDonald's, New York Life and Verizon.

Clark will share with us his unique leadership development training that will revolutionize our understanding and forever 'up-level' the way in which we build high performing teams. He is changing the world one speech at a time. For more information about Clark, visit www.danclark.com.

Come be motivated and inspired! Tickets for the luncheon are \$50 per person and reserved tables (seats eight) are \$500. Tickets historically sell out quick, and currently there are 100 tickets available, so members are encouraged to purchase their tickets ASAP.

To purchase tickets, contact Misty Morgan, director of events, at (334) 792-5138 or mmorgan@dothan.com.



Dan Clark, professional speaker and author

PRESENTING SPONSOR





BERKSHIRE HATHAWAY
HomeServices
Showcase Properties

Berkshire Hathaway HomeServices Showcase Properties

What makes your business organization stand out?

Berkshire Hathaway HomeServices Showcase Properties' vision is to revolutionize the real estate market and be the company of choice in the Dothan area by providing the highest level of customer service through teamwork, use of innovative strategies and ongoing training. The company implements the latest real estate tools, toys, coaching and support to ensure its agents are able to guarantee the kind of quality service that will guarantee their success in this industry. Berkshire Hathaway's mission is to support a team of professionals who share a commitment to provide the highest level of customer service, and who strive to become the most knowledgeable, respected and successful realtors in the business.

A highlight of Berkshire Hathaway HomeServices Showcase Properties' services is its Showcase Marketing campaign that includes in-house marketing staff to prepare professional photos, 3D models and social media postings of the company's listings, a Digital Ad campaign that runs for every property they market for sale, enhanced placement on all major real estate sites, a television show that airs every weekend on Fox 34, premium placement in the Sunday Real Estate section of the *Dothan Eagle* and quality video content on YouTube.

Describe an exciting recent highlight for your business/organization:

A huge milestone for the company is the recent purchase of a new real estate office. Berkshire Hathaway HomeServices Showcase Properties has leased its current location for the last eight years, and they are excited to celebrate the continued growth and success of the company and the real estate professionals in a new location of their own. Their new home is located at 101 Executive Park Drive, Dothan, Alabama 36303, right behind Starbucks and Jersey Mike's Subs at Rock Bridge Road off of Montgomery Highway (currently home to McDaniel & Associates, PC). Berkshire Hathaway will be relocating to its new office by the end of November 2022 and they look forward to having Chamber members visit the new location and celebrate with them for a ribbon cutting as soon as they are settled.

How has your business/organization changed in the last 12 months, and what do you see for the future?

The real estate market is a constant topic in the news and in conversation, and while media headlines don't always paint the prettiest picture, Berkshire Hathaway HomeServices Showcase Properties knows that the current outlook for the Dothan area is positive. As home values and construction costs continue to increase across the country, we are blessed to live in one of the most affordable areas of the country, both in property values and property taxes that attracts new residents from all over. The area's local amenities and the availability of medical care and services are exceptional. Because the area still has a need for affordable inventory in the market, the real estate market will continue to be strong in the area until inventory levels increase to a more balanced situation.

What advice would you offer to someone looking for the type of services your business/organization provides?

Berkshire Hathaway HomeServices Showcase Properties' best advice for someone looking to buy or sell a property in this market is to call one of their amazing sales professionals early in the process. For sellers, they like to establish an initial meeting to evaluate the property and capture important details of the property in order to provide a professional market analysis. A marketing proposal from one of their agents will give owners specific suggestions for preparing their property for sale, a pricing strategy with estimated costs of selling and full details of their robust market plan. Berkshire Hathaway also provides buyers counseling, at no cost, where they review the purchase process in its entirety, so their buyers are prepared. For more information on their sales professionals, visit www.dothanrealestateagents.com.

Business Spotlight Presenting Sponsor



NewMembers

Clip and add these to your Membership Directory.

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Jordan, Thomas &
Scarborough, PC
Cox Swimming Pools Inc.
Stuart C. Irby Co.
Vision Center South
The Woodpile Inc.

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Lewis, Brackin, Flowers
& Johnson
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Development Association

20-24 Years

334 Prevention Project
Zaxby's

15-19 Years

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Alabama Inc.
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Tolleson Construction

10-14 Years

Glover Funeral Home Inc.
Hassan Dentistry, PC
Hilton Garden Inn
M4 Development, LLC
Safe Ship

5-9 Years

Alabama Kidney
Foundation
All About Roofs
CAE USA
Dothan Eye Care
Hots Deli
Hughston Clinic, PC
Mattress USA Gallery
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Moulton
The Radio People
The Recovery Room

Straightline Parking, LLC

1-4 Years

A&A Auto Imports
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Deaf & Blind
Alabama Psychiatry
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APEC Metal Express
ArborGate Estates
Eagle's Wings
Technologies
Enchantment Beauty Bar
Foundations Pediatric
Therapy
Goldin Metals
Gulftech Fire & Security
Katie Newton Nutrition
Consulting
KC Kreative Catering
Keel & Co. Distilling
Metro Diner
Orkin Pest Control
Rain
Southeast Alabama
Baptist Association
Wiregrass Wound &
Amputation Prevention
Center

Ambassadors&Diplomats

Star Of The Month



Dana Bell

Houston County Schools

The Star of the Month is awarded to the DACC Ambassador or Diplomat who has achieved the most points during the month for attending Chamber events, performing renewal calls, recruiting new members and delivering new member packets.



Debbie Beasock

Tyndall Federal Credit Union

The Ambassador and Diplomat Spotlight is awarded to the DACC Ambassador or Diplomat who has received the most nominations from their peers for going above and beyond the general duties as an Ambassador/Diplomat during the month.



#SaveTheDates

The Summit

Sept. 27, 8 a.m. - 1:30 a.m.
Troy University Dothan

This inaugural Business Solutions Summit will feature a variety of workshops designed to educate business owners, representatives and employees while offering solutions for today's business challenges. The event will kick off with a business keynote speaker, multiple business and personal development seminars in the morning followed by lunch and another keynote speaker in the afternoon. More info to follow.

PRESENTING



PLATINUM

KFH Industries Inc.

Business Connections

Thursday, Sept. 29, 4 - 6 p.m.
Hilton Garden Inn

Join the Dothan Area Chamber of Commerce for its Business Connections event Thursday, Sept. 29, 4-6 p.m. at the Hilton Garden Inn, 171 Hospitality Lane.

Let's make some great business connections in a relaxed atmosphere while enjoying hors d'oeuvres, refreshments, live music, giveaways and more. It's a great opportunity to network with other Chamber members. The event is free and everyone is encouraged to bring plenty of business cards to exchange!

SPONSOR

Hilton Garden Inn

For more information about any of the above events, contact Misty Morgan, director of events, at (334) 792-5138 or mmorgan@dothan.com.



BOY SCOUTS OF AMERICA®
ALABAMA-FLORIDA COUNCIL

Boy Scout Golf Challenge

The Alabama-Florida Council, Boy Scouts of America, Colman Worldwide Moving and Golf+ will host a Boy Scout Golf Challenge Friday, Sept. 30, beginning at 10 a.m. at the Highland Oaks Golf Resort.

Being held in memory of Stanhope Elmore, registration will begin at 8 a.m. on event day followed by the Tee Off at 10 a.m. Box lunches will be provided and the cost is: four-person

team \$500, four-person team including a hole sponsorship \$600 and individual golfers \$125. The golf scramble is limited to 100 carts. There will be a \$10,000 hole in one prize and sponsorship opportunities are also available. Proceeds benefit scouting in the Wiregrass.

To register, or for more information, call (334) 793-7882. email rick.chapman@scouting.org or visit www.www.bsa3.org.

Robinson Joins River Bank & Trust



Jessica Robinson

Wiregrass Region President Robbin Thompson is pleased to announce Jessica Robinson's promotion to treasury management officer and assistant vice president. Robinson's multifaceted

business career spans over 20 years - the past 10 concentrated in banking. She will help area businesses improve their cash flow and maximize returns with a comprehensive suite of treasury management solutions.

"At River Bank & Trust, we have all the tools and technologies to help businesses operate at the highest efficiency," said Robinson. "But most importantly, we can offer personalized, local support from a committed treasury management professional, Ms. Jessica Robinson."

Robinson graduated from Auburn University, earning a bachelor's degree in business administration. She is the founder of the JonJam Foundation, a Wiregrass nonprofit that helps individuals with physical disabilities improve their quality of life. Recently, Robinson launched a women's ministry, Ignite, at First United Methodist Church of Dothan. She and her husband, Derek, have two children, Emma Kate and Will.

In 2006, River Bank & Trust opened with two main goals: 1) establish a community-focused financial institution that would support local decision-making; and 2) recirculate money back into the communities it serves. Since then, River Bank & Trust has grown to be one of the largest state-chartered banks in Alabama, with current assets of \$2.5 billion and twenty-one locations throughout the state.

For more information, contact Robinson at (334) 794-2265, jrobinson@river.bank or visit www.riverbankandtrust.com.

Frankie's Flags a journey through pride


FRANKIESFLAGS.COM
INFO@FRANKIESFLAGS.COM
#FRANKIESJOURNEY
786.539.8858

SmartBank Purchases Historic Ellison Building

SmartBank recently announced the purchase of Dothan's historic Ellison building located at 170 E. Main St. This location in the heart of downtown will include a full-retail branch allowing the team to serve the Wiregrass area community with regional, commercial, private banking and mortgage lending needs.

"So many things about SmartBank differentiate us," said Jeff Williams, regional president. "To further set us apart in Dothan, we will be in the only commercial bank located downtown. We wanted to be geographically positioned and convenient to serve all of Houston County, rather than only one side of Dothan."

The local team is excited to be moving into the downtown historic district and looks forward to continuing to contribute to the growth of Dothan. SmartBank is committed to the communities it serves and will look for opportunities to assist local businesses and individuals with their financial needs.

"We are so excited to be a part of the revitalization of historic downtown Dothan," said Laura Watford, regional credit officer. "Jeff Williams and Susan Wilkins, corporate relationship manager, have played significant roles in downtown redevelopment over the years, so I know they, along with the entire team, are looking forward to being part of downtown's resurgence."

"As Dothan continues its rapid growth, our new location gives us the opportunity to advance our market presence and continue building relations," added Williams.

SmartBank is currently located at 2890 Horace Shepard Drive. The bank will begin operating full-time at the Ellison building by mid-October.

For more information, contact Williams at (334) 659-1495, jeff.williams@smartbank.com or visit www.smartbank.com.



Historic Ellison Building

DACC Membership Director Completes Week One Of Intensive Economic Development Training Course



Hayden Camp, IOM

The Dothan Area Chamber of Commerce is proud to announce that Hayden Camp, director of membership, recently completed week one of the Intensive Economic Development Training Course, presented by Auburn University's Government and Economic Development Institute. The program was held July 11-15 in Auburn, Alabama.

Completion of this program underscores Camp's commitment to economic development and the community. The Intensive Economic Development Training Course is divided into two, one-week sessions and introduces participants to all phases of economic development. The first week of the Intensive Course is accredited by the International Economic Development Council and fulfills one of the prerequisites for those who wish to take the exam for the Certified Economic Developer (CEcD) designation. It provides an intensive overview of general economic

development concepts and principles. The second week, which is scheduled to take place September 12-15, 2022 in Auburn, will focus on important issues and resources in Alabama. Program leaders and faculty have proven success in economic development practices and techniques, and represent the field's most effective practitioners from throughout the state and across the nation.

GEDI is a department of University Outreach which specializes in providing training and consulting to government agencies, private businesses, nonprofits and economic developers. Having over 35 years of experience, GEDI has established itself as a leading provider of economic development education and training in Alabama.

Auburn University is also proud to serve as a Department of Commerce Economic Development Administration University Center. EDA supports universities in their mission to assist states and their economic development community through the EDA University Center program. For more information on GEDI and its programs, visit the website at www.auburn.edu/gedi.

Barge Design Solutions Welcomes Bissot



Gregg Bissot, PE, CPESC

Gregg Bissot, PE, CPESC, has joined Barge Design Solutions Inc. as the manager of Alabama transportation.

Bissot has nearly 20 years of experience leading and managing transportation and civil infrastructure projects. His career has primarily focused on stormwater management, hydraulics and erosion and sediment control within roadway design. He has been a project manager for projects involving interstate widening, interstate interchanges, bridge replacement and others for various clients in the public and private sectors, including ALDOT.

Jack Kimbrough, vice president and director of roadway design, shared, "We are excited to have Gregg join the firm and lead our Alabama transportation practice into the future. Gregg's wealth of experience in managing transportation projects and clients throughout

the state will help grow our people, serve our clients and continue to improve the quality of our work."

Bissot earned a Bachelor of Science in civil engineering from University of Alabama. He is a Professional Engineer in Alabama and Mississippi, a Certified Professional in Erosion and Sediment Control, and is a member of the International Erosion Control Association and the American Society of Civil Engineers.

Barge Design Solutions Inc. is an engineering and architecture firm with diverse in-house multi-disciplinary practice areas. The employee-owned company is 400+ people strong and serves clients nationwide from multiple U.S. locations. Barge is ranked No. 171 on *Engineering News-Record's* (ENR) 2022 Top 500 Design Firms list, is No. 229 on *Architectural News-Record's* (ENR) Top 300 Architecture Firms list, and is a certified Great Place To Work.

Learn more at www.bargedesign.com, and stay connected with them on Facebook, Twitter, LinkedIn, and Instagram.

DOTHAN BUSINESS LEADERS KEEP AN IT EXPERT IN THEIR POCKET.



Deavours Clark, DSI Security Services; Susan Anderson, Eagle Eye Outfitters; Matthew Johnson, Ridgecrest Baptist Church; Harry Hall, Farmer Price, LLP.

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SUNSET

Memorial Park, Funeral Home and Crematory, LLC

Sunset Memorial To Host Shred Event

Sunset Memorial Park will host a free community-wide shred event Friday, Sept. 23, from 10 a.m. to 1 p.m.

Located at 1700 Barrington Road, Dothan, the whole community is invited to bring documents to shred safely and securely in partnership with Assured Data Destruction and the Wiregrass Rehabilitation Center Inc.

Sunset Memorial Park will also be accepting monetary and pet supplies donations to benefit the Dothan Animal Shelter during the event.

For more information, call Sunset Memorial at (334) 983-6604 or visit www.sunsetmemorialpark.com.

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

- JUSTICE PARK MEDIA CENTER •

(Located in the Heart of Downtown Dothan)

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Each Office is Independently Owned and Operated





GRI-APS To Expand In Dothan And Columbia, Alabama

In October 2020, GRI-APS (Advanced Product Solutions) announced it would be creating 70 jobs in the Dothan market. Today, state and local leaders are excited to announce that the company is continuing to expand their operation to include over 100 jobs. By adding this large number of employees, Advanced Product Solutions will be able to focus more on its medical production lines, focusing largely on the human and animal health markets.

Advanced Product Solutions will also be expanding its operations to Columbia, Alabama, where it will be investing more than \$1.8 million and creating 10 jobs. The operation in Columbia will include a significant focus on sterilization of medical products.

“These growth plans by Global Resources International and Advanced Product Solutions represent a significant development for the Wiregrass region,” stated Greg Canfield, Alabama Department of Commerce secretary. “This expansion will enhance the domestic production of critically needed products for customers in Alabama and the nation, while also solidifying the GRI-APS presence in the Wiregrass.”

Town of Columbia Mayor Cas Haddock added, “The GRI-APS project in Columbia is a breath of fresh air to this community. We are grateful they chose Columbia for this sophisticated operation.”

In a combined statement, the City of Dothan Mayor Mark Saliba and Houston County Commission Chairman Mark Culver said, “GRI-APS

has been incredible examples of community business partners and we are thankful for their continued investment in Dothan and Houston County.”

According to Mark Fellows, GRI-APS vice president, the additional 100 jobs will ramp up over the next 90 days.

The project is supported by Gov. Kay Ivey, Alabama Department of Commerce, Alabama Industrial Development Training, Southeast AlabamaWorks, City of Dothan, Houston County, Town of Columbia, Industrial Development Board of the City of Dothan, Dothan Utilities, Alabama Municipal Electric Authority, Southeast Gas and the Dothan Area Chamber of Commerce’s Grow Dothan economic development team.

For more information on GRI-APS, visit www.gri-aps.com or email ajohnson@orex.com or mfellows@gri-eti.com. To apply for a job with Advanced Products Solutions, visit <https://careers.aidt.edu/us/en/job/24630/assembler>.

Conversations With Coach Luncheon

Over 280 Dothan Area Chamber of Commerce members attended the recent Conversations with Coach luncheon held at Calvary Baptist Church in late August. US Sen. Tommy Tuberville was the guest speaker for the event. Thank you to the luncheon’s Presenting Sponsor Mike Schmitz Automotive and Platinum Sponsors Coleman Worldwide Moving and Wiregrass Electric Cooperative.

SAVE THE DATE

*Fort Rucker
Command Reception*

**TUESDAY, SEPTEMBER 20
5:30 - 6:30 PM
DOTHAN AREA CHAMBER**

Join us for a reception to welcome
Fort Rucker’s new Commanding General
MAJ. GEN. MICHAEL C. McCURRY II
to the Wiregrass area.

RSVP | mmorgan@dothan.com or (334) 792-5138

Aero-One Aviation | All in CREDIT UNION | Coleman Worldwide Moving





YOUTH LEADERSHIP

Dothan • Houston County

NOW ACCEPTING APPLICATIONS

for the 2022-2023 Youth Leadership Class

Youth Leadership Dothan-Houston County is a leadership training program of the Dothan Area Chamber Foundation and prepares eligible high school juniors for constructive leadership, committed involvement and responsible participation in the future of our community.

ELIGIBILITY REQUIREMENTS

- **Must be at least 15 years of age;**
- **Attend high school in Houston County;**
- **Home school applicants must be affiliated with a local home school association and reside in Houston County;**
- **Must be academically sound. The program requires students to miss seven days from school.**

ALL APPLICATIONS MUST BE SUBMITTED BY MONDAY, SEPT. 12, AT 4 P.M.

Applications can be found on the DACC website at www.dothan.com.



DOTHAN AREA CHAMBER OF COMMERCE



For more information, contact
Linda Kelley at (334) 792-5138 or
lkelley@dothan.com.

Earnings Multipliers For Industry Aggregations In The Dothan-Ozark Area



Steve Turkoski,
Project Manager

Last month I discussed the job multiplier effect and provided the Bureau of Economic Analysis estimate of how many indirect and induced jobs are created for each job created in a particular industry aggregation. The BEA also provides multipliers for earnings for each dollar earned by a worker in the aggregation. Again, it provides multipliers for both indirect and induced earnings.

The total multiplier will always be greater

than “1” because that is the dollar earned by the worker in the industry being considered. Each area has different multipliers because industry concentrations are different in each area. We have the data for the Dothan -Ozark Combined Statistical Area. In all but two of the 64 industry aggregations, sorting from high to low by indirect earnings or induced earnings yields the same list order, showing the close correlation between indirect and induced earnings.

Provide below is a list of our top 20 earnings multipliers by industry. Note that some of the highest earnings multipliers are for industry aggregations that are prevalent in our area.

Sorted By Indirect Job Earnings	Multipliers				
	Type I	Type II	Induced Earnings	Indirect Earnings	Total Earnings
Wood product manufacturing	2.4956	2.9788	0.4832	1.4956	2.9788
Farms	1.9067	2.2759	0.3692	0.9067	2.2759
Food and beverage and tobacco product manufacturing	1.7142	2.0461	0.3319	0.7142	2.0461
Air transportation	1.5039	1.7951	0.2912	0.5039	1.7951
Motor vehicles, bodies and trailers, and parts manufacturing	1.4973	1.7873	0.29	0.4973	1.7873
Chemical manufacturing	1.473	1.7582	0.2852	0.473	1.7582
Primary metal manufacturing	1.4694	1.7539	0.2845	0.4694	1.7539
Plastics and rubber products manufacturing	1.439	1.7176	0.2786	0.439	1.7176
Nonmetallic mineral product manufacturing	1.4065	1.6789	0.2724	0.4065	1.6789
Rail transportation	1.3943	1.6643	0.27	0.3943	1.6643
Truck transportation	1.3534	1.6155	0.2621	0.3534	1.6155
Utilities*	1.3407	1.6003	0.2596	0.3407	1.6003
Machinery manufacturing	1.3383	1.5974	0.2591	0.3383	1.5974
Warehousing and storage	1.3205	1.5762	0.2557	0.3205	1.5762
Data processing, hosting, and other information services	1.3181	1.5734	0.2553	0.3181	1.5734
Mining (except oil and gas)	1.3157	1.5705	0.2548	0.3157	1.5705
Other services*	1.3113	1.5652	0.2539	0.3113	1.5652
Other transportation and support activities*	1.3104	1.5641	0.2537	0.3104	1.5641
Furniture and related product manufacturing	1.3062	1.5591	0.2529	0.3062	1.5591
Textile mills and textile product mills	1.3013	1.5532	0.2519	0.3013	1.5532
Insurance carriers and related activities	1.2923	1.5426	0.2503	0.2923	1.5426



WCC, Chamber To Host College Fair

Wallace Community College and the Dothan Area Chamber of Commerce will host the Henry/Houston County College Fair Thursday, Sept. 29, from 8:30 a.m. until 12:30 p.m. in the Dothan High School Convocation Center.

Approximately 35 colleges and universities have booths at the

event. Students from the following school systems and organizations have been invited to attend, Dothan City Schools, Henry County Schools, Houston County Schools, private schools and home-schooled students.

For more information, contact Linda Kelley, director of community development, at (334) 792-5138 or email lkelly@dothan.com.

Four Star Freightliner Donates To Local Teachers

The start of a new school year brings excitement for students, parents and teachers. But in the midst of the excitement, teachers find themselves digging deep into their personal pockets to purchase classroom supplies.

Four Star Freightliner's mission statement specifies that the company has a responsibility to be good stewards and leaders. Recognizing the teachers' need for assistance, Four Star Freightliner wanted to honor its commitment to the communities where its businesses are located which includes seven cities in three states.

Jerry Kocan, Four Star Freightliner's dealer principal, authorized the donation of more than \$10,000 worth of gift cards to local teachers in school systems near Montgomery, Dothan, Valley, Alabama; Albany, Valdosta, Tifton, Georgia; and Midway, Florida. A total of 42 teachers were selected and each given a \$250 gift card.

Kocan's goal was to help local teachers and students, but to also honor educators in his own family that made an impact on so many people. "My wife's grandfather, Stacey Hughes was a teacher and principal," Kocan recalled. "His daughter and my mother-in-law, Bonnie Ely, was an educator and so was my godmother, Charlotte Sirianni. I know the personal dedication that it takes in the way of time, resources, and their own money to supply their classrooms."

Laura Hartley, who is entering her 15th year of teaching, said she thankful for what she describes as "much needed help." "School funding is always limited, and a lot of the expense of classroom supplies and cleaning products fall on the teachers and parents," Hartley said. "Having this help from Four Star Freightliner will do so much with providing a safe, clean environment for the students along with the supplies they need to learn and enjoy learning."

For more information, contact Amanda Granger at (800) 239-8785, ext. 1246, amandagranger@foustarfreightliner.com or visit www.fourstarfreightliner.com.



Baley Fowler, a kindergarten teacher at Cottonwood Elementary School, received a \$250 gift card from Four Star Freightliner to purchase classroom supplies. A total of 42 teachers each were given a \$250 gift card.

Hannah Lewis
Cottonwood Elementary School
Fourth Grade Math

Southeast Gas

Join Us!
BUSINESS WORKFORCE DEVELOPMENT CHAMPION AWARDS EVENT

WEDNESDAY, SEPTEMBER 14TH
DOTHAN AREA CHAMBER | 2-3PM

The Business Workforce Development Champion Awards is an annual ceremony where area businesses are recognized for their strong business commitment to developing, inspiring and building a culture of success for employees and for the company's dedication to participating in workforce development programs to create and build future pipelines of employees. The is a free event open to the public and is held at the Dothan Area Chamber of Commerce in partnership with Southeast AlabamaWorks. Each business earns a handmade award that represents their industry.

#SaveTheDate
For Our Business Growth Series Seminar

**Strategic Planning Crash Course
 For For-Profit Businesses**

Dothan Area Chamber of Commerce
 Thursday, Sep. 22 • 8:15 a.m.



Chris Warren,
 Library Director

Does your business or organization need a strategic plan, but you're not sure where to start? Whether you want to start a new business, grow your operations or adapt to a changing world, a strategic plan can help you make good decisions, improve your organization's overall effectiveness, and stay focused on what matters most.

Come join the Dothan Area Chamber of Commerce for a strategic planning seminar for for-profit businesses Thursday, Sept. 22, from 8:15 a.m. until noon. Chris Warren, Dothan Houston County Library System director, will guide us through the essentials of strategic planning, including how to get started, how to gather input and feedback, and how to translate your vision into an actionable, practical course of action.

The September seminar will be one of two seminars that will be offered. The September seminar will focus on strategic planning for for-profit businesses and then in October, another seminar will be held focusing on strategic planning for nonprofit agencies. Information for the October nonprofit seminar will be forthcoming in the DACC's October newsletter.

The seminar cost is Chamber members \$15 per person and non-members \$25. To reserve your seat, contact Misty Morgan at (334) 792-5138 or mmorgan@dothan.com.

Business Growth Series Presenting Sponsor

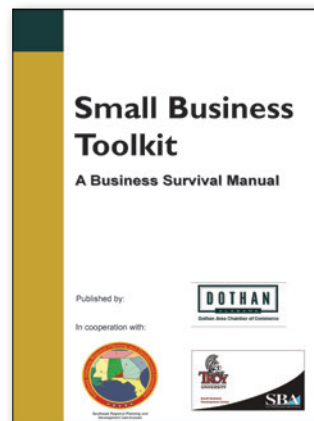


Are You Interested In Selling Your Product/Service To The Government?

Learning how to sell your product or service to the government can be tough. If you're interested in this market but have questions, then come meet with Betsy Baker at the Dothan Area Chamber of Commerce Tuesday, Sept. 20.

You will be able to meet one-on-one to ask questions, learn more information about PTAC (www.al-ptac.org) services and get specialized help in what can seem completely overwhelming. Three appointment times are available – 8:30 a.m., 9:30 a.m. and 10:30 a.m. and will be booked first come, first served.

To schedule your appointment, or for more information, email Baker at betsy.baker@ua.edu. Please Note: This service is for businesses already in operation.



Your Small Business Resources
Small Business Toolkit

The Dothan Area Chamber of Commerce has a *Small Business Toolkit* that is available to anyone looking to start a business, or just to provide guidance to new or current businesses. The publication is available for purchase at \$5, or it can also be downloaded for free directly from the DACC's website at www.dothan.com.

In its continuous efforts to serve and assist small businesses, the DACC has this document and many other resources available for entrepreneurs and businesses, including monthly free small business counseling sessions with representatives from Troy University's Small Business Development Center.

For more information about the available resources, give the DACC a call at (334) 792-5138.

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ECONOMIC INDICATORS FOR THE MONTH OF JUNE



DOTHAN AREA CHAMBER OF COMMERCE



2021

2022

↑	Labor Force For The Dothan MSA:	64,640 61,920 (Employed)	66,432 64,278 (Employed)
↓	Unemployment For The Dothan MSA:	4.2%	3.2%
↓	Residential Building Permits For The City Of Dothan:	13 Issued (4.19 Million)	5 Issued (\$1.16 Million)
↓	Home Sales in Dothan:	231 Sold	180 Sold
↑	Enplanements For Dothan Regional Airport:	3,578	3,587
↑	Houston County & Dothan Sales And Use Tax Collections (\$):	\$2,132,019 (County) \$8,227,870 (City)	\$2,144,314 (County) \$7,758,588 (City)

*Editor's Note: Sources for this information vary; call the Chamber for details.
Data as of 8/2/22. Visit www.dothan.com for the most current information.*

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DOTHAN AREA CHAMBER OF COMMERCE

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meeting the challenge shaping the future

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