

CONNECTIONS

Dothan Area Chamber of Commerce

October 2017

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Inky Johnson
To Be Guest Speaker

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Your Cover Photo



Your cover photo features a picture of inspirational speaker Inquoris "Inky" Johnson who will be the guest speaker at the Dothan Area Chamber of Commerce's 98th annual meeting. See page 5 for more information.

www.dothan.com
(334) 792-5138



EventsCalendar ► October

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

- 3** ► Ambassador and Diplomat Committee Meeting – 9 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: Dubois Institute
Location: 602 Linden St.
- 4** ► LEADS Group 1 Meeting – 8 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: ADS Security Relocation
Location: 2363 Montgomery Highway, Suite 3
- 5** ► Ribbon Cutting: Dothan Spine & Specialty Relocation
Location: 412 N. Foster St.
- 9** ► Columbus Day - Chamber Closed
- 10** ► Ribbon Cutting: The Black Law Firm
Location: 443 W. Main St.
- Troy University Small Business Counseling – 9:30 a.m. - 1:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
- Youth Leadership Dothan-Houston County Interviews – 6 - 9 p.m.
Location: 102 Jamestown Blvd (Chamber)
- 11** ► LEADS Group 2 Meeting – 8 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: Panda Express
Location: 3777 Montgomery Highway
- Youth Leadership Dothan-Houston County Interviews – 6 - 9 p.m.
Location: 102 Jamestown Blvd (Chamber)
- 12** ► Ribbon Cutting: Telamon Corp.
Location: 286 Honeysuckle Road, Suite 15
- 13** ► Ribbon Cutting: énergie – 10:30 a.m.
Location: 102 Central Park Ave., Suite 1
- 17** ► Ribbon Cutting: Odonata
Location: 150 N. Foster St.
- 18** ► LEADS Group 1 Meeting – 8 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- Peanut Unveiling: Commercial Jet Services, LLC's Peanut "CJ" – 10:30 a.m.
Location 100 Jet Services Way, Building 6
- 19** ► Ribbon Cutting: Holistic Equilibrium
Location: 188 N. Foster St., Suite 105
- 25** ► LEADS Group 2 Meeting – 8 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 26** ► Leadership Dothan Health/Human Services and Quality of Life Day – 7:45 p.m. - 5 p.m.
Location: 102 Jamestown Blvd. (Chamber)
- Ribbon Cutting: Murphy USA
Location: 4454 Montgomery Highway
- 31** ► 98th Annual Meeting – Noon (doors and buffet open at 11:30 a.m.)
Location: 126 N. St. Andrews St., (Dothan Civic Center)
*Reservations required: (334) 792-5138. For more information, see page 5.

Atelier Boutique

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Dothan, AL 36305
Ali Powell
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100 Apple Avenue, Suite 1
Dothan, AL 36305
Brian Epding
(334) 446-6520
[www.facebook.com/
lcdothanwestside](http://www.facebook.com/lcdothanwestside)
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Makayla Colley
(334) 702-1119
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NURSERIES/PRESCHOOL


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Belinda Mitchell
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Thank you!

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



Schedule A Ribbon Cutting!

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

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

For more information or to book an event, contact Hayden Camp, director of membership, at (334) 792-5138 or hcamp@dothan.com.



New Chamber Members Will Now
Be Featured in Hi-Def at
• JUSTICE PARK MEDIA CENTER •
(Located in the Heart of Downtown Dothan)



www.dothan.com 3

New Members

The Black Law Firm, LLC

Robert Black
443 W. Main St.
Dothan, AL 36301
PH: (334) 699-2221
www.theblacklawfirmllc.com
ATTORNEYS

Brock & Stout Attorney's at Law

Shannah Mallory
2731 Ross Clark Circle (Dothan)
P.O. Box 311167
Enterprise, AL 36331
PH: (334) 671-5555
FAX: (334) 792-3562
www.brockandstout.com/offices/dothan
ATTORNEYS

Craft Closet, LLC

Tom Cozart
2497 Montgomery Highway
Dothan, AL 36303-2651
PH: (334) 791-8850
www.vinylcraftcloset.com
VINYL PRODUCTS

Dothan Montessori School

Molly Culley
205 Holly Lane
P.O. Box 5921
Dothan, AL 36302
PH: (334) 671-7170
www.dothanmontessorischool.org
SCHOOLS - PRESCHOOL

Highlands Cove, LLC

Hugh Wheelless
P.O. Box 189
Dothan, AL 36302
PH: (334) 791-2688
SUBDIVISION

Metabolic Research Center

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Dothan, AL 36305
PH: (334) 677-8449
www.emetabolic.com
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Dothan, AL 36301
PH: (334) 792-8476
www.wiregrasshumane.com
THRIFT STORE

Spice It Up!

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Dothan, AL 36303
PH: (334) 305-0155
www.facebook.com/spiceitup1738
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3500 Ross Clark Circle, Suite 610
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www.absolutewireless.net
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SYSTEMS - CELLULAR/WIRELESS

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Restaurant
Dwayne Whittington
3102 Ross Clark Circle
Dothan, AL 36303
PH: (334) 699-3200
www.tajdathan.com
RESTAURANTS

Troy Sports Properties

Aaron Hitchcock
5000 Veterans Stadium Drive
Troy, AL 36082
PH: 205-257-6365
ADVERTISING

TSC Associates
Judy Shimoda Stiff
407 Honeysuckle Road, Suite 206
Dothan, AL 36305
PH: (334) 699-5765
FAX: (334) 699-3691
www.tcasociates.com
HOSPITALITY- RISK MANAGEMENT

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Bondy's Ford Inc.
Clarion Inn & Suites
Larry Blumberg and Associates (LBA Hospitality)

30-39 Years

Best Western - Dothan Inn & Suites
Covenant United Methodist Church
Dothan Surgery Center
Dothan Warehouse
Herndon Oil Corp. - District Office
Houston Academy
Insurance Center of the Southeast Inc.
Manpower
Marketing Services, LLC
Wallace Community College

25-29 Years

Li-Bo's Dance Barre Inc.
Wiregrass Electric Cooperative

20-24 Years

The Joy FM 94.3
Susan Fischer
Visit Dothan

15-19 Years

BMI Storage, LLC
Econo Lodge
Highlands Trail Apartments
Southern Alabama Regional Council on Aging
(SARCOA)
Zaxby's

10-14 Years

84 West Inc.
CDG Engineers & Associates Inc.
Cornerstone Church
The Cultural Arts Center

Gresco Utility Supply Inc.
Harvest Church
Lakewood Landscape Group, LLC
Oates Estates Apartments
The Pepi Companies
Silver Wings Golf Course
Sixth Sense Concepts
Tolleson Construction
W.S. Hayes Boarding Pass

5-9 Years

All Metal Roofing & Siding Inc.
Crown Trophy - Dothan
Mark Dunning Industries
Mr. Transmission

1-4 Years

Alabama Eye Physicians & Surgeons
AllSouth Urgent Care Clinic Inc.
Aqua Medical Spa
Boys & Girls Club of the Wiregrass
Business Interiors Inc.
Commercial Jet Services, LLC
Dothan Commercial Doors, LLC
Easy Money
Ferrellgas
Health-Link
Mingledorff's Distributors
The Nature Gallery
Regency Multifamily Services, LLC
Robinson's Tax & Accounting Service
Sarrell Dental Center
Team Linda Simmons Real Estate
Dothan Branch
Texas Roadhouse
Tim Tolleson Design, LLC
Tuffy Auto Service Center of Dothan
Wiregrass Humane Society

Two Great Publications, One Great Idea!

Last Minute Reservations Welcome!

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 2018 Dothan's Official Welcome Guide and the 2018 Membership Directory & Business Guide.



The Dothan Area Chamber and Print Services Inc., the Chamber member awarded this project, have begun the ad sales campaign for these 2018 publications. Chamber members (primary contact and/or advertising agent) recently began receiving the Chamber's project introduction letter, verification form(s) and a "Reserve Your Space" brochure.

Print Services will be contacting members about the advertising opportunities and has a media kit available online at www.psiprinter.com.

The Welcome Guide and Membership Directory & Business Guide will be mailed to Chamber members in late January 2018. 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 2018.

Distribution of the Welcome Guide (10,000) includes economic development prospects, new residents, prospective retirees and relocation families requesting information through the Chamber, 15 Chamber member apartment complexes for new residents, 15 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 2018 Welcome Guide. The publication will be on the following websites: The City of Dothan, Houston County, Dothan Area Convention & Visitors Bureau, Dothan Area Chamber of Commerce and Print Services Inc.

For more information about this opportunity, please contact:



(334) 702-4063

(334) 712-6532 Fax

www.psiprinter.com

Be Inspired!

Inky Johnson To Be Guest Speaker 98th Annual Meeting

Mark your calendar and be sure to join the Dothan Area Chamber of Commerce for the organization's 98th Annual Meeting. It's been another five-star year with several great economic announcements and fantastic growth in our area.

This year's meeting will take place at the Dothan Civic Center Tuesday, Oct. 31. 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 Inquoris "Inky" Johnson.

Who is Inky Johnson? He could be described as the survivor of an underprivileged past. He could be described as a refugee of poverty and violence. He could be described as a success story stained by tragedy. But if you look deeper, you'll discover something else.

Sept. 9, 2006, started as a normal college football game in Neyland Stadium. If anything, the event was an afterthought, dropped into the schedule at the last minute. For Johnson though, the game changed everything. A routine tackle turned into a life-threatening injury, and nothing has been normal for him ever since. Not with a paralyzed right arm. Not with daily pain. Not with constant physical challenges.

Johnson's dream had always been to play professional sports. You might think his injury would have destroyed his motivation and crushed his spirit. But that's only because you don't know him.

You'll see a man who looks in the face of defeat and says, "Am I really failing, or is God prevailing?" You'll see a man gripped by the promise that God has purposes and plans far beyond our own. And you'll be inspired by his relentless determination, which he loves to impart to others through his dramatic story.

Johnson has a master's degree in sports psychology from the University of Tennessee. He devotes much of his time to mentoring athletes and underprivileged youth. He and his amazing wife Allison live in Atlanta, Georgia, with their beautiful children, Jada and Inky Jr.

Whether the topic is leadership, teamwork, or perseverance, Inky Johnson inspires his audiences to embrace the challenges of life. For more information about Johnson, visit www.inkyjohnson.com.



Inspirational Speaker Inquoris "Inky" Johnson

Tickets for the luncheon are \$35 per person and reserved tables (seats eight) are \$350. Tickets historically sell out quick, so members are encouraged to purchase their tickets early.

Platinum (two), Gold (three) and Silver (six) sponsorships are still available for this year's event. For more information about sponsorships, or to purchase tickets, contact the DACC at (334) 792-5138.

Come be inspired!

THANK YOU TO OUR ANNUAL MEETING SPONSOR

GOLD

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ALABAMA MUNICIPAL ELECTRIC AUTHORITY

Congratulations

Team Of The Year

The Magnificent Seven



Congratulations to the Ambassador and Diplomat Team of the Year "The Magnificent Seven" for claiming the title. Pictured (seated l-r) are **Starla Wells**, The Real Estate Group; **Sheila Cestaro**, WDHN TV-18; **Erika Francks Hardin**, Sarrell Dental Center; (standing) **Stacey Brackin**, Wiregrass Rehabilitation Center Inc.; **Lisa Baity**, Alabama Kidney Foundation; and **Hudson Olliff**, Whatley Darty Real Estate. Team member not pictured is **Brandon Ziegenfelder**, 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.

Star Of The Year



Joseph Brackins
Army Aviation Center Federal Credit Union

Dothan MSA Second Lowest In State

ACCRA Cost of Living Index
Second Quarter 2017

Among the 253 urban areas that participated in the second quarter 2017 ACCRA Cost of Living Index, Dothan's total index ranks second lowest in Alabama at 86.6. This index represents that the overall cost of living for the Dothan area is 13.6 percent below the national average.

The ACCRA Cost of Living Index measures regional differences in the cost of consumer goods and services, excluding taxes and non-consumer expenditures, for professional and managerial households in the top income quintile. It is based on more than 90,000 prices covering 60 different items for which prices are collected quarterly by chambers of commerce, economic development organizations, and university applied economic centers in each participating urban area. Small differences should not be interpreted as showing a measurable difference.

The Cost of Living Index measures relative price levels for consumer goods and services in the participating areas. The average for all participating areas, both metropolitan and nonmetropolitan, equals 100, and each participant's index is read as a percentage of the average of all places.

The composite index is based on six component categories – housing, utilities, grocery items, transportation, health care and miscellaneous goods and services. Dothan's indexes for each item were:

- Housing 68.3, which represents 31.7 percent below the national average;
- Groceries 99.9;
- Utilities was the lowest in Alabama at 101.5;
- Transportation was 86.7;
- Health Care 89; and
- Miscellaneous Goods and Services at 90.6.

When you look at housing, health care, transportation and miscellaneous goods and services, Dothan really stands out nationally for low cost area to live and work. These are big ticket items that individuals absorb, so having this kind of cost structure is very important for those moving to our area. For those looking to compare our area to other areas, the Dothan Area Chamber has the Cost of Living calculator on its website at www.dothan.com/CostofLiving. The Cost of Living calculator has been a useful tool for those looking to compare our area from their respective communities to determine potential cost structure for moving to the area.

What Does Ground Beef Cost In Alabama? When second quarter prices were collected in July, we were in the middle of summer enjoying cookouts, pool parties and summertime with friends and family. Considering this, we decided to take a look at what it cost to buy a grilling staple - ground beef. Dothan's Grocery Items index was 99.9, seventh lowest in the state.

What Does Ground Beef Cost In Alabama?
ACCRA Cost of Living Index (COLI)
Second Quarter 2017

Ranking	Urban Areas	COL Index
1	Decatur-Hartselle, AL.	\$3.05
2	Florence, AL.	\$3.46
3	Birmingham, AL.	\$3.58
4	Montgomery, AL	\$3.64
5	Mobile, AL.	\$3.66
6	Auburn-Opelika, AL.	\$3.95
7	Dothan, AL	\$3.99
8	Huntsville, AL	\$4.14

Chamber Names Executive Committee, New Board Members

At the August Board of Directors' meeting, the past five board chairs of the Dothan Area Chamber of Commerce presented the following slate of officers to be accepted for the FY 2018 Executive Committee beginning Oct. 1, 2017:

Beau Benton

*Larry Blumberg & Associates (LBA
Hospitality)
Chairman*

Mary Beth Reynolds

*Personnel Resources.
Chair-Elect*

Scott Applefield

*Aero-One Aviation, Winco dba Bojangles',
Full-Moon Bar-B-Que
Immediate Past Chairman*

Bob Woodall

*Bob Woodall Air Care Systems Inc.
Grow Dothan Chairman*

Delwick McKay

*City of Dothan
Treasurer*

Cynthia Green

*Wiregrass Rehabilitation Center Inc.
Community Development Council Chair*

Pamela Miles

*Exchange Center for Child Abuse Prevention
Education Council Chair*

Brad Kimbro

*Wiregrass Electric Cooperative
Governmental Affairs Chairman*

R. Cliff Mendheim

*Prim & Mendheim, LLC
Membership Development Council
Chairman*

Also at the August meeting, the Chamber's Nominations and Elections Committee, chaired by Forrest Register, immediate past-chairman and Register Realty Co. Inc., presented the following slate of nine candidates as incoming board members who will serve three-year terms of office beginning Oct. 1, 2017:

Mark Coffman

Coffman International Inc.

Jason DeVane

Hots Deli

Steve Duebelt

Southeast Alabama Gas District

Robert Hewes Jr.

Coldwell Banker – Alfred Saliba Realty

Michelle Lewis

AAA Cooper Transportation

Hays McKay

Covenant United Methodist Church

Dr. Hejal Patel

21st Century Oncology of Alabama, LLC

Steve Smith

"The Dothan Eagle"

Collins White

Alabama Motor Express Logistics

The Chamber's board determines policies and set goals aimed at advancing economic and community development in the Dothan area.

A Special Donation To A Group Of Military Spouses



Houston County Chairman Mark Culver (right) and the DACC's Military Affairs Committee Chairman (Ret.) Col. Tom Boyle are pictured donating over 30 T-Shirts to Heather Thorn for all the wives/husbands of the 186th Engineering Co., to wear on their upcoming trip to visit with their spouses. The 186th Engineering Co. was deployed for duty this past Aug. 14. A very special thank you to all the wives/husbands who stand strong behind their spouses each and every day as they serve their country!

Ingram Attends RLI Course



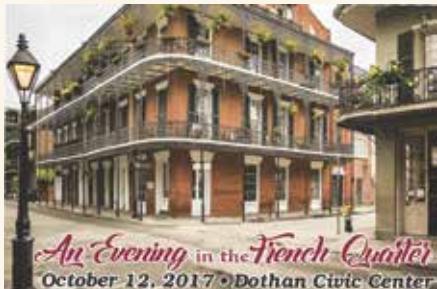
Tim Ingram (second from left), Broker at Ingram Land & Realty, LLC, recently attended the Realtors Land Institute: Fundamentals of Land Brokerage in Montgomery, Alabama to advance toward the Accredited Land Consultant designation and to also better serve buyers and sellers of land. Pictured with Ingram are Craig King, president of Alabama RLI and J.P. King Auction Co. Inc. CEO, and Fletcher Majors, instructor and Great Southern Land CEO.



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WCC Foundation To Host An Evening In The French Quarter

The Wallace Community College Foundation will present its annual fundraiser, An Evening in the French Quarter, Thursday, Oct. 12, beginning at 6 p.m. at the Dothan Civic Center.

An Evening in the French Quarter will include a night of decadent cuisine with dinner music provided by members of the Wallace Sound, a jazz ensemble. 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 230 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 will range from \$500 to \$2,500 and general admission will be \$75 per person. For more information regarding sponsorships, to purchase tickets or general inquiries, contact Tracy Brooks at (334) 556-2626 or tbrooks@wallace.edu.

YOUR CHAMBER

Attention Members!

If you know of a business interested in benefiting from joining the Chamber, please contact Hayden Camp at (334) 792-5138 or hcamp@dothan.com.

Michelin Receives Air Conservationist Award

Michelin North America was recently awarded the Air Conservationist of the Year Award at the 2017 Alabama Wildlife Federation Governor's Conservation Achievement Awards banquet. Gov. Kay Ivey provided opening remarks and assisted with presentation of the awards.

The AWF Governor's Conservation Achievement Awards are the most respected conservation honors in Alabama. Over the past 40 years, AWF has presented these awards to individuals and organizations that make great contributions to the conservation of Alabama's wildlife and related natural resources.

Michelin North America produces high-performance light truck and SUV passenger tires. The plant is extremely conscious of the potential for air pollution from its operations and is committed to meeting all standards for air pollution control.

In 2015, Michelin announced a \$22 million project to upgrade and install its existing extrusion, curing equipment and tire verification capacity. By year-end, the technological upgrades resulted in a 45 percent reduction in the emissions of Volatile Organic Compounds used in the tire fabrication process, equating to 30 tons per year.

The upgrade also reduced employee exposure, improved working conditions and reduced fire hazards associated with these substances. Michelin North America in Midland City has proven to be a leader in eco-friendly programs that reduce air emissions and improves the health and welfare of the citizens of Alabama, and continues to strive to be a leader in sustainable mobility by focusing on two core values: respect for the environment and respect for people.



On behalf of Michelin North America, Stacy Harper (center) accepts the Air Conservationist of the Year Award. Pictured (l-r) with Harper are Horace Horn, PowerSouth Energy; Angus Cooper III, AWF president; Gov. Kay Ivey; and Susan Comensky, Alabama Power Co.

Whether it's for a checkup or something more serious, you and your family want convenient, accessible healthcare. Fortunately, the providers at Flowers Medical Group are making it easier than ever to get primary care. **Online scheduling is now available for select providers at FlowersMedicalGroup.com.**

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210 Westside Drive • Dothan, AL 36303 • **334-759-3054**

108 Medical Drive • Dothan, AL 36303 • **334-944-7041**



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Upcoming Member Events

Rivalry Tailgate Event

Oct. 4 • 6 - 9 p.m.

Windmill Station. Wear your team colors while enjoying an evening of fun, food, cocktails and a silent auction. Both an Alabama and Auburn golf cart will be given away. Tickets are \$150, which includes admission for two and auction. Casual attire. For more information, call (334) 792-8787 or email jhinson@bgcwiregrass.org.

Screen on the Green

Oct. 6 • 7:30 p.m.

Wiregrass Museum of Art and Conference Center. Enjoy a great movie at WMA's Screen on the Green featuring Kenny Ortega's "Hocus Pocus." Bring your lawn chairs or blankets to cozy up with a date, make it a family night or enjoy some well-deserved alone time all with popcorn at this free event. Food trucks will provide dinner, drinks and movie munchies. WMA's galleries will be open beginning at 6 p.m. so visitors can take in current exhibitions before the movie starts. In case of rain, movies will be shown in the museum's Great Hall. For more information, call (334) 794-3871 or visit www.wiregrassmuseum.org.

Foster Fest

Oct. 20 • 6 p.m.

Foster Street Downtown Dothan. Hosted by the Dothan Downtown Redevelopment Authority, 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 DDRA at (334) 699-8118 or visit www.facebook.com/fosterfest.

Have an upcoming event planned?

Send your event information to mmckean@dothan.com

Fall Farm Day

Oct. 21 • 10 a.m. - 4 p.m.

Landmark Park. Come enjoy the sights and sounds of an 1890s farmstead while volunteers demonstrate sugar cane grinding and syrup making, peanut picking, stacking and digging, an antique tractor pull and parade, household chores, a quilt show and more. Admission is \$8 for adults, \$6 for seniors and active military, \$4 for kids, and free for children two and under and members. Concessions will be available and the Martin Drugstore and Shelley General Store will be open. For more information, call (334) 794-3452 or visit www.landmarkparkdothan.com.

Medicare 101 Seminar

Oct. 24 • 10:30 a.m.

Dothan Houston County Library Main Branch. Presented by Beth Kenward in association with the Healthcare Resource Center to help inform Medicare eligibles, those coming onto Medicare and the caregivers of those on Medicare about their insurance options. Planned topics of discussion include basic Medicare coverage, prescription coverage options, how the prescription coverage GAP works and ways to avoid overspending on medication, supplemental insurance, Medicare Advantage plans, special needs for low income, and requirements of social security. For more information, contact Joni Wood at (334) 793.9767, ext 4212.

Health Chat

Oct. 24 • 5:15 p.m.

Carnes Chiropractic & Wellness Center, EMS Classroom. Join Dr. Robert Carnes for Carnes Chiropractic's monthly Health Chat. October's topic is "Prevention and Natural Treatments for Cold, Flu and Sinus." Health Chats are free and open to the public. For more information, call (334) 794-2225 or visit www.carneswellness.com.



Exchange Center To Hold Candlelight Vigil

The Exchange Center for Child Abuse Prevention, together with the House of Ruth, invites the public to attend its annual Domestic Violence Candlelight Vigil being held Tuesday, Oct. 17, from 5:30 p.m. to 7 p.m. at Wiregrass Church, 900 W Main St.

This event serves to celebrate the survivors, remember those who have been lost and unite our communities to end domestic violence. The event will feature a Silent Witness exhibit - a moving tribute to the five local women who lost their lives this year to domestic violence - and will conclude with a release of purple sky lanterns to honor those who suffered at the hands of loved ones.

For more information, contact Liz Ploss, community relations liaison, at (334) 334-671-1966.

Dothan Area Young Professionals presents

BUSINESS BOOS

Join us for a night of tricks and treats at



257 S. Saint Andrews Street
Downtown Dothan

THURSDAY, OCTOBER 26TH

5:30 PM

Please RSVP to the event through the DAYP page on Facebook

Free beverages included for DAYP members

For more information and to join DAYP, contact Laura Newell:
laura.h.burnett@gmail.com
(205)454-6029



Kidney Foundation Plans Patient Education Conference

The community is invited to join the Alabama Kidney Foundation for its first Wiregrass Patient Education Conference being held Sunday, Oct. 8, from noon until 3 p.m. on Troy University's Dothan Campus in Malone Hall

Come find out about Chronic Kidney Disease with a panel of experts and a Q&A session, plus lots of informational booths. A free lunch will be provided to those who preregister.

To register or for more information, contact Lisa Baity at lisab@alkidney.org or call (334) 547-8467.

Come See The Crows

The Dothan Area Botanical Gardens will again this year present Scarecrows in the Garden from Oct. 1-31. Bring your friends for an enjoyable stroll through the park and see the imaginations of the gardens' area friends as their crow talents are put on display. The theme this year is "The Sound of Music."

No entrance fee is required to come see the crows; however a gate donation is appreciated.

For more information, call (334) 793-3224 or visit www.dabg.com. The Dothan Area Botanical Gardens is located at 5130 Headland Ave.



Scarecrows In The Garden 2016

You're Invited! Jackson Thornton Invitational

The Troy University Wiregrass Alumni Chapter is pleased to invite you and your company to join in a fun day of golf Thursday, Oct. 5, at the sixteenth annual Jackson Thornton Invitational Golf Tournament presented by Holloway Credit Solutions and Martin Environmental Services.

The weather and the Highlands course are always Chamber of Commerce perfect the first Thursday of October making it a truly joyful day. Best of all is that since inception, the Jackson Thornton Invitational has been responsible for giving over \$160,000 to Troy University students in both current year and endowed scholarships.

There will be seriously good golfers and athletes playing alongside what can best be described as occasional weekend hackers, so the mood will be light and fun as everyone plays to support students getting a world class education at our local International Educational Institution,

Troy University Honorary Golf Chairman Tim Shirley, previous and present scholarship recipients, coaches, professors, alumni, student athletes and maybe even a former

professional athlete or two will be there to make the day special.

You and your company are invited and encouraged to help raise scholarship dollars for Troy students. To register or for more information, call (334) 793-7001.



Wiregrass alumni and Troy supporters raise scholarship money for local students each year at the annual Jackson Thornton Invitational Golf Tournament.

YOURCHAMBER

Got News About Your Business?

Submit your article to the Chamber for inclusion in future *Connections* newsletter. Contact Melia McKean at (334) 792-5138 or mmckean@dothan.com.

WITH STROKE, TIME LOST IS BRAIN LOST.



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

PROVIDING PATIENTS THE HIGHEST LEVEL OF ADVANCED STROKE CARE.

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

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

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



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334-793-8111 samc.org



Coleman Worldwide, Golf+ Present Boy Scout Golf Tournament

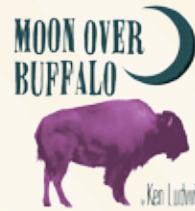
Coleman Worldwide Moving and Golf+ are proud to sponsor and present the 15th annual Boy Scout Golf Challenge Friday, Oct 13, at Highland Oaks Golf Course. The event helps to fund scouting in the Wiregrass area and to provide a good marketing opportunity for local patrons. The Boy Scouts Golf Challenge also offers a great way to spend a day on the links enjoying the cool fall weather on one of Alabama's premier courses.

Coleman Worldwide and Golf+ encourage Dothan Area Chamber members to get involved with scouting. Several participation levels are available to meet many budgets and interests. All golfers will receive green fees/cart, full clubhouse breakfast, range balls, a door prize and gift bag. There are prizes for Top

Three Teams, Longest Drive, Closest to Pin, Scouts Skills Challenge, plus a Par3 50/50.

Prior to taking the golf course, participants are given the unique opportunity to test their scouting skills in competition. Golfers will square off against local scouts to learn if they are "Tougher than a Boy Scout." In previous years, the following skills for a scout were tested: BB gun marksmanship and fly casting. Both golfers and scouts are better for the time spent together.

If you have any interest in joining the Boy Scouts for a "big" day, contact Bert Collins at bert.collins@covan.com, Alan Watson at golfplus@graceba.net or call (334) 793-7882.



Cultural Arts Center

Spend An Evening At SEACT's Moon Over Buffalo

If you loved *The Carol Burnett Show* of the 70's and her brand of farce and physical comedy, you don't want to miss Southeast Alabama Community Theatre's *Moon Over Buffalo* Oct. 24-29, at The Cultural Arts Center.

The play tempted Burnett back to Broadway after a 30-year hiatus to take part in a bawdy, raucous tale of two washed up stars trying to score lead roles in the latest Capra film. George and Charlotte, at the moment, are playing two shows at the Buffalo theatre. They are also on the brink of a disastrous split over his alliance with a young ingénue.

Everything that can go wrong does go wrong, further complicated by a visit from their daughter's clueless fiancé, and a meddling, and quite deaf, mother-in-law. A wild and wacky farce in the tradition of Waiting for Guffman and Noises Off, this well-timed comedy meets with a plot so ridiculous it's believable.

Tickets will go on sale Oct. 9 at www.seact.com and are \$19 for adults and \$17 for seniors/students. Performances are at 7 p.m., a cash bar will be available in the lobby beginning at 6 p.m. and reserved seating will begin at 6:30 p.m. Directed by Sharon Lewis-Saliba, the play does contain mild profanity and colorful humor.

Do You Dare Come In?

Take a leap into the Wizarding World like never before in Titan Magic Shows' Deadly Hallows Haunted House Saturday, Oct. 21, through Tuesday, Oct., 31. Located at 518 N. Daleville Ave, this two-story multi-room haunted house uses the story line of the Deathly Hallows from the Harry Potter series.

For the first time ever Muggles and more will be allowed to tour these powerful items in a scary and fantastic way. Don't think Harry Potter's world can be frightening? You would be wrong, very wrong. This is a dark and maze-style high startle haunted house unlike any other. No guts or gore, but lots of fright. A Scare Lite version is available if you or a family member wishes.

Recommended for ages 5 and over, no one will be allowed to enter if unable to walk on their own or climb stairs. Hours of operation are: Monday-

Friday 5-10 p.m., Saturdays and Halloween night 4 p.m. - midnight. Times listed are cut off times to get in line.

Unlike most haunted attractions, Titan offers far more to do for any age group from house and wand choosing, to Butter Beer and delicious treats in a magic shop filled with wonder. Your visit will not be just a long line with nothing to do.

Advance tickets are \$5 until Oct. 13. Military and first responders with ID will receive a 20 percent discount admission. A portion of the proceeds

will go to support the local Wiregrass Shriners.

For more information, call (334) 494-5996 or visit www.facebook.com/TitanMagicShowsandPartyRentals or www.titanmagic.net.





Chamber Begins Next Three-Year Campaign

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 live, work and play. To meet these challenges and create jobs that benefit us all, the DACC will begin its second three-year Grow Dothan Capital Campaign Oct. 1.

What is Grow Dothan? Grow Dothan 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 is 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?



What are 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 is strategically focused on the following goals:

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

Why 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.

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



Have You Joined The Partnership?

Earlier this summer, the Fort Rucker: Heartbeat of the Wiregrass coalition was launched with the goal of building a grassroots network to support Fort Rucker and raise awareness about the local economic and social impacts of Fort Rucker in the Wiregrass region in addition to its role in training our military and keeping our country safe. The Heartbeat of the Wiregrass coalition is made up of local citizens, businesses, military personnel, and others who share the commitment to supporting Fort Rucker and the men and women of our military.

The coalition was pleased to host its announcement event at the Dothan Area Chamber of Commerce’s office. In short, the Heartbeat of the Wiregrass coalition’s aim is to provide a grassroots complement to the work that the Friends of Fort Rucker organization does at the national level. Joining the Heartbeat of the Wiregrass coalition is easy and they are encouraging DACC members to join the cause by simply signing up at www.wiregrassheartbeat.com using your name and email address. Anyone can join. There is no fee and members will never be solicited for financial donations.

The coalition is focused on educating the public about the benefits of Fort Rucker and most importantly, to be able to communicate to stakeholders across the Wiregrass in the event of any future BRAC hearings. To sign up or for more information, email the coalition at info@wiregrassheartbeat.com. Please consider signing up today.

Join Our Legislative Update Distribution List



The Dothan Area Chamber of Commerce staff and Grow Dothan team work continuously to keep you our members informed on what's taking place in our community, state and nation. Periodically the DACC's Executive Director, Dean Mitchell, emails a "Legislative Update" outlining current legislative happenings and important issues affecting our area.

We encourage you to join "Legislative Update" distribution list so you too can be on top of all the great things taking place in the House and Congress. To have your email added to the list, please contact Mitchell at dmitchell@dothan.com.

The Demand-Driven Workforce System



*Steve Turkoski,
Project Manager*

It is common knowledge that workforce development is a demand-driven system. It is regional in nature in that the objective is to develop skills in the workforce that are in demand within the community the system serves. This reasoning is introduced in the Workforce Innovation and Opportunity Act and its guidance letters distributed by the U.S. Department of Labor.

Sec. 2. (5) of the Workforce Innovation and Opportunity Act states the purpose is "To increase the prosperity of workers and employers in the United States, the economic growth of communities, regions and the states, and the global competitiveness of the United States."

U.S. Department of Labor, Employment and Training Administration, Training and Employment Guidance Letter No. 19-14 states in paragraph 3 - Vision for WIOA and the Workforce System, "The workforce system supports strong regional economies and plays an active role in community and workforce development."

In order for a system to be demand-driven, the demand must be well understood. The development of that understanding presents some challenges due to the rapid nature of technological advancement in

the workplace. Companies must estimate their future skill-set needs in order for the training providers to develop and administer the required training. This in turn, requires proactive human resource plans within business and closer communication with the training providers. This development-of-understanding of the current and future needs within the community is the foundation of workforce development. The vehicle for developing this understanding is the Southeast Alabama Workforce Council, which is a function of state government and the Southeast Alabama Workforce Board, operating under the authority of the federal Workforce Innovation and Opportunity Act. The function of these two entities is very similar; they coordinate closely and serve the same geographic region of 10 counties in southeast Alabama.

An indication that the efforts toward workforce skill development is having positive outcomes might be that the regional self-identified underemployment rate has dropped from 29.9 percent of those surveyed in 2011 to 20.9 percent in 2017. A second trend that is encouraging is that in 2011 only 5.6 percent of those surveyed regionally would undergo skill upgrade training for a better job and 74.2 percent said they would do so only if the government covered the cost, in 2017 those numbers were 11.1 percent and 71.6 percent.



AMEA And Members Kick Off 2018 Scholarship Program

Will you be graduating from high school in the spring of 2018? Do you receive your electricity from a public power utility in Alabama? Then if your answer to these questions is "yes," you could be eligible to receive a scholarship from the Alabama Municipal Electric Authority and its 11 member cities/utilities.

AMEA and its Members will make available 44, \$2,500 scholarships (four scholarships per member city) in 2018.

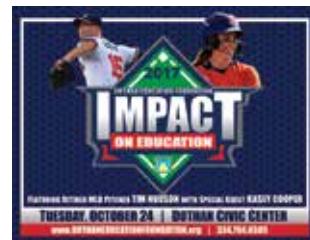
Since 1992, AMEA has awarded over \$2 million in scholarship monies to graduating high school seniors who receive their electric service from AMEA members, including Alexander City, Dothan, Fairhope, Foley (Riviera Utilities), LaFayette, Lanett, Luverne, Opelika, Piedmont, Sylacauga and Tuskegee.

To be eligible for an AMEA scholarship, a student's parent and/or legal guardian must receive electric service from an AMEA member utility, and the student must attend a four-year college/university, community college, and/or vocational/trade school within the state of Alabama.

Applications are currently available from school counselors in these member cities, or you can go online to the AMEA website, www.amea.com, Scholarship Program. Application deadline is Monday, Feb. 12, 2018.

For more information on the program, contact your school counselor or Pamela Poole, AMEA Scholarship Program coordinator, at (334) 387-3504, (800) 239-2632, ext. 110 or pam@amea.com.

AMEA, located in Montgomery, is the wholesale power provider for 11 public power utilities in Alabama, which serve some 350,000 customers in Alexander City, Dothan, Fairhope, Foley (Riviera Utilities), LaFayette, Lanett, Luverne, Opelika, Piedmont, Sylacauga and Tuskegee.



DEF To Host Annual Fundraiser *Impact On Education*

The Dothan Education Foundation is excited to announce retired MLB pitcher Tim Hudson and special guest Kasey Cooper will headline this year's annual Impact on Education fundraising event being scheduled for Tuesday, Oct. 24, at the Dothan Civic Center.

Impact on Education is an annual fundraising event that provides financial support for DEF as it seeks to unify and mobilize community resources for the success of Dothan City School students. The event promises to provide a memorable experience with advice on education, success and leadership when Hudson and Cooper take the stage to answer the questions of Dothan's youth.

The event will include an opportunity for Meet & Greet, as well as heavy hors d'oeuvres for those wishing to participate at designated ticket levels. General Admission for students is \$10 and \$20 for adults. Tickets may be purchased directly from the Dothan Civic Center Box Office (334) 615-3175.

For over 20 years, the DEF has supported the Dothan City Schools through funding for special projects and programs outside the annual school budget dollars. In addition to much needed funding, the DEF serves as an advocate on behalf of the community by serving as a liaison and lead communicator between Dothan City Schools and the stakeholders of local public education.

For sponsorship and ticket information, contact the Dothan Education Foundation at (334) 794-6585 or visit www.dothaneducationfoundation.org.

Helping You To Be Prepared

Over half of businesses that suffer catastrophic losses do not recover. SCORE, a small business resource partner with the Small Business Administration, has compiled a host of resources to help businesses prepare for and recover from disasters. Below is a list of topics for which checklists are provided:

Disaster Preparedness Tools:

- Hurricane Preparedness Checklist
www.score.org/resources/hurricane-preparedness-checklist-0
- Small Business Disaster Planning Guide
www.score.org/resources/small-business-disaster-planning-guide
- Winter Weather Preparedness
www.score.org/workshops/winter-weather-preparedness-0
- Tornado Preparedness Checklist
www.score.org/resources/tornado-preparedness-checklist
- Disaster Recovery Kit Checklist
www.score.org/resources/disaster-recovery-kit-checklist
- Evacuation Checklist
www.score.org/resources/evacuation-checklist
- Flood Preparedness Checklist
www.score.org/resources/flood-preparedness-checklist
- Crisis Communications Planning Checklist
www.score.org/resources/crisis-communications-planning-checklist
- Winter Weather Preparedness Checklist
www.score.org/resources/winter-weather-preparedness-checklist
- Seasonal Flu Preparedness Checklist
www.score.org/resources/seasonal-flu-preparedness-checklist
- Wildfire Preparedness Checklist
www.score.org/resources/wildfire-preparedness-checklist
- Earthquake Preparedness Checklist
www.score.org/resources/earthquake-preparedness-checklist

Business Continuity and Disaster Preparedness Workshops:

- Get Your Business Ready for an Emergency
www.score.org/workshops/get-your-business-ready-emergency
- Defeating Downtime: Keep Your Business Weatherproof
www.score.org/workshops/defeating-downtime-keep-your-business-weatherproof
- Email Marketing & Social Media – Ways To Survive and Thrive in an Emergency
www.score.org/workshops/email-marketing-social-media-ways-survive-and-thrive-emergency
- Everything You Need to Know About Small Business Insurance
www.score.org/workshops/everything-you-need-know-about-small-business-insurance
- Building Disaster Resiliency: Advice on Disaster Planning & Recovery
www.score.org/workshops/building-disaster-resiliency-advice-disaster-planning-recovery
- The Impact of Corporate Preparedness on the Bottom Line
www.score.org/workshops/impact-corporate-preparedness-bottom-line
- Winter Weather Preparedness
www.score.org/workshops/winter-weather-preparedness

For additional information, these resources may be accessed online at www.score.org/content/small-business-disaster-preparedness-resources.

Roby Receives Spirit Of Enterprise Award



Scott Applefield, DACC chairman, presents Rep. Martha Roby with the U.S. Chamber of Commerce's Spirit of Enterprise Award.

On behalf of the U.S. Chamber of Commerce, the Dothan Area Chamber of Commerce acknowledged and recognized Rep. Martha Roby as a "friend of business" and recipient of this year's U.S. Chamber Spirit of Enterprise Award.

The U.S. Chamber is the world's largest business federation, representing more than 3 million businesses and organizations of every size, sector and region

including the Dothan Area Chamber and its members.

Each year, working closely with state and local chambers and the American business community, the U.S. Chamber identifies the issues that are most important to the success of free enterprise, and then evaluate members of Congress on how they vote on those issues. Those members who vote 70 percent or greater in that given year of Congress receives the U.S. Chamber's coveted Spirit of Enterprise Award.

Last year for the Second Session of the 14th Congress, the U.S. Chamber designated just 14 votes out of the many taken on the House floor as "key votes." These key votes were related to top priorities like:

- Providing access to capital for small business;
- Defending intellectual property rights; and
- Paving the way for manufacturers to compete in a global economy.

Rep. Roby earned the Chamber's award with a 93 percent voting record. Congratulations Rep. Roby on receiving this award, and thank you for your leadership in Washington.

Are You Using The New Form I-9?



A new version of the Form I-9 has been issued and businesses must have begun using it on or before Sept. 18, 2017. Published by U.S. Citizenship and Immigration Services on July 17, 2017, the new I-9 form has a revision date shown on the bottom of the form of 07/17/17. Small businesses must comply. There is no exception.

The form, used by employers to verify employment eligibility, should be completed for all active employees hired after Nov. 6, 1986, and retained for former employees for the longer of one year from termination or three years from hire.

There is no small-business exception for the Form I-9. Although an independent contractor does not need to complete a Form I-9, all employers must complete and retain Forms I-9 for every person they hire for employment, which includes:

The owner of a business if the owner is employed by the business and was hired as employee after November 6, 1986; and

An owner hired by a partnership.

The new I-9 has made very small changes to the form's instructions and the list of acceptable documents. The revisions slightly modify USCIS's List of Acceptable Documents and specifically update List C to reflect the most current version of the certification or report of birth issued by the U.S. State Department.

Although the changes might be imperceptible, employers still need to switch to the form with the revision date of 07/17/17. Failure to comply can result in significant fines. The U.S. Department of Justice announced increases in fines for Form I-9 violations last year, which range from \$216 to \$2,126 per form.

Businesses with questions can contact the NFIB Small Business Legal Center at (800) NFIB-NOW or visit www.uscis.gov/i-9.

Are You A Chamber Member-To-Member Participant?



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

For more information about this DACC benefit or to become a participant, call Hayden Camp, director of membership, at (334) 792-5138, email hcamp@dothan.com or visit www.dothan.com/membertomemberprogram.

**There are
a lot of people
looking for
your business.**



Let them find you.

IN THIS NEWSLETTER

**Over 6,000* read
The Connections
each month.**

**Reach over 1,000 Chamber
member businesses with a
low cost ad each month.**

AD SIZE	COST PER MONTH			
	1 Mo.	3 Mo.	6 Mo.	1 Yr.
Bus. Card	\$130	\$117	\$110.50	\$104
Back Cover	\$160	\$144	\$136	\$128
Small	\$210	\$189	\$178.50	\$168
Medium	\$260	\$234	\$221	\$208
Large	\$375	\$337.50	\$318.75	\$300

* Estimated total based on 2,400 subscriptions

ON OUR WEBSITE

**Over 4,000 visit
www.dothan.com
each month.**

**Reach new prospects
searching for local
information about Dothan.**

AD SIZE	COST PER MONTH			
	1 Mo.	3 Mo.	6 Mo.	1 Yr.
Standard	\$75	\$67.50	\$63.75	\$60

Ads will be linked to advertiser's Website at no additional charge.

Call (334) 792-5138 to get connected.



DOTHAN AREA CHAMBER OF COMMERCE

We reach the people you should be reaching.

www.dothan.com

Statement of Ownership, Management and Circulation

As of Sept. 30, 2017 (required by U.S.C. 3685)

The title of this publication is Chamber Connections. The publication number is 700-660. Chamber Connections was published monthly at 102 Jamestown Blvd., Dothan, AL, 36301. There were 12 issues during the fiscal year ending Sept. 30, 2017. The publisher is the Dothan Area Chamber of Commerce and the editor is Melia McKean. There are no bondholders, mortgages or other security holders. The purpose, function and nonprofit exempt status for Federal income tax did not change during the preceding 12 months.

	Average number of copies per issue during the past 12 months reported:	Actual number of copies for a single issue published nearest to filing date:
Total number of copies	2,500	2,500
Paid and/or request mail subscriptions	2,180	2,244
Total paid and/or requested circulation	2,180	2,244
Free Distribution by mail	0	0
Free distribution outside the mail	200	110
Total Free distribution	200	110
Total distribution	2,380	2,354
Copies not distributed	120	146
Return from news agents	0	0
Percent paid or requested circulation	92%	95%

I certify that the statements made here are true and complete to the best of my knowledge.

Melia McKean,
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Dothan Area Chamber of Commerce

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C H A M B E R

CONNECTIONS



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Economic Indicators



Labor Force for the Dothan MSA for July:
62,594 in 2016; 62,683 in 2017
58,890 in 2016; 59,761 in 2017 Employed

Unemployment for the Dothan MSA for July:
5.9% in 2016; 4.7% in 2017

Residential Building Permits for the City of Dothan for July:
14 issued (\$3.28 million) in 2016; 17 issued (\$4.31 million) in 2017

Home Sales in Dothan for July:
110 sold in 2016; 137 sold in 2017

Enplanements for Dothan Regional Airport for July:
4,387 in 2016; 4,325 in 2017

Houston County & Dothan Sales and Use Tax Collections (\$) for July:
\$1,582,206 in 2016; \$1,623,060 in 2017 (County)
\$5,406,856 in 2016; \$5,668,599 in 2017 (City)

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turn to the experts

1967 2017

*Editor's Note: Sources for this information vary; call the Chamber for details.
Data as of 9/05/17. Visit www.dothan.com for the most current information.*

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DOTHON AREA CHAMBER OF COMMERCE

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