

Connections

Dothan Area Chamber of Commerce

February 2018



ADVOCATING

For You And Your Business

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Economic Development

In Action

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DOTHAN MSA

Employment / Unemployment

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Your Cover Photo



Your cover photo features Brad Kimbro, Wiregrass Electric Cooperative chief operating officer and DACC Governmental Affairs Council chairman; Alabama Rep. Paul Lee, 86th District (Houston); Rep. Donnie Chesteen, 87th District (Geneva, Houston); Rep. Steve Clouse, 93rd District (Dale, Houston); and Rep. Dexter Grimsley, 85th District (Henry, Houston).

www.dothan.com

(334) 792-5138

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



Events Calendar

February

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			

- 2** ▶ **Ribbon Cutting: BFC Management Relocation – 4 p.m.**
Location: 188 N. Foster St., Suite 109
- 6** ▶ **Ribbon Cutting: Spiritual Enrichment Center – 10:30 a.m.**
Location: 942 S. Oates St.

27th Annual Spotlight On Business Trade Show – 3-7 p.m.
Location: 126 N. St. Andrews St. (Dothan Civic Center)
- 7** ▶ **Youth Leadership Dothan-Houston County Local Government Day – 7:45 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

LEADS Group 1 Semi-Monthly Meeting – 8 a.m.
Location: 3124 W. Main St., Suite 3 (Studio Grace Training Center)
- 8** ▶ **Ribbon Cutting: HealthAction Physical Therapy – 10:30 a.m.**
Location: 4300 W. Main St., Suite 14
- 13** ▶ **Ribbon Cutting: Residence Inn by Marriott Re-Grand Opening – 4 p.m.**
Location: 186 Hospitality Lane

Troy University Small Business Counseling – 9:30 a.m. - 1:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
- 14** ▶ **LEADS Group 2 Semi-Monthly Meeting – 8 a.m.**
Location: 3124 W. Main St., Suite 3 (Studio Grace Training Center)

Military Affairs Committee Meeting and JROTC Awards – 9:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: The Foot Specialist – 10:30 a.m.
Location: 1550 E. Main St.
- 15** ▶ **Leadership Dothan Healthcare Day – 7:45 a.m.**
Location: 1108 Ross Clark Circle (Southeast Alabama Medical Center)
- 19** ▶ **President's Day – Chamber Closed**
- 20** ▶ **Ribbon Cutting: Ceramic Pro of Dothan, LLC – 10:30 a.m.**
Location: 1419 Montgomery Highway, Suite 2
- 21** ▶ **LEADS Group 1 Semi-Monthly Meeting – 8 a.m.**
Location: 3124 W. Main St., Suite 3 (Studio Grace Training Center)

Ribbon Cutting: Cooper Insurance – 10:30 a.m.
Location: 102 Jamestown Blvd (Chamber)
- 28** ▶ **LEADS Group 2 Semi-Monthly Meeting – 8 a.m.**
Location: 3124 W. Main St., Suite 3 (Studio Grace Training Center)

Ribbon Cutting: Dennis Lee Furniture – 10:30 a.m.
Location: 131 N. Foster St.

Achieve Medical Weight Loss

3201 Montgomery Highway,
Suite 4
Dothan, AL 36303
Jessica Robinson
(334) 792-3292
www.achievemedicalweightloss.com
WEIGHT LOSS
SPECIALISTS



Dothan Montessori School

205 Holly Lane
Dothan, AL 36302
Molly Culley
(334) 671-7170
www.dothanmontessorischool.org
SCHOOLS - PRESCHOOL



Eco Heating and Cooling, LLC

966 S. Park Ave.
Dothan, AL 36301
Christopher Brishke
(334) 435-1313
www.ecoheatingandcooling.com
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Dothan, AL 36301
Roy Watford
(334) 446-1560
www.familyfirstfuneral.com
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J & H Tree Service

7867 County Road 1
Daleville, AL 36322
Josh Keagy
(334) 435-4845
www.jhtreeservice.com
TREE SERVICE



Metabolic Research Center

256 Honeysuckle Road,
Suite 19
Dothan, AL 36305
Diane Alpeter
(334) 677-8449
www.emetabolic.com
WEIGHT LOSS
SPECIALISTS



Orangetheory Fitness Dothan

100 Apple Ave., Suite 3
Dothan, AL 36303
Katie Newton
(334) 232-8993
dothan.orangetheoryfitness.com
HEALTH &
FITNESS CLUBS



Wiregrass Lice Relief

2141 Denton Road, Suite 1
Dothan, AL 36303
Lisa Pirtle
(334) 400-5339
www.wiregrasslicerelief.com
LICE EDUCATION &
TREATMENT



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 Goundbreaking 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.



Advocating For You And Your Business

One of the priorities of the Dothan Area Chamber of Commerce is to advocate for you our members and your issues in Montgomery and Washington D.C. that will improve and help make the Wiregrass' business climate more competitive. In conjunction with that, the DACC annually holds an Eggs & Issues General Membership Breakfast Meeting to give its members the opportunity to hear from the Wiregrass delegation.

Alabama State Representatives Paul Lee, 86th District (Houston); Donne Chesteen, 87th District (Geneva, Houston); Steve Clouse, 93rd District (Dale, Houston); and Dexter Grimsley, 85th District (Henry, Houston) were all on hand to talk about the different issues facing lawmakers in the upcoming 2018 Legislative Session. Several of the issues discussed were the:

- General Fund;
- Education Budget Hearings and Trust Fund;
- Children Health Insurance Program;
- Infrastructure package for the Wiregrass to meet the needs for better roads, including the planned improvements to Ross Clark Circle;
- State's prison conditions;
- Rural broadband; and
- Alabama's opioid epidemic

Maintaining a healthy relationship with elected officials on all levels helps to solidify a strategic advantage for business in our community. It is important for business owners to understand how legislation and policy impacts their business operations and staying in tune with those changes allows businesses to make timely adjustments as needed.

The Alabama Legislature began its 2018 session Tuesday, Jan. 9. DACC members are encouraged to join it and its Legislative Affairs Committee as we host our local Wiregrass representatives and senators for legislative update meetings here at the Chamber office.

It is critical that our policy makers know the concerns we have, and members and business owners are encouraged to fully engage with our elected officials on their positions and points of view. This not only increases the climate for new businesses and the support for existing businesses to remain a priority, but also enhances our relationship with elected officials and other stakeholders who are extremely important to the growth and sustainability of the Dothan and Wiregrass community.

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 the 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, email Mitchell at dmitchell@dothan.com.

All of our Alabama's State representatives and senators have been key leaders and partners in many important business, budget, education and economic development programs that help make this community strong. The area has a great team of leaders, and the DACC appreciates each and every one of them.

Eggs and Issues Survey Results

1. How optimistic are you that 2018 will be a good year economically for your business and for the business community as a whole?

- Very optimistic 47%**
- Moderately Optimistic 44%
- Somewhat optimistic 6%
- Not at all optimistic 3%

2. Do you support a plan that would increase the state gas tax to a rate that would make Alabama regionally competitive and dedicate all funding to fixing Alabama's crumbling road and bridge infrastructure?

- Yes 75%**
- No 4%
- Depends on how much the tax is 21%

3. Alabama's manufacturing sector is a growing, vital component of Alabama's economy. Would you support a state budget appropriation for scholarships or other programs that would allow students to access curriculum and training that would directly prepare them for employment in manufacturing?

- Yes 78%**
- No 3%
- Depends on how much the program costs 19%

4. Alabama currently does not have a state minimum wage; our state instead adheres to the federal minimum wage of \$7.25 per hour. Would you support Alabama increasing its minimum wage?

- Yes 46%
- No 54%**

5. Do you support the creation of a governor's cabinet-level small business advocate, consolidating existing resources across state government to more efficiently and effectively represent the interests of small businesses in Alabama?

- Yes 84%**
- No 16%

6. Broadband connection in many of our rural communities continues to be a challenge. Lack of access to high speed Internet limits economic and educational opportunities. Would you support a multi year budget appropriation that helps build out Internet service to rural communities?

- Yes 82%**
- No 18%

7. Would you support a transportation network company like UBER or Lyft to operate in Dothan?

- Yes 89%**
- No 11%

8. Who do you think will be Alabama's next Lt. Governor?

- Will Ainsworth 10%
- Will Boyd 2%
- Twinkle Cavanaugh 73%**
- Rusty Glover 15%

9. Who do you think will be Alabama's next Attorney General?

- Chess Bedsole 4%
- Troy King 68%**
- Steve Marshall 20%
- Alice Martin 8%

Dothan Area Chamber of Commerce 2018 State Legislative Agenda

- Maintain funding for workforce development training programs for new and existing industries.
- Continue and strengthen the regional and state workforce development councils.
- Strengthen adult education programs to ensure that more adults will earn a GED for those who do not complete high school.
- Ensure that education and job training programs available to Alabama students result in nationally recognized credentials relevant to job opportunities.
- Encourage high schools to promote greater emphasis on “essential skills” which are critical to job readiness and success.
- Continue to support strong economic development incentives that enhances state and local empowerment to assist with new and existing business and monitor any efforts to change recently passed incentives. Work to modernize existing industry programs to incorporate new NAICS codes with current incentive programs (site preparation).
- Support of a multi-year budget appropriation that helps build out Internet service to rural communities.
- Find solutions to increase revenue for local and state road systems to generate economic growth and improve quality of life.
- Make permanent the MRO aviation tax incentive which is scheduled to expire in 2022.
- Support the Alabama Community College system budget increase for workforce development, career and technical programs, allied health programs, and expansion of dual enrollment.
- Continue to support funding for Alabama First Class Pre-K programs and initiatives that are critical to school success and lifelong learning.
- Establish a cabinet level position in the executive branch for small business.



Your Alabama Legislators

Alabama House of Representatives:



Rep. Donnie Chesteen,
R-87th District
(Geneva, Houston)
(334) 242-7742 Montgomery
(334) 684-2196 Geneva



Rep. Dexter Grimsley,
D-85th District
(Henry, Houston)
(334) 242-7740 Montgomery
(334) 889-0602 Newville



Rep. Steve Clouse,
R-93rd District
(Dale, Houston)
(334) 242-7717 Montgomery
(334) 774-7384 Ozark



Rep. Paul Lee,
R-86th District *(Houston)*
(334) 242-7675 Montgomery
(334) 792-9682 Dothan

Alabama State Senate:



Sen. Billy Beasley,
D-28th District
(Barbour, Bullock, Henry, Lee, Macon, Russell)
(334) 242-7868 Montgomery
(334) 775-3291 Clayton



Sen. Harri Anne Smith,
I-29th District
(Dale, Geneva, Houston)
(334) 242-7879 Montgomery

NewMembers

Clip and add these to your Membership Directory.

Anytime Fitness

Elizabeth Hunt
2701 Peachtree Drive
Dothan, AL 36303
PH: (334) 500-1030
www.anytimefitness.com/gyms/4580/dothan-al-36303
HEALTH & FITNESS CLUBS

Boosters Inc.

Hunter Green
2509 E. 5th St.
P.O. Box 70156
Montgomery, AL 36107
PH: (334) 263-4711
FAX: (334) 263-6853
www.boostersinc.net
SCREENPRINTING

Eyemart Express

General Manager
3201 Montgomery Highway
Dothan, AL 36303
PH: (972) 277-3038
FAX: (972) 277-3138
www.eyemartexpress.com
OPTOMETRISTS

Gunn Enterprises Inc. dba MCA Pageants

Evangeline Reynolds-Gunn
UPS Store
2932 Ross Clark Circle, PMB185
Dothan, AL 36301
PH: (334) 547-3620
FAX: (334) 226-5111
www.misscurvaceousal.com
PAGEANT FRANCHISES

HealthActions Physical Therapy

Jason Jackson, LPTA
4300 W. Main St., Suite 14
Dothan, AL 36305
PH: (334) 944-7010
FAX: (334) 944-7014
www.healthactionspa.com
PHYSICAL THERAPISTS

Housing Authority of the City of Dothan, AL

Samuel P. Crawford
602 S. Lena St.
P.O. Box 1727
Dothan, AL 36302
PH: (334) 794-6713
FAX: (334) 712-1415
www.dothanhousing.org
PUBLIC HOUSING / SECTION

Replica Plastics

Jenny Hendrix
307 Catalpa Ave.
Dothan, AL 36301
PH: (334) 792-1866
FAX: (334) 792-1175
www.replica-plastics.com
MANUFACTURERS - FIBERGLASS PRODUCTS

Tremco Services, LLC

Michael Tew
3100 Hillary Hill Road
Dothan, AL 36303
PH: (334) 790-3260
HANDYMAN SERVICE

Wholesale Wood Products

Warren Reeves
819 Cowarts Road
Dothan, AL 36303
PH: (334) 793-6028
FAX: (334) 794-6607
www.wholesalewoodonline.com
BUILDING MATERIALS PRODUCTS

Wiregrass Marketing, LLC

John Luedemann
112 Middlebury Court
Dothan, AL 36301
PH: (334) 697-4560
www.wiregrassmarketing.com
PUBLIC RELATIONS/MARKETING PHOTOGRAPHERS

Ambassadors & Diplomats

Team Of The Month

The Super Six



Congratulations to the Ambassador and Diplomat Team of the Month "The Super Six" for claiming this month's title. Team members are (seated) **Betsey Marshall**, TownePlace Suites; **Lisa Baity**, Alabama Kidney Foundation; (standing) **Parrish Smith**, Friend Bank; **Eric Easley**, FULLEFUELED; and **Darryl Ellis**, Alabama Department of Rehabilitation. Team member not pictured is **Rona Miller**, Holloway Credit Solutions, LLC

Thank you to all our Ambassadors and Diplomats who serve as the eyes and ears for the Dothan Area Chamber of Commerce. It is their dedication and support that assist your local Chamber in meeting its goals.

Be sure to check out next month's Chamber Connections to see who will claim the title.

RenewingMembers

50-59 Or More Years

WTWY-TV Gray Television Inc.

40-49 Years

Harts & Flowers
King's Appliances Inc.
Bill E. Mullen, CPA
Southern Business Systems

30-39 Years

Amteck, LLC
Harley-Davidson of Dothan
Jackson Thornton
The Old Mill Restaurant
Shoney's
Shute Pecan Co. Inc.
Southern Dental Group
Wal-Mart SuperCenter #604
Wiregrass Warehouse Inc.

25-29 Years

Carpetland USA
Saliba Construction Co. Inc.
WOOOF AM/FM

20-24 Years

Alfred Saliba Family Services Center
Ferguson, Sizemore and Associates
Print Services Inc.
Women's Medical Center, PC

15-19 Years

Deanco Auto Auction Inc.
Fort Rucker Morale, Welfare and Recreation
OSM Services Inc. dba ONE Source Management
Jason Ketchum State Farm Insurance
Temple Emanuel
Town of Midland City
Ward Wilson Memory Hill Funeral Home
Weezers

10-14 Years

Belk - Wiregrass Commons Mall
Coldwell Banker Commercial - Alfred
Saliba Realty

Denton Road Mini-Storage, LLC
Evans Automotive Service
Henry County Health & Rehabilitation Facility
Herring, Mike
KBC Butcher's Block and Market
Murray's Irrigation
Tri-State Community Orchestra

5-9 Years

Aero-One Aviation
Bart Liddon Homes, LLC
Stephanie W. Brookins, CPA
Collier, Jack
Town of Cowarts
Dothan Houston County Library System
Fort Rucker - Wiregrass AUSA
Glass Doctor of Dothan
Hometown Lenders, LLC
J. Michael Lee Associates Inc.
Rituals Day Spa
Wells Fargo Advisors
Whittaker Marketing
Wiregrass Spay/Neuter Alliance
Zonta Club of Dothan

1-4 Years

Advantage Human Resourcing Inc.
Atlantic and Southern Equipment
Winco, LLC dba Bojangles' #1144
Cobb, Boyd, White & Cobb
Dittus Machining
Dothan Spine & Specialty
Farmers Insurance
Flowers Medical Group Internal Medicine Associates
Heartland
Like Mind Marketing
Motobilt Inc.
NexGenBenefits, Guru
NUW Graphics
Primerica
Shift Designs
TownePlace Suites

Star Of The Month



Betsey Marshall
TownePlace Suites



Girls Inc. To Host Father Daughter Banquet

Girls Inc. of Dothan will host its annual Father Daughter Banquet Thursday, Feb. 8, at 6 p.m. at the Dothan Civic Center. This popular event is a wonderful opportunity to celebrate the special relationship between daughters and fathers or other favorite male role models.

The evening features a seated, catered dinner by Outback Steakhouse, music provided by Aaron Bostic Trio and 360 Productions, dancing, photographs by Wilson Oppert Photography, a 1,000 balloon drop and a gift bag for each attendee.

Reservations are required and tickets are \$150 per couple and \$70 for each additional daughter. All proceeds benefit Girls Inc. in fulfilling their mission of inspiring girls in the Wiregrass area to be strong, smart and bold.

To make a reservation or for more information, visit www.girlsincdothan.org or call Girls Inc. at (334) 793-2321.

Berkshire Hathaway Announces Continuation Of Monthly Homebuyer Workshops

Berkshire Hathaway HomeServices Showcase Properties is pleased to announce the continuation of its monthly free Homebuyer Workshop in 2018.

The workshop provides individuals the opportunity to learn the ins and outs of home buying and also the chance to talk with professionals involved in the process such as lenders, inspectors and attorneys.

The workshop is held the second Saturday of each from 10 a.m. until noon at Berkshire Hathaway's Dothan office, 2307 Hartford Highway. The scheduled 2018 dates are: Feb. 10, Mar 10, April 14, May 12, June 9, July 14, Aug. 11, Sept 8, Oct 13, Nov 17 (third Saturday) and Dec. 8.

For more information, contact Operations Manager Kryisia Robertson at (334) 792-7474.

Upcoming Member Events

► Celebrate Recovery Every Friday • 7 p.m.

Harvest Church. This is a biblical 12-step program for anyone struggling with life's hurts, hang-ups or habits. The program is free and all are welcome. For those with children, age-specific children's program is available. For more information, call Harvest at (334) 702-6555 or email celebratercovery@harvestdothan.com. "You can't heal a wound by saying it's not there!"

► First Friday Mother's Group Feb. 2 • 9 a.m.

St. Columba Catholic Church. On the first Friday of each month, moms and kids are invited to come to the 9 a.m. Mass. After Mass, moms and kids are invited to the gym for story time and crafts for kids, and coffee and fellowship for moms. All moms and children are welcome. For more information, contact the church at (334) 944-6523.

► 1st Saturday Family Day Feb. 3 • 10:30 a.m.

Wiregrass Museum of Art & Conference Center. This is a program that provides entertainment for the whole family. Children and their families can enjoy a different fun-filled activity each month. The program is free and open to children of all ages who are accompanied by an adult. For more information, contact the museum at (334) 794-3871 or visit www.wiregrassmuseum.org.

► Temple Emanu-El Art Auction Feb. 3 • 10:30 a.m.

Temple Emanu-El. This annual art auction begins with a preview at 6 p.m. and then the auction at 7 p.m. Cost is \$10 per person and includes hors d'oeuvres, dessert and beverages. "A Take A Second Look" will be held Sunday, Feb. 4, from 10 a.m. until 2 p.m. at no charge. For more information, contact the temple at (334) 793-5001.

► Quilt Retreat Feb. 9-10 • Times Vary

Landmark Park. The theme this year is Bed Runners Galore using Kathy Brown's book "Bed Runners Using Pre-cuts." Cost is \$65 and includes supper Friday, lunch Saturday, drinks and snacks. Participants should bring their sewing machines and supplies. Visit the Quilted Creations shop in Headland to pre-purchase the book and fabrics. Participants should go home with a completed top if not quilted. Retreat times are Friday 5-9 p.m. and Saturday 9 a.m. to 5 p.m. To register, call Sherry at (334) 790-9045.

► Wine Experience Feb. 15 • 6:30 p.m.

Wiregrass Museum of Art & Conference Center. Come explore the varieties of West Coast wines with the full spectrum of red and white wine selections from the diverse regions of California, Oregon and Washing. Tickets are \$100 per person and include delicious food pairings inspired by cuisine from the rolling hills and winding coastlines of the Pacific Northwest. For more information, contact the museum at (334) 794-3871 or visit www.wiregrassmuseum.org.

Have an upcoming event planned?

Send your event information to mmckean@dothan.com

YOUR CHAMBER

Spotlight your business. Get more exposure!

As a Chamber member, you are entitled to one free business card ad in the Chamber's monthly newsletter, *Chamber Connections*, within 90 days from the date you join. For more information, contact Melia McKean at (334) 792-5138 or mmckean@dothan.com.

NAI TALCOR

Mata Joins NAI Talcor Team



Jackie Mata

NAI TALCOR's Dothan team welcomes a new face to its mix – Jackie Mata. An experienced property manager for over 20 years, Mata will oversee property management and accounting for the Dothan office.

Mata's career began in leasing apartments and traveling to several communities to assist with the leasing process and ensure maximum occupancy. She soon became a community manager overseeing the day-to-day operations of the entire community. From there, Mata moved to senior property manager managing two communities with more than 600 units and a team of 20.

Since their ribbon cutting last year, the Dothan team continues to expand their areas served, as well as their versatile team. NAI TALCOR was founded in 1990 as a real estate brokerage firm specializing exclusively in commercial properties in north Florida and the surrounding areas. In 2012, TALCOR became a part of the NAI Global Commercial Real Estate Network becoming NAI TALCOR.

For more information, contact the Dothan office at (34) 699-8000 or visit www.naitalcor.com.

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.



Eye Center South Welcomes New Retina Surgeon



Dr. Harsha A. Sen

Eye Center South, a multi sub-specialty ophthalmology practice based in Dothan, Alabama, is excited to announce the addition of nationally-recognized retina surgeon and medical retina specialist, Harsha A. Sen, MD, to the Dothan area practice.

Dr. Sen has extensive clinical, surgical, research and teaching experience as a faculty member of Duke University and the University of Kentucky, as is a past director of the retina service at the University of Kentucky. He has been published in numerous medical journals and collaborated in the development of the first intraocular sustained-release drug implant and has been recognized in Best Doctors in America.

"It is with pleasure that I join Eye Center South as a specialist in retinal diseases and

vitreoretinal surgery," stated Dr. Sen. "I come to southern Alabama having practiced for many years in Lexington, Kentucky, at both the University of Kentucky and in private practice, and hope to contribute my experience with common and uncommon retinal diseases and uveitis to the already extensive array of ophthalmic services available at Eye Center South."

Dr. Sen received his undergraduate and medical degrees from the University of North Carolina at Chapel Hill and went on to complete his internship in internal medicine at his alma mater. He served his residency in ophthalmology at the University of Virginia and his fellowship in vitreoretinal surgery at Duke University.

New patients are being accepted by calling (334) 793-2211 or toll-free at (800) 467-1393. Or for more information, contact Jill Williams at (334) 793-2211 or jwilliams@eyecentersouth.net.

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 available for select providers at FlowersMedicalGroup.com.

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- 4300 West Main St., Suite 16 • Dothan, AL 36305 • **334-697-8055**
- 4300 West Main St., Suite 41 • Dothan, AL 36305 • **334-731-7102**
- 210 Westside Drive • Dothan, AL 36303 • **334-759-3054**
- 108 Medical Drive • Dothan, AL 36303 • **334-309-8278**
- 4126 West Main St. • Dothan, AL 36305 • **334-309-8598**
- 144 Virginia Avenue • Daleville, AL 36322 • **334-731-7121**

FlowersMedicalGroup.com



BBVA Compass Announcements



Heidi Condrey,
Wealth Management Officer



Kristen Pologruto,
Mortgage Banking Officer

BBVA Compass announced recently that Heidi Condrey has been promoted to wealth management officer for the Southeast Alabama Market, which includes Dothan, Eufaula and Enterprise, and that Kristen Pologruto has joined as mortgage banking officer in Dothan.

Condrey served previously as the bank's professional and private banking officer. In her new role, she will utilize her nearly 20 years of small business and private banking experience to manage all banking and investment needs for the bank's wealth clients and their businesses. Condrey is a graduate of Troy University and actively involved in numerous civic organizations.

"There is no one more deserving of this promotion," said BBVA Compass Southeast Alabama Market President Jeff Williams. "Heidi consistently goes above and beyond

for our clients and her integrity has been her calling card throughout her career. She fully understands the high level of service and requirements of wealth clients, and the needs of their businesses. Her past experience in private and small business banking, as well as investments and insurance, make her superbly and uniquely qualified for this important role."

As mortgage banking officer in Dothan, Pologruto will use her 12 years of banking, tax and mortgage experience to assist the bank's clients and area realtors with home mortgages and refinance opportunities. She has a Bachelor's Degree from Hope College and a Master's Degree from Grand Valley State University, and is a member of the Dothan Association of Realtors.

"We are thrilled to have Kristen on the team," said Area Mortgage Sales Manager Marsha Cobb. "Her professionalism, experience and devotion to a high level of customer service will be appreciated by our clients and referring realtors. She understands that a mortgage is many times the most important transaction of someone's life, so she takes her responsibility of educating the client and providing timely answers seriously."

For more information, contact Christina Anderson, external communications, at (205) 524-5214.



Be A "Souper Bowl" MVP

Before the football teams fight for rings on the field, the Wiregrass Area Food Bank and Toyota of Dothan will fight hunger for area senior citizens by collecting canned soup donations to benefit the Brown Bag Program, a program that provides supplemental groceries to area senior citizens in need.

There is no better way to fight the chill of winter weather than by warming up with a hot bowl of soup. It's filling, nutritious and easy to prepare. That's why the Food Bank conducts this soup drive at the beginning of every year to benefit the Brown Bag Program, The "Souper Bowl" soup drive runs each year from New Year's Day until the NFL's Super Bowl, this year on Feb. 4.

The Food Bank and Toyota of Dothan will be at the Southside Walmart 9 a.m.- 6 p.m. on Friday, Feb. 2. If you'd like to help our area's senior citizens, donate to the soup drive or host your own at your church, business, in your civic group, or at school.

For more information, call the Wiregrass Area Food Bank at (334) 794-9775.

Local Collaboration Provides Free Income Tax Preparation

Impact Alabama's SaveFirst Initiative collaborates annually with Wallace Community College, the Alfred Saliba Center for Families and Wiregrass 2-1-1 to provide free income tax preparation for residents in the Dothan area and will do so again this year.

Last tax season at the Alfred Saliba Center for Families, student volunteers from Wallace Community College prepared 694 tax returns for working families in Dothan -- helping them to secure \$1.25 million in tax refunds and saving them over \$275,000 in commercial tax preparation fees.

This year, free income tax preparation services are available to working families

making up to \$54,000/year with children in the home or \$20,000/year without children in the home. Fast electronic filing and refund direct deposit. The SaveFirst Initiative exists to ensure that working families receive the full Earned Income Tax Credit and other credits to which they are entitled and to encourage long-term financial planning and asset-building.

For additional information 24/7, residents can dial 2-1-1 or, call 1-888-99-TAX-AL to schedule an appointment. Daytime, evening and Saturday hours for tax preparation will be available at the Alfred Saliba Center for Families in Dothan.

Has Your Address Changed?



Don't forget to let the Dothan Area Chamber of Commerce know if your mailing address has changed so we can be sure to keep you up-to-date on activities and events.

Call Hayden Camp at (334) 792-5138 or email hcamp@dothan.com.



Empty Bowls Dothan To Be Held Feb. 3

The Empty Bowls Dothan project helps fight hunger in the Wiregrass. Bowls created by the community will be sold at the Cultural Arts Center from 11 a.m. until 2 p.m. Saturday, Feb. 3. For \$10 each, attendees will receive a ceramic bowl of their choice and a meal of soup, bread and water. All funds raised from the sale of the bowls will go to the Wiregrass Area Food Bank.

Every Empty Bowls Dothan bowl that sells for \$10 will provide enough food to feed a family of 4 for a week. Please help make Empty Bowls Dothan a success for our friends and neighbors in need in the fight against hunger.

The majority of the bowl-making sessions are held at the Cultural Art Center to offer the community “hands on” access to its benefits. Five Star Credit Union sponsors Empty Bowls Dothan and provides all the supplies needed for the project. The Cultural Arts Center houses all of the bowl-making events and the fundraiser luncheon and art show.

Donations from art show vendors will benefit the Cultural Art Center. The project's founding potter, Lynn Koning, offers pottery classes at the CAC, and a variety of other arts classes are offered at the center as well.

For the latest news about the project, visit the Facebook page www.facebook.com/emptybowlsdothan or www.wiregrassfoodbank.com. Or contact

Julie Gonzalez, Food Bank development director, at (334) 794-9775; Ann Cotton, CAC executive director, at (334) 699-2787; or Lynn Koning, potter and Empty Bowls Dothan founder, at (334) 983-4804.



New Partnership To Bring Big Name Talent To Foster Fest

The Houston Economic Development Association, Downtown Dothan Redevelopment Authority and a group of investors are partnering to bring top talent to Foster Fest, an open-air festival held over the course of several weekends in Dothan each year. At the events, downtown merchants and other vendors line downtown streets and musicians and other entertainers perform on outdoor stages.

HEDA, which operates the Center Stage bingo and entertainment facility in Dothan, has committed to a multi-year sponsorship which will leverage its contacts in the entertainment industry to bring nationally-known talent to Foster Fest.

Frank Wendt, HEDA president, said the organization's involvement is an extension of its charitable work. A portion of Center Stage's revenues are reinvested back into the community by means of support for local organizations. Wendt said Foster Fest was a cause that played well into the organizational strengths of HEDA.

“From our standpoint, our mission is to create economic development for the Wiregrass region, whether it's at Center Stage or someplace else,” he said. “This helps us fulfill our mission

by cross-promoting and helping to support downtown Dothan redevelopment efforts.”

The first musical act the new partnership will bring to Foster Fest will come in April, and festival organizers will announce name of the performer within a few weeks. The performer will play at The Plant, a new amphitheater just a few blocks from Downtown Dothan's heart on Foster Street.

Jamie Bienvenu, DDRA director, said that drawing bigger name talent to Foster Fest is part of the DDRA's plan for steady, incremental improvement of the event and redevelopment efforts in downtown. “Our goal has been to increase the quality of a different aspect of Foster Fest each year,” she said. “This is a community that loves live music, so we're hoping to provide it on a regular basis.”

Boyd Clark, proprietor of The Plant, said he believes that partnering with Foster Fest will benefit his new facility and downtown redevelopment efforts. “It's a win-win for everybody,” he said. “We get people in our place and more people in downtown Dothan.”

For more information, contact Bill Durden, Durden Outdoor Displays Inc., at (334) 803-8138, ext. 103 or email team@centerstage.info.

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334-793-8111 samc.org

Singletary Joins Dothan Real Estate Team



*Mara Singletary,
Realtor*

Dothan native Mara Singletary, who recently returned to the area after spending several years in Atlanta, Georgia, has joined the Dothan Real Estate Team. Growing up in a “real estate family,”

Singletary was exposed to several facets of the industry, including property management, investment and renovation for resale, and mortgage lending.

The real estate industry is in her blood and with her vast exposure, Singletary is able to guide clients through the real estate transaction no matter the scenario. From her perspective “challenge is good.”

After graduating Faulkner University in 2012 with a degree in business management, Singletary chose Atlanta as her home. While

in Atlanta, she took a position as a leasing manager for a large multi-residential apartment community. Although she learned much and had much success in property management, it was not as fulfilling as she hoped, so she obtained her real estate license and jumped right into the fast-paced Atlanta market.

Singletary has three years of experience in the real estate industry first in Georgia and now Alabama, where after relocating to be closer to family and to raise her daughter, she purchased the “ugly home” of the neighborhood. She remodeled the home completely, and upon appraisal, had brought the home to top value. Let her do the same for you.

Singletary is an advocate for her clients. Whether the transaction is buying, selling or investing, her innovative thinking and creative instincts will not let clients down.

For more information, give the Dothan Real Estate Team a call at (334) 699-7653 or visit www.dothanrealestateteam.com.

Local Merchants, Churches Provide Support To Dothan Rescue Mission

Several area merchants and two local churches recently generously provided support to the Dothan Rescue Mission during the holiday season for the organization’s Christmas Dinner and Party.

Merchants included Spectrum Cable Co., Sonic Drive-In, Zaxby’s, Texas Roadhouse, Logan’s Roadhouse, Full Moon Bar-B-Q, Alabama Peanut Producers Association, Flowers Hospital, Deep South Hospice, Care South and Larry Blumberg and Associates (LBA Hospitality). Participating churches were The Spiritual Enrichment Center and Cloverdale Methodist Church.



Musicians Dr. Jeneve Brooks, from Troy University’s Sociology Department, and Jackie Oakes and Dee Martin lead everyone in Christmas carols during the Dothan Rescue Mission’s Christmas party.

The merchants donated the many items needed to fill donated gift bags. New sweatshirts for all 65 residents and knitted toboggans and scarfs were provided by the two churches.

Even Santa (Rev. Sam Parks) was there to pass out gifts to the children, as well as musicians Dr. Jeneve Brooks, from Troy University’s Sociology Department, and Jackie Oakes and Dee Martin were on hand to lead everyone in Christmas carols.



The Spiritual Life Center and Cloverdale Methodist Church donated knitted toboggans and scarfs for the children at the Dothan Rescue Mission’s Christmas party.

Ridgecrest Christian School Competes In Theatre Festival

The Southeast Alabama Community Theatre is proud of Ridgecrest Christian School, just one of eight schools and drama groups to compete and perform recently at the Theatre Festival.

Ridgecrest tied for Best of Festival with Radium Springs Magnet School from Albany, Georgia, and Robert E. Lee High School from Montgomery, Alabama.



Congratulations to Ridgecrest Christian School who tied for Best of Festival. Pictured (l-r front) are Ben Ozbun, Brynley Bradshaw, Jonathan Osmond, (back row) Alex Murphy, Jonathan Phillips, Thomas Brown, Brianna Lewis, Alexandra Long, Ellie Long, Lydia Massey, Cassidy Garrard, Haley Smith, Jamie Osmond, and teacher Wendie Caraway. Not pictured is Ayres Buntin.

Save The Date! Leadership Dothan Alumni Luncheon

The Leadership Dothan Alumni is invited to the Alumni Luncheon Thursday, March 1, from 11:30 a.m. until 1 p.m. at Windmill Station, 1369 Headland Ave.

There are also several sponsorship opportunities available for the event. The sponsorship levels and benefits are:

- ▶ **Platinum Sponsor (one available) - \$1,000**
Premier logo recognition in the event publication; logo recognition at the event; two reserved tables (seats 16).
- ▶ **Gold Sponsor (three available) - \$750**
Logo recognition (placed under the Platinum sponsor’s logo) in the event publication; one reserved table (seats eight).
- ▶ **Silver Sponsor (five available) - \$500**
Logo recognition (placed under the Gold sponsor’s logo) in the event publication; four tickets at a reserved table.

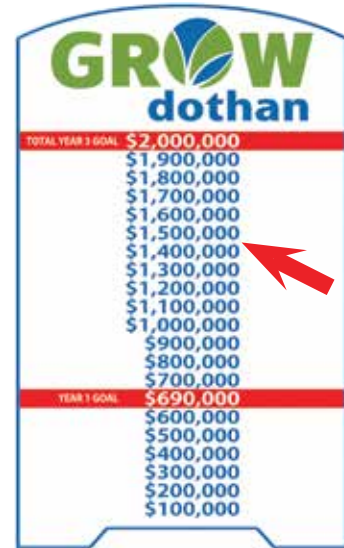
For more sponsorship information or luncheon details, contact Linda Kelley, program coordinator, at (334) 792-5138 or email lkelly@dothan.com.

Working to Meet Business Needs

Grow Dothan, Wallace Community College and Southeast AlabamaWorks toured and met with officials from Eastern Sheet Metal recently to talk about the company's workforce and business needs.

Founded in 1978, Eastern Sheet Metal expanded its operations to Dothan in 2003. The company manufactures commercial heating, ventilating and air conditioning duct systems.

For additional information, contact Eastern Sheet Metal at 334-793-3440; information, call (334) 793-3440 or visit the company's website www.EasternSheetMetal.com.



Helping To Train Heavy Equipment Operators

Grow Dothan and Southeast AlabamaWorks recently visited with officials from the Heavy Equipment Colleges of America located on County Road 25 in Dothan.

Heavy Equipment Colleges of America offers several operational-training programs: Heavy Equipment Level One and Two, Mobile Cranes and Lattice Boom Cranes. After graduation, individuals are provided job placement assistance. Military financial and housing support is also offered to the men and women of the armed forces.

Committed to being a leading education institution offering effective training while maintaining a high stand of quality and integrity, Heavy Equipment Colleges offers its services for the purpose of helping career-transitioning individuals to gain stable, well-paying employment in high-demand occupations.

For more information, contact the Dothan campus at (866) 362-6497 or visit www.HeavyEquipmentCollege.com.

Economic Development In Action

The construction on Gateway Tire of Dothan's new 200,000 square-foot distribution center located in the Westgate Industrial Park is making great strides.

This \$11 million investment will initially create 30 jobs and add to the area's strong distribution and logistics sector. Future plans for more growth are in place once the company is operational.



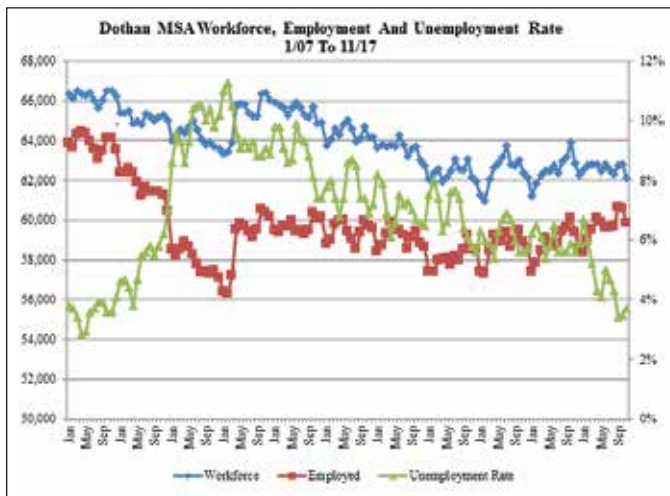
Dothan MSA Employment/Unemployment And Unemployment Rate



Steve Turkoski,
Project Manager

The Dothan Metropolitan Statistical Area unemployment rate has been steadily dropping and as of November, stands at 3.7 percent. In the below graph the unemployment is depicted as the gap or difference between the blue line (workforce) and the red line (employed) and the rate of unemployment is represented by the green line referenced to the scale on the right in the below chart.

The unemployment rate is the ratio of unemployed to workforce (workforce less



employment divided by workforce). In November 2017 it is $62,120 - 59,824 = 2,296$, then $2,296/62,120 = 0.0369$, or 3.7 percent. .

During his term, Gov. Robert Bentley said he would not accept a paycheck until the state was at full employment. That did not mean that everyone between 16 and 64 had to be employed; it meant that the rate would have to be at a level where “frictional unemployment” accounted for all unemployment.

Full employment in an economy is in which the only unemployment is due to workers transitioning from one job to another. In recent years, “structural unemployment” has been added to the lexicon as an impediment to full employment. Structural unemployment is the unemployment of individuals who lack the skills that employers are seeking and therefore require further education or training to gain employment.

The efforts of our area’s workforce development organizations such as Southeast AlabamaWorks is to reduce structural unemployment. Many of the technical skill sets identified regionally as being lacking in the current population are being addressed by reinvigorated and new educational and training programs.

These efforts are significant and effective, but interestingly, the annual “State of the Workforce Report XI: Southeast AlabamaWorks,” published May 2017, lists basic skills, “those that develop capacities that facilitate learning or the more rapid acquisition of knowledge”, as the skills with the largest skills gap index. The highest indices are for: Active Listening, Speaking, Monitoring and Critical Thinking. The next three highest skills gaps are for social skills: Coordination, Social Perceptiveness and Service Orientation.

In conclusion, there is room for skill development in all areas, basic, social and technical and the responsibility lies with each individual, as well as parents, educational institutions, and employers.



Interested In An Education Career?

Educators, alumni, substitute teachers or individuals interested in a career in education have the opportunity to take part in the Teachers’ Fair at Troy University, Dothan Campus Thursday, March 8, from 9 a.m. until 11 a.m.

Educators may register for the fair at the following website: <https://troy.edu/careerservices>. Look for the registration page under the Announcements column/Dothan Campus Events in the center of the page. Registrations received on or before Feb. 16, 2018, will receive a free ad in the Student Teacher Fair Guide.

If you have any questions, please do not hesitate to contact us at jkrist@troy.edu or (334) 983-6556, ext. 1223.

Troy Announces Plans For New Education Facility

In December 2017, Troy University and area officials announced the university’s plans to build on the Dothan campus the Coleman Center for Early Learning and Enrichment which will provide pre-K education and instruction for aspiring pre-K teachers.

A collaboration between the College of Health and Human Services and the College of Education, the Coleman Center will enhance the university’s support for the Dothan and Wiregrass community in the area of early childhood development.

The facility is named after the Coleman family, owners of Coleman World Wide Moving. For years, the company’s President and CEO, Jeff Coleman, has been an advocate for early education. The center will allow Dothan to give greater access to quality pre-K programs to local children.

The 12,000-square-foot facility will cost between \$2 million and \$3 million and will house classrooms for pre-school aged children, as well as rooms for meetings, workshops, assessment and counseling.



Artist rendition of the Troy-Dothan’s new Coleman Center for Early Learning and Enrichment.

Troy University Dothan and area officials announce plans to build the Coleman Center for Early Learning and Enrichment.



Save The Date

Doing Business With Fort Rucker

To date in FY 2018, Fort Rucker has obligated \$29.9 million:

- 22.93% to Small Business
- 22.60% to Small Disadvantaged Businesses
- 1.23% to Women Owned Small Businesses
- 0.21% to Hubzone Businesses
- 0.01% to Service Disabled Veteran Small Businesses

Will your business get its share? Join Troy University's Small Business Development Center, Fort Rucker's Contracting Office and the Dothan Area Chamber of Commerce for an informative program at the DACC facility Thursday, Feb. 15, from 9-11 a.m. Registration and networking will begin at 8:30 a.m.

Participants will learn:

- Requirements for your business to receive an award;
- The different ways awards are announced and how you can respond;
- The types of awards available at Fort Rucker; and
- More information on the Government Purchase Card Program.

There is a free seminar but pre-registration is required. To register, visit <http://bit.ly/fortruckerdothan>. For more information, contact Judy Callin at (334) 674-2425 or jcallin@troy.edu.

Small Business Seminar

Sexual Harassment: How To Define It, Investigate It And Eliminate It

Dothan Area Chamber of Commerce

Feb. 22 • 2-4 p.m.

The accusations of sexual impropriety, sexual harassment and/or sexually-charged workplaces can prove devastating to businesses, especially if they refuse to acknowledge its existence and turn a blind eye to it. According to a new poll nearly half (48 percent) of currently employed U.S. women surveyed reported that they had experienced an unwelcome sexual advance or verbal or physical harassment at work. Thus, it's important that your overall culture doesn't encourage or quietly condone this type of unlawful, demoralizing and disengaging conduct.

Join the Dothan Area Chamber of Commerce and Dan Sinas, vice president of Human Resources for the PR Companies, for an informative and timely seminar titled "Sexual Harassment: How To Define It, Investigate It And Eliminate It" Thursday, Feb. 22, from 2-4 p.m. at the Chamber facility.

Participants will leave with a better understanding of:

- How to properly define sexual harassment and related unwelcome conduct;
- How to take steps to maintain a harassment-free culture;
- The proper construction of an anti-harassment personnel policy and investigative procedures;
- What to do if one of your company leaders, employees, vendors or customers is accused of harassment or other unlawful - and publicly damaging - sexual misconduct; and
- What never to do while investigating allegations of sexual harassment at work.

This seminar is being offered at no charge and seating is limited and will be on a first-come-first-served basis. To reserve your seat, call Susan Tatom at (334) 792-5138. Deadline to register is noon Tuesday, Feb. 20.

Severe Weather Preparedness Sales Tax Holiday

February 23-25

Alabama's seventh severe weather preparedness sales tax holiday begins at 12:01 a.m. Friday, Feb. 23, 2018, and ends at midnight, Sunday, Feb. 25, 2018.



Alabama shoppers can stock up tax free on common supplies costing less than \$60 that every home and business needs to prepare for a natural disaster, or even a general emergency. Generators costing \$1,000 or less can also be purchased free of the state's 4 percent sales tax during the three-day tax holiday.

For more information, visit www.AlabamaRetail.org/AlabamaSalesTaxHolidays

Small Business Tips

▶ A look at the pros and cons of a self-directed IRA

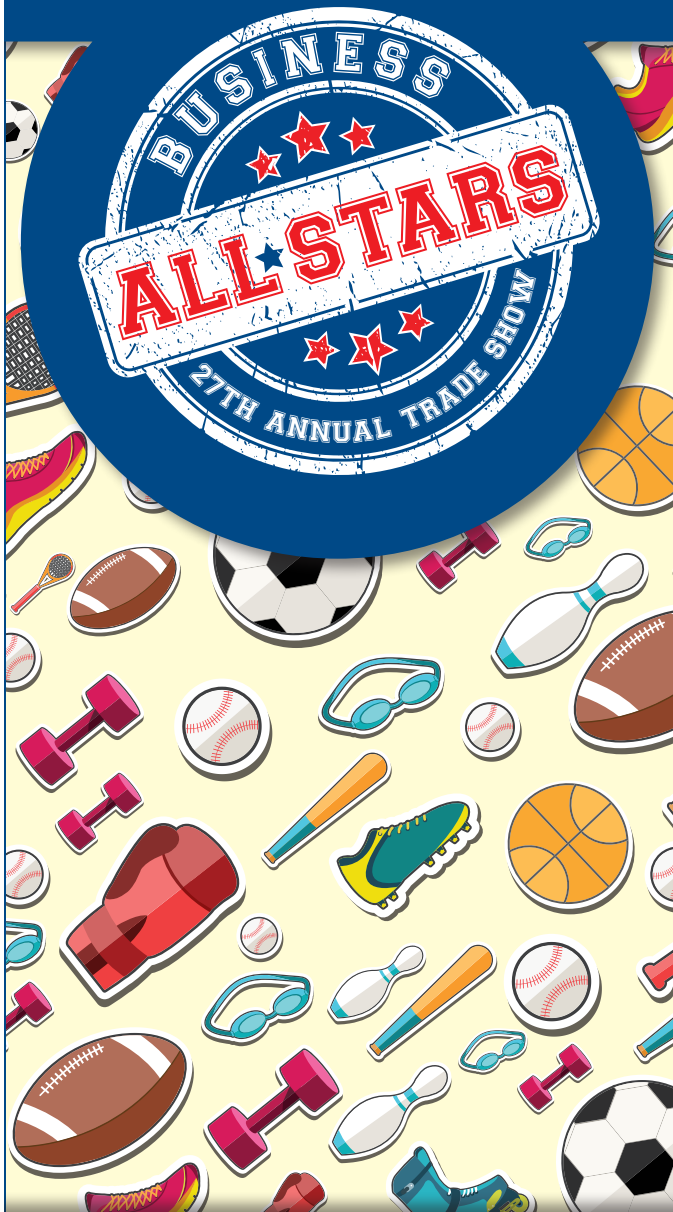
Accountants and tax consultants tend to advise against self-directed individual retirement accounts, writes business journalist Ed Leefeldt, but they can be useful in enabling savers to oversee their own investments and operate a tax-free business within them. However, he cautions that careful attention must be paid to the regulations surrounding them, as significant tax liabilities can be incurred if they are handled incorrectly. Read more: www.cbsnews.com/news/are-you-ready-for-a-self-directed-ira. (Source: *SmartBrief on Main Street*, Jan. 16, 2016; *CBSNews.com*, Ed Leefeldt, "Are you ready for a "self-directed" IRA?" Jan. 10, 2018)

▶ Use creativity to get more out of direct mail

Direct-mail messages tend to receive better response rates than email, but direct mail is expensive and carries a lower return on investment than email does, writes Aja Frost. Swag boxes, fake press releases from your prospect's company and other marketing items are examples of ways teams can get creative with direct mail. Read more: <https://blog.hubspot.com/sales/direct-mail>. (Source: *SmartBrief on Main Street*, Jan. 16, 2018; *Hotspot.com*, Aja Frost, "The Ultimate Guide to Direct Mail," Jan. 12, 2018)

DON'T MISS IT!

The Dothan Area Chamber of Commerce Spotlight on Business



Tuesday, Feb. 6, 2018
Dothan Civic Center ★ 3-7 p.m.

Sponsored By



DOOTHAN AREA CHAMBER OF COMMERCE

2018 Small Business Person of the Year Award Nominations

The Dothan Area Chamber of Commerce has been presenting the Small Business Person of the Year award to deserving outstanding business owners since 1987. Agnes Simpson of WOOF Radio was the Chamber's first Small Business Person of the Year award recipient. This prestigious recognition is awarded annually to an individual owner of a local small business (1-25 employees). The candidate must show growth or sustainability of their business, have strong employee relations, show commitment to social responsibility and exemplify strong community involvement. Although the candidates will be judged in all of these areas they do not have to excel in every area to win.

Do you know a small business owner with a success story and who is making a contribution to the local community and the economy? If so, nominate them. The Chamber will accept nominations for the 2017 Small Business Person of the Year from Jan. 15 to March 14, 2018. The winner will be announced in May at the Small Business Week General Membership Luncheon.

Each nominee must meet the following criteria:

- Employ between one and 25 people.
- Be the founder, partner or owner of the business.
- Business must be a member in good standing of the Dothan Area Chamber of Commerce.
- Have been an active Chamber member for at least three continuous years.
- Business must have been operating in the Dothan area for a minimum of three years.
- Business must exhibit growth and longevity, involvement in community development, innovative practices, and success in the face of adversity.
- Adhere to ethical business practices.
- Candidate can not have won award within the past 10 years.

To nominate a small business person, fill out the information below.
(Please type or print)

Name of Nominee: _____

Company: _____

Nominated By: _____

Your Phone Number or Email Address: _____

Why this individual deserves recognition: *(For additional comments, attach an additional sheet.)*

Return this form to:

Dothan Area Chamber of Commerce • Attn: Hayden Camp
P.O. Box 638 • Dothan, AL 36302 • Fax: (334) 794-4796
Or email Hayden at hcamp@dothan.com

Nominations are due by March 14, 2018
Thank you for your nomination!

CONNECTIONS



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 February 2018
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Economic Indicators

▲	Labor Force for the Dothan MSA for November: 62,866 in 2016; 62,120 in 2017 59,327 in 2016; 59,824 in 2017 Employed
▼	Unemployment for the Dothan MSA for November: 5.6% in 2016; 3.7% in 2017
▼	Residential Building Permits for the City of Dothan for November: 20 issued (\$5.11 million) in 2016; 13 issued (\$3.73 million) in 2017
▲	Home Sales in Dothan for November: 96 sold in 2016; 113 sold in 2017
▲	Enplanements for Dothan Regional Airport for November: 4,149 in 2016; 4,266 in 2017
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for November: \$1,473,194 in 2016; \$1,581,552 in 2017 (County) \$5,038,373 in 2016; \$5,268,882 in 2017 (City)

Editor's Note: Sources for this information vary; call the Chamber for details. Data as of 1/8/18. Visit www.dothan.com for the most current information.

Bob Woodall
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DOTHAN AREA CHAMBER OF COMMERCE

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meeting the challenge shaping the future

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