

Connections

Dothan Area Chamber of Commerce

November 2019



DUTY, HONOR, COUNTRY

Celebrating 100 Years

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OCCUPATIONAL LICENSES

And Certificates

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SMALL BUSINESS SPOTLIGHT

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Your Cover Photo



Your cover photo features the Dothan Area Chamber of Commerce's Chairman Cliff Mendheim, Prim & Mendheim, LLC, accepting the gavel from Outgoing Chair Mary Beth Maddox, Personnel Resources.

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CHAMBER OF COMMERCE

Events Calendar

November

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

- 5 ▶ **Ambassador and Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: Fitness Advantage (Fitness for Ladies) – 10:30 a.m.
Location: 2292 Montgomery Highway
- 6 ▶ **LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: Christian Kids Academy – 10:30 a.m.
Location: 205 Executive Park Drive
Youth Leadership Dothan-Houston County Reception and Orientation – 6:30 p.m.
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall)
- 7 ▶ **Ribbon Cutting: Designs by D. Ethridge – 10:30 a.m.**
Location: 188 N. Foster St., Suite 109
Ninth Annual Business Hall of Fame Banquet and Induction Ceremony – 6 p.m.
Location: 901 Montezuma Ave. (Calvary Baptist Church)
- 11 ▶ **Veterans Day – Chamber Closed**
- 12 ▶ **Youth Leadership Dothan-Houston County Opening Retreat – 7:45 a.m. - 4:30 p.m.**
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall)
Troy University Small Business Counseling – 9:30 a.m. - 1:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
Ribbon Cutting: Pat White Design – 10:30 a.m.
Location: 105 S. Cherokee, Suite 2
- 13 ▶ **LEADS Group 1 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: High Wired Roasters – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 19 ▶ **Ribbon Cutting: Dr. Watts Electric - 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 20 ▶ **LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 21 ▶ **Leadership Dothan Education Day – 7:45 a.m. - 5 p.m.**
Location: 102 Jamestown Blvd. (Chamber)
Business Connections – 4 - 6 p.m.
Location: 1928 Wise Drive (The Core Store)
*See page 3 for more information.
Thank you to our sponsor: Dothan Education Foundation
- 27 ▶ **LEADS Group 1 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 28-29 ▶ **Thanksgiving Holiday – Chamber Closed**

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CONSTRUCTION



YOUR CHAMBER

**Mark Your Calendar
Business Connections**

*The Core Closet
1928 Wise Drive
Nov. 21, 2019 • 4 - 6 p.m.*

Join the Dothan Area Chamber of Commerce for its next Business Connections event Thursday, Nov. 21, from 4-6 p.m. at The Core Closet, 1928 Wise Drive.

Come make some great "Business Connections" in a relaxed atmosphere while enjoying some hors d'oeuvre and refreshments. The event is free and this is a great opportunity for you to network with other DACC members. Remember to bring plenty of business cards to exchange!

For more information, call Hayden Camp, director of membership, at (334) 792-5138 or hcamp@dothan.com.

Thank You To Our Sponsor



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

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Durden

Duty, Honor, Country

Chamber Celebrates 100 Years

The Dothan Area Chamber of Commerce celebrated 100 years of serving the business community at its 100th Annual Meeting held recently at the Dothan Civic Center. More than 550 members attended the luncheon event that was filled with tributes to a century of tremendous growth, economic development and achievement across the Wiregrass.

Event highlights included Mary Beth Maddox, Personnel Resources, passing the gavel to Cliff Mendheim, Prim & Mendheim, LLC, and the honor of having Abbeville native James “Jimmy” Rane, chairman, president and CEO of Great Southern Wood Holdings Inc., as the guest speaker.

During her outgoing remarks, Maddox personally thanked the DACC board of directors, staff, her Personnel Resource colleagues, close friends and family for always being there to cheer her on.

When Maddox became chair, she spoke of her vision for leadership development and asked members for two favors - to make it a point to mentor others in a group and to listen, cooperate and lend support where possible to help make the progressive change that our school system needs in order that every child has the chance to earn the very best education we can give them.

“It’s been a great year, and a busy one. Just scroll through our Facebook page and you’ll see a flurry of activity,” said Maddox. “What makes our chamber so special are the relationships we have with our local legislators, our county and city governments, our county and city school systems, Visit Dothan, the Airport Authority, Troy University, Wallace Community College and the Southeast AlabamaWorks team. You could say our chamber has a conscious, we work hard to do the right thing for our members, our community and our region. We are truly blessed.”

Maddox then passed the gavel to Mendheim, who thanked her for her commitment and hard work. He also thanked the members for the opportunity to serve as the DACC’s chairman. He said, “While contemplating my remarks for today, I reflected on the fact that we are gathered here for our 100th Annual Meeting and the history that has come before us with our chamber. This history, coupled with me standing here before you today as the incoming chairman, makes this a truly special occasion both personally and professionally. On a personal level, I learned just this past year that I am following in the footsteps of my great-grandfather, S. E. Gellerstedt, who served as chairman of our chamber back in 1922 and 1923. And professionally, I will be only the fourth attorney to serve as chairman.”

Mendheim added while it will always be important to remember and honor our chamber’s past, we must also maintain our focus on the future. “Over the course of the next year, I want our chamber to continue to promote and capitalize on regionalism in our area. Our leaders before us had the wisdom to recognize this and designated our chamber as the Dothan Area Chamber of Commerce and not just the Dothan Chamber of Commerce. As the wise prophet King Solomon said in Ecclesiastes 4:12, ‘A chord of three strands is not easily broken.’ Our Dothan Area Chamber will be a stronger chamber if we continue to work together instead of individually or territorially. We are truly blessed as a community to have current leaders who recognize the importance of working together and maintaining one united voice in a time of more and more limited resources.”



Dothan Area Chamber of Commerce Chairman Cliff Mendheim, Prim & Mendheim, LLC, thanks Immediate Past Chairman Mary Beth Maddox, Personnel Resources, for her dedication over the past year.

Other areas of importance Mendheim spoke about were the need to continue our efforts with workforce development, the Wiregrass Foundation’s arts initiative and the upcoming 2020 Census.

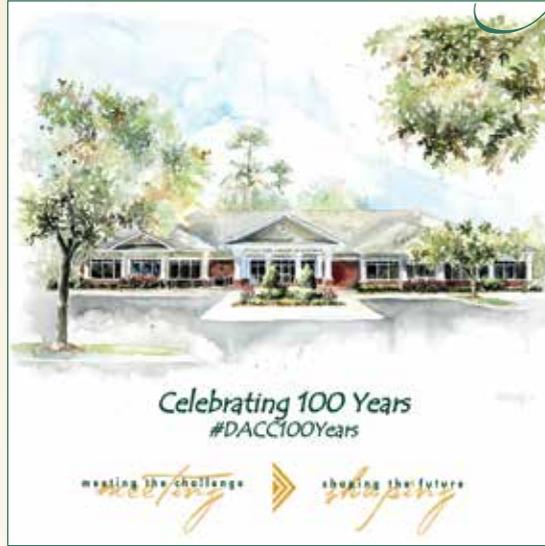
Another highlight at this year’s meeting was the opportunity to meet and hear guest speaker Jimmy Rane. In his opening remarks Rane stated, “I understand the value of a chamber of commerce. “Chambers are important to a community that wants to grow. Every community needs to have taxes if you want police, fire, schools, street lights. All these are necessary in a community and chambers help to bring good corporate citizens which make all these things possible.”

Rane went on to say one man can only do so much, that it’s a team thing and business is a team thing not a one-person thing. “In the end it’s about three things: duty, honor and country. You need to keep your word, stand your post, do what you’re supposed to do and love your country. We need to focus on our community and roll up our sleeves to work hard together, to invest in our community above the yearly tax bill, like volunteering. Acts of kindness can change a person, a community. Take a good look at your hands, you can use them for good or ill will.”

Other luncheon activities included the recognition of the 2019 Ambassador and Diplomat Star of the Year – Mary Colburn, Wiregrass Auto Care, and Team of the Year – The Chamber Six Pack. Congratulations to team members Elizabeth Buntin, Century 21 James Grant Realty; Sheila Cestaro, WDHN TV-18; Mary Colburn, Wiregrass Auto Care; Karen Forehand, MidSouth Paving Inc.; Kelley Massingill, Mary Kay Cosmetics; Tim Rockwell, Country Financial; and Tara Ryals, Troy University.

Special thank you to Pastor John Thomas, Southeast Alabama Baptist Association, for providing the Invocation, (Ret.) Chief Warrant Officer Steve Turkoski for leading us in the Pledge of Allegiance and a BIG shout out to our event sponsors who helped to make this year’s luncheon a success: Diamond Sponsors - Aero-One Altitude and Aero-One Aviation; Platinum Sponsor - PRcompanies; Gold Sponsors – AMEA, Poly Inc., Signs Etcetera Inc. and SunSouth Bank; and Silver Sponsors – All About Roofs, Express Employment Professionals, Flowers Insurance Agency, LLC, Southeast Gas and Wiregrass Auto Care.

100th Annual Meeting



Congratulations to the Dothan Area Chamber's 2019 Star of the Year – Mary Colburn (center), Wiregrass Auto Care. Pictured with Colburn are Immediate Past Chair Mary Beth Maddox, Personnel Resources, and Chairman Cliff Mendheim, Prim & Mendheim, LLC.

Congratulations to the Dothan Area Chamber's 2019 Team of the Year – The Chamber Six Pack. Pictured (l-r) are Immediate Past Chair Mary Beth Maddox, Personnel Resources; Elizabeth Buntin, Century 21 James Grant Realty; Sheila Cestaro, WDHN TV-18; Mary Colburn, Wiregrass Auto Care; Karen Forehand, MidSouth Paving Inc.; Tim Rockwell, Country Financial; Tara Ryals, Troy University; and Chairman Cliff Mendheim, Prim & Mendheim, LLC. Team member not present is Kelley Massingill, Mary Kay Cosmetics.

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Dothan Rescue Mission
Farmers Furniture
Girls Inc. of Dothan

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David A. Dauphin, DMD
Dothan Runners Club Inc.
Jones, Benny F.
Micro Support Services
PRemployer Inc.
Tractor & Equipment Co.

15-19 Years

Alzheimer's Resource Center

Comfort Systems USA

Southeast
The Cultural Arts Center
Hampton Inn & Suites by Hilton
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LifeSouth Community Blood Centers
Jason Ketchum State Farm Insurance
Zaxby's

10-14 Years

Belk - Wiregrass Commons Mall
Blumberg Family Jewish Community Services of Dothan
Don McCleod, CPA, PC
Engineering Group of the Southeast
Oates Estates Apartments
Southeast Health Foundation
Southeast Intervention Group

5-9 Years

Comfort Inn & Suites
The Computer Doctor
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nextAir, LLC
Planet Fitness
Troy Bank & Trust

1-4 Years

Carr Allison
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Digital Marketing Experts
Episcopal Church of the Nativity
Greyhound Bus Lines
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Next Level Apparel
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Renasant Mortgage Lending
Slay-All-Day Pressure Washing
Smoothie King
Wint Smith State Farm Insurance
Straightline Parking, LLC
Veterans Cleaning Solutions
Wiregrass Local

29th ANNUAL TRADE SHOW Spotlight on Business



RED, WHITE & YOU!

IT'S NOT TOO LATE
BOOTHS ARE STILL AVAILABLE!

This year's Spotlight on Business will be held Tuesday, Feb. 18, 2020, at the Dothan Civic Center from 3-7 p.m. This trade show allows members to showcase their products and services to the general public, as well as fellow Dothan Area Chamber of Commerce members.

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

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

For more information, contact Hayden Camp at (334) 792-5138 or hcamp@dothan.com.

#SaveTheDate For These Upcoming Member Events

- ▶ **Seeds of Hope**
Every Thursday • 7 p.m.
Harvest Church Fellowship Hall. This is a grief support group for those who have lost loved ones, are going through a divorce or experiencing any kind of life-changing loss to offer understanding and support to each other as they walk through similar situations. For more information, call Harvest at (334) 702-6555 or email ccare@harvestdothan.com.
- ▶ **Scrabble Club**
Nov. 3, 10, 17, 24 • 2-4:30 p.m.
Dothan Houston County Library Westgate Branch. If you are a lover of the word game Scrabble, then the library has a group just for you. Scrabble Club get together are held every Sunday from 2-4:30 p.m. For more information, call (334) 699-2950 or visit www.dhcls.org.
- ▶ **Homebuyer's Workshop**
Nov. 16 • 10 a.m.
Berkshire Hathaway HomeServices Showcase Properties. Free monthly workshops are held the second Saturday each month, except in November when the workshop date is Nov. 16. To register or for more information, call (334) 792-7474.
- ▶ **Write Night – Open Mic Night**
Nov. 21 • 6-8 p.m.
Wiregrass Museum of Art and Conference Center. Held the third Thursday of February, May, August and November, the event provides an open platform to share original poetry, prose, skits and more. Works can be individual or collaborative and not exceed 5 minutes in length. To register or for more information, contact the museum at (334) 794-3871 or visit www.wiregrassmuseum.org.
- ▶ **2018 National Peanut Festival**
Nov. 1-10 • Times Vary
National Peanut Festival Fairgrounds. The nation's largest peanut festival is held each fall to honor peanut growers and to celebrate the harvest season. For more information on scheduled events and hours, call (334) 793-4323 or visit www.nationalpeanutfestival.com.
- ▶ **Planetarium Shows**
Every Saturday & Sunday • Times Vary
Landmark Park. Shows are held Saturdays 11 a.m., 1 p.m. and 3 p.m. and Sundays at 1 p.m. and 3 p.m. The programs are \$3/person, free for members and are not recommended for children under age 5. For more information, call the park at (334) 794-3452 or visit www.landmarkpark.com.

Have an upcoming event planned?

Send your event information to melia@dothan.com

Dr. Purvis Returns To The Wiregrass



Dr. Daniel Purvis

Dr. David Sheffield and the 20/20 Eye Care team wish to welcome Dr. Daniel Purvis back home to the Wiregrass.

Dr. Purvis specializes in adult and pediatric eye care. He is pleased to provide eyeglass and contact lens fittings, treatment of eye diseases and management of vision related problems.

The professionals at 20/20 Eye Care provide

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For more information, call (334) 792-2020 or visit www.2020eyecaredothan.com.

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Sunset Memorial Hires New Funeral Director



Mikala Smith, Funeral Director

Sunset Memorial Park is proud to welcome Mikala Smith to their family-owned and operated funeral home and crematory. A native of Geneva and a licensed funeral home director and

embalmer, Smith is the newest funeral director to join the company.

Smith began her education at Wallace Community College and then transferred to Jefferson State Community College in Birmingham. While there, she served as president of Sigma Phi Sigma, a national funeral service fraternity. While earning her associate degree in mortuary science, she completed an apprenticeship with Pittman Funeral Home, where she was later hired as a funeral home director and embalmer.

Smith says the funeral industry is definitely a calling. She has a passion for being one on one with the families and hearing about their loved one's life. "I have always said that funeral service is a ministry within itself and getting to be there for families at the most difficult time is the greatest honor."

"We are thrilled to have Mikala join the Sunset family. She has a natural ability to connect with grieving families," said Toni Byrd, Sunset Memorial Park co-owner. "Her warm and compassionate spirit, along with her professionalism, helps guide them in planning a ceremony that truly reflects their loved one's unique personality. She is definitely an asset to Sunset."

Sunset Memorial Park Funeral Home and Crematory, LLC is located at 1700 Barrington Road. Robert and Toni Byrd established Sunset in 1994. Since then, Sunset Memorial Park has seen many changes and continues to provide the most compassionate services to the Wiregrass area residents at a reasonable cost. Sunset is Dothan's only funeral service provider offering on-site funeral, reception center, burial and cremation services.

For more information, call (334) 983-6604 or visit www.sunsetmemorialpark.com or www.facebook.com/sunsetmemorialpark.

Next Steps Taken Toward New Animal Shelter

A team of animal advocates comprised of government officials and employees, Dothan Police Department and Foundation representatives, business leaders and the general public recently met to take steps toward the development of a new animal shelter and adoption center.

Bryan Applefield, who was instrumental in organizing the Wiregrass Spay and Neuter Alliance, presented a detailed report with information gathered from discussions with local animal advocate organizations and research with Shelter Planners of America. Shelter Planners of America has participated in the development of hundreds of animal shelters nationwide.

“Mahatma Gandhi said ‘The greatness of a nation and its moral progress can be judged by the way its animals are treated,’” stated Applefield. “We’ve heard from enough people in the Wiregrass to know that the community cares about the welfare of animals. Further, we believe our citizens will support a clean, safe facility that will be a model of best practices and humane animal care.”

The group is forming a 501(c)3 to oversee the shelter and serve as the fundraising platform for the facility. Currently the Dothan Police Foundation has earmarked initial funding for the project and will serve as the fundraising organization until the 501(c)3 is formalized. A variety of locations will be reviewed as the potential home of the animal shelter. Local area animal advocate nonprofits and organizations will continue to play an important role as the project progresses.

Police Chief Steve Parrish said, “There’s a reason this project means so much to the general public. We need animal advocates, business owners, community leaders, and the public to work together to fulfill this need. We know it is an important undertaking and believe exciting things can happen when our community comes together.”

As the project develops, more information will be available regarding involvement, volunteering and donations.

YOUR CHAMBER

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 melia@dothan.com.

Saliba Center Seeks Collaboration Opportunities

After months of renovations, the Alfred Saliba Family Services Center’s “West Wing” is now ready for occupancy and multiple program services provision.

Located at the main center at 301 W. Lafayette St. and available to nonprofits, the West Wing offers three large rooms, one of which is set up as a training room. There is also a room designated for a resource and meeting room and a “Boutique” which contains clothing suitable for interviews and the workplace.

“The Disabled American Program has already claimed space and it warms our hearts to be able to gain greater access to serving those that have unselfishly served our country,” said Executive Director Belinda Mitchell.

Due to the current state of public transportation in the city and the center’s close proximity to the center of town and the complexes of the Dothan Housing Authority, the Saliba Center can offer nonprofits the opportunities for them to expand their services in a way that’s possibly more convenient for the population they serve.

Examples of potential usage include:

- Workshops and meetings;
- Programs can have a staff person from their agency come to the location on a

monthly/weekly scheduled basis to offer some of their services;

- Programs can conduct ongoing scheduled promotional/information-sharing gatherings to potentially new consumers; and
- Any other creative “out of the box” collaboration/expansion are welcome for consideration.

The benefits of partnering with the Saliba Center are:

- You will be exposing and opening the door to a wealth of other program services that you don’t offer to your consumers. Some of these services include GED classes, case management opportunities, job search assistance and workforce development training;
- You will be demonstrating to your funding sources your efforts to collaborate with other agencies to expand the use of your dollars;
- The Saliba Center is open on Monday, Tuesday and Thursday nights until 9 p.m. with armed security; and
- This is a no-cost opportunity.

For more information, give Mitchell a call at (334) 836-0217, bjaymitchell@gmail.com or visit www.salibacenter.org.



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We are no longer just a medical center. We're a medical leader in the region and beyond. And our name is Southeast Health.



SoutheastHealth.org | 334.793.8111



Census Day Is April 1

April 1 is Census Day, a key reference date for the 2020 Census. Census Day will be celebrated with events across the country.

Your response matters. From health clinics, fire departments, schools, even roads and highways, the census can shape many different aspects of our community.

By April 1, 2020, every home will receive an invitation to participate in the 2020 Census. Once the invitation arrives, you should respond for your home in one of three ways: online, by phone or by mail. When completing the census, you will include everyone living in your home on April 1.

Overall Timeline

Counting every person living in the United States is a massive undertaking, and efforts begin years in advance. Here's a look at some of the key dates along the way:

January – September 2019: The US Census Bureau opened 248 area census offices across the country. These offices support and manage the census takers who work all over the country to conduct the census.

August 2019: Census takers began visiting areas that have experienced a lot of change and growth to ensure that the Census Bureau's address list is up to date. This is called address canvassing, and it helps to ensure that everyone receives an invitation to participate in the

2020 Census.

January 2020: The Census Bureau begins counting the population in remote Alaska.

April 1, 2020: Census Day is observed nationwide. By this date, every home will receive an invitation to participate in the 2020 Census. Once the invitation arrives, you should respond for your home in one of three ways: online, by phone, or by mail. When you respond to the census, you tell the Census Bureau where you live as of April 1, 2020.

April 2020: Census takers begin visiting college students who live on campus, people living in senior centers, and others who live among large groups of people. Census takers also begin conducting quality check interviews to help ensure an accurate count.

May 2020: The Census Bureau begins visiting homes that haven't responded to the 2020 Census to make sure everyone is counted.

December 2020: The Census Bureau delivers apportionment counts to the President and Congress as required by law.

March 31, 2021: By this date, the Census Bureau will send redistricting counts to states. This information is used to redraw legislative districts based on population changes.

Remember, your response matters. For additional information, visit www.2020census.gov/en.html.



Like Mind Marketing Now Offers Free Monthly Seminars

Like Mind Marketing is pleased to announce it now offers free monthly marketing seminars for small businesses. The seminars will be held the second Tuesday of each month from 1-2 p.m. at the Holiday Inn Express on Ross Clark Circle in Dothan.

Seminars will focus on a different topic each month that can help small business owners gain a better understanding of specific marketing tools they can utilize for their specific businesses, which marketing mix might fit their industry best, what marketing techniques have proven to be most cost-effective for their industries and more.

Many small, locally-owned businesses don't have large marketing budgets. Many small

business owners don't mind spending money on marketing and/or advertising, but finding the right marketing mix that will be effective for their type of business (or budget) can be confusing.

The seminars will be limited to 20 people, include handouts and nothing will be sold at these seminars. It is a free workshop full of great information that attendees can take back to their businesses and implement on their own.

To sign up or for more information, contact Melody Hicks at (334) 618-3318, melody@likemindmarketing.com, Nikki Haire at (229) 220-0478, nikki@likemindmarketing.com or visit www.facebook.com/likemindmarketing.

Dawkins Recognized For Community Service



Anita Dawkins, Broker

Great news! Anita Dawkins, owner/broker of Community 1st Real Estate, was recently recognized by the Dothan Association of Women's Clubs for her hard work to make our community better.

For 60 years, the DAWC has honored men and women of Dothan, who unselfishly give of themselves to make the community, lives and society a better place to live and work.

To congratulate Dawkins, or for more information, call (334) 305-0300 or email anita26dawkins@yahoo.com.



WCC Presents Author Tom Franklin



Author Tom Franklin

Wallace Community College will present Southern writer Tom Franklin Tuesday, Nov. 5, from 6:30-8:30 p.m. in Cherry Hall. A native of Dickinson, Alabama, Franklin will present a program

entitled "The Oral Tradition in Contemporary Southern Society and Literature."

Franklin has received numerous awards for his collection of short stories, *Poachers*, and his novels, including *Hell At The Breech* and *Crooked Letter, Crooked Letter*. Dr. Kate Simpkins, Auburn University professor and former Wallace instructor, will present the history and continuing influence of the Southern oral tradition in contemporary Southern society.

The author will have signed copies of his books available for purchase from 8-8:30 p.m. and will accept cash or check. This program is made possible through grant funding from the Alabama Humanities Foundation.

For more information, contact Barbara Thompson, director public relations and marketing, at (334) 556-2629 or bthompson@wallace.edu. For ADA accommodations only, call (334) 556-2587.



Hire Wired Offers Fundraising Program

High Wired Coffee Roasters is now partnering with community organizations in their fundraising efforts with its Coffee For A Cause program, a fun, simple and profitable option of raising money.

High Wired understands the challenges that fundraising can create and is committed to minimizing as much of this burden as possible. Getting started is even easy because High Wired will provide everything necessary to run a successful campaign – order forms, samples, great customer service and a fantastic product.

High Wired is Dothan's local source for fresh, air-roasted, craft coffee appealing to even the most discerning coffee lover. They offer a wide variety of coffees from around the world, as well as flavored choices, including peppermint mocha, snickerdoodle, salted caramel, hazelnut or butter pecan.

High Wired's coffee is unique in a number of ways:

- They offer only the finest coffees sourced from around the world and roasted fresh in south Alabama;
- All of the coffees are air roasted, producing a clean and delicious cup every time;
- They can create a signature coffee, with custom labeling for each fundraising program; and
- They are there every step of the way, guaranteeing a smooth and successful fundraising campaign.

For more information about the Coffee For A Cause program, contact Ange or Eric Brickman at (334) 796-0150, highwiredroasters@gmail.com or visit www.highwiredroasters.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.



Coleman Announces New President/CEO

Coleman Worldwide Moving is pleased to announce the appointment of William "Lacy" Brakefield, III as its new president and CEO. Brakefield is replacing Jeff Coleman who is seeking the Republican nomination for Alabama's Second Congressional District in the US House of Representatives.

Brakefield brings more than 30 years of experience in the household goods industry, including leadership on many industry boards and commissions. He previously served as co-president of Coleman during the company's most successful and profitable years.

Brakefield is a graduate of the University of Alabama, majoring in commerce and business administration. He is a Certified Moving Consultant, Certified Professional Mover and a former Commissioned Officer in the United States Army.

"We want to thank Jeff for his leadership and commitment to Coleman and wish him all the best as he seeks public office," said John Coleman, executive vice president and general counsel. "We look forward to the plans Lacy will put in place as we move into the future of

our company and its role in the transportation industry."

Coleman Worldwide Moving is a global moving, storage and relocation company that is committed to serving the needs of corporations, governments and individuals. Coleman is a family company and it is one of the largest privately held transportation companies headquartered in the Southeast. It operates 60 service centers throughout the US and is the largest agent for Allied Van Lines.

For more information, contact Tony Bridges, vice president of marketing, at (334) 803-8888, ext. 98221, tony.bridges@colemanallied.com or visit www.colemanallied.com.

Alex Wiley Love2RunLLC@gmail.com

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- 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





Michelin Recognizes 40 Years Of Production In The Wiregrass

Michelin Tires will celebrate 40 years of manufacturing in the Wiregrass this year. The factory, located on Mance Newton Road, was constructed in March 1978 and manufactured its first tire in October 1979. The plant has since produced millions of light-truck and SUV tires for the original-equipment and replacement-tire markets.

Several employee and customer-appreciation activities have been planned as a part of the 40th anniversary celebration, including Family Day celebrations. “We look forward to hosting our family members and friends as we celebrate four decades of delivering high-quality Michelin tires for our customers,” said Felicia Sanders, site manager. “The celebration will allow us to reiterate our messages of safety, quality and customer-focus while also having fun in the sun.”

The factory occupies more than 350 acres and more than 673,500 square-feet of manufacturing space under its roof. Approximately 500 people are employed at Michelin Dothan and the site operates on a 24/7 schedule. About 350 Michelin retirees currently live in the Wiregrass.

The factory has made a significant impact on the community in which it is located. The Michelin Dothan plant has donated to many charitable causes locally and is involved in several local educational programs. Some of these organizations include the Dothan Education Foundation, Troy University, United Way Wiregrass and Southeast AlabamaWorks.

In recent years, Michelin Tire Manufacturing was named Alabama Air Conservationist of the Year, the Alabama Large Manufacturer of the Year and was honored by the Governor’s Committee on the Employment

of People with Disabilities. The Dothan plant was recently awarded an Environmental Stewardship Grant to host a wildlife expo, in partnership with the Alabama Cooperative Extension Center. The factory has previously won other environmental stewardship grants along with several Outstanding Energy and Safety Performance Awards.

Michelin Dothan Tire Manufacturing has been recognized with the United States Tire Manufacturers Association Excellence Award in each of the last three years, being one of only four tire factories in the country to receive the award in 2019. The Excellence Award recognizes facilities that demonstrate a rate for serious injuries and illnesses in the workplace that 75 percent or more below the industry average.

Dedicated to the improvement of sustainable mobility, Michelin designs, manufactures and sells tires for every type of vehicle, including airplanes, automobiles, bicycles, earthmovers, farm equipment, heavy-duty trucks and motorcycles. The company has earned a long-standing reputation for building innovative premium tires.

Since 1989, Michelin has received 80 J.D. Power tire customer satisfaction awards - five times the number of all other tire manufacturers combined. In addition to tires, the company also publishes travel guides, hotel and restaurant guides, maps and road atlases. Headquartered in Greenville, South Carolina, Michelin North America (www.michelinman.com) employs about 22,700 and operates 19 major manufacturing plants.



WIREGRASS
PUBLIC SAFETY
CENTER

Framing Begins On “Teach Me” House

Framing began recently on the unique safety education “Teach Me” House, one of the iconic features of the 24-acre Wiregrass Public Safety Center. The only one of its kind, the Teach Me House provides an authentic, home-like setting for safety training and education purposes. The Wiregrass communities’ youth, first responders and the general public can be specifically trained in the handling of emergency situations such as fire, intruders or evacuations.

The fully furnished, three-bedroom, two-bath Teach Me House is being constructed entirely through in-kind donations and sponsorships. By teaching relevant safety curriculum in the familiar surroundings of a home, students of all ages can attain a deeper understanding of the lessons, and better apply them in the future. The house will also be a considerable

resource for first responders, as it elevates the fidelity of training related to domestic disturbances, evacuation and emergency medical responses.

The Wiregrass Public Safety Center is a national model for improving the readiness and effectiveness of first responders and the safety education of the general public. The center’s many resources provide law enforcement officers, firefighters and EMTs an unmatched ability to prepare for the rising complexity of today’s emergency situations. In addition, a strong commitment to the community amplifies its impact through instruction and training opportunities for volunteer responders and other residents.

The center is funded by a partnership of public and private institutions including the Wiregrass Foundation, city of Dothan and Houston County. For more information, visit www.safewiregrass.org.

Occupational Licenses And Certificates



Steve Turkoski,
Project Manager

In a previous article Governor Ivey’s Success Plus plan was introduced. The objective of the plan is to have 50,000 more skilled workers by 2025. A list of credentials that qualify under the plan must be valuable, portable, stackable, trackable and in demand.

Since 2015, the US Census Bureau has been including questions about workers licenses and credentials on the Current Population Survey. “In 2018, more than 43 million people in the United States held a professional certification or license. The prevalence of occupational licenses, common in fields such as health care, law and education, has risen substantially over the past 50 years.”

In the CPS, the difference between a certification and a license is based on who issued the credential. Specifically:

Certification

- Credential awarded by a nongovernmental certification body;
- Based on an individual demonstrating, through an examination process, that they have acquired the designated knowledge, skills, and abilities to perform a specific job;
- Does not convey a legal authority to work in an occupation; and
- Examples: information technology certifications and project management professional certifications.

License

- Credential awarded by a governmental licensing agency based on pre-determined criteria; and
- The criteria may include some combination of degree attainment, certifications, educational certificates, assessments (including state-administered exams), apprenticeship programs, or work experience.

Source: NCES report, 2016, <https://nces.ed.gov/pubs2017/2017103rev.pdf>

Data is not presented at the state or county level. 2018 survey results are provided in the table below.

As can be seen in the table below, the unemployment rate is significantly lower nationwide for those with certificates or licenses, as compared to those without. This is good reason to support Success Plus.

Two sources are available to find information on occupations that require a license or certificate in Alabama. The Alabama Department of Public Health lists occupations related to health care and related occupations, www.alabamapublichealth.gov/about/certificates.html and the Alabama Department of Labor publishes the Alabama Licensed Occupation Guide <http://www2.labor.alabama.gov/WorkforceDev/LOG/LOG.pdf>. This guide provides occupational codes, a description of the occupation, and projected growth.

The ongoing efforts of the state Workforce Development entities will develop another list of credentials that will not be mandated by law but will provide the benefits that come with skill credentialing and meet regional demands. Source: *Monthly Labor Review*, June 2018

Characteristic	Labor Force Participation Rate		Employment–Population Ratio		Unemployment Rate	
	With A Certification or License(1)	With A Certification or License	With A Certification or License(1)	With A Certification or License	With A Certification or License(1)	With A Certification or License
Total, 16 years and over	87.7%	57.8%	86.0%	55.2%	2.0%	4.5%
16 to 24 years	86.1	53.3	82.3	48.5	4.4	9.0
25 to 54 years	94.0	78.6	92.3	75.7	1.8	3.8
55 years and over	74.6	34.3	73.1	33.2	2.0	3.3
Less than a high school diploma	84.8	44.4	81.9	41.9	3.4	5.8
High school graduates, no college(3)	88.4	54.3	85.9	51.9	2.8	4.3
Some college or associate degree	87.5	60.2	85.6	57.9	2.2	3.7
Some college, no degree	86.7	58.7	84.5	56.3	2.5	4.0
Associate degree	88.3	62.8	86.5	60.8	2.0	3.2
Bachelor’s degree or higher	87.9	67.7	86.7	66.0	1.4	2.5
Bachelor’s degree only	88.5	68.8	87.2	67.0	1.5	2.5
Advanced degree(4)	87.3	65.3	86.1	63.6	1.3	2.6

Table notes:

- (1) A person may have more than one certification or license.
 (2) People of Hispanic or Latino ethnicity can be of any race.

(3) Includes people with a high school diploma or equivalent.

(4) Includes people with a master’s, professional, or doctoral degree.
 Source: U.S. Bureau of Labor Statistics.



DEF Announces New Core Store

Beginning early 2020, the Dothan Education Foundation is pleased to announce its newest program, the DEF Core Store, where eligible teachers will be able to shop for needed classroom supplies at no cost.

According to recent survey from DEF, teachers are spending on average of up to \$600 a year on items needed for their classroom in addition to yearly stipends. According to DEF Executive Director Lindsey Fountain, “For the past year, our board has been working hard to determine how to best support what we believe is the core to our mission, teachers and students. We want to continue to expand our reach of mobilizing resources to a greater level with the things they need the most, core supplies such as pencils, pens, markers, crayons, paper, cleaning supplies and more.”

The Core Store will be open to Dothan City School eligible teachers to shop at certain times during the week. DEF will move its current office into retail and warehouse space compatible for this new operation.

“We know that this is a need in our community and often teachers fill in the gap for students that simply cannot afford supplies,” added Fountain. “We want teachers to know that we are dedicated to launching this new program and working with our community to build the Core Store to its fullest capacity. This is an exciting expansion to our core mission and another great way for Dothan to support education.”

While the Dothan Education Foundation is working on developing relationships with regional and national business partners to help obtain

supplies for the store in 2020, in the beginning stages, the foundation will rely heavily on the community’s support through various local school supply drives and sponsorships.

In support of education, companies such as Publix Supermarkets and Tyndall Federal Credit Union have already committed to providing donations and/or sponsorship in support of the store. The foundation looks forward to working with other community supporters to make this program successful.

The 2019 Stock Our Shelves event began Oct. 1 and throughout the month there will be promotions by local businesses in exchange for school supplies. Each week will feature a different theme and the public is encouraged to participate. More information can be found on the Stock Our Shelves Month calendar of events that can be downloaded from the foundation’s Facebook page or by visiting www.dothaneducationfoundation.org.

To find out how your business can help the new Core Store, contact Fountain at (334) 803-8551.



WOW Registration Is Now Open

Are you aware that Southeast Worlds of Work - World Operator Registration is now live? This year the event will be held Wednesday-Thursday, Feb. 19-20, at the National Peanut Festival Fairgrounds in Dothan.

Southeast WOW is a hands-on event for over 4,000 eighth graders in 16 counties. Businesses and industries across our region set up hands-on, interactive booths that allow students to “test-drive” careers.

It’s super simple to register, visit www.southeastwow.org/world-operators. The registration deadline is Tuesday, Dec. 17. Registrations will be accepted after Dec. 17th, but Southeast WOW cannot guarantee your logo will be included in the *WOW World Tour Guide* student book.

To register, or for additional information, contact Melanie Hill at (334) 596-9145 or melanie@southeastwow.org.

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.

#DACC100Years

meeting the challenge » shaping the future

Mark Your Calendar For This Upcoming Seminar



New Employment Laws Take Effect: What You Don't Know Can Hurt You

Dothan Area Chamber of Commerce

Nov. 12 • 2-3:30 p.m.

Are you aware of the new employment laws that are or have already taken effect? What you don't know can hurt you. It's important that your business is compliant with state and federal laws.

To help you stay informed of the new laws, mark your calendar and join the Dothan Area Chamber of Commerce and Dan Sinas, vice president of Human Resources for the PR Companies, for this informative and timely seminar Tuesday, Nov. 12, from 2-3:30 p.m. at the Chamber facility.

The seminar is being offered at no charge; however, pre-registration is required by noon Monday, Nov. 11. To reserve your seat, call Susan Tatom at (334) 792-5138.

Helping To Make A Difference For Members

DACC Leads Groups

A little over two years ago, the Dothan Area Chamber of Commerce added a Leads Group as a benefit to its Chamber membership. The Leads Group was designed to help members grow their customer base through a supportive referral network.

Leads Group relationships are designed to benefit both partners, while increasing their marketing reach through providing quality referrals and collaboratively supporting each members' business.

Members have the opportunity to exchange leads, learn how to give a 30-second elevator pitch, and do a presentation as the featured speaker at least once a quarter. Leads Group membership is exclusive in that only one representative from a particular industry can participate in each group.

The program was so popular, the DACC soon added a second Leads Group. Each group is encouraged to invite and bring guests to their biweekly weekly meetings.

Leads Group referrals are built on trust and the groups have done an excellent job in using the relationships grown in the groups to expand their customer base and grow their businesses. Together the Leads Groups have done over \$150,000 since April 2019.

If you are interested in joining a Leads Groups, visit www.dothan.com/membershipbenefits.



Small Business Spotlight

Q: What percentage of net new jobs do small businesses create?

A: From 2000 to 2018, small business created 9.6 million net new jobs, while large business created 5.2 million. During this period, small business accounted for 64.9 percent of net new job creation.

Q: What is the role of small businesses in the economy?

A: Small businesses comprise 99.9 percent of all firms, 97.5 percent of exporting firms, 33.3 percent of known export value, and 40.7 percent of the private-sector payroll.

Q: How many small businesses are in the United States?

A: There are 30.7 million small businesses in the US. In comparison, there are only 19,699 large businesses.

SMALL BUSINESS SATURDAY

November 30, 2019

#ShopSmall



Helping Small Business Do More Business

Saturday, Nov. 30, is Small Business Saturday. What is Small Business Saturday? In 2010, American Express founded Small Business Saturday to help businesses with their most pressing need - getting more customers. The day encourages people to shop at small businesses on the Saturday after Thanksgiving. The single day has grown into a powerful movement, and more people are taking part than ever before.

When you shop small, it can lead to big things. The Shop Small Movement makes an impact on neighborhoods across the country. So be sure to get out a shop at your local small businesses.

American Express even offers free, personalized marketing materials to small business owners to help promote your small business and to drive customers to your door.

For more information about Small Business Saturday, visit www.americanexpress.com/us/small-business/shop-small.

Your Investment Benefits

CONNECTIONS

STATUS

Who you know makes a difference!

The Chamber connects you to business contacts through seminars, meetings, and business trade shows

NETWORKING

LEADS groups directly connect you to other businesses who will network for you

DISCOUNTS

Save money on your business expenses through the Chamber's member-to-member discount program

REFERENCES

The Chamber connects your business through references from newcomers, tourists, area residents, and businesses

SCHOLARSHIP

Connect your employees to Troy University for a 10% scholarship on tuition costs and up to four free classes

RECRUITING

Connect your business to workforce development partners to help you find the best employees

ADVOCACY

STRATEGY

Become a part of the vision and strategies of the largest and strongest business organization in the area

POLICY

Public policy matters. That's why we monitor local, state, and federal issues for you

EDUCATION

Advocate for quality education system

CAREERS

Advocate for career and technical education classes that meet business needs

MILITARY

Advocate for economic impact and long-term viability and growth of Fort Rucker

LEADERSHIP

Advocate for tomorrow's future leaders with Leadership Dothan & Youth Leadership Dothan-Houston County classes

GROWTH

CONSULTING

Partnership with the Small Business Development Center for small business consulting

DATA

Real time data including wages, cost of living, taxes, labor force, and trends to help make sound business decisions

TOOL KIT

Small Business Toolkit to help new business get started

FUNDING

Access to federal, state, and local dollars to help fund growth

EXPANSION

Lead entity for recruiting new industry - \$500 million in new investments and 3,000 jobs over last 3 years

COMMUNITY

Work with partners to develop key infrastructure



DOTHAN AREA CHAMBER OF COMMERCE



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Economic Indicators

▲	Labor Force for the Dothan MSA for August: 62,790 in 2018; 64,397 in 2019 60,099 in 2018; 62,535 in 2019 Employed
▼	Unemployment for the Dothan MSA for August: 4.3% in 2018; 2.9% in 2019
▼	Residential Building Permits for the City of Dothan for August: 23 issued (\$6.76 million) in 2018; 20 issued (\$5.46 million) in 2019
▲	Home Sales in Dothan for August: 134 sold in 2018; 141 sold in 2019
▲	Enplanements for Dothan Regional Airport for August: 5,036 in 2018; 5,069 in 2019
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for August: \$1,643,335 in 2018; \$1,746,331 in 2019 (County) \$5,502,499 in 2018; \$6,005,349 in 2019 (City)

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Editor's Note: Sources for this information vary; call the Chamber for details.
 Data as of 10/07/19. Visit www.dothan.com for the most current information.

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DOTHAN AREA CHAMBER OF COMMERCE

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meeting the challenge shaping the future

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