

CONNECTIONS

Dothan Area Chamber of Commerce

December 2019



THANK YOU
for shopping
LOCAL

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www.dothan.com
(334) 792-5138

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



Events Calendar

December

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

- 3 ▶ Ambassador and Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: Exchange Center for Child Abuse Prevention Expansion – 10:30 a.m.
Location: 102 Morgan St.
- 4 ▶ LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: New Believer's International Church – 10:30 a.m.
Location: 1307 Travis Road
Small Business Seminar: Starting A Business – 1:30-3:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required, see page 19 for more information.
- 5 ▶ Leadership Dothan Communication Workshop – 7:45 a.m. - 5 p.m.**
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc's Sterling Event Services Rotary Hall)
Ribbon Cutting: Tic Task Virtual Assistant Services – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 10 ▶ 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: Sidewalk Label Boutique – 10:30 a.m.
Location: 1369 Headland Ave., Suite 6 (Windmill Station)
Small Business Seminar: How To Use Google To Grow Your Business – 11:30 a.m. - 1 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138. See page 19 for more information.
- 11 ▶ Youth Leadership Dothan-Houston County Wiregrass Youth Leadership Forum – 7:45 a.m. - 4:30 p.m.**
Location: 320 E. College St., Ozark (Ozark Civic Center)
LEADS Group 1 Biweekly Meeting – 8 a.m.
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: Southern Traditions Wedding and Event Rentals – 10:30 a.m.
Location: 576 Johnnie Ingram Road, Webb
- 12 ▶ Ribbon Cutting: Tax Pro Accounting, Bookkeeping & Payroll Services – 10:30 a.m.**
Location: 2306-1 Montgomery Highway
- 17 ▶ Ribbon Cutting: Apex Commercial Janitorial Solutions, LLC – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 18 ▶ LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
Ribbon Cutting: Go Digital with Donnia – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 19 ▶ Ribbon Cutting: Ingram Land and Realty Relocation – 10:30 a.m.**
Location: 16662 U.S. Highway 431 South, Headland
- 24-25 ▶ Christmas Holiday – Chamber Closed**

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www.thealabamapecancompany.com
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Dothan Technology Center's Academy of Health Science & Biomedical Sciences

3165 Reeves St.
Dothan, AL 36303
Chris Duke
(334) 794-1436
www.dothan.k12.al.us
EDUCATIONAL SERVICES



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www.southeasternchiropractic.com
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ARCHITECTURE /
BUILDING / DESIGN



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Southeast Health Cancer Services

1108 Ross Clark Circle
Dothan, AL 36301
Mark Stewart
(334) 793-8111
www.southeasthealth.org
MEDICAL SERVICES



Keller Williams Realty Southeast Alabama

1841 Honeysuckle Road
Dothan, AL 36305
Henry Quintero
(334) 702-3595
<http://mc1135.yourkwoffice.com>
REAL ESTATE -
RESIDENTIAL



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

• JUSTICE PARK MEDIA CENTER •

(Located in the Heart of Downtown Dothan)

Durden

www.dothan.com

Helping To Advance Small Business

The heart of every community is small business. Small businesses pay local taxes, offer employment, healthcare and retirement benefits. They support area fundraisers and community events. We see their names at our children's events and community meetings. They are the volunteers and sponsors of local races, festivals, walk-a-thons and much more.

The Small Business Administration's definition of a small business is "an independently owned and operated company that is limited in size and in revenue depending on the industry." A local bakery that employs 10 people is an example of a small business. A manufacturing facility that employs less than 500 people is another example of a small business.

When you look at the Dothan Area Chamber of Commerce's membership, over 85 percent are small business (less than 500 employees). The DACC strives daily to help advance small business. Goal 5 in the Chamber's annual *Strategic Plan* is to "Grow membership and provide resources necessary for business people to create, sustain and expand regional companies."

To help achieve the above goal, the DACC has incorporated several different partnerships and avenues of support for its members, entrepreneurs and area small businesses. Some examples include:

- 1. Small Business Toolkit** - Published in cooperation with the Southeast Regional Planning and Development Commission, Troy University's Small Business Development Center, the toolkit is a business startup and survival manual intended to provide help to individuals who are contemplating starting a small business in southeast Alabama. The manual can also be printed off for free from the Publications page on the DACC's website (www.dothan.com/Publications).
- 2. Small Business Counseling** - On the second Tuesday each month, advisors from the Small Business Development Center at Troy University are available for free confidential, one-on-one business counseling appointments at the DACC facility. The SBDC business advisors have almost 100 years of experience between them and can counsel small business owners on a wide range of business issues such as feasibility of new business ideas, shaping business plans, investigating funding opportunities, as well as other common issues business owners face. To schedule an appointment, contact Susan Tatom at (334) 792-5138.
- 3. Entrepreneurship Council** - The council's mission is to welcome and promote entrepreneurship in the community by bringing together valuable resources, professional support and exposure. Its main focus is on the educational facet of its mission, which is to promote the creative spirit, primarily through a series of seminars and networking events in the area among those people who wish to start and grow businesses. For more information, visit www.entrepreneurshipcouncil.org.



- 4. Small Business Seminars and Workshops** - The DACC hosts monthly seminars and workshops of interest to the membership. These informative, timely seminars usually last from one to two hours.
- 5. LEADS Groups** - The LEADS groups directly contribute to the economic development of the Wiregrass area by increasing the business and profits of DACC member businesses/organizations through structured, noncompetitive, relational networking and the exchange of referrals and leads. Currently, the LEADS Groups meet semimonthly every other week on Wednesdays at 8:15 a.m. at the DACC. For more information, visit www.dothan.com/MembershipBenefits.
- 6. Business Referral System** - The Chamber receives dozens of calls and requests for recommendations on goods and services to be purchased in the Dothan-Houston County area. These newcomers, tourists, area residents and businesses are referred to DACC members only.
- 7. Social Media Promotion** - The DACC maintains an Instagram and Facebook page, which has over 6,500 followers, and shares pictures, community events, job postings and announcements to help promote the area's great business community.
- 8. Podcasts** - The Podcasts which feature local guests help to raise awareness of the area's business community and services. Top view past Podcasts, visit <https://podcasts.apple.com/us/podcast/dacc-chamber-connections-podcast/id1436509758?mt=2>.
- 9. #TryItTuesday Videos** - The videos are another way for the DACC to promote area businesses and encourage viewers to shop local. To view the videos, visit our Facebook video library or YouTube page.
- 10. Small Business Development Links** - An entire page on the DACC's website is dedicated to providing links associated with the development and growth of small business (www.dothan.com/SmallBusinessDevelopmentLinks).

The above is only a "short" list of all the different resources your local chamber of commerce has to support the area's small businesses. If you need any additional information, please don't hesitate to give the DACC a call at (334) 792-5138. We are here to help you!

10 Ways Your Chamber Helps To Advance Small Business

- | | |
|--|--------------------------------------|
| 1. Small Business Toolkit | 6. Business Referral /System |
| 2. Small Business Counseling | 7. Social Media Promotion |
| 3. Entrepreneurship Council | 8. Podcasts |
| 4. Small Business Seminars and Workshops | 9. #TryItTuesday Videos |
| 5. LEADS Groups | 10. Small Business Development Links |

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.

Sponsored By:



5 Reasons To Exhibit At Spotlight On Business

If you're a Dothan Area Chamber of Commerce member, chances are one reason you joined was to gain exposure for your company. On Tuesday, Feb. 18, from 3-7 p.m. at the Dothan Civic Center, 90-plus companies will participate in Spotlight on Business, the area's largest trade show. This is one of the avenues the DACC offers for promoting your company. A few booths are still available for the 2020 show.

If you're interested in one, contact Hayden Camp, the Chamber's director of membership, at (334) 792-5138 or hcamp@dothan.com.

If you're not sure about the \$350 (+25 for electricity if desired) investment to host a booth, here are five reasons why the trade show is important to your company's marketing activities:

- 1. Showcasing yourself and your products.** People do business with people they know. Spotlight on Business is a powerful platform to stand out from the crowd, meet people face-to-face and tell them about your company and its benefits.
- 2. Customer Relations.** Whether you're looking to expand your customer base or build stronger relationships with existing companies, Spotlight on Business will draw 1,500-plus attendees. Research shows that trade shows produce qualified leads, and sometimes it's with the person in the booth next to yours.
- 3. Networking.** If you're attending or exhibiting, you'll see community and industry leaders at Spotlight on Business. Shaking hands with a few of them could earn you a connection that could lead to more business.
- 4. Measuring the competition.** Everyone does it. Knowing your competition is a strategic move every entrepreneur should employ. In a friendly environment, you'll be able to observe those in your industry as well as others. How are they different? What can you learn from them?
- 5. Generating leads.** There's a difference between collecting business cards and finding a quality lead. At Spotlight on Business, you can experiment with different sales techniques, gaining immediate feedback through responses and body language on what works and what doesn't. You'll have a sea of representatives from the business community to attract to your booth. The key here is follow-up. Prove your tenacity beyond Spotlight on Business with personalized phone calls or emails to set a time to visit with them one-on-one and keep your business in the forefront of their decision-making.

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.

NewMembers

Clip and add these to your Membership Directory.

Azara Degourville Personal Chef

1267 S. Park Ave.
Dothan, AL 36301
PH: (334) 655-7307
PERSONAL SERVICE
AND CARE

Comcast Business

Chris Maybee
557 S. Oates St.
Dothan, AL 36301
PH: (904) 362-6389
www.business.comcast.com/enterprise
BUSINESS AND
PROFESSIONAL
SERVICES

MeMe K's Diner

Jake Herrera
1970 Reeves St., Suite 201
(Dothan)
209 W. Lily St.
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FAX: (334) 588-3331
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New Believer's International Church

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P.O. Box 6181
Dothan, AL 36302
PH: (813) 601-6776
RELIGIOUS
ORGANIZATIONS

Pro Tax

Chuck Nobes
1127 S. Oates St. (Dothan)
5024 Sears Court
Columbus, GA 31907
PH: (334) 446-1087
ACCOUNTANTS

Sidewalk Label Boutique

Brittany Wilson
1369 Headland Ave., Suite 6
Dothan, AL 36303
PH: (334) 695-1038
www.sidewalklabelboutique.com
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Tax Pro Accounting, Bookkeeping & Payroll Services

Dechauna Tensley
2306-1 Montgomery
Highway (Physical)
501 Pepperridge Road
Dothan, AL 36301
PH: (863) 430-8470
ACCOUNTANTS

The Alabama Pecan Co.

Elizabeth Shanks
105 Apple Ave., Suite 1
(Dothan)
6 W. English St.
Samson, AL 36477
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www.thealabamapecancompany.com
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Ozark, AL 36360
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www.tictaskva.com
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SERVICES

Tre-Corp Global Consultants Inc.

Paul Hill
3927 Montgomery Highway,
Suite 111 (Physical)
104 Apple Ave., Building 3,
Suite 111
Dothan, AL 36305
PH: (321) 445-6039
BUSINESS AND
PROFESSIONAL
SERVICES

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1618 W. Main St.
Dothan, AL 36301
PH: (334) 618-8065
www.getwellrooted.com
SHOPPING / SPECIALTY
RETAIL

Wiregrass Real Estate, LLC

Bobby Dean
101 Cason Court, Suite 5
Dothan, AL 36305
PH: (334) 791-8830
www.dothanrealestate.us
REAL ESTATE -
COMMERCIAL

Ambassadors & Diplomats

Star Of The Month



Mary Colburn
Wiregrass Auto Care

Team Of The Month

Won And Done



Congratulations to the Ambassador and Diplomat Team of the Month "Won And Done" for being our Team of the Month. Team members (seated l-r) are Katie Saliba, *Personnel Resources*; Mary Colburn, *Wiregrass Auto Care*; (standing) Katlin Pugh, *Jason Ketchum State Farm Insurance*; and Holli Reynolds, *Five Star Credit Union*. Team member not pictured are Stacey Brackin, *Wiregrass Rehabilitation Center Inc.*; Cindy Grommes, *New York Life*; and Dot Thompson, *Ford Finders Employment Services, 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

60 To 69 Years

Todd & Sons

40-49 Years

Allied Motion
Care Animal Center

30-39 Years

Dothan Career Center
First United Methodist Church
Houston Academy
PPG Architectural Coatings
Spectrum Enterprise
Wiregrass Commons Mall

25-29 Years

Carpetland USA
Dothan Mini-Storage South
and West
Flowers Medical Group
PrimeCare
Kelly Co., LLC
Scenic Cable Network &
Production
ScreenTech

20-24 Years

Eastern Technologies
Hara Financial Services, LLC
Kiwanis Club of Dothan
Oriental Imports
Performance Carpet
Cleaning & Restoration
Ward Wilson Memory Hill
Funeral Home

15-19 Years

Blue Plate (West)
Four Star Freightliner
Wiregrass Area Food Bank

10-14 Years

Herring, Mike
Highland Hills Apartments
KFH Industries Inc.
Publix Super Market #1369
ServisFirst Bank
Synergy Health & Fitness
Wiregrass 2-1-1

5-9 Years

All Metal Roofing &
Siding, Inc.
Best Western Dothan Inn
& Suites
Buffalo Wild Wings
Chicken Salad Chick
Crown Trophy - Dothan
Dandridge Dental, PC
Dothan Real Estate Team
Full Moon Bar-B-Que
The Home Depot #0808
Laurel Oaks Behavioral
Health Center
Moulton, Judge Kevin
Southeast Alabama
Community Action
Partnership
Southern Home
Builders, LLC
Southside Auto and Truck
Repair
State Bank & Trust Co. dba
SB&T Bank in Alabama
Wiregrass Church
ZiggyPie, LLC dba Southside
Granite Showroom

1-4 Years

Billy's Paint & Body Shop
Bird & Bean Coffee House
The Black Law Firm, LLC
Bryan's Outdoor Equipment
CBW Cabinetry
Chick-fil-A East
Clean Eatz
Coastal Signs & Graphics
David's Performance Factory
Dermatology Center
South, PC
Dothan Behavioral Medicine
Clinic / Harmonex
Enco Electronic Systems
Florida Certified Sign
Erectors
Flowers Medical Group Family
Medicine Medical Drive
FULLEFUELED, LLC
Henry County Economic
Development Authority
High Wired Roasters
Hotspots Outdoor
Howell Hardwood Flooring
IB XLAM USA, LLC
iXL Real Estate Wiregrass
Maxwell Building
Miller Orthodontics
Mr. Mattress
Ravenwood Sporting Clays
Sleep Number by Select
Comfort
Smoothie King (West)
Whitten Homes, LLC

#SaveTheDates For These 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 available. For more information, call Harvest at (334) 702-6555 or e-mail celebraterecovery@harvestdothan.com. "You can't heal a wound by saying it's not there!"
- ▶ **HCRW Christmas Party Dec 5 • 11:30**
Wiregrass Rehabilitation Center Inc., Sterling Event Services Rotary Hall. The Houston County Republican Women will hold its Christmas party Thursday, Dec. 5, at 11:30 a.m. The group holds regular monthly meetings the fourth Thursday of each month. Meetings include a scheduled guest speakers, lunch at 11:30 a.m. (\$10/person) and the program at noon. All are invited to attend the meetings. Reservations are required the Tuesday before the meeting date. To make your reservation, or for more information about the organization and how you can become a member, email hcrw@live.com.
- ▶ **1st Saturday Family Day Dec. 6 • 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, call (334) 794-3871 or visit www.wiregrassmuseumorg.
- ▶ **"The Nutcracker" Dec. 5-8 • Times Vary**
Dothan Civic Center. Presented by Southeast Alabama Dance Company, this full-length Tchaikovsky classic features a magical tradition where snowflakes dance, flowers waltz and dolls come to life. Become a part of Dothan's greatest holiday tradition. For performance times and tickets, call the Dothan Civic Center at (334) 615-3175. For more information, call (334) 702-7139 or visit www.southeastaldanceco.com.
- ▶ **Downtown Dothan's Christmas Festival Dec. 7 • 10 a.m.-2 p.m.**
Downtown Dothan. Hosted by Dothan Downtown Redevelopment Authority, festivities include snow activities (bring mittens its cold!) and traditional Christmas elements such as caroling, visits with Santa Claus and cookie decorating. There is no cost to come out to the event and have fun. There will also be many vendors selling items and giving you ideas for Christmas shopping. For more information, call Jamie Bienvenu at (334) 793-3097.
- ▶ **Victorian Christmas Dec. 8 • 1-4 p.m.**
Landmark Park. Come sip hot apple cider or hot chocolate while listening to Christmas carols and visiting with Santa. Enjoy old fashioned desserts, arts and crafts, music, wagon rides and handmade decorations. A circuit riding preacher will also deliver a holiday message in the Headland Presbyterian Church. The event is free and donations of nonperishable food will be accept for the Wiregrass United Way Area Food Bank. This is an official event of the Alabama Bicentennial. For more information, call the park at (334) 794-3452 or visit www.landmarkparkdothan.com.
- ▶ **SEACT Presents "Fruitcakes" Dec. 9-11 • 6 p.m.**
The Cultural Arts Center The Southeast Alabama Community Theatre is baking a batch of holiday "Fruitcakes" for its annual Holiday Dinner Theatre. Ingredients include three dozen Christmas trees, 10,000 outdoor Christmas lights, a chicken pox epidemic, a cat named Tutti Fruitti and a Christmas hog named Buster. Enjoy this fun-filled and touching evening of cheer. Tickets include dinner and dessert. Cash bar available. Tickets are \$40 dinner and show; \$20 show only. To purchase

Have an upcoming event planned?
Send your event information to melia@dothan.com



Ford Finders Receives CARF Accreditation

Ford Finders Employment Services, LLC is proud to announce that it has been accredited for a period of three years for its Community Employment Services: Employment Supports and Job Development, and Employee Development Services programs by CARF International. This latest accreditation is the second consecutive three-year accreditation that CARF has given to Ford Finders Employment Services.

By pursuing and achieving accreditation, Ford Finders Employment Services has demonstrated that it meets international standards for quality and is committed to pursuing excellence. This accreditation decision represents the highest level of accreditation that can be awarded to an organization and shows Ford Finders substantial conformance to the CARF standards.

An organization receiving a three-year accreditation has put itself through a rigorous peer review process. It has demonstrated to a team of surveyors during an on-site visit its commitment to offering programs and services that are measurable, accountable, and of the highest quality.

Ford Finders Employment Services is a for-profit organization that has been providing quality services in the Houston, Dale, Henry and Geneva counties since October 2014 and to Baldwin and Mobile counties since October 2018.

"We believe our organization is a valuable asset, and our CARF accreditation underscores our commitment to the community we serve," said Jennifer Ford, executive director and employment specialist. "We would welcome an opportunity to further acquaint readers with our services and respond to their questions."

For more information, give Ford a call at (334) 446-5319.

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2158 W. Main St. Dothan, Alabama 36301

internet essentials
FROM COMCAST

Comcast Expands Internet Essentials Program

Comcast is pleased to announce the expansion of its Internet Essentials program. The nation's largest, most comprehensive and most successful high-speed internet adoption program for low-income households, Internet Essentials brings affordable, high-speed internet to homes to provide greater access to homework, job opportunities, health care, benefits, education resources and more.

Since its initial launch in 2011, Comcast has made dozens of improvements to the program, including 12 eligibility expansions bringing Internet Essentials to new audiences, such as public housing residents, low-income veterans, seniors, community college students and new this year, to all qualified low-income households living in Comcast's service area.

Comcast estimates this expansion, the largest it has ever made, doubles the number of Internet Essentials eligible households and benefits millions of newly eligible people, including those with disabilities and new parents, along with even more seniors and adults without children at home. Internet Essentials is uniquely designed to address the three major barriers to broadband adoption - digital literacy and relevance, computer equipment, and cost. Once an Internet Essentials customer, individuals will have the option to purchase a low-cost laptop or desktop computer. The program relies on a network of tens of thousands of partners to help communities across the digital divide.

To learn more about the program, visit www.internetessentials.com or call (855) 846-8376.



LINDSAY MCDUFFIE
Store Manager

(334) 677-1558
hissyfistsboutique@hotmail.com

560 Westgate Pkwy, Ste 6
Dothan, Alabama 36303

Dothan, AL
Rosemary Beach, FL



Jamie McNeley
Master Electrician
Journeyman Plumber

Dr. Watts Electric
334-435-6430
jmcneley8@gmail.com
Review us on Facebook!

Jim Whaley Tires Named Silver Retailer Of the Year



Jim Whaley, CEO

Jim Whaley, CEO of Jim Whaley Tires Inc., was recently named the 2019 Silver Alabama Retailer of the Year in the Annual Sales More Than \$20 Million category. The Alabama Retail Association first honored him in 2002 as a Retailer of the Year, when he had stores in three cities and \$4 million in annual sales.

"This award is a testimony to how well our employees have grown this company since 2002," Whaley said when accepting his latest accolade at the Alabama Retail Day luncheon in Birmingham.

Whaley opened his first tire store in 1986 on Montgomery Highway in Dothan when he was still in his 20s. That first store had five employees. Thirty-three years later, he operates seven stores in five cities and employs more than 90 in the Wiregrass.

Jim Whaley Tires has three Dothan locations and one each in Ozark, Enterprise, Troy and Eufaula. "We're serving between 400 and 500 customers daily here in the Wiregrass area," Whaley said.

"Jim Whaley and Jim Whaley Tires represents the best of Alabama small business

in retail - high ethical standards, commitment to community, strong customer service and exceptional product," said Dean Mitchell, Dothan Area Chamber of Commerce executive director, which nominated Whaley both in 2002 and in 2019.

The Retailer of the Year judges made note of how Jim Whaley Tires stepped up to help after Hurricane Michael caused catastrophic damage in the Florida Panhandle and lesser, but costly damage to the Dothan area just a year ago.

"Brandon Outlaw, our operations manager, put together a response team of volunteers to help some business friends and acquaintances in Marianna, Florida, which was devastated by the hurricane," Whaley said. "We were able to go down and spend a day working to help two businesses get back on their feet and help a couple of residential areas clean up as well. The volunteers from Jim Whaley Tires also helped out in their own neighborhoods and community right here in Dothan.

In the past year, Whaley Tires bought an existing tire store in Eufaula and added 10,500-square-feet of warehouse space in Dothan. "We've had a phenomenal journey of growth," Whaley said.

For more information, contact Whaley at (334) 790-1476 or Nancy King Dennis, from the Alabama Retail Association, at (334) 868-2195.

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.

ASK ABOUT
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Girls Inc. To Hold Mother Daughter Tea

Girls Inc. of Dothan will hold its Eighth Annual Mother Daughter Tea Sunday, Dec. 8, at 2 p.m. at the Windmill Station. This event honors and celebrates the special relationship between girls, their mothers and/or other women (stepmothers, aunts, grandmothers and godmothers) in their lives, and provides an opportunity for them to spend quality time together and create memories.

Participants will enjoy a tea-style lunch provided by Pans & Petals; making a Christmas ornament; visiting with Santa Claus, Mrs. Claus and other special guests; cookie decorating with elves; craft activity; candy buffet and taking pictures in a photobooth to remember the day.

Proceeds from this event will benefit Girls Inc.'s after school program that provides over 60

girls in grades K-eighth with empowering and educational programs and activities. Tickets are \$60 per couple (\$25 for each additional daughter, \$35 for each additional adult). To purchase tickets, call Girls Inc. at (334) 793-2321.

Girls Inc. focuses on the development of the whole girl through school outreach and center-based programs after school and during the summer. Girls learn to value themselves, take risks, and discover and develop their inherent strengths. The combination of long-lasting mentoring relationships, a pro-girl environment and research-based programming equips girls to grow up healthy, educated and independent.

For more information, call Girls Inc. at (334) 793-2321 or visit www.girlsincdothan.org.



Saddle Up Santa To Be Held Dec. 14

The annual Saddle Up Santa event will be held Saturday, Dec. 14, from 10 a.m. until 2 p.m. at the Dothan Boots and Saddle Club, 1347 E. Saunders Road in Dothan. This event is a great way to step back into time where money isn't everything, it's a way to let children and families see the joys of Christmas and community.

Saddle Up Santa offers free entertainment for local residents, including free games, inflatable bounce houses for children, a bake walk, door prizes, silent auction, visits with Santa, gifts from Santa, under the big top tent will be Aileen Clayton providing musical entertainment, the Salvation Army Mobile Canteen and Waffle House teaming up to provide a free lunch, free hot chocolate, free train rides and more. There will be horse drawn wagon rides and even a skit done by a local drill team and a drill team from Montgomery who have come together to bring a message about Christmas on horseback.

In addition, area nonprofit and faith-based organizations that provide services to assist and help families struggling to make ends meet will be on hand. There will also be a canned food drive for the Salvation Army. Donations are appreciated, but not required to enjoy the fun.

This is a wonderful event, focused on families spending time with each other without the stress of finances, especially for those that don't have a lot of money to spend during the holidays. Event proceeds will go to the local Wiregrass 2-1-1 program.

Sponsors area also needed to help pay the necessary expenses. If you or your business is interested in making a tax-deductible donation to help ensure struggling families with children have a chance to experience the joys of Christmas, contact Dawn Greathouse with the Dothan Boots and Saddle Club at (334) 685-2409.



All In Credit Union Donates To Hurricane Relief

All In Credit Union is a financial institution known for giving back to organizations and members in its communities, and when disaster struck the Bahamas, All In Credit Union stepped up. All In recently donated \$1,000 to the Worldwide Foundation for Credit Unions. All In's donation will assist credit unions in the Bahamas that were affected by Hurricane Dorian.

"We are pleased to see such an outpouring of support for those affected by Hurricane Dorian, and we hope that All In Credit Union's donation will help provide needed items during a critical time in the life of hurricane survivors," stated Bobby Michael, All in Credit Union president/CEO.

The Worldwide Foundation for Credit Unions is the international development and charitable arm of the World Council of Credit Unions. Their mission is to improve communities and lives through credit unions. All In Credit Union is proud to partner with the foundation and is proud to give back not only in its communities, but globally.

All In Credit Union is a full-service financial institution with \$1.5 billion in assets. It provides personalized financial solutions to more than 121,000 members in Alabama and

Florida. The organization and its employees are committed to enriching the lives of others by helping them reach their goals and achieve financial success.

For more information, contact Kathy Scarbrough, vice president of marketing, at (334) 598-4411, ext. 1307, marketing@allincu.com or visit www.allincu.com.



All In Credit Union donated \$1,000 to the Worldwide Foundation for Credit Unions. Pictured (l-r) are All In employees Todd Peoples, vice president of lending; Kathy Scarbrough, vice president marketing; Bobby Michael, president/CEO; Lisa Hales, senior vice president of member experience; Justin Curcio, vice president of IT; Kelli Pilcher, administrative assistant; and Bill Williams, senior vice president of financial services.





Westside Terrace Rated Top Nursing Home

In an evaluation of more than 15,000 of the nation's nursing homes, *U.S. News & World Report* has recognized Westside Terrace Healthcare as a "high performing" long-term care facility. Nationwide, 1,139 facilities received this rating in the publication's 2019-2020 Best Nursing Homes feature. In Alabama, there were 10 facilities rated for top long-term care. Westside Terrace Healthcare is the only facility in Dothan that was recognized.

"This is a testament to our incredible team of professionals. They do an amazing job of ensuring we provide a healthy environment and superior care for our residents," said Kristie Hughes, Westside Terrace administrator.

U.S. News has been publishing online ratings of nursing homes since 2009. The ranking method is based on information supplied by Nursing Home Compare, a website supported by the Centers for Medicare and Medicaid Services. This federal agency establishes and enforces the standards for skilled nursing facilities. Periodically, CMS evaluates the homes in three areas: state-conducted health inspections, nurse staffing and medical quality measures. Westside Terrace currently holds a five-star rating on the website.

Built in 1994, Westside Terrace Healthcare Center is one of the newest and best skilled nursing facilities in Alabama. Located in Dothan, the center is also one of America's finest long-term care facilities offering clean, comfortable private and semi-private rooms; spacious living areas; and four open courtyards for residents and their families.

For more information, contact Teri Sumbry, communications and public relations specialists, at (334) 394-2310, ext. 2514, tsumbry@westsideteam.com or visit www.westsideterracehealthcare.com.

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.

Celebrating 25 Years

The Alfred Saliba Family Services Center is celebrating its 25th anniversary of serving the Wiregrass. A public, nonprofit social services agency, the center offers "one-stop-shopping" with prevention and intervention services that strengthens families and helps them help themselves.

On Nov. 1, 1994, the vision of one man, Alfred Saliba, became a reality. His mission to help others, garnered the interest and touched the hearts of local like-minded caring people. To date, the center has served 51,240 people in the area. One person can truly make a big difference.

The Alfred Saliba Family Services Center's goal is to improve the quality of life of the citizens of Dothan and Houston County by providing coordinated, comprehensive, community-based and accessible support services focused on prevention.

The center offers a wide range of services under the umbrella of several components, including an intake and assessment center, adult education (GED) classes, career development center, Home Instruction for Parents of Preschool Youngsters (HIPPI), an in-home visitation program, parenting and youth programs, and more.

For more information, contact Executive Director Belinda Mitchell at (334) 712-1542 or visit www.salibacenter.org.



Delvick McKay, City of Dothan and the Dothan Area Chamber of Commerce's chairman-elect, congratulates the Alfred Saliba Family Services Center for all its done in serving the community for 25 years.



Belinda Mitchell, The Alfred Saliba Family Services Center executive director, thanks the community for its support during the center's 25th anniversary celebration.

**ALABAMA
COUNTS!**
2020 CENSUS

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. When people are missed, or community misses out on funding for programs that support us from health clinics, fire departments, schools, even roads and highways. The census can shape many different aspects of your community.

Be sure to be counted!

Eagle Eye Welcomes Helms To Its Team



*Chase Helms,
Ecommerce Manager*

Eagle Eye Outfitters Inc. is thrilled to announce the addition of Chase Helms to its team where he will serve as the new ecommerce manager. This role is one that Eagle Eye has been looking to fill for quite some time and says it “couldn’t have found a better fit than Chase.”

Helms has some exciting things planned for Eagle Eye’s online shopping platform, which will make for an enhanced shopping experience for customers. “I’m excited to work for Eagle Eye because of its company culture, it’s the best that I have ever experienced,” he said.

Helms recently relocated to Dothan from the West Coast, where he worked as the

ecommerce manager for The Pebble Beach Co. in Pebble Beach, California. He’s originally from Fort Walton Beach, Florida, but has relocated several times over the years, from various parts of the Gulf Coast, West Coast and Nevada. He credits his ability to easily adapt to change to the fact that he’s moved around a lot, and believes his time living with his grandfather instilled in him a great work ethic.

Some of the other companies Helms has worked with include The UPS Store and Blockbuster. In his free time, he enjoys camping, country concerts, karaoke and video games. He and his wife have one fur baby together, a cat named Lacy.

For more information, give Kelly Johnson, marketing manager, a call at (334) 673-2878, kellyj@eagleeyedothan.com or visit www.eagleeyedothan.com.



CapSouth Announces Promotions



*Marshall Bolden,
President*

CapSouth Wealth Management is pleased to announce Marshall Bolden as the new president and Kara Armstrong as the new chief operating officer of the company. Donald Bolden will retain his positions of chairman and senior wealth advisor.

Marshall Bolden has been with CapSouth since its inception in 2001 and has operated in many capacities, most recently COO, during his tenure.



*Kara Armstrong,
COO*

Armstrong joined CapSouth in 2012 and has primarily worked in the finance and operations departments. Over the last few years, she has worked closely with Marshall Bolden in daily management of the company and has served on the executive team.

CapSouth’s primary goal is to assist clients in defining and living their One Best Financial Life through goal determination, plan creation

and periodic revision as life happens. CapSouth believes helping clients define and achieve their goals and dreams is the most valuable service an advisor can provide, and they are passionate about doing this.

CapSouth was founded in Dothan, Alabama, by Donald Bolden and Marshall Bolden and has since grown to include locations in McDonough and Atlanta, Georgia, and Huntersville (Charlotte), North Carolina.

CapSouth’s assets under management have increased to over \$220 million in the individual and high net worth space and to over \$300 million in the retirement plan consulting space. During this time, the company has established custodial relationships with Charles Schwab Institutional, TD Ameritrade and National Advisors Trust Co. and are now partnering with United Capital (a Goldman Sachs company) to provide many of its client deliverables.

CapSouth continues to expand and improve its technology, resources and procedures in order to provide a first-class experience that will assist clients in realizing their goals and a platform that will allow current and future advisors to better serve clients.

For more information, contact Amy Kennedy, marketing director, at (334) 673-8600, akennedy@capsouthpartners.com or visit www.capsouthwm.com.

Tom West Co. Welcomes New Agent



*Jackson Dennis,
Realtor*

The Tom West Co. is pleased to announce Jackson Dennis has joined the company as a realtor associate.

Born and raised in Dothan and a graduate of Houston Academy, Dennis received his bachelor’s degree in finance from Liberty University in Virginia.

Dennis cares deeply about the Wiregrass community and is excited about joining the family business. His previous experience as a financial advisor and his strong desire to help those around him, make Dennis an excellent choice as someone’s next realtor.

Dennis and his wife Ashley are active at Covenant United Methodist Church and he is a member of the Dothan Area Young Professionals.

For more information, contact Dennis at (334) 618-3711.

Sorrelli COO To Attend Hissyfits Christmas Event



*Collin Oswald
COO of Sorrelli Jewelry*

Hissyfits Boutique is excited to announce that Collin Oswald, COO of Sorrelli Jewelry, will be attending the boutique’s Sorrelli Christmas Event taking place Wednesday, Dec.

11, from 10 a.m. to 6 p.m. Oswald’s has worked with Sorrelli for the past 10 years, supporting the brand in its production and leadership teams.

A second-generation member of the family behind Sorrelli, Oswald grew up with his mother, Lisa Oswald, making jewelry at home. So, it’s no wonder he fell in love with the brand and the unique way Sorrelli makes its amazing jewelry.

Hissyfits Boutique has been an authorized Sorrelli Jewelry retailer for over 13 years and also offers a great selection of women clothing and accessories.

For more information, stop by the boutique located at 560 Westgate Parkway, call (334) 677-1558 or visit www.facebook.com/pg/Hissyfits-Boutique-LLC-91347766385/about/?ref=page_internal.

Hand Joins Weichert Realtors



Larry Hand,
Realtor

Weichert Realtors - JBR Legacy Group is proud to announce Larry Hand has joined its Dothan office. Hand joins a dedicated team of knowledgeable agents at Weichert Realtors - JBR Legacy Group.

Weichert, Realtors - JBR Legacy Group, located at 410 Honeysuckle Road, is an independently owned and operated affiliate of Weichert Real Estate Affiliates Inc. and bring many years of combined real estate expertise to its clients. The Weichert Real Estate Affiliates has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company's franchise division in 2001.

For more information, contact Pam Roberts at (334) 794-7211 or pam@dothanforsale.com.

Dr. Weeks Receives Impact Award

Dr. Paul D. Weeks, Dothan Spine & Specialty, was recently honored with the 2019 Impact Award from Life University in Marietta, Georgia. This award is given to those who have made an impact in their community for the betterment of the health of the citizens, through chiropractic care.

Life University has one of the largest and most respected chiropractic departments in the U.S. and Dr. Weeks is a proud alumnus. He has been a chiropractor for over 20 years, many of those years right here in Dothan at his office, Dothan Spine and Specialty, 418 N. Foster Street.

For more information, contact Libby Harper, marketing director, at (334) 793-1081 or libby.harper8@gmail.com.



Dr. Paul D. Weeks (third from left) is honored with the 2019 Impact Award. Pictured (l-r) with Dr. Weeks are Dr. Rob Scott, Life University president; Magi Rodgers, Life University Alumni Affairs; and Dr. Guy Reikeman, Life University chancellor.



Ingram And Morrison Named Elite Trip Winners



Truman Ingram



Jay Morrison

Four Star Freightliner is pleased to announce that two of its sales managers, Truman Ingram and Jay Morrison, have been named Elite Trip Winners in the Freightliner Leland James Sales Program. Morrison and Ingram are two of only 32 Elite Trip Winners in North America who were recognized for their sales excellence, customer service and industry leadership.

For Ingram, Four Star Freightliner utility and municipal account manager, this is his seventh consecutive win. And the first time for Morrison, who last year was named a winner for his excellent sales efforts.

The Leland James Sales Achievement Program, named after the founder of Freightliner, recognizes the best sales representatives and managers in the Freightliner Dealer Network. The awards are based on the amount of units sold.

Morrison, who works primarily out of the Dothan, Alabama, location, is Four Star Freightliner's Western Star Brand manager. He also sells new and used trucks. Ingram has been with Four Star Freightliner for more than 10 years and works from the Montgomery, Alabama location. He is proof that consistent, hard work pays off.

Freightliner is taking the award recipients on a luxurious trip to the Caribbean island of St. Kitts. In addition to Ingram and Morrison, David Turner, Four Star Freightliner's new truck sales manager, will also travel to St. Kitts as a reward from Freightliner.

For information, contact Amanda Granger at (800) 239-8785, ext. 246 or amandagranger@fourstarfreightliner.com.



Our old name wasn't broken, it just couldn't keep up with the breakthroughs.

Throughout our 60 years we've grown in our ability to bring world-class medicine to our hometown. Today we're doing things that couldn't have been imagined in our early days. We're a regional leader in emergency care, heart care, women's services and more. Our Alabama College of Osteopathic Medicine attracts some of the best and brightest minds to Dothan, creating a new generation of much-needed physicians. And our wide-reaching network of primary and specialty care clinics are focused on wellness and prevention, helping our growing population lead healthier lives.

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

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- Discovery Program Guide
- Chamber Exchange
- Full day tour of Granada
- Tours of Ronda & Mijas

DAY BY DAY

DAY 1

- Transatlantic flight

DAY 2

- Arrive in Spain and transfer to our hotel for the next 7 nights
- Remainder of the day at your leisure
- Dinner at your hotel

DAY 3

- Breakfast at your hotel
- Tour to Ronda

DAY 4

- Breakfast at your hotel
- Day at leisure, Optional Tour to Tangier
- Dinner at your hotel

DAY 5

- Breakfast at your hotel
- Half-day Tour of Mijas
- Chamber Exchange

DAY 6

- Breakfast at your hotel
- Full day optional tour to Gibraltar
- Dinner at your hotel

DAY 7

- Breakfast at your hotel
- Full day optional tour of Seville
- Dinner at your hotel

DAY 8

- Breakfast at your hotel
- Full day tour to Granada
- Dinner at your hotel

DAY 9

- Transfer to airport for flight home



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U.S. Department Of Commerce Invests To Provide Critical Water Infrastructure At Sawmill Site In Abbeville Opportunity Zone

Mayor Billy Helms, city of Abbeville, and Henry County Commission Chairman David Money have received notice from U.S. Secretary of Commerce Wilbur Ross that the department's Economic Development Administration is awarding a \$1.7 million grant to the city of Abbeville, Alabama, to help construct critical water infrastructure improvements needed to serve a local sawmill site and commercial development adjacent to the site. The EDA grant, to be located in a Tax Cuts and Jobs Act designated Opportunity Zone, will be matched with \$425,000 in local funds and is expected to help create 105 jobs and generate \$32 million in private investment.

"President Trump has consistently highlighted the urgent need to rebuild our country's deteriorating infrastructure especially in Opportunity Zones like Abbeville," said Ross. "This project will bring new business and jobs to the region, as well as attract additional investments."

"In Alabama, our sights are always set high, and that means there is a strong focus on making improvements across the state, from our big cities to our most rural communities," said Gov. Kay Ivey. "Certainly, enhancing infrastructure is a critical component for future growth. I am proud that the U.S. Department of Commerce and Secretary Wilbur Ross selected the city of Abbeville to receive this \$1.7 million grant. The Trump Administration clearly understands that infrastructure must be a priority to foster a thriving economy, and I am proud to support those efforts."

"This project combined with the new sawmill site in Abbeville will bring numerous jobs and boost economic development throughout Henry County," said Sen. Richard Shelby. "I am grateful the EDA recognized the need for this funding and am confident that the critical infrastructure improvements enabled by this grant will significantly impact the Abbeville community for years to come."

"This \$1.7 million grant for Abbeville will support much-needed improvements to the community's water infrastructure, which is an issue I have worked on consistently over the past year and a half," said Sen. Doug Jones. "This investment will also help create over 100 jobs and generate millions in private investment, bringing further employment, economic and growth opportunities to the community."

"Having reliable infrastructure in our communities is fundamental," said Rep. Martha Roby. "I am pleased that the EDA has made this significant investment in our state, and I look forward to seeing the growth and progress it will bring."

Mayor Helms said, "This funding will help construct essential water infrastructure for potable use and fire suppression at a new sawmill, as well as, serve the city and the region's forest and wood products industry cluster. This project was made possible by the regional planning efforts led by the Southeast Alabama Regional Planning and Development Commission who worked closely with the Abbeville Fiber project team of the city of Abbeville, Henry County, Dothan Area Chamber of Commerce and Poly Inc. to secure the EDA funds with the help of Scott Farmer, Emily Vanscyoc and Rachel Armstrong with the Southeast Alabama Regional Planning and Development Commission to help bring together the public and private sectors to create an economic development roadmap to strengthen the regional economy, support private capital

investment, and create jobs."

Henry County Commission Chairman Money said, "I want to commend Mayor Helms on moving this project forward so we could address the water storage, water production and fire suppression needs of Abbeville Fiber, but also to provide more capacity to grow opportunities with the additional capacities in water production and storage to serve our future growth needs to grow the area and continue to be a center of excellence on forestry products manufacturing in the future."

Mayor Helms added, "I really cannot thank Secretary Wilbur Ross with the Department of Commerce, Sen. Richard Shelby, Sen. Doug Jones, Rep. Martha Roby, and our state and local partners enough for their support of our economic and community development efforts to make this possible and support our economic development growth to assist Abbeville Fiber and the Abbeville and Henry County area. This has been a model economic development project to help our rural area gain essential infrastructure to support this project and future development."

The funding announced goes to a designated Opportunity Zone, created by President Trump's Tax Cuts and Jobs Act of 2017 to spur economic development by giving tax incentives to investors in economically-distressed communities nationwide. In June 2019, the EDA added Opportunity Zones as an Investment Priority, which increases the number of catalytic Opportunity Zone-related projects that the EDA can fund to fuel greater public investment in these areas.

To learn more about the Opportunity Zone program, visit the Treasury Department Resources page at www.cdfifund.gov/Pages/Opportunity-Zones.aspx. To learn more about the Commerce Department's work in Opportunity Zones, visit EDA's Opportunity Zones webpage www.cdfifund.gov/Pages/Opportunity-Zones.aspx.



Abbeville Mayor Billy Helms (left) Henry County Commission Chairman David Money received notice from U.S. Department of Commerce that the department's EDA is awarding a \$1.7 million grant to Abbeville to help construct critical water infrastructure improvements needed to serve a local sawmill site.

Taking A Look Back Year in Review 2019

In looking back over the past year's accomplishments and in moving forward into the new year, the Grow Dothan team wanted to provide you our readers with a highlight of the Dothan Area Chamber of Commerce's achievements and activities in 2019:

- Chamber holds 100th Anniversary Celebration with federal, state, local officials, past chamber chairs and its members.
- Chamber membership continues to grow, reaches over 1,100 members.
- Grow Dothan, in partnership with the city of Dothan, Houston County and Grow Southeast Alabama continues to pursue new business while supporting existing industrial expansion in the region. Major projects this past year include the grand opening of Abbeville Fiber, LLC, expansions at TriDelta Systems, Dothan Warehouse Investors, LLC, MidSouth Bank, Glasstream Powerboats, LLC, Dothan Machine Shop, Tri-State Tire and Rubber Co., and Wiregrass Block and Precast, LLC.
- According to latest job data for July 2018-2019, the Dothan area (Dale, Geneva, Henry, Houston counties) saw 2,362 new jobs added to its market. Breaking it down further, Houston County saw 1,181 and the city of Dothan saw 775, while reaching one of the all-time unemployment rate lows of 3.0 percent.
- Chamber continues to advocate at federal, state and local levels on key business issues with the area's Wiregrass Legislature.
- Chamber continues to coordinate work with Southeast AlabamaWorks!, regional workforce council and to coordinate workforce development efforts between local businesses, Dothan Technology Center, Houston County Career Academy, Wallace Community College, Troy University, Alabama Industrial Development Training, Alabama Technology Network and Dothan Career Center.
- Chamber participates in the area's fourth annual Wiregrass WORKS Career Experience giving over 8,000 eighth-graders the opportunity to learn about the exciting career options available in the region.
- Chamber hosts three General Membership Luncheons, three Business Connections events and presents monthly small business seminars for its members.
- Chamber continues to coordinate a member-led LEADS Groups to create member-to-member business opportunities.
- Chamber and Dothan Area Young Professionals induct three outstanding business leaders at the ninth annual Dothan Business Hall of Fame Banquet and Induction Ceremony.
- Dothan Area Chamber Foundation graduates Youth Leadership Dothan-Houston County Class 27 and Leadership Dothan Class 37.
- Chamber begins monthly Podcast and bi-monthly #TryItTuesday videos with members to help promote and grow business.
- Chamber partners with AUSA for the 2019 AUSA Fort Rucker-Wiregrass Chapter Membership Drive.
- Chamber partners with Dothan City Schools and Liberty Learning Foundation on Citizen Promise program to help students become life, college and citizen ready.
- Chamber honors four local businesses with Workforce Development Champion awards.
- Chamber hosts 28th Annual Spotlight on Business Trade Show with over 90 chamber members participating.

- Chamber hosts 30th Annual Small Business Week highlighting the critical role small businesses play in our economy.
- Chamber hosts 30th annual Houston County Spirit of Service Day.
- Chamber staff responds to over 4,500 phone calls, 500 emails, 5,400 visitors, 175 inquiries focused on marketing, services and information inquires; distributes over 288 relocation packets; and, with the help of an outstanding group of Chamber Ambassadors and Diplomats, conducts over 140 ribbon cuttings and groundbreakings celebrating new and expanding businesses.
- Dothan Area Chamber Foundation continues to award annual Sony Electronics Inc.'s scholarships to one Dothan High School and one Northview High School senior.

Networking With Members

Officials from the Grow Dothan team, Dothan Area Chamber of Commerce and city of Dothan were recently out visiting with JimPam Hydraulics, LLC, CarMax and Matex Hose, LLC to network with the businesses and listen to any concerns they might have.

JimPam Hydraulics



CarMax



Matex Hose





The Newest Challenge for the U.S. Economy: The "People Gap"

Here's the situation: Our economy has a "people gap" challenge.

In other words: Labor market data released this month shows that there are fewer workers available than there are job openings, which remain on the rise.

Show me the data: Let's look at a little thing we like to call the "Workforce Availability Ratio" aka "WAR". Developed by the U.S. Chamber, WAR measures the number of available workers for every job opening. And the latest one (based on August Bureau of Labor Statistics) finds that there are 1.1 workers available for every job opening.

So, what does that mean? There's almost one job for every person who's looking for one – 7.77 million available workers versus 7.03 million job openings.

What the experts are saying: Long story short, this is the tightest labor market in years. According to U.S. Chamber economist Ronald Bird, "employers looking to fill open positions are experiencing a labor market that's nearly three times tighter than it has been on average over the last two decades and eight times tighter than it was 10 years ago."

Who does this impact? Everyone. But in particular, small businesses, middle market companies, and construction firms have listed finding workers as one of their biggest challenges.

To break it down even further ...

- Leisure and Hospitality: **176,000** more job openings than workers;

- Trade, Transportation and Utilities: **200,000** more openings than workers;
- Education and Health Services: **532,000** more openings than workers; and
- Professional and Business Services: **618,000** more openings than workers.

Our stance: The U.S. Chamber believes that shrinking the people gap is, and should continue to be, a priority. Bringing more people into the workforce begins with helping those affected by the opioid crisis ([http://email.uschamber.com/JW1HU50vjH0qDFO0Wf000r0](mailto:JW1HU50vjH0qDFO0Wf000r0)), helping those getting out of prison find meaningful work ([http://email.uschamber.com/n/AF0E0rUW10qWjf500H0w00H](mailto:n/AF0E0rUW10qWjf500H0w00H)), and helping veterans and their spouses find job opportunities ([http://email.uschamber.com/SW0H1W0OH0r0qUf0j00F5Fx](mailto:SW0H1W0OH0r0qUf0j00F5Fx)). The U.S. Chamber is also working on immigration reform. For instance, we're fighting to help Dreamers ([http://email.uschamber.com/U5Gf0rH0HW0UWF01jq000yO](mailto:U5Gf0rH0HW0UWF01jq000yO)), undocumented people who have lived in the U.S. almost their entire lives, earn legal status.

So, imagine this: How much more productive could our economy be if we had more workers?

To learn more about how the U.S. Chamber of Commerce Foundation is working to close the gaps in the American workforce, visit www.uschamberfoundation.org/center-education-and-workforce.





Wallace Workforce Development Team Teaches Success

When workers succeed, a business succeeds. Wallace Community College’s Workforce Development team works with area employers to teach the skills required to make their companies, and their employees, successful.

On any given day, the team may be developing a new training program, upgrading current employee’s skills or working with laid off employees. Whatever the situation, the team is ready to respond. “The reality of what we do is one of the best kept secrets,” said Joe Johnson, director of workforce development.

It’s a process: connect, build relationships, design the curriculum for training, factor the cost and facilitate the training. Johnson, who has over 20 year’s business and industry experience and was a welding instructor, is well versed in developing skills training and implementing programs.

The Workforce Development division has grown in the past two years. To help build relationships, the team expanded to include Kecia Forehand as the workforce development coordinator. Forehand oversees Fast Track Career programs, Continuing Education and other areas in WFD.

Forehand, who previously worked in business and industry before joining Wallace in human resources, is uniquely qualified to make the transition to WFD. “Getting in the door sometimes means going through HR,” said Forehand. “Hiring workers and retaining them through skills training means less turnover. Investing in people make them more valuable.”

“We are able to do much more because of having Kecia here,” remarked Johnson.

WFD addresses the region’s short- and long-term workforce needs such as customized training for business and industry, Fast-Track Career programs for quick skills training, Continuing Education, WorkKeys assessments and Ready-to-Work.

“We proudly partner with Southeast AlabamaWorks to bring quality workforce training to industry,” said Johnson. “With Wallace as the primary training provider, they connect WFD and area businesses seamlessly to ensure their workforce needs are met.”

Wallace’s team pitches in to meet employment and coaching needs for the community. Amber Dunlap is the career resource coordinator/career coach; Shaletha Barnes-Blackman coordinates services such as WorkKeys; and Melissa Cole, WFD secretary, enrolls students and coordinates schedules for business and industry training.

The team is currently assisting 18 businesses with workforce training needs. In 2018-2019, Wallace’s WFD team served 1,956 individuals.

What does it take to develop a program? It takes a team. For more information, contact Forehand at kforehand@wallace.edu.



Pictured is Wallace Community College’s Workforce Development team: (l-r) Melissa Cole, Shaletha Barnes-Blackman, Joe Johnson, Kecia Forehand and Amber Dunlap.



DCS 2018-2019 School Report Card Released

The Alabama Department of Education released the Alabama State Report Card, containing a letter grade for schools and school systems across the state, including Dothan City Schools.

DCS’s grade increased from a 79/C to an 81/B, which reflects several different factors including academic achievement, academic growth, chronic absenteeism, as well as graduation rates and college and career readiness (for high schools).

“I would like to congratulate all DCS administrators, principals, teachers and staff for their work on continuous improvement for our community and most importantly our students,” said Superintendent Dr. Phyllis Edwards. “Our system continues to show that hard work and dedication to our students will always present positive results in education and in the future for the City of Dothan.”

The state of Alabama introduced the Alabama State Report Card so

students, parents, taxpayers and others could easily understand how their schools are performing, just as report cards help parents understand how their kids are doing. The goal of the report card is to provide a starting point and to offer easy-to-understand and concise information showing how a school is doing.

Parents and others are encouraged to explore the new Alabama State Report Card, which provides multi-year, detailed information about our school and allows you to compare our school to others throughout the state using a wide range of measures. This information can be found at www.alsde.edu/dept/erc/Pages/home.aspx.

Whether a school receives a higher or lower letter grade, the release of Alabama State Report Card represents an opportunity for schools, parents and community members to work together to help every school in the state succeed.

Youth Leadership Dothan-Houston County Class 28

Welcome Reception and Opening Retreat

The Youth Leadership Dothan-Houston County Class 28 got underway Wednesday, Nov. 6, with a Welcome Reception and Orientation held at First United Methodist Church. The class met again for its Opening Retreat Wednesday, Nov. 13, held at the Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall.

Opening Retreat activities included a "Choose To Be A Leader Worth Following" workshop presented by Nicole Pinkham from Impact Training and Consulting, a great lunch prepared by WRC followed by a tour of the facility.

A program of the Dothan Area Chamber Foundation, Youth Leadership Dothan-Houston County is a seven-month training program

that prepares high school juniors for leadership, involvement and participant in the future of the Wiregrass region. The program's goal is to interest students in civic and volunteer activities, encourage them to recognize their potential and assist them in identifying their unique skills and talents.

Thank you to all the individuals and agencies involved who helped to make the day an educational experience for the students.

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

Welcome Reception



Opening Retreat



Leadership Dothan Class 38

Health, Human Services and Quality of Life Day

The Leadership Dothan Class 38 held its Health, Human Services and Quality of Life Day Thursday, Oct. 24.

The class began its day at the Dothan Area Chamber of Commerce with a continental breakfast and presentations by Dr. Barbara Alford, Wiregrass Foundation president; Charley Tew, Flowers Hospital associate director of nursing; Phillip Gilley, Boys & Girls Club of the Wiregrass executive director; and Kim McGainey, Alabama Baptist Children's Home and Family Ministries area director for southeast Alabama.

Later in the day, the class had the opportunity to tour and visit with

Patti Rutland Jazz Inc, Bob Woodall Air Care Systems Inc., Dothan Rescue Mission and Dothan Downtown Redevelopment Authority.

Thank you to all the agencies and individuals involved who helped make it a great day.

Leadership Dothan is a program of the Dothan Area Chamber foundation and if you would like more information, contact Linda Kelley, director of community development, at (334) 792-5138 or lkelly@dothan.com.



Mark Your Calendar For These Upcoming Seminars



Starting A Business Dothan Area Chamber of Commerce Dec. 4 • 1:30-3:30 p.m.

Are you ready to start or purchase a business? If yes, join us for the informative seminar “Starting A Business” Wednesday, Dec. 4, from 1:30-3:30 p.m. This seminar is provided at no cost and hosted by the Dothan Area Chamber of Commerce.

The Alabama Small Business Development Center at Troy University is a trusted source for the information and tools you need to succeed at every stage. In this two-hour program, a Troy SBDC advisor will discuss the steps you need to take to get your business up and running successfully.

To register, go to <http://bit.ly/StartingABusinessDec> or contact Brenda Marcum at bmarcum@troy.edu.

For information on the services provided by the Troy SBDC to start/grow a business, international trade or government contracting, call (334) 770-2620 or go to <https://asbdc.ecenterdirect.com/signup> to get registered.



How To Grow Your Business With Google Dothan Area Chamber of Commerce Dec. 10 • 1:30-3:30 p.m.

Are you looking to grow your business with Google? Or curious about all the ins and out of Google and how it all works? If you answered yes, then make plans to come and have lunch with the Dothan Area Chamber of Commerce and hear an amazing presentation from Tec Tony Lloyd, the area’s Google data engineer and owner of Pathfinder Digital Marketing, LLC, Tuesday, Dec. 10, from 11:30 a.m. - 1 p.m.

This is a great opportunity to learn how to use Google to grow your business, and about many of Google’s free services and tactics.

The seminar cost is \$12 per person and the deadline to register is noon Friday, Dec. 6. To register, please call Susan Tatom at (334) 792-5138 or email statom@dothan.com.

Helping To Keep Members Informed

To help Dothan Area Chamber of Commerce members stay informed on the new employment laws, Dan Sinas, vice president of human resources for the PR Companies, presented a seminar titled “New Employment Laws Take Effect: What You Don’t Know Can Hurt You” in November. It’s important that every business is compliant with these state and federal laws.

A big “Thank You” to Dan Sinas for taking time out of his busy schedule to help keep us informed of the new laws!



Support the Arts



The arts are fundamental to humanity. They enable and inspire us - fostering creativity, goodness and beauty. The arts bring us joy, helps us express our values and build bridges between cultures.

The arts are also a fundamental component of a healthy community. Did you know ...

- Arts improve individual well-being - 69 percent of the population believe the arts “lift me up beyond everyday experiences,” 73 percent feel the arts give them “pure pleasure to experience and participate in,” and 81 percent say the arts are a “positive experience in a troubled world.”
- Arts unify communities - 72 percent of Americans believe “the arts unify our communities regardless of age, race and ethnicity” and 73 percent agree that the arts “helps me understand other cultures better” - a perspective observed across all demographic and economic categories.

www.AmericansForTheArts.org



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Economic Indicators

▲	Labor Force for the Dothan MSA for September: 62,987 in 2018; 63,756 in 2019 60,561 in 2018; 62,147 in 2019 Employed
▼	Unemployment for the Dothan MSA for September: 3.8% in 2018; 2.5% in 2019
▲	Residential Building Permits for the City of Dothan for September: 17 issued (\$5.20 million) in 2018; 35 issued (\$6.10 million) in 2019
▲	Home Sales in Dothan for August: 128 sold in 2018; 160 sold in 2019
▲	Enplanements for Dothan Regional Airport for September: 4,523 in 2018; 4,597 in 2019
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for September: \$1,577,029 in 2018; \$1,708,364 in 2019 (County) \$5,437,210 in 2018; \$6,041,056 in 2019 (City)



*Editor's Note: Sources for this information vary; call the Chamber for details.
 Data as of 11/05/19. Visit www.dothan.com for the most current information.*

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meeting the challenge  shaping the future

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