

Chamber Connections

Dothan Area Chamber of Commerce

December 2020

KEEP THE *Cher* HERE

Shop smart, shop safe, and shop local!

**Let's Keep The
Cheer Here**

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**City, Chamber
Host Roundtable Discussion**

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**Deadline To Apply For PPD
Loans Is Dec. 8**

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- 14 Leadership Development Training



www.dothan.com
(334) 792-5138

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



EventsCalendar

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		

- 1 ▶ Ambassador and Diplomat Committee Meeting – 9 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: Chelsea and Joey Photography & Sweet Magnolia Tees – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 2 ▶ LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: Wiregrass Home Team – 10:30 a.m.
Location: 2149 Denton Road, Suite 2

DAYP Weekly Eats – 11 a.m.
Location: 3421 Ross Clark Circle (Fazoli's)

Wednesday Webinar: Handling Negative Emotions ... Now And In The Future – 2-3 p.m.
Location: Zoom Virtual Platform
*Registration Required. See page 14 for more information. Corresponding Zoom link will be emailed prior to the webinar.
- 3 ▶ Leadership Dothan Communication Workshop – 8 a.m. – 5 p.m.**
Location: 795 Ross Clark Circle (Wiregrass Rehabilitation Center Inc.'s Sterling Event Services Rotary Hall)

Ribbon Cutting: Lauren Register Web Design – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 4 ▶ Ribbon Cutting: Nuts To Go – 10:30 a.m.**
Location: 1550 Westgate Parkway, Suite 5
- 7 ▶ Ribbon Cutting: Wiregrass Courier Relocation – 10:30 a.m.**
Location: 979 Tate Drive
- 8 ▶ Ribbon Cutting: Mural City Coffee Co. Expansion – 10:30 a.m.**
Location: 192 S. Foster St.
- 9 ▶ LEADS Group 1 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: Vangie's Vanity – 10:30 a.m.
Location: 123 S. Foster St.

DAYP Weekly Eats – 11 a.m.
Location: 3730 Montgomery Highway (Texas Roadhouse)

Wednesday In-Person Seminar: Workforce 101 Seminar – 2-3 p.m.
Location: 102 Jamestown Blvd. (Chamber)
*Registration Required. See page 14 for more information.
- 10 ▶ Ribbon Cutting: Goodwill Industries of Central AL – 10:30 a.m.**
Location: 3850 W. Main St., Suite 700
- 14 ▶ Ribbon Cutting: Mr. Coffee Bean – 10:30 a.m.**
Location: 1550 Westgate Parkway, Suite 1
- 15 ▶ Ribbon Cutting: BC Graham Theological Seminary – 10:30 a.m.**
Location: 102 Jamestown Blvd. (Chamber)
- 16 ▶ LEADS Group 2 Biweekly Meeting – 8 a.m.**
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: KLEOS Training & Security, LLC – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)

DAYP Weekly Eats – 11 a.m.
Location: 1369 Headland Ave, Suite 7 (River Nile Café)
- 17 ▶ Ribbon Cutting: Jessica Barnes State Farm Insurance – 10:30 a.m.**
Location: 2948 Ross Clark Circle
- 24-25 ▶ Christmas Holiday – Chamber Closed**

AGS Lawn Care, LLC

P.O. Box 809
Slocomb, AL 36375
Tara Gibson
(334) 798-3953
LAWN CARE



Beauty of Age Homecare

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Dothan, AL 36303
Sanida Bryant
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www.beautyofage.biz
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Braxton Chitty
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LAWN CARE



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Josh Reynolds
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www.allstate.com/reynoldsagency
INSURANCE



The Salvation Army Red Kettle Kickoff

1001-7 S. Bell St.
Dothan, AL 36301
Nathan Jones
(334) 792-1911
www.salvationarmyalm.org/dothan
NONPROFIT ORGANIZATIONS



Temi Fine Arts

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Temi Ayodeji
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Noah Griggs
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www.wharfcasualseafood.com
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Dothan, AL 36301
William Lieb
(334) 350-3865
www.troybankandtrust.com
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Dothan, AL 36303-2289
Tom Cozart
(334) 791-8850
www.vinylcraftcloset.com
SHOPPING / SPECIALTY RETAIL



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2090 S. Oates St.
Dothan, AL 36301
Brian Epding
(334) 671-2700
www.littlecaesars.com
RESTAURANTS, FOOD AND BEVERAGE



Let's Keep The Cheer Here

By Delvick J. McKay
Dothan Area Chamber of Commerce



Did you know that every day each of us make about 35,000 conscious decisions? Decisions on what time to get up, what to wear, what to eat, how we treat others, and as we enter the holiday season, we will be making a decision about what gifts we will buy and where we will buy them from.

If there ever was a time to make the decision to shop local and support your local retailers, businesses and restaurants, now is that time. And that is why on behalf of the Dothan Area Chamber of Commerce, we were pleased to kick off the “Keep the Cheer Here” campaign during a recent ribbon cutting at M.Y. Cakes & Pastries.

In 2019, during the traditional holiday shopping months of November and December, spending in Alabama reached an all-time high of \$13.25 billion. However, because of the Coronavirus, the projected local sales are expected to be flat compared to last year.

Small businesses are an indispensable part of the U.S. economy. In 2018, small business contributed approximately 44 percent of the nation's gross domestic product. In that same year, the individual proprietorships revenues equaled 7.4 percent of the Houston County GDP, and 7.8 percent of the Dothan Metropolitan Statistical Area (Geneva, Henry and Houston counties) GDP.

Small businesses are the backbone of our economy, they are the foundation of our economy and they are our job creators. Here in Dothan and Houston County, 82 percent of all businesses employ less than 20 workers. It is important that we support these, and all local businesses, retailers and restaurants, in our community.



Delicious assortment of M.Y. Cakes and Pastries' breads, pastries and croissants.

When thinking about whether to shop local, shop out of town or online with an out-of-town retailer, I ask you to consider these important facts:

- When you shop local, you are keeping your dollars here;
- For every \$100 spent at a locally-owned business, \$73 remains in the local economy compared to \$43 staying here when you spend at a non-locally owned business;
- When you shop local, you support the local tax base;
- When you shop local, you are supporting the area's local nonprofits because it is our local businesses that support them; and
- And when you shop local, you are supporting businesses that support future economic growth.

So, let's do all we can to make the right decision and “Keep the Cheer Here.” Shop smart, shop safe, shop local and Love Dothan!



Shop smart, shop safe, and shop local!

DOTHAN
ALABAMA
DOTHAN AREA CHAMBER OF COMMERCE

KEEP THE *Cheer* HERE

Campaign Kickoff



NewMembers

Clip and add these to your Membership Directory.

Advanced Product Solutions Inc.

Don Heard
208 Nypro Lane
Dothan, AL 36305
PH: (334) 479-0457
MANUFACTURING / PRODUCTION /
WHOLESALE

Buds N Blossoms Nursery & Landscaping

Beverly Wright
5881 U.S. Highway 431 North
Dothan, AL 36303
PH: (334) 793-0616
www.budsnblossomsnursery.com
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Havana Breeze Cigar Lounge

Humberto Berrios
104 Apple Ave., Suite 4
Dothan, AL 36303
PH: (334) 305-0299
www.havanabreezecigarlounge.com
SHOPPING / SPECIALTY RETAIL

Nuts To Go

Sharon Green
1550 Westgate Parkway, Suite 5
Dothan, AL 36303
PH: (334) 792-6887
SHOPPING / SPECIALTY RETAIL

Vintage Trailer Works, Inc

Damon Crunk
1183 Headland Ave. (Dothan)
P.O. Box 38
Cottonwood, AL 36320
PH: (334) 798-3462
www.vintagetrailerworksinc.com
MANUFACTURING / PRODUCTION /
WHOLESALE

Vision Center South

Katie Woodham
1936 Ross Clark Circle
Dothan, AL 36301
PH: (334) 794-0585
www.visioncentersouth.net
OPTOMETRY / OPHTHALMOLOGY

Ambassadors&Diplomats

Star Of The Month



Quenton Tazelaar

*Paul Davis Emergency Services
of Enterprise, AL*

Team Of The Month

Six Pack



Congratulations to our Ambassador and Diplomat Team of the Month – Six Pack. Team members (seated l-r) are Donnia Rambin, **Go Digital with Donnia**; Abby Rogers, **Coldwell Banker – Alfred Saliba Realty**; (standing) Tim Rockwell, **Banc Card of America Inc.**; Trent Reed, **Dothan Eagle**; and Shaun Cunningham, **Lan Darty Real Estate and Development**. Not pictured is Karen Forehand, **MidSouth Paving Inc.**

Thank you to all our Ambassadors and Diplomats who serve as the eyes and ears for the Dothan Area Chamber of Commerce. It is with your 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

40 to 49 Years

Allied Motion
Care Animal Center

30-39 Years

Alabama Cooperative Extension System
Dothan Career Center
First United Methodist Church
Greenbriar Rail Repair & Services
Wiregrass Commons Mall

25-29 Years

Sam's Club #8192
Scenic Cable Network & Production
Carpetland USA
Kelly Co., LLC

20-24 Years

Courtyard by Marriott
Eastern Technologies
Four Star Freightliner
Hara Financial Services, LLC
Oriental Imports
PRemployer Inc.
Ward Wilson Memory Hill Funeral Home
Wiregrass Area Food Bank

15-19 Years

Hodges Warehouse & Logistics
Ladies First Obstetrics and Gynecology
of Dothan Inc.

10-14 Years

Best Western Dothan Inn & Suites
COPACO - Dothan
Herring, Mike
Highland Hills Apartments
KFH Industries Inc.
Prime HVAC, LLC
ServisFirst Bank
Wells Fargo Advisors Financial Network
Wiregrass 2-1-1

5-9 Years

America's Home Place
BankPlus
Crown Trophy - Dothan
Dittus Machining
Dothan Real Estate Team
Florida Certified Sign Erectors
Full Moon Bar-B-Que
Glasstream Powerboats, LLC
Hinson Communications Inc.
Southeast Alabama Community Action
Partnership
Southern Home Builders, LLC
Southside Auto and Truck Repair
Southside Granite Showroom
Wint Smith State Farm Insurance

1-4 Years

Amber Roads Travel
Billy's Paint & Body Shop
Bird & Bean Coffee House
Chick-fil-A East
Coastal Signs & Graphics
Community 1st Real Estate
Fyzical Dizziness and Fall Prevention Center
Henry County Economic Development
Authority
High Wired Roasters
Highlands Cove, LLC
Howell Hardwood Flooring
Joel W. Weatherford, LLC Attorney
Law Offices of Valerie D. Judah, LLC
Keller Williams Realty Southeast Alabama
Mr. Mattress
Pat White Design
Pathfinder Digital Marketing
Smoothie King (West)
Southern Traditions Wedding and Event
Rentals
Steve Hodge Building and Development
Viva Health
Wal-Mart SuperCenter #2534
Wiregrass Real Estate, 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 email celebraterecovery@harvestdothan.com. "You can't heal a wound by saying it's not there!"

▶ **Virtual 1st Saturday Family Day**
Dec. 5 • 10:30 a.m.
Facebook Live. First Saturday Family Day has gone digital on the Wiregrass Museum of Art's Facebook page – complete with fun activities for the whole family. Saturdays are the perfect day for children and families to create and explore art together. For more information, call (334) 794-3871, visit www.wirerassmuseum.org or the museum's Facebook page.

▶ **"The Nutcracker"**
Dec. 3-6 • Times Vary
Dothan Civic Center. Presented by Southeast Alabama Dance Co., 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.
Victorian Christmas

▶ **Dec. 13 • 1-4 p.m.**
Landmark Park. Warm up to some holiday hospitality during the park's annual free open house. Visitors are invited to sip hot chocolate or mulled cider while children try their hand at making traditional Christmas decorations and enjoy a wagon ride around the property. A circuit-riding preacher will arrive to deliver a Christmas message in the historical Presbyterian Church and Santa will be available to visit with the kids. For more information, call (334) 794-3452 or visit www.landmarkparkdothan.com.

▶ **"Greater Tuna"**
Dec. 10-12, 17-19 • 7 p.m.
The Cultural Arts Center. The Southeast Alabama Community Theatre will present this comedy about a small town named Tuna. The wacky inhabitants of this town -- men, women, children and animals -- are all played by two skillful, transformative actors who must change parts at a rather breakneck speed and use inventive voice work. Tickets are \$10 per person. To purchase tickets, or for more information, visit www.seact.com.

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



Katie Newton Nutrition Consulting Now Accepting Most Insurances

Katie Newton Nutrition Consulting is pleased to announce that she is now accepting most insurances through private practice. As a native of Dothan, Newton is pleased to be serving the community with good nutrition and healthy lifestyle habit changes.

A local registered dietitian and nutritionist specializing in Medical Nutrition Therapy Services, Newton has helped hundreds of

people lose weight and get healthy again. And now with insurance acceptance, Newton will be able to assist in the care of patients to combat many illnesses like heart disease, diabetes, obesity and much more.

For more information, contact Newton at (334) 292-8860 or visit www.katienewtonconsulting.com.



Townsend Building Supply Named Independent Pro Dealer Of The Year

Townsend Building Supply has been named the 2020 Independent Pro Dealer Of The Year by *HBS Dealer* magazine and National Lumber and Building Material Dealers Association. The 2020 Pro Dealer of the Year award is sponsored by Epicor.

Townsend Building Supply, a family-owned business that began in the early 1940s located in Chipley, Florida, has grown to a six-store regional operation with four divisions - Townsend Building Supply, Building Systems, Windows & Doors, and now Strongwood by Townsend Wood Structure Installations.

President Michael Townsend credits the foundation of the company's success to his father and grandfather, along with the Townsend team, "who jumped in with both feet, ... worked unselfishly for each other and our customers."

The criteria for being awarded the 2020 Independent Pro Dealer Of The Year involve:

- High performance. Including sales growth, expansion, introduction of successful lines of business;
- Commitment to best practices. General organizational excellence, putting people first and developing a strong reputation in the markets they serve; and
- Values of the industry. Customer service, community service, and willingness to play the role of ambassador of the industry.

For more information, contact Townsend Building Supply at (334) 792-5111 or visit www.townsendbuildingsupply.com.

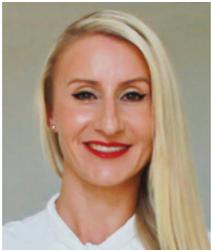


NUTS TO GO

1550 Westgate Pkwy, Suite 5
Parkway Place
Dothan, Alabama 36303
Phone: 334-792-NUTS (6887)
Email: NutsToGoUSA@gmail.com
www.Facebook.com/NutsToGoUSA

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QUALITY NUTS, GOURMET CONFECTIONS
& HANDCRAFTED CHOCOLATES
CUSTOM TINS, TRAYS, BASKETS, BOXES & GIFTS
Sharon Green, Owner

Hamilton Joins Weichert Realtors



Jenn Hamilton,
Realtor

Weichert Realtors, JBR Legacy Group is proud to announce Jenn Hamilton has joined its Dothan office. Hamilton joins a dedicated team of knowledgeable agents at Weichert Realtors, JBR Legacy Group who bring many years of combined real estate expertise to their clients.

Weichert Real Estate Affiliates Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business."

Weichert Real Estate Affiliates Inc. announced its first affiliate in 2002, was ranked as one of the top traditional residential real estate franchises in Entrepreneur's 2020 Franchise 500 and was identified in 2020 by Franchise Business Review as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 350 markets in 41 states.

Each Weichert® franchised office is independently-owned and operated. The Dothan office is located at 410 Honeysuckle Road. For more information, contact Pam Roberts at (334) 794-7211 or pam@dothanforsale.com.

Do You Know A Family In Need?

Do you know someone who's in need of food for the Christmas holiday? At this time of year, the holidays can be depressing and difficult for those in need. To help families in need, Community 1st Real Estate is organizing a Community Christmas Drive-Thru Groceries Give Away at Rip Hews Stadium Friday, Dec. 18 from 10 a.m. until 1 p.m.

How can you help? Help spread the word that those in need can receive a free brown-bag of groceries, a free turkey or ham, a free blanket and/or a free heater at the drive-thru.

For more information, contact Community 1st Real Estate at (334) 305-0300.



All In Credit Union Named Credit Union Of The Year

All in Credit Union has been named the 2020 recipient of the Credit Union of the Year award by the League of Southeastern Credit Unions. All in Credit Union was named the top credit union in Alabama among credit unions with assets above \$500 million.

"This award highlights the accomplishments of All in Credit Union's outstanding achievements in the areas of daily operations, financial strength and member outreach," commented Jared M. Ross, LSCU president.

In addition to a name change in 2019, All in Credit Union's strong financial performance was a significant reason behind its selection for this award. New branding provided a catalyst for growth with the organization experiencing double-digit growth in membership, deposits, assets and loans while maintaining strong earnings and substantial capital. Along with these significant corporate achievements, the credit union more than doubled the amount of dividends paid to members compared to the previous year, all while significantly outperforming peers in the same categories.

"We are honored to receive this award which recognizes the contributions of our staff,

management team and board of directors," stated Bobby Michael, All in Credit Union CEO/president. "Everyone at All In has poured their hearts into making this a credit union that impacts our members and our communities in a positive way."

All in Credit Union also excelled in the other categories that were part of the judging for this prestigious award. The areas reviewed included new products and services along with the introduction of activities and programs for employees and members. Among these enhancements were the introduction of instant-issue debit cards, the addition of three branch locations, enhanced employee training and a variety of loan products to help members build or restore their credit.

The credit union also received high marks for its involvement in its financial education programs, its generosity to the community with donations, grants, scholarships and more than 2,200 hours of volunteer service by employees.

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

Flowers Medical Group makes it easier to see a primary care provider—quickly. Our primary care providers offer same-day and telehealth appointments for well visits, acute illnesses, and chronic conditions. Whether in person or on screen, we'll be glad to see you. **To connect with a provider or to schedule an appointment online, visit FlowersMedicalGroup.com.**

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Internal Medicine Associates • 210 Westside Dr., Dothan • 793-5074
PrimeCare of Daleville • 144 Virginia Ave., Dothan • 793-2120
PrimeCare of Dothan • 4126 W. Main St., Dothan • 793-2120

FlowersMedicalGroup.com



ERA Jack Hughes Realty Welcomes New Agents



Ahmed Anderson,
Realtor

ERA Jack Hughes Realty is proud to welcome Ahmed Anderson, Hannah Cook and Tommy Outlaw to its team of agents.

Anderson is a Dothan native and a Dothan High School graduate. Shortly after graduation, he spent the next four years in the U.S. Marine Corps. The Corps' values of honor, courage and commitment still drives on today within him. Whether he completed only four years or made a career of the military, he was sure he would return to serve the citizens of the Wiregrass area.



Hanna Cook,
Realtor

Anderson is now a licensed real estate agent with ERA Jack Hughes Realty and is excited to begin his real estate journey. He is passionate in helping



Tommy Outlaw,
Realtor

people with their current and future home ownership needs. To contact Anderson, call (334) 718-3054.

Cook was raised in Ashford and after graduation, she moved out of state briefly before returning right back to the Wiregrass. Working over 18 years in customer service, she has a passion for service and wanted a career that would allow her to improve the community where she's raising her children.

Cook is proud to have the privilege to work with individuals during one of the most significant purchases they will make. She is extremely satisfying to help neighbors and friends meet their real estate goals. Cook also appreciates how important it is to find that dream home and get the best offer for your property. To contact Cook, call (334) 589-9049.

Outlaw is also a Dothan native and a graduate from Dothan High School. After retiring in 2019, he knew he wouldn't be satisfied sitting around. So, having an interest in real estate, he attended ERA Jack Hughes Realty's real estate classes where he received his real estate license and is a member of the Southeast Alabama Multiple Listing.

Outlaw is excited and looks forward to helping individuals to sell their home and/or also find that perfect home. To contact him, call (334) 796-6885.

Wiregrass Courier Under New Ownership



Vince Wade

1998, he joined GTE (General Telephone Electric). Working through many corporate transitions, Wade devoted 22 years to the telecommunications industry. His experience with operations management and service delivery has enabled him to move into this new opportunity.

Wiregrass Courier specializes in same-day delivery along with scheduled and on-call pick-up service. Wiregrass Courier can transport anything from an envelope to palletized cargo, including medical supplies and specimens, to auto parts. Warehouse storage is also available in the Dothan area.

Located at 979 Tate Drive in Dothan, Wiregrass Courier can be reached at (334) 699-2280 or online at www.wiregrasscourier.com 24/7 365 days a year.

Wiregrass Courier has been serving south Alabama and the Florida Panhandle for the past 20 years and is now under new ownership. Vince Wade, a lifetime resident of Houston County, has purchased the company.

"The past year has been one of many challenges, but I feel optimistic of the future," stated Wade.

After graduating from Houston County High School, Wade joined the U.S. Navy serving eight years as a rescue swimmer and aviation mechanic. Returning home in

Agency representatives will be passing out information about their agency and goodies for the children. The Salvation Army of Dothan and Waffle House will be providing free, pre-packaged lunches for everyone as long as supplies last. Santa Claus will also be along the pathway providing stockings stuffed with toys and goodies for the children.

This event is a great way to step back in to 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 has proven to be an event the community loves, appreciates and wants to continue supporting. As a result of this event, families in our area do not have to worry about their finances to participate.

The event is free to attend and can food for the Salvation Army will be collected during the event.

For more information, contact David Duke at Wiregrass 2-1-1 at (334) 836-1963 or visit Saddle Up Santa's Facebook page.



Saddle Up Santa Set For Dec. 12

The Houston County Farm Center will be the setting for this year's Saddle Up Santa Christmas Festival Saturday, Dec. 12, from 10 a.m. until 2 p.m. Hosted by the Dothan Boots and Saddle Club and Wiregrass 2-1-1, the event focuses on families struggling with little money to spend, especially during the holidays.

Due to COVID, this year's event will be a drive-through only. Families will stay in their vehicles and nonprofits/faith-based organizations will be set up along the path with decorated booths.

Agency representatives will be passing out information about their agency and goodies for the children. The Salvation Army of Dothan and Waffle House will be providing free, pre-packaged lunches for everyone as long as supplies last. Santa Claus will also be along the pathway providing stockings stuffed with toys and goodies for the children.

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For more information, contact David Duke at Wiregrass 2-1-1 at (334) 836-1963 or visit Saddle Up Santa's Facebook page.

Tikiz
Shaved Ice & Ice Cream

Brad Tucker
Owner/Operator
Tikiz Of The Wiregrass
Direct: 1.833.334.0334
Cell: 1.334.797.9253
Email: bradtetikiz.com

Tikiz.com/TikizOfTheWiregrass

Forehand Named To Top 401 Retirement Plan Advisors List



Lee Forehand, Corporate Retirement Director

Morgan Stanley recently announced that Lee Forehand in the firm's Dothan office was named to the 2020 *Financial Times* 401 Top Retirement Advisors list. The FT 401 is based on data gathered from

advisors, regulatory disclosures and the FT's research. Forehand is a corporate retirement director and financial advisor with 13 years in the defined contribution space. He has been a member of Morgan Stanley since 2015 and provides a full suite of retirement services to corporate and institutional clients.

He received degrees in business and finance from Enterprise State Junior College and Troy University. He also received a master's in financial planning from the University of Alabama where he was a member of the Phi Kappa Phi National Honor Society and

graduated with a perfect 4.0 GPA.

Forehand has also earned 15 professional designations throughout his career including the Certified Investment Management Analyst (CIMA®), Qualified Plan Financial Consultant (QPFC), Chartered Retirement Plans Specialist (CRPS®) and Chartered Retirement Planning Counselor (CRPC®).

The FT 401 Top Retirement Advisors is an independent listing produced annually by Ignites Research, a division of Money-Media Inc., on behalf of the Financial Times (October 2020). The final list represents an impressive cohort of elite financial advisors who specialize in serving defined contribution retirement plans across the U.S. The median DC plan assets administered by this year's group is \$800 million with DC plans on average accounting for 86 percent of total client assets. The FT 401 financial advisors represent 41 states and Washington, D.C.

Morgan Stanley is a leading global financial services firm providing investment banking, securities, investment management and wealth management services.

Sukey Named Business And Personal Sales Consultant



Laura Sukey, Outside Business and Personal Sales Consultant

A&D Automotive Group has named Laura Sukey as its outside business and personal sales consultant. Sukey brings over 24 years of recruiting, marketing and sales experience to the position. Radio listeners will recognize her name

from hearing her on the air for the past two years.

Sukey's mission at A&D Automotive Group will be to serve the vehicle sales needs of the business community by making it easy for companies to purchase vehicles for their business or family because she will come to them. Every business needs at least one vehicle, and Sukey will serve business by calling on them directly to perform a complimentary needs analysis. She will then shop the vast inventories available to find the perfect vehicle to suit their needs.

A&D Automotive Group has a huge inventory of vehicles to choose from at its family of dealerships include Dothan Chrysler Dodge Jeep Ram, Dothan Kia, Dothan Volkswagen, Enterprise Kia and Enterprise Chevrolet. A vast assortment of new, certified pre-owned and lease vehicles are also available.

You're busy and generally, taking time to shop for a vehicle is not something that most businesses have time to do. That's where Sukey can help by bringing the dealership to you.

For more information, or to make an appointment, call or text Sukey at (334) 803-2136 or email lauradothandcjr@gmail.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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sell
service

**Whatever you Do this holiday,
Do it with a Chamber Member!**

*Chamber members support Chamber members
and together we support the local economy.*



Glover Appointed President Of Alabama Association Of Funeral Directors



Kendall Glover

Kendall Glover, owner of Glover Funeral Homes in Dothan, Eufaula and Clayton, Alabama, was recently installed as president of the Alabama Funeral Directors Association. The

AFDA is an affiliate of the National Funeral Directors Association, the largest funeral services association in the world with over 20,000 members in 49 countries.

Glover will preside over the statewide association efforts to provide education, support and guidance to Alabama's funeral services community. Along with the board of directors, Glover will further advance the AFDA mission statement to "encourage and promote only the highest of professional standards for men and women engaged in the funeral service profession."

The association's role for 2020 has been

amplified by the COVID-19 pandemic and it's effect on funerals. In a recent newsletter, Glover wrote, "We all have experienced so many unknowns since March, not only in our personal lives but the lives of the families we serve."

Glover began his funeral career at Kent Funeral Homes in Clayton and Eufaula in 1988. In 1990 he left to pursue his education in Funeral Service and returned to Kent Funeral Homes in 1992, remaining there until 1996 when he moved to Dothan where he continued his funeral service career, opening Glover Funeral Home in 2012. In 2019, Glover purchased Kent Funeral Homes – where he got his start in the industry. Glover and his family are active members of First United Methodist Church of Dothan.

Glover Funeral Home, celebrating 8 years in Dothan, offers a full array of funeral services; traditional and personal services and burial, cremation, and preplanning. For more information or to contact Kendall Glover, call (334) 699-3888 or visit www.gloverfuneral.com.



YOUR CBD Store®

Your CBD Store Hosting Food And Toy Drive

Your CBD Store will host a Food and Toy Drive to benefit the Wiregrass Children's Home now through Saturday, Dec. 12.

During this time of year, the Wiregrass Children's Home can have anywhere from 10-20 children ranging in ages from 2-17. The requested food items include such things as juices (including juice boxes), snacks (pudding, crackers, cookies, fruit cups, pop tarts, etc.), dry goods (cereal, pancake mix, rice, noodles, etc.), canned goods (lasagna, spaghetti, spam, sausages, etc.), and paper products (plates, plastic ware, paper towels and toiletries).

Also, because the home won't know who will actually be at the home during Christmas, they are requesting such "gift" items as gift

cards to places like bowling, trampoline park, Adventure Land, movies, what they refer to as "life experiences" that these children don't get a chance to experience, cards, board games, coloring books and crayons, etc.

All donations are greatly appreciated as these children have no family to be with. All donations will be accepted now through Saturday, Dec. 12, and can be dropped off at 2938 Ross Clark Circle, Monday through Friday 10:30 a.m. until 6 p.m. and Saturday 10:30 a.m. until 4:30 p.m. As a thank you for donations, the CBD Store will be giving away a free bag of gummies.

For more information, contact Lisa Lee at (334) 699-2505.



ATTENTION CHAMBER MEMBERS

Are You Taking Advantage Of This Great Educational Partnership?

Attention Chamber members ... are you taking advantage of the great educational partnership that's offered to you and your employees through Troy University and the Dothan Area Chamber of Commerce?

As an active member, this Corporate Partnership will provide you and your full-time employees a 10 percent scholarship on tuition costs (classroom and online), as well as providing access to Troy University's Corporate Achiever Scholarship.

The Corporate Achiever Scholarship, when awarded, can provide your full-time employees pursuing an undergraduate degree up to four free classes, and those pursuing a graduate degree, up to three free classes. This is a great benefit!

Troy University and the Dothan Area Chamber of Commerce leadership are excited about providing this opportunity. A primary goal of the program is to help develop the workforce needed to sustain growth and create new business opportunities across the region.

To learn more about this partnership and how your business or organization can take advantage upon the educational opportunities currently being offered, contact Abbey Richards, director of enrollment, at (334) 983-6556, ext. 21228 or arichards154275@troy.edu.

City, Chamber Host Roundtable Discussion With Financial Institutions

Dothan Mayor Mark Saliba and the Dothan Area Chamber of Commerce recently hosted local financial institutions for a roundtable community discussion. Topics covered during the roundtable included local economy, transportation projects, housing, workforce development issues, monetary policy and quality of life.

The DACC appreciates all its financial institutions and the positive role they play in our community. #LoveDothan



Chamber Board Takes Its Meeting Outdoors

For its first in-person meeting since February, the Dothan Area Chamber of Commerce's Board of Directors took its November meeting outdoors to Aunt Katie's Garden. The garden's Executive Director Michael Jackson provided the board with an update on the future of the garden, expansions and 21st century gardening.



SMALL BUSINESS IS THE BACKBONE OF THE HOUSTON COUNTY ECONOMY

- **7,419** establishments without payroll
- **1,215** establishments with less than 5 employees
- **590** establishments with 5 to 9 employees



- **411** establishments with 10 to 19 employees
- **330** establishments with 20 to 49 employees
- **95** establishments with 30 to 99 employees

- **41** establishments with 100 to 249 employees
- **11** establishments with 250 to 499 employees
- **3** establishments with over 1,000 employees

85.4% of all establishments in Houston County have less than 5 workers.



DOTHAN AREA CHAMBER OF COMMERCE

Source: Census Bureau

For more information contact:
Dean Mitchell
dmitchell@dothan.com

Southeast Alabama Works Leadership Development Training First Quarter 2021 Schedule

Dothan - Dothan Area Chamber of Commerce

- Follow This Leader, Session One
"Leadership Basics": January 26-27th
- Follow This Leader, Session Two
"Leadership Essentials": February 24-25th
- Follow This Leader, Session Three
"Leadership Future": March 24th

Enterprise - Enterprise State Community College

- Follow This Leader, Session One
"Leadership Basics": January 20-21th
- Follow This Leader, Session Two
"Leadership Essentials": February 11-12th
- Follow This Leader, Session Three
"Leadership Future": March 18th

(Leadership classes do not have to be taken in sequence)



For more information or to register contact:
melanie@southeastwow.org
madison@southeastalabamaworks.com

DISCOVER & EXPLORE

ANCIENT GREECE

WITH THE DOTHAN AREA CHAMBER OF COMMERCE



DOTHAN AREA CHAMBER OF COMMERCE

9-DAY JOURNEY

HIGHLIGHTS:

- Round trip scheduled airfare
- Round trip transfers between airports and hotel
- 7 nights at the King Saron Hotel (all-inclusive resort) in Isthmia ... Single Hotel Holiday!
- All meals included while at the hotel
- City tour of Athens
- Corinth Canal Crossing
- Full day tour to Mycenae, Epidaurus & Nafplion



Acropolis

DAY BY DAY

DAY 1

- Transatlantic flight

DAY 2

- Arrive in Athens and transfer to your hotel for 7 nights

DAY 3

- Breakfast at your hotel
- City tour of Athens
- Guided tour of the Parthenon
- Greek festive dinner show

DAY 4

- Breakfast at your hotel
- Day at leisure
- Optional tour to Delphi

DAY 5

- Breakfast at your hotel
- Full day excursion to the heart of the Peloponnese Peninsula
- Visit to Mycenae, Epidaurus & Nafplion

DAY 6

- Breakfast at your hotel
- Day at leisure
- Optional full day tour of Olympia

DAY 7

- Breakfast at your hotel
- Enjoy the scenery along the drive to the Corinth Canal
- Cross the Corinth Canal by boat

DAY 8

- Breakfast at your hotel
- Day at leisure
- Optional day cruise to Saronic Gulf

DAY 9

- Breakfast at your hotel
- Transfer to the airport to fly home or join the Optional Santorini Post-Tour



Corinth Canal

BOOK NOW

EARLY BIRD DISCOUNT

~~\$3,099 PER PERSON~~

\$2,799 PER PERSON

if deposited by November 1st!

BOOK & SAVE

~~\$3,099 PER PERSON~~

\$2,899 PER PERSON

if deposited by April 21st!

Departing October 21, 2021

For more information, please contact
Hayden Camp at hcamp@dothan.com

#SaveTheDates

Wednesday Webinar

Handling Negative Emotions ... Now And In The Future

Wednesday, Dec. 2 • 2-3 p.m.



Joel Hughes,
CEO Trainer

It's normal to experience emotions at work. To get frustrated, angry, experience fear and excitement. But how we handle these feelings can go a long way toward building, or destroying, a strong workplace climate and motivating or discouraging employees. Join the Dothan Area Chamber of Commerce for its Wednesday Webinar "Handling Negative Emotions ... Now And In The Future" Wednesday, Dec. 2, from 2-3 p.m.

Presented by Joel Hughes, Troy University's Continuing Education and Outreach, in this webinar you will learn to identify negative emotions as they occur and recognize how these negative emotions occur. We will explore the five most frequently encountered negative emotions. We will also examine the use of "self-awareness and processing" as a workplace and home life tool. Finally you will be encouraged to develop a plan to manage all negative emotions at work.

To register, visit <https://bit.ly/34VCywP>. The corresponding Zoom link will be emailed to you prior to the webinar starting.



In-Person Seminar

Workforce 101

Wednesday, Dec. 9 • 2-3 p.m.



Ann Marie Carr,
Executive Director

To help your business recruit, train and retain an effective workforce, the Southeast AlabamaWorks will conduct a "Workforce 101" seminar Wednesday, Dec. 9, from 2-3 p.m. at the Dothan Area Chamber of Commerce.

Ann Marie Carr, Southeast AlabamaWorks executive director, will introduce and discuss with you the multiple workforce programs that are available to the business and industry community. Topics of discussion will include on-the-job training, customized skills upgrade and training for existing employees, registered apprenticeships and more.

The seminar is free and pre-registration is required. To register, visit <https://bit.ly/2I4VEYj>. Please note this will be an in-person event and in order to follow COVID guidelines, seating will be limited to the first 25 registrants.

The DACC will be following recommendations per the CDC, Alabama Public Health and Gov. Kay Ivey's face mask requirements.



Deadline For Alabama Private Nonprofit Organizations To Apply For Physical Damage Disaster Loans Is Dec. 8

The U.S. Small Business Administration is reminding eligible private nonprofit organizations in Alabama of the Tuesday, Dec. 8, deadline to submit disaster loan applications for physical damages caused by Hurricane Sally on Sept. 14-16, 2020.

PNPs located in the counties of Baldwin, Barbour, Butler, Clarke, Coffee, Conecuh, Covington, Crenshaw, Escambia, Geneva, Houston, Mobile, Pike, and the Poarch Band of Creek Indians in Alabama are eligible to apply. Examples of eligible non-critical PNP organizations include, but are not limited to food kitchens, homeless shelters, museums, libraries, community centers, schools and colleges.

PNP organizations may borrow up to \$2 million to repair or replace damaged or destroyed real estate, machinery and equipment, inventory and other business assets. The interest rate is 2.75 percent with terms up to 30 years. Applicants may be eligible for a loan amount increase up to 20 percent of their physical damages, as verified by the SBA for mitigation purposes. Eligible mitigation improvements may include a safe room or storm shelter, sump pump, French drain or retaining wall to help protect property and occupants from future damage caused by a similar disaster.

The SBA also offers Economic Injury Disaster Loans to help meet working capital needs, such as ongoing operating expenses to PNP organizations. EIDL assistance is available regardless of whether the organization suffered any physical property damage.

Applicants may apply online using the Electronic Loan Application via SBA's secure website at www.disasterLoan.sba.gov.

Disaster loan information and application forms may also be obtained by calling the SBA's Customer Service Center at (800) 659-2955 (800-877-8339 for the deaf and hard-of-hearing) or sending an email to disastercustomerservice@sba.gov. Loan applications can also be downloaded from www.sba.gov/disaster. Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The filing deadline to submit applications for physical property damage is Dec. 8, 2020. The deadline to submit economic injury applications is July 9, 2021.

For more information, contact Michael Lampton at (404) 331-0333 or michael.lampton@sba.gov.

YourChamber

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 melia@dothan.com.



Gov. Ivey Announces \$200 Million Small Business Grant Program “Revive Plus”

Gov. Kay Ivey on Wednesday, Nov. 18, announced Revive Plus, a \$200 million grant program to support small businesses, non-profits and faith-based organizations in Alabama that have been impacted by COVID-19. Revive Plus is the second wave of funding for these organizations with 50 or fewer employees and will award grants of up to \$20,000 for expenses they have incurred due to operational interruptions caused by the pandemic and related business closures.

“As the state has rolled out over \$1 billion of the CARES Act monies to the individuals and businesses affected by COVID-19, it became evident the group most overwhelmingly hurt during the pandemic were the small ‘mom and pop’ shops,” Gov. Ivey said. “A second round of assistance through Revive Plus will ensure that the small business owners who have borne the brunt of the downed economy can be made as whole as possible. As we head into the holiday season, my hope is that this will be welcome news for our businesses and help ease their burdens from what has been a very hard year.”

Entities may receive up to \$20,000 to reimburse qualifying expenses if they have not received federal assistance for the corresponding item they are claiming with the state of Alabama. The Revive Plus grant is in addition to any state of Alabama Coronavirus Relief Fund grant previously received, including the Revive Alabama Small Business, Non-Profit, Faith-Based, and Health Care Provider grants. There is no set cap on the number of entities that may be awarded a Revive Plus Grant. Grants will be awarded to qualifying applicants on a first-come-first-served basis until the funds are exhausted.

“The Revive Plus program is much needed in our small business economy,” Senate General Fund Chairman Greg Albritton (R-Atmore) said. “I commend Governor Ivey for taking this action, recapturing unspent dollars and using a proven program to bring economic relief to our small business owners.”

Alabama received approximately \$1.9 billion of CARES Act funding to respond to and mitigate the coronavirus pandemic. Alabama Act 2020-199 initially designated up to \$300 million of the Coronavirus Relief Fund for individuals, businesses, non-profit and faith-based organizations directly impacted by the coronavirus pandemic. After the initial \$100 million for small business that was reimbursed starting in July 2020, legislative leadership approved a second round of \$200 million from allocations made to reimburse state government and from other grant programs that have ended with the full allocation unspent.

“This second round of funding for Alabama entities will provide

much needed resources for our state’s economy,” Senate Minority Leader Bobby Singleton (D-Greensboro) said. “I appreciate the governor and the Finance Department’s work to ensure we utilize these funds to the benefit of our citizens.”

Entities may access grant information and the grant application through the Coronavirus Relief Fund website <https://crf.alabama.gov/default.aspx>. The application period for the Revive Plus Grant Program opened at noon, Nov. 23, 2020 and runs through noon, Dec. 4, 2020.

“This is welcome news for small businesses, non-profits and faith-based organizations that are continuing to feel the adverse effects of the Covid-19 virus,” House General Fund Chairman Steve Clouse (R-Ozark) said. “Time is of the essence and I urge all qualified entities to apply as soon as possible beginning Monday, Nov. 23.”

A coalition of the Business Council of Alabama, the National Federation of Independent Business of Alabama, and the Alabama Restaurant Association worked closely with the Governor’s Office to revisit the grant program after the initial round of Revive Alabama reached the \$100 million cap.

“Businesses throughout the state are working diligently to keep their employees and customers safe, all while ensuring commerce throughout Alabama continues to move,” Business Council of Alabama President and CEO Katie Britt said. “Revive Plus will be essential in giving Alabama businesses access to the necessary and needed funding to keep their doors open and keep hard working Alabamians employed. Our broad coalition of businesses, associations and chambers commend Governor Ivey and her administration for putting these critical funds into the hands of businesses who need it most.”

Qualifying entities must have been in business March 1, 2020, are currently in business and have a valid W-9 to apply for a Revive Plus Grant.

This is a promotional graphic for the Justice Park Media Center. On the left, there is a photograph of a modern outdoor media structure with multiple HD screens displaying various images. The text on the right side of the graphic reads: "New Chamber Members Will Now Be Featured in Hi-Def at • JUSTICE PARK MEDIA CENTER • (Located in the Heart of Downtown Dothan)". At the bottom right, there is the Durden logo with the website "durdenoutdoor.com" and social media icons for YouTube, Facebook, and Twitter.

Chamber Connections



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Economic Indicators

▼	Labor Force for the Dothan MSA for September: 64,268 in 2019; 63,784 in 2020 62,643 in 2019; 60,082 in 2020 Employed
▲	Unemployment for the Dothan MSA for September: 2.5% in 2019; 5.8% in 2020
▼	Residential Building Permits for the City of Dothan for September: 35 issued (\$6.10 million) in 2019; 9 issued (\$3.03 million) in 2020
▲	Home Sales in Dothan for September: 160 sold in 2019; 209 sold in 2020
▼	Enplanements for Dothan Regional Airport for September: 4,597 in 2019; 1,557 in 2020
▲	Houston County & Dothan Sales and Use Tax Collections (\$) for September: \$1,708,364 in 2019; \$1,713,737 in 2020 (County) \$6,041,056 in 2019; \$6,286,852 in 2020 (City)

*Editor's Note: Sources for this information vary; call the Chamber for details.
Data as of 11/16/20. 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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