



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

Welcome Center Now Open on Weekends

The Eastern Shore Chamber of Commerce officially opened the Welcome Center at the Scenic Overlook office on weekends on January 12. Even as a soft opening approximately 42 visitors signed in on Saturday when the center was open from 10 am to 3 pm, and 22 people signed in on Sunday from noon to 4 pm.

“The first weekend opening of the Scenic Overlook Welcome Center went very smoothly,” said Jay Hasting, tourism director for the ESCoC. “The center was staffed Saturday and Sunday by part-time employee, Sandra Weekley and volunteers Sharon Guida and Lavon Greathouse. They did an excellent job.”

Other part-time employees recently hired to welcome visitors at the center are: Sue Patterson, Lori Edson and Ray Hobbs. Additional volunteers donating their time to



Weekend staff from left: Sandy Weekley, Lavon Greathouse and Rose Hobbs.

have some fun with the chamber on the weekends are: Ray Downey, Claire Waites, Tonya Pettis and Mary Garey.

Even before the Welcome Center opened on weekends, it has been a very important stop-over for people visiting the area. Each year the chamber records upwards of 30,000 visitors to the center. It's like a *living*

billboard. The staff and volunteers help them with directions; recommend lodging and restaurants; provide ideas for fun and interesting things to do along the Eastern Shore; make reservations and much more. It's all about Southern hospitality.

“Tourism is very important to the entire region,” said Darrelyn Bender, president/CEO for the ESCoC. “Not only do we provide visitors and locals

with an abundance of wonderful things to do, we also get to show off our area. Visitors spend a lot of money, which helps our economy. Our new staff and volunteers are so proud of their Eastern Shore and they are having a great time.”

Bender also pointed out that tourism is an initiative of the Blueprint for Tomorrow strategic plan.

Leadership & Lessons set for February 11

Bud Krogh and Traci Fenton, two nationally acclaimed speakers, will present *Leadership & Lessons*, a discussion on ethics and freedom-centered leadership, on February 11, 2008 at The Grand Hotel, Golf Club and Spa. Registration begins at 8:30 and the program will begin promptly at 9 a.m.

This event is the kickoff of the new Eastern Shore Business Academy, a product of *Blueprint for Tomorrow*, the Chamber's strategic plan. Business leaders asked for opportunities to provide quality professional education on the Eastern Shore that will allow

themselves and their staffs to develop their organizations in line with the very latest business thinking while eliminating the need and expenses of traveling to distant cities. The Eastern Shore Business Academy first met in December 2006 and has been meeting and preparing for this launch. In June 2007 a *Call for Speakers* was issued on topics that were derived from a survey of Eastern Shore Chamber members. Once these speakers were vetted for expertise and presentation skills by the task force, the schedule for

Academy was set.

You can see the entire 2008 Business Academy course schedule by downloading the PDF file at www.eschamber.com/academy.

For more information and to make a reservation, go online at www.eschamber.com/academy or call 928-6387.

**Sponsored by:
The Grand Hotel Golf Club and Spa
BES, Inc.**

Ambassador of the Month

Fred Minke *Home Relief Services*



Fred Minke was selected as Ambassador of the month for December. He was chosen because he participated in more chamber activities throughout the month than any other Ambassador. Activities include attending

Business After Hours, Eggs & Issues, ribbon cuttings and delivering plaques to new members. Ambassadors serve as liaison for the chamber with members.

Fred has been the office manager for Home Relief Services, Inc. since August 2005. The company provides private duty caregiver services to elderly individuals who need assistance in their home or assisted living facility.

The Cleveland, Ohio native was raised in Birmingham and moved to Spanish Fort in 1985, where he lives with his wife LaDonna and daughter Madisen, age 8. At age 41, Fred describes himself as very outgoing and has a love for antique automobiles.

"I have organized an auto show that meets monthly and helps raise money for USA Children's & Women's Hospital," he said. "It also helps the annual Toys for tots drive."

In addition he is an avid softball player.

Business After Hours

Friday, February 7, 5 - 7 pm

**Omni Health & Fitness Center
27955 Highway 98, Daphne**

Eggs & Issues

Tuesday, February 12, 7:30 am

**Homestead Village, 924 Plantation Blvd., Fairhope
Speaker: Patricia Vanderpool**

**Featuring: Stress Management - How to Avoid Being Fried
Call 621-8222 Reservations must be made and must be paid.**

Board of Directors

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Hugh McCoy - *White Spinner Construction*

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Mickie Russell - *Dauphin Realty of*

Baldwin County

Greg Strachan - *Bryant Bank*

STAFF MEMBERS

Kathie Barton - *Communications Manager*

Amy Dial - *Membership Coordinator*

Lori Edson - *Information Specialist*

Rose Hall - *Information Specialist*

Rose Hobbs - *Information Specialist*

Jay Hasting - *Tourism Director*

Angela Kimsey - *Special Events Coordinator*

Greg Loughlin - *Director of Business*

Development

Sue Patterson - *Information Specialist*

Michelle Rumpf - *Director of Development*

Flo Stanton - *Information Specialist*

Carolyn Walthall - *Youth Leadership
Coordinator*

Sandra Weekley - *Information Specialist*

Judy Wilson - *Information Manager*

Jo Wyllly - *Accounts Manager*



Meet Hugh McCoy **White Spinner Construction, Inc.**

Meet Hugh McCoy member of the Eastern Shore Chamber of Commerce Board of Directors and Board of Advisors.

Hugh is serving as the Managing Director for White-Spinner Construction, Inc. With offices in Mobile, Dallas, Texas, and Raleigh North Carolina, White-Spinner Construction is one of the Southeast's largest general contractors specializing in commercial, institutional, health care, hospitality, multi-family and industrial markets. He is responsible for project planning and financial feasibility, pre-construction services, business development, and strategic market planning.

Prior to joining White-Spinner, he was affiliated with Burns & McDonnell Engineers, Morrison Knudsen Corporation, and Centex Construction Group in Dallas. He holds a BS from Kansas State University and an MS from Kansas State University in the College of Architecture and Planning and an MBA from the University of Kansas.

Fairhope and the Eastern Shore

A Painter's Paradise



Over one hundred paintings by local artists

Join us in Paradise... become a sponsor and be featured in this beautiful coffee table book.

This publication is designed to promote the Eastern Shore businesses, local artists and writers. All proceeds will benefit the Eastern Shore Art Center.

**Eastern Shore Art Association - 401 Oak Street, Downtown Fairhope
www.EasternShoreArtCenter.com - (251) 928-2228**



Constantine Human Resource Consulting, LLC, recently joined the Eastern Shore Chamber of Commerce. Information Manager Judy Wilson (left) presented Stephanie Constantine (right) with her new member plaque at a recent Business After Hours. Constantine Human Resource Consulting, LLC provides human resource expertise to businesses that may not have a human resource manager on staff. Services include consulting and auditing for legal compliance; developing employee handbooks and policies, job descriptions, performance appraisal systems and wage scales; and training in interviewing/hiring, employee retention and relations, sexual harassment, diversity and disciplining and terminating. For more information go to www.constinehrc.com. For a free consultation, call 508-3883 or e-mail Stephanie@constinehrc.com.



Sweetpea Services, a plant leasing and maintenance service, recently joined the Eastern Shore Chamber of Commerce. The company provides green plants on a long-term or short-term lease. Plants can also be provided for events such as conferences, weddings, exhibitions, etc. Accepting their new member plaque from Chamber Ambassador Regina Hanberg, are (from left) Ellen Malugni and Richard Malugni. Call 213-8878 for more information.



"The level of customer service provided by Advanced Payroll Solutions is superior to anything else. We have found partnering with them has been a great business decision."

**Jason Padgett
General Manager
North Baldwin Utilities**

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The Eastern Shore Chamber of Commerce extends a special *THANK YOU* to the volunteers and participants of the 9th Annual Eastern Shore Business & Community Showcase that took place January 4 & 5 at the Daphne Civic Center. This year's planning committee worked very diligently to showcase the best of what the Eastern Shore offers. (From left): Angela Kimsey, event coordinator for the ESCoC; Cynthia Bridges, Coca Cola Bottling Cooperative; Ana Meeker, GLAM! Photography; and Linda Scott, Scott & Associates

Showcase Exhibitors:

- Absolute Home Theater
- Baldwin Heating and Air
- First Gulf Bank
- Better Business Bureau
- Home Relief Services
- IMC, LLC
- Sylvan Learning Center
- First South Farm Credit
- Odyssey Healthcare
- Lopez Family Chiropractic
- Advocare Independent Distributors
- Bounds Family YMCA
- WHL Architecture & Interiors
- Advanced Payroll Solutions, Inc.
- Force 5 Walls
- Made in the Shea
- Women's Business Center
- Room Redesign
- Fitting Designs
- University of South Alabama Baldwin Co.
- Sweetpea Services
- Verizon Wireless
- Affordable Plumbing
- 1st Choice Home Improvement
- Fair Business Solutions
- Terminex International
- United Bank
- Family Security Credit Union
- ICF of Alabama



The Plot Shop recently joined the Eastern Shore Chamber of Commerce. To celebrate the occasion the chamber held a ribbon cutting at the 26050 Equity Drive, Ste. E location in Daphne. Attending the event were (from left): Denise Weston, Mary Brabner and Jim Byrd, chamber ambassadors; Tammy Trowbridge, Joe Corner, Gerald Moore and Kim Bates, with The Plot Shop; Darrelyn Bender, ESCoC president/CEO; Lauren Safley, Fred Minke and Joey Butler, chamber ambassadors. The Plot Shop (TPS) provides digital color and black and white scanning up to 36 inches wide and laminating services up to 42 inches wide. TPS also provides a wide range of copy/reprographics services including binding and mounting. In addition, The Plot Shop is an authorized FedEx shipping center. For more information call 625-1960.



Huntington Learning Center recently opened an individual testing and tutoring facility on the Eastern Shore and joined the Eastern Shore Chamber of Commerce. Attending the ribbon cutting event at the 6890 U.S. Highway 90, Ste. 20 location in Daphne were (from left): Sandy Cooke, Denise Weston, chamber ambassadors; Darrelyn Bender, ESCoC president/CEO; John Dotson, Beth Dotson, center director; Hope Stembridge, assistant director; Floyd Morel, teacher; Mary Brabner, Fred Minke and Anne Reese, chamber ambassadors. Huntington Learning Centers help students of all ages build the skills, confidence and motivation to attain better grades. Exam prep instruction for college-bound students is personalized. Private tutoring gives student test-taking strategies and shows them how to apply their knowledge to questions that involve problem-solving, analytical thinking, reasoning, drawing conclusions, interpreting facts and essay writing. For more information call 621-7312.

New Members

Eastern Shore Antiques

Dean Kelly
1505 US Highway 98
Daphne
625-0930

O'Daniel Custom Homes

Clay O'Daniel
17704 State Highway 181
Fairhope
929-7006

The Leukemia & Lymphoma Society

Lori Lightcap
2970 Cottage Hill Rd.,
Ste. 127
Mobile
472-8123

Splash Pools & Spas, LLC

Jack Willard
30941 Mill Lane, Unit C
Daphne
626-9846

Diaz Facial Plastic Surgery Clinic

Gus Diaz
411 N. Section St., Ste. 5
Fairhope
517-5050

Graffiti-By-Redesign

Lance Penley
109 Windwood Cir.
Daphne
504-4411

McMurphy Orthodontics, Inc.

J. Steadman
McMurphy, Jr.
30941 Mill Lane, Unit A
Daphne
621-8887

Townsend Recovery, LLC

Melissa Whiten
9265 Lakeview Dr.
Foley
605-8828

Room Design

Gale Colvert
302 Potters Mill Ave.
Daphne
625-0036

Coastal Bank and Trust

Doug Thomas
7050 US Highway 90
Daphne
621-9710

Save the Date:

56th Arts & Crafts Festival in Fairhope, an Eastern Shore Chamber of Commerce event

March 14, 15 16, 2008
on the streets of beautiful
Downtown Fairhope

www.eschamber.com/artsandcrafts



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Member 3 Years

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Air Conditioning Contractors & Systems
Member 1 Year

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Tanning Salon
Member 2 Years

Coldwell Banker United, Realtors
Harry Brown
Real Estate – Commercial
Member 2 Years

Coldwell Banker, Reehl Properties, Inc.
Gina Littlepage
Realtor
Member 3 Years

Colonial Bank
Fairhope Branch Bank
Member 25 Years

Comfort Suites
Hotel
Member 9 Years

Cottages of Fairhope
Cottages & Short Term Rentals
Member 5 Years

Crafton Chiropractic
Physicians-Chiropractic
Member 1 Year

Cracker Barrell
Restaurant
Member 3 Years

Curves of Daphne
Health & Fitness Center
Member 3 Years

Dr. John L. Stump, IMC, LLC
Mike Allen
Laura Oglesby
Physicians-Acupuncture & Chiropractic
Member 1 Year

Eastern Shore Appliance
Appliance Sales, Service & Repair
Member 1 Year

Fairhope Historical Museum, Inc.
Museum
Member 10 Years

Farmers Insurance – The Herrea Agency
Insurance Agency
Member 2 Years

Force 5 Walls, Inc.
Construction-Insulated Concrete Form Systems
Member 1 Year

Gulf Coast Shows, Inc.
Boat Show Producer
Member 2 Years

Hampton Inn of Daphne
Hotel
Member 9 Years

Industrial Medical Clinic-Daphne
Occupational Medicine-Physician Office
Member 8 Years

James A. Henrie
Individual Member
Member 1 Year

Killinger-Globetti Asset Management
Investment Advisors/Managers
Member 5 Years

Louis Mapp
Individual Member
Member 10 years

MCG Business Solutions
Computer Software & Accounting
Member 5 Years

Pen & Ink Office Supplies
Office Supplies
Member 1 Year

Microtel Inn & Suites
Hotel
Member 5 Years

Scott & Associates
Advertising Specialties
Member 3 Years

The Gardens of Daphne
Retirement & Assisted Living Communities
Member 4 Years

The Haven
Civic or Fraternal Organization
Member 6 Years

The Neighborhood School, Inc.
School-Preschool
Member 11 Years

Vision Bank
Point Clear Branch Bank
Member 8 Years

WALA Fox 10 & WPBG The CW
Television & Broadcasting Stations
Member 11 Years

WEARABC 3
Television & Broadcasting Station
Member 2 Years

New & Renewed Members as of January 16, 2008



- ✓ Drive more sales to your business!
- ✓ Make \$\$ on sale of Shore Rewards!
- ✓ Get new customers to your business!
- ✓ Keep your customers coming back!
- ✓ Great new benefit to your chamber membership!
- ✓ Special incentives for participating businesses!

Are you a member of a non-profit group frequently doing fundraising activities?

The Eastern Shore Chamber of Commerce has a idea for you to make \$\$\$.



Tourism Traffic Report

December 2007

December 2007 1,113
December 2006 1,192

International Visitors:

December 2007 28
December 2006 29

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. December 2007

Total Homes Sold: 151
Total Homes On Market: 3,028
Average Days on Market: 131
Average Selling Price: \$213,243
Total Condos Sold: 42
Total Condos on Market 2,424
Average Days on Market: 233
Average Selling Price: \$360,345

Unemployment Data:

Alabama 11/07-3.5% 11/06-3.6%
Baldwin 11/07-2.6% 11/06-2.6%
United States 11/07-4.5% 11/06-4.3%

Resources:

Baldwin County Association of Realtors
Alabama Dept. of Industrial Relations
Alabama Bureau of Labor Statistics

FEBRUARY 2008

- 1 Mystic Order of Peresphone Parade, Daphne, 6:45 pm.
- 1 Maids of Jubilee Parade, Fairhope, 6:30 pm.
- 2 Krewe of Mullet Mates Parade, Point Clear, 2 pm.
- 2 Mystic Order of Shadow Barons Parade, Daphne, 6:45 pm.
- 4 Order of Mystic Magnolias Parade, Fairhope, 7 pm.
- 5 Mardi Gras Day. (Chamber offices closed.)
- 7 Business After Hours, Omni Fitness Center, 5 - 7 pm, *an Eastern Shore Chamber of Commerce event.*
- 11 Leadership & Lessons, 8:30 am - noon, Grand Hotel Marriott, 928-6387. *An Eastern Shore Chamber of Commerce event.*
- 12 Eggs & Issues, Homestead Village, 7:30 am, *an Eastern Shore Chamber of Commerce event.*
- 18 & 19 Baldwin County Water Festival, a children's environmental learning event sponsored by Alabama Coastal Foundation, Daphne United Methodist Church, 990-6002.
- 21 Morning Marketing Meeting, 8 am, Scenic Overlook office, 621-8222. *An Eastern Shore Chamber of Commerce event.*
- 21 Baldwin Pops Winter Concert, 7 pm, Fairhope Civic Center, 988-1260.
- 23 American Cancer Society's Baldwin Baron's Ball, 6 - 11 pm, Grand Hotel Marriott, 928-8650.
- 29 - 3/2 Baldwin County Homebuilders' Home & Product Show, Fairhope Civic Center, 928-9927.

MARCH 2008

- 6 Business After Hours, 5 - 7 pm, 621-8222, *an Eastern Shore Chamber of Commerce event.*
- 8 Doll & Toy Show/Sale, 9:30 am - 4 pm at Fairhope Civic Center, 621-0035.
- 11 Eggs & Issues, 7:30 am, 621-8222, *an Eastern Shore Chamber of Commerce event.*
- 14 Arabian Night's Ballroom Dance, Daphne Civic Center, 626-5300.
- 14-16 56th Annual Arts & Crafts Festival in Fairhope, 621-8222. *An Eastern Shore Chamber of Commerce Event.*
- 14-16 36th Outdoor Art Show, Fairhope, 928-2228. *An Eastern Shore Art Center event.*
- 15 Annual Egg Hunt, noon - 3 pm, Lott Park, Daphne, 626-2096 or 621-9000.
- 15 Spring Fever Chase, 990-1518 or 621-9300.

Congratulations to Westminster Village for celebrating its Silver Anniversary on January 8, 2008.

The Village officially accepted its first residents in late spring of 1983 and now is home to over 1,000 seniors. Westminster is one of the larger employers in Baldwin County with 200 employees.

To find more about the Village call 626-2900



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