

A large wading bird, possibly a Great Egret, is shown in profile, standing on a wooden stump. The bird has long, dark legs and a long, sharp beak. Its feathers are a mix of grey and white. The background is a soft, blurred sunset or sunrise, with warm orange and yellow tones near the horizon and a deep blue sky above. The overall mood is serene and natural.

Eastern Shore
Chamber of Commerce
Annual Report
July 1, 2007 - June 30, 2008

Daphne . Fairhope . Spanish Fort . Barnwell . Blakeley . Belforest
Malbis . Montrose . Point Clear

Read All About It

This past fiscal year was a banner year for the Eastern Shore Chamber of Commerce. Thanks to the support from the investors in the Blueprint for Tomorrow, the Chamber addressed many needs and issues facing the businesses and residents of the Eastern Shore. The many milestones and goals that were met during the last fiscal year, and those that are planned for this fiscal year, will help to further prepare our area for quality growth and quality of living.

In our annual report you will read all about our Blueprint for Tomorrow accomplishments for 2007/2008. Learn about the actions taken by the Economic Development Council's Transportation/Infrastructure Task Force, the Technology Research Park Task Force, the Local Business Research Task Force, the Business Academy, the Governmental Affairs Committee and the Tourism Council.

You will also learn about the many other Chamber activities including our special events: the Arts & Crafts Festival, Jubilee Festival, Chairman's Gala, Mayors' Prayer Breakfast, Golf Tournament, plus the numerous other opportunities for networking, such as Business After Hours, Eggs & Issues and Morning Marketing Meetings.

Through the Chamber Foundation read all about what our Youth Leadership Program has accomplished and learn more about our Business Education committee's CHOICES course offered in middle schools.

The Chamber staff helps to promote our business members and promotes the entire Eastern Shore, both on a local level and internationally through personal service and the Web site. During our day-to-day operations our staff has been extremely busy helping people relocate to our area; learn fun things to do along the Eastern Shore; find out how to start a business; and even plan a reunion.

Our staff of 10 full-time, four part-time and hundreds of volunteers strive each day to ensure our community has the best quality of life every day and into the future. Find out how you can get involved by calling us at 621-8222, 928-6387, or visit our Web site at www.eschamber.com.

85th Anniversary, June 9, 2009 - - Founded in 1924, the Eastern Shore Chamber of Commerce is the community's leading advocate and champion for business. Its primary objective is to create a climate of growth and success in our community. The Eastern Shore Chamber provides leadership programs and opportunities as well as volunteer programs and business-building initiatives that focus on the critical priorities of the community. By leveraging the support, talent and resources of its members, the Eastern Shore Chamber is one of the leading organizations helping to improve the economic vitality and quality of life for everyone on the Eastern Shore.

2008 ~ 2009 Board of Directors

Executive Board:

Joe Bullock
Chairman
Engineering Development
Services, LLC

David Clark
Past Chairman
Grand Hotel Marriott Resort,
Golf Club & Spa

Hugh McCoy
Chairman Elect
White-Spunner Construction

Thom Lott
Treasurer
Morgan Stanley

Jim Byrd
Vice Chairman
Economic Development Council
Safe Harbor Financial Services

Sally Wagner
Vice Chairman
Member Value
Hartmann, Blackmon & Kilgore, PC

Linda Mong
Vice Chairman
Tourism Council
Whitney Bank

Darrellyn Bender
President / CEO
Eastern Shore Chamber of Commerce

Ex-officio Members:

City of Fairhope Mayor Tim Kant

City of Daphne Mayor Fred Small

City of Spanish Fort
Mayor Joseph Bonner

Commissioner David Ed Bishop
Baldwin County

Board Members:

Randy Delchamps
Randy Delchamps Real Estate
& Development Co.

Jim Roberts
James V. Roberts, PC

Irene Meehan
Foundation Chairman
Merrill Lynch

Hank Burch
Five Rivers Delta Resource Center

Howard Holcomb
Thomas Medical Center

Gregg Mims
City of Fairhope

Mickie Russell
Dauphin Realty of Baldwin County

Greg Strachan
Bryant Bank

Pat Murphy
Thomas Hospital

Tim Rosson
Compass Bank

Harry Johnson
BlueGill Restaurant

Elizabeth Citrin
Elizabeth A. Citrin, PC

Dr. Phil Norris
University of South Alabama-Baldwin

Sharon Wright
White-Spunner & Associates, Inc.

Robert McElroy
Vice Chairman
Governmental Affairs
Daphne Utilities

Chamber Staff:

Darrellyn Bender - President/CEO

Kathie Barton - Communications Manager

Amy Dial - Membership Coordinator

Lori Edson - Tourism Information Asst.

Rose Hall - Information Specialist

Jay Hasting - Director of Tourism

Rose Hobbs - Tourism information Asst.

Michael Maxwell - Director of Business Development

Sue Peterson - Tourism Information Asst.

Michele Rumpf - Director of Development

Flo Stanton - Information Specialist,

Carolyn Walthall - Youth Leadership Administrator

Sandra Weekley - Tourism Information Asst.

Judy Wilson - Information Manager

Jo Wylly - Accounts Manager

Economic Development Council

The Economic Development Council, which is part of the Chamber's *Blueprint for Tomorrow* (BFT) initiatives, was led by Diane Anderson during FY 07/08. In October a group of 21 community leaders of the Eastern Shore headed to Memphis, Tennessee and North Mississippi for the 9th Annual Eastern Shore Chamber Leadership Trip. The goal of the annual trip is to visit areas similar to the Eastern Shore in order to gain insight into strengths, weaknesses, problems and possible solutions. Some of the trip topics included: planning & zoning, workforce housing, downtown revitalization, technology and transportation. The Council has had a very productive year. All of the task forces accomplished initiatives that community leaders said were a must. BFT partners, members of the Board of Advisors, members of the Board of Directors and elected officials were given an update from the four task forces during the 2nd Annual Economic Development Luncheon.

Technology/Research Park Task Force

The Technology/Research Park Task Force is led by Scott Koser. After interviewing many consulting companies to conduct a feasibility study of building a technology/research park on the Eastern Shore, George, Henry, George Partners, LLC was recommended to the board and was contracted. Public meetings were held to obtain input on the community needs. Stakeholder interviews with local businesses and political leaders were conducted.

Business Academy Task Force

The Business Academy Task Force, chaired by Eric Nager, was launched in 2007. The Business Academy provided a wide variety of quality professional development programs. Over 150 Chamber members participated in the invaluable courses.

Local Business Research Task Force

The Local Business Research Task Force, chaired by Jim Byrd, has been actively conducting Synchronist Surveys of local businesses. They reached their goal to complete 60 surveys to gather data specific to economic development and workforce issues. Results were reported to attendees at the Economic Development Luncheon, as well as the three cities and county commission.

Transportation/Infrastructure Task Force

The Transportation/Infrastructure Task Force, led by Paige Thatcher, recommended Gresham Smith and Partners to conduct a feasibility study for transportation along the Eastern Shore. The study was completed in the spring of 2008. The final study was presented to the Board of Directors, representatives of the three cities, Baldwin County and to the Baldwin Rural Area Transportation System. As a result many great ideas and plans are in place. The plan is divided up in three stages - "crawl", "walk", and "run". Discussion among the elected officials and the Chamber is underway to implement the "crawl" stage.

Governmental Affairs

Led by Walter Penry and Rob McElroy, the committee created the fourth Eastern Shore Legislative Agenda on local, state and federal issues which was distributed to the elected officials. On September 7, 2008 the committee held a special luncheon with keynote speaker Chancellor Bradley Byrne, who talked about the state's two-year college system. An Elected Officials Reception was held in November for all city, county and school elected officials. In January, a Coastal Insurance Symposium brought hundreds of concerned citizens to the Grand Hotel Marriott Resort, Golf Club and Spa to learn what is being accomplished to help homeowners and business owners with insurance coverage. The Chamber also worked on a "Get the Vote Out Campaign" to encourage members to promote voting among their employees. Three Candidate Forums were conducted to introduce those running for local government to the public and address key issues.



Blueprint for Tomorrow Vision

By the year 2010, the Eastern Shore will be the residential, retail and corporate center of Southwest Alabama. Safe streets, beautiful parks, abundant recreational opportunities, exciting social and cultural programs and an exceptional education system will entice our young people to stay in the area, start a career and raise a family. Renowned as a cohesive group of unique communities working together, the Eastern Shore will attract a diverse mix of visitors, new residents and a growing retirement population. During the next five years, the Eastern Shore will experience strong economic development compatible with its natural environment while still preserving its small town atmosphere. Infrastructure improvements, effective government and a superlative quality of life will establish the Eastern Shore as a model for other coastal communities as well as the Southeastern United States.

Tourism Council Task Force

The Tourism Council Task Force, another *Blueprint for Tomorrow* initiative, was chaired by Bill Tunnell this past year. The Council is promoting the entire Eastern Shore with representation for the three cities and the county. Governance and structure were established and a marketing study was conducted through interviews with all elected officials, tourism partners as well as the public at large. The Scenic Overlook Welcome Center is now open seven days a week.

56th Annual Arts & Crafts Festival

The Arts & Crafts Festival in Fairhope, co-chaired by Elizabeth Stone and Lee Teumer, was ranked #10 out of 100 Best Predominantly Classic & Contemporary Craft Shows in the nation by *Sunshine Artist Magazine* and was also voted one of the top attractions by the Alabama Bureau of Tourism & Travel. Approximately 250,000 people attended the three-day festival. This year, the festival artwork was created by a local artist, Karen Faire.

19th Annual Jubilee Festival

Terri Waring chaired the 2007 Jubilee Festival in Daphne, which was a great success. The festival's exposure for the exhibitors continues to grow. Approximately 30,000 people roamed Main Street in Olde Towne Daphne during the festival in support of the event. As in previous years, the children's mural was on the east side of Centennial Park. The Kids' Art section has become very popular. The official art was created by Nancy Wininger and was used on all festival merchandise.

24th Annual Mayors' Prayer Breakfast

The Mayors' Prayer Breakfast, held on May 1, 2008 the National Day of Prayer, united the Eastern Shore community for an inspirational and uplifting breakfast while recognizing our three mayors. Benji Hughes and Neil Beasley were co-chairs of the event. This year's keynote speaker was Mike Gottfried of Team Focus. Music was provided by Dove Award winner Mark Harris. The breakfast was held at the Grand Hotel Marriott Resort, Golf Club & Spa. Approximately 500 community business leaders attended the event.

Eastern Shore Chamber Foundation

Environmental Committee

Walter Ernest, IV is the chairman of the Environmental Committee. Volunteers serving on the committee sought nominations for the Chamber's Environmental Award in Spring 2008. After review of the applications and approval by the Board of Directors, the Chamber awarded the 9th Annual Environmental Award to the Smart Coast for their efforts in promoting smart growth in the region. The non-profit organization has held several conferences and workshops involving hundreds of people to hear national speakers who presented a balanced picture of future growth. In addition to receiving a plaque to hang in their business, a 15 foot live oak tree will be planted in their honor.

Business Education Committee

The Business Education Committee, led by Ramona Hill, researched "life basics" curriculum and programs for seventh graders in public and private schools. The CHOICES program was selected. Chamber members presented the program in 32 classes to the middle school students in the spring of 2008. The program will be offered again in the spring of 2009.

Youth Leadership Committee

The Eastern Shore Chamber Youth Leadership Committee, chaired by Barbara Pate and Program Administrator Carolyn Walthall, organized and implemented an innovative program for the 6th Annual Youth Leadership class. The year kicked off in September 2007 with a class of 40 students representing the entire Eastern Shore. The program included seminars on topics such as media and the arts, decisions and their consequences, communication and internet safety, volunteer activities and small group projects. Throughout the year, the students participated in activities to help them develop the skills they will need to become community leaders and engaged, productive citizens. A new activity for this year included a job shadow day at Mercy Medical, and the introduction of Student Leadership 101, a workshop designed for students involved in extra-curricular activities to enhance and sharpen their leadership skills. Eighty students participated in this new course.

9th Annual Eastern Shore Community Showcase

This year's showcase, held January 4 & 5, was led by Cynthia Bridges and Ana Meeker. Throughout the event the crowd turned over constantly, providing exposure for participants. Exhibitors that participated in the showcase were able to make one-on-one contacts with members of the Eastern Shore community. The entire community had the opportunity to sample a little bit of what is offered on the Eastern Shore. The Chamber held a sneak preview called the "Business Blitz" for chamber members (Business After Hours style) the evening prior to the showcase, for business to business exposure.

7th Annual Eastern Shore Chamber of Commerce Golf Tournament

Patrick Northcutt chaired the 7th Annual Eastern Shore Chamber of Commerce Golf Tournament. Held at Lakewood Golf Club on May 23, the event was a fantastic success. Twenty-nine teams participated. A percentage of the funds raised go to fund the Youth Leadership Program.

Chairman's Gala

Regina Hanberg, chaired the 2008 Chairman's Gala Committee, the chamber's annual membership meeting, that took place June 5. The Gala was held at The Grand Hotel Marriott Resort, Golf Club & Spa. The evening provided over 275 members the opportunity to network, enjoy a wonderful meal and celebrate the accomplishments of the fiscal year. Awards were presented to members in recognition of their outstanding contribution to the Chamber and to the community.

Ambassadors

Linda Scott led the Ambassadors Committee in 2007-08. New initiatives were undertaken during the year which focused on retention of members. Ambassadors were introduced to various Chamber staff in an effort to broaden the understanding of who a member might need to contact with a particular concern. Many hours were spent volunteering time to attend ribbon cuttings, delivering plaques to new members, attending Chamber monthly meetings and assisting with projects.

Eastern Shore Chamber Young Professionals

A concerted effort has been made to integrate young professionals within the Chamber into various programs and events. These young professionals are contacted by print and electronically to ensure their awareness of activities.

Standing Networking Opportunities: Eggs & Issues, Business After Hours & Morning Marketing

These events and activities took place each month and provided fantastic educational, networking and marketing opportunities.

Administration



New Web site enhanced. Since launching the new Web site during the latter part of FY 06/07 many enhancements and changes have been made. The Web site received over 2 million hits in FY 07/08, approximately 70 percent of which included visits to the Chamber directory.

- **The Chamber produced 29 publications and brochures** that highlight the advantages of living, investing in, as well as visiting, the Eastern Shore. These publications are sent out to prospective new industries, businesses, and individuals looking to relocate to the area, as well as to potential tourists. Most of the Chamber's printed materials are now available on the Web site.
- **The Chamber worked closely with SCORE** throughout the year, and scheduled **167 counseling sessions** for those seeking to start their own business or seeking advise on an existing business.
- **The Chamber** received an average of **100,000 calls** last year.
- **The Scenic Overlook Visitors Center** registered **19,518 visitors** during this past fiscal year, **503** were international **visitors**. During the same fiscal year **3,866 visitors** were recorded at the office in **Fairhope**.
- **The Chamber** provided packets of information to more than **3,623** people visiting our area for various conventions and group tours.
- **For the 2007-2008 fiscal year** the chamber sent out **312 information packets** for people relocating to our area, people inquiring about retirement opportunities, and people interested in visiting our area. The Chamber also assembled packets for schools and miscellaneous projects.
- **The Chamber** distributed over 10,000 copies of the Eastern Shore Magazine/Chamber Directory during FY 07/08.

Eastern Shore Chamber of Commerce
STATEMENT OF FINANCIAL POSTION
June 30, 2008

	ASSETS
Current assets	
Cash and cash equivalents	\$192,950
Accounts receivable	11,582
Prepaid expenses	5,050
Inventory	13,279
	222,860
Net property and equipment	106,859
Other Assets	
Intangible assets - Web site	15,091
Accumulated amortization	(4,611)
	11,677
Total assets	\$341,396

Eastern Shore Chamber of Commerce
STATEMENT OF FINANCIAL POSTION
June 30, 2008

	LIABILITIES AND NET ASSETS
Current liabilities	
Accounts payable	\$22,359
Accrued expense	7,138
Deferred revenue	41,270
Line of credit	
Total liabilities	\$70,767
Net assets	
Unrestricted	270,629
	270,629
Total liabilities and net assets	\$341,396

Mission of Eastern Shore Chamber of Commerce

The mission of the Eastern Shore Chamber of Commerce is to support stability and growth for the business community by providing services that cultivate economic expansion and community development.



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