



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

Blueprint for Tomorrow *Celebration Presentation*

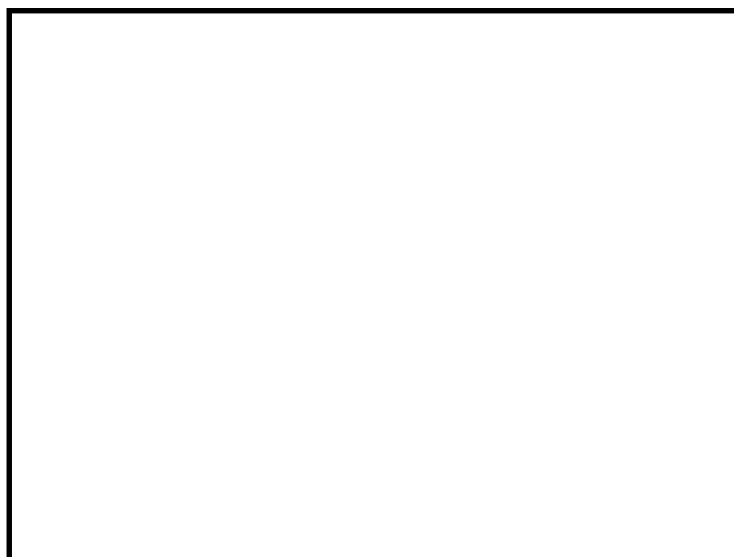
The Eastern Shore Chamber of Commerce recently held a “Celebration Reception” for the investors in the *Blueprint for Tomorrow* initiative. The purpose was to provide an update of action steps taken, as part of the strategic plan developed by First Community Development with the input of community leaders.

“We are proud to report to the investors and to the public that we are right on track,” said Darrelyn Bender, president and CEO of the Chamber.

“Many action items are well underway thanks to the hard work of our board, our committee and taskforce chairs, and chamber staff.”

In addition to completely reorganizing the Eastern Shore Chamber of Commerce, Greg Loughlin, the new Business Development Manager, has been hired and committees and task forces have been formed to accomplish the tasks set forth in *Blueprint for Tomorrow*. Among those are: the Economic Development Council; Technology/ Research Park Task Force; Business Academy Task Force; Transportation/ Infrastructure Task Force; Business Survey Task Force; Tourism Council Task Force; Governmental Affairs Council and Business Education Committee.

“In addition to all this, the Chamber continues its day-to-day operation; referring member businesses; taking calls from people inquiring about our area; working with existing chamber programs such as the Youth Leadership Program, guiding tourists; helping new and existing



Ray Moore, Chairman of the BFT Oversight Committee

businesses and much more” said Bender. “We have a lot on our plate now and are excited about the new opportunities and challenges we face.”

In a report given at the reception, the investors learned that the Governmental Affairs Task Force is reviewing options for lobbying efforts to support legislative efforts that affect the business community. In addition they learned that the Chamber is planning to hire two new positions by summer: a grant writer/ foundation manager and a tourism manager.

“We have reviewed submitted RFQ’s and will send out RFP’s for a transportation consultant to conduct a transit study for the Eastern Shore soon. We plan to sign the contract with the consulting company by March” added Bender. “This is only one example of what can be accomplished in partnership with our cities, the county and private investors. By combining our money we

are able to leverage our financial resources.”

The investors and guests at the reception were able to “sneak a peak” at the Chamber’s newly designed Web site by Herndon’s Marketing and Design and Dogwood Production Company, which is also an initiative of the *Blueprint for Tomorrow*. The new site is easier to navigate; offers an interactive “membership only” section; offers the opportunity to conduct surveys; registration for e-newsletters; opportunity for members to learn of top issues that affect

businesses; provide a multitude of helpful links and much more. The new Web site is scheduled to be launched this spring.

For more information call the Eastern Shore Chamber of Commerce at 621-8222.

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Ambassador of the Month

Fred Minke *Home Relief Services*

Fred Minke has only been an Ambassador for the Eastern Shore Chamber for one month and he has hit the ground running. Chosen as Ambassador of the Month, Minke participated in more Chamber activities throughout the month of January than any other Ambassador. Activities include attending Business After Hours, Eggs & Issues, ribbon cuttings, delivering plaques to new members, etc. Ambassadors serve as liaison for the Chamber with members.

Minke 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 7. At age 40, Minke 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 and serves on the Executive Committee for the Eastern Shore Chamber Young Professionals Council.

Linda Scott Present Ambassador Plaque to Fred Minke

BUSINESS AFTER HOURS
THURSDAY, March 1, 5 - 7 PM
Baldwin Bone & Joint
1505 Daphne Avenue in Daphne (Highway 64)

EGGS & ISSUES
TUESDAY, March 13, 7:30 am
Wintzell's Oyster House
8055 Mobile 5. Street (Scenic 98) in Fairhope
BREAKFAST BUFFET
SPEAKER: Andy Ralph, Director of Information Systems & Telecommunications for Infirmiry Health Systems
TOPIC: Internet Privacy
RESERVATIONS: 621-8222
RESERVATIONS MUST BE MADE AND MUST BE PAID

Board of Directors

CHAIRMAN OF THE BOARD

Jerry Keehn

BES, Inc.

CHAIRMAN - ELECT

David Clark

Grand Hotel Marriott Resort, Golf Club & Spa

PAST CHAIRMAN

Ray Moore

Hutchinson, Moore & Rauch, LLC

TREASURER

Phil Cusa

Thomas Hospital

Vice Chairman, Economic Development

Joe Bullock - *Engineering Development Services, LLC*

Vice Chairman, Tourism Council

Bill Tunnell - *Battleship Memorial Park*

Vice Chairman, Membership Value

Ed Bridges - *Ed's Seafood Shed*

President/CEO

Darrellyn Bender - *Staff Executive*

Mayor Fred Small

City of Daphne

Mayor Joseph Bonner

City of Spanish Fort

Mayor Tim Kant

City of Fairhope

Commissioner David Ed Bishop

Baldwin County

Starke Irvine, Irvine Company, Inc.

Diane Anderson, *Vision Bank*

Lee Gayle, *Hilton Garden Inn*

Robin Lambert, *Old Bay Steamer*

Rob Stankoski

Ham Stankoski, LLP

Paige Thatcher, *RE/MAX By The Bay*

Jason Schoettelkotte, *Belk*

Randy Delchamps

Randy Delchamps Real Estate & Development Co.

Thom Lott, *Morgan Stanley*

Linda Mong, *Whitney Bank*

Jim Roberts, *James V. Roberts, PC*

Sally Wagner

Hartmann, Blackmon & Kilgore

Christy Kelley, *Individual*

Walter Penry, *Individual*

Irene Meehan, *Merrill Lynch*

STAFF MEMBERS

Kathie Barton - *Communications Manager*

Amy Dial - *Membership Coordinator*

Rose Hall - *Information Specialist*

Angela Kimsey - *Special Events Coordinator*

Greg Loughlin - *Business Development Manager*

Flo Stanton - *Information Specialist*

Carolyn Walthall - *Youth Leadership Coordinator*

Judy Wilson - *Information Manager*

Jo Wyllly - *Accounts Manager*

Eastern Shore Appliance

The Eastern Shore Chamber of Commerce recently celebrated the grand opening of new chamber member Eastern Shore Appliance, located at 23736 U. S. Highway 98 in Fairhope. On hand for the ribbon cutting were (L-R, front row) Tony Cain, service manager; Fairhope Mayor Tim Kant; Wink Chapman, president; Lauren McInnis, showroom manager; Chad Clabaugh, sales manager; Mike Roy, customer service manager; and Sally Wagner, chamber ambassador. (L-R, back row) Sherry Sullivan, chamber ambassador; Denise Rabb, Linda Scott, Mark Stejskal and Barbara Ladnier, chamber ambassadors. Eastern Shore Appliance has a design center, 6,000 square foot showroom, a broad selection of appliances, factory certified installation, factory certified service and builder packages are available. For more information call 928-8050.

La-Te-Due

La-Te-Due Maternity & Baby Boutique recently opened its doors and joined the Eastern Shore Chamber of Commerce. To celebrate the Chamber held a ribbon cutting. Attending were Chamber ambassadors Lauren Safley and Denise Rabb; Gail Johnson, with the Eastern Shore Centre; Chamber ambassador Jim Byrd; owners DeAnna Hymel and Michelle Erickson; store manager Angela Haynes and staff Brenda Morra; and Chamber ambassador Charles Czajkowski. La-Te-Due offers stylish fashions for expecting moms and new babies. They also offer a unique variety of gifts and pampering products such as sonogram frames, bellie casts, bella bands, organic products, nursing and post partum comfort products. The boutique is located at 30500 State Highway 181, Ste. 225 in Spanish Fort. For more information call 626-0017.

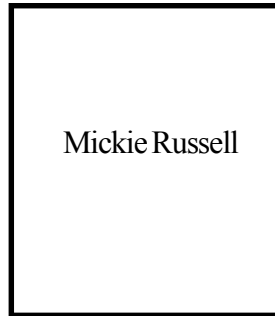
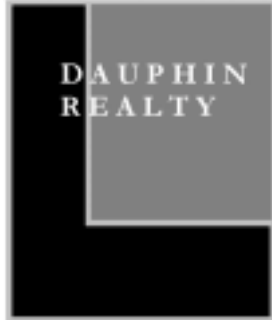
Baldwin Denture

The Eastern Shore Chamber of Commerce recently welcomed new member, Baldwin Denture Center, LLC, with a ribbon cutting at 28080 U. S. Highway 98, Ste. A. On hand for the occasion were (from left to right) Sydney Bayles, office manager; Meredith Hanson, daughter; Dr. Thomas Hanson; Darrelyn Bender, president and CEO of ESCoC; and Amy Dial, membership coordinator of ESCoC. Dr. Hanson's practice is limited to crowns, extractions and dentures. For more information call 621-9404.

Beef O'Brady's

Beef O'Brady's recently opened its doors at 6450 Highway 90, Ste. J in the Spanish Fort Plaza. The Eastern Shore Chamber of Commerce helped celebrate the grand opening with a ribbon cutting recently. Attending the event were Chamber ambassador Beth Anne McCormick; family members Joel Kessler, Alexis Chambers and Nick Kessler; owners Linda Kessler and Larry Kessler; J. J. Kessler; Chamber ambassadors Sally Wagner and Carla Stewart. Beef O'Brady's is a neighborhood pub where friends and families can gather to enjoy good food and sports in a comfortable, friendly atmosphere. For more information call 447-0660.

~Focus~ *Blueprint for Tomorrow Investor*



Women's Business Center Offers Building a Business Seminars

Thinking about starting a business? The Women's Business Center, Inc., and the Business Innovation Center are hosting "Build a Business Series." This series of classes will give your business a firm foundation from which to grow. Upon completion of this six-week series participants will gain the necessary skills to build their own business.

This series of classes cover important aspects of starting a business: You will learn how to collect and analyze information relating to your industry which will allow for intelligent decision making based on facts and market trends, not on hunches or wishful thinking. You will learn the elements of an effective business plan and how to use it as a tool in making business decisions. You will learn how to understand, manage, and record business transactions in order to properly handle your business financial matters.

It is recommended to take this as a whole series or you may take individual classes.

Each class costs \$35, which includes class, materials and a follow-up business consulting session.

- ♦ Tuesday, March 6 – Market Research
- ♦ Tuesday, March 13 – Legal Considerations
- ♦ Tuesday, March 20 – Accounting Consideration
- ♦ Tuesday, March 27 – Marketing & Sales
- ♦ Tuesday, April 3 – Raising Capital

All classes will be held on Tuesday's from 5:00 - 7:00 pm at the Business Innovation Center, 1301 Azalea Road, Mobile.

Advance reservations are required. For more information or to register contact the Women's Business Center at (251) 660-2725 or email them at womensbusinesscenter@ceebic.org.

Primary Company Officials: Mickie Russell **Years in Business:** 21 years

Brief Description of Business: Real Estate: Residential, Commercial, Land, New Construction, Waterfront, Vacation Rentals.

Why are you located on the Eastern Shore: There is a lot of opportunity with regard to real estate, on the Eastern Shore and a wide variety of properties to sell. Bay properties, lots of great new developments, cottages in the "Fruit and Nut" district, farms, just to name a few. Also great schools make it easy to satisfy buyer's needs, who have children and concerned about where to buy their home.

Why do you support the Blueprint for Tomorrow, an Eastern Shore Chamber of Commerce Initiative: With the unbelievable growth our area is experiencing, I think it is important to have a good plan in place that will preserve the exceptional quality of life we have always experienced on the Eastern Shore. *Blueprint for Tomorrow* will help to initiate good planning and direction.

What is the greatest potential of the Eastern Shore: Lifestyle and quality of life, that can't be matched by most other communities.

Member since: May 1982 - 24 Years

Blarney.....

**Plan to Attend the
Business After Hours**

March 1, 5 - 7 pm, Baldwin Bone & Joint



This month's Business After Hours will have an early St. Patrick's Day Theme. Entertainment will be provided by McGuire's Irish Pub Bagpipers Band. There will be delicious "Luck-of-the-Irish" goodies served.

The Eastern Shore Chamber of Commerce recently celebrated the opening of The Snowbird Guesthouse with a ribbon cutting. Attending the event were (left to right) Flo Stanton and Judy Wilson, Chamber staff; Web MacCartee, owner; Lauren Safley and Linda Scott, Chamber ambassadors; and David Wright. The B & B is located at 27895 State Highway 181 in Daphne. Built in 1978, the home is entirely built of Southern Pine logs, complete with a cozy fireplace, tall ceilings, decorative rooms and spacious decks. The Snowbird Guesthouse is a home-away-from-home. For more information call 626-2789.

Snowbird Guesthouse

A Meeting with Congressman Jo Bonner

Topic: Health Care Legislation Affecting Small Businesses

The Governmental Affairs Council of the Eastern Shore Chamber Commerce is presenting a meeting with Congressman Jo Bonner on Friday, March 2, 2007 at the Daphne Public Library in the Community Room. The meeting is from 8:15 to 9:15 am. Complementary coffee, juice, muffins and croissants will be sponsored by ***Starbucks Coffee Company***.

The topic of discussion for the meeting will be Health Care Legislation Affecting Small Businesses. Chamber members may make reservations email RSVP@eschamber.com. Or members may call in a reservation by dialing 621-8222.

Extra! Extra!

Read all about it!

The Young Professionals will be having a Social on Thursday, March 22 from 5:30 to 7:30. But here is the kicker. We are allowing all Chamber members to bring two guests! Yes you read that right. Now is your chance to bring a friend. Encourage them to attend. Allow them to see the benefit of the Chamber first hand.

There is also going to be a special contest for those that wish to participate. What is the contest you ask? You will have to come to find out.

But I will say the prize is "Oh so worth it!" It is safe to say you will not be disappointed.

Sunbelt Business Brokers (this will be the same ad that ran in the October newsletter)

New Members

**Dr. John L. Stump,
IMC, LLC**
Mike Allen
Laura Oglesby
315 Magnolia Ave.
Fairhope
990-8188

GoodYear
Darryl R. Grayson
30270 Eastern Shore
Court
Spanish Fort
625-4577

**Taylor Engineering,
LLC**
William Joseph Taylor
Brice Cocke
28225 N. Main St.
Daphne
626-8005

**Coldwell Banker
JME Realty**
Kit Vadakin
25369 US Hwy. 98
Daphne
626-7170

James A. Henrie
105 Normandy St.
Fairhope
928-1769

**Coldwell Banker,
Reehl Properties,
Inc.**

Danny Corte
24190 US Hwy. 98
Fairhope
990-6622

**Eastern Shore
Appliance**
Wink Chapman
23736 US Hwy. 98
Fairhope
928-8050

Next Step Solutions
Tony Thagard
P. O. Box 948
Fairhope
928-2323

**East Coast
Contracting, Inc.**
James Schlumpf
14109 State Hwy. 181
Fairhope
583-8988

Ponder Antiques
Mark Ponder
29431 State Hwy.
181
Daphne
621-0538

**Mannich Real
Estate, Inc.**
Cynthia E. Ryder
8 Bancroft St.
Fairhope
928-0404

**The Knowledge
Network**
Alva Tate
P. O. Box 7471
Spanish Fort
367-2020

Bryant Bank
Greg Strachan
1350 N. McKenzie
St.
Foley
971-4999

**Savandra
Information
Solutions, Inc.**
Deborah Savadra
105 Wildwood Cir.
Daphne
382-1920

**Constantine Human
Resource
Consulting**
Stephanie Constantine
2370 Hillcrest Rd.,
Ste B-329
Mobile
508-3883

**Advanced Title &
Escrow, LLC**
Kim Aldridge
1026 Stanton Rd.,
Ste. C
Daphne
626-6000

**Cost Segregation
Services**
Tom Stevens
P. O. Box 14
Daphne
243-2531

**Eastern Shore
Harley-Davidson
Shop**
Robby Thompson
7143 Hwy. 90
Daphne
626-8050

Flooring Essentials
Steve & Barbara
Jones
7241 Dolphin St.
Daphne
621-2221

**Huntington
Learning Center**
Beth Dotson
27080 US Hwy. 98,
Ste. 3
Daphne
621-7311

*New Members as of
February 16, 2007*

Congrats & Kudos

The Original Oyster House Restaurants have been voted one of three Best Seafood Restaurants in the Southeast (Gulf Shores and Mobile Locations) by Southern Living Magazine's 2006 Reader's Choice Awards.

"We are honored that *Southern Living* readers love our restaurants as much as we do, as our company mission statement reads: We will exceed our customers' expectations with the best employees in the world," said Joe Roszkowski, owner/president of Original Oyster House Restaurants. "Not only do the readers of *Southern Living* love us, the the readers of *Mobile Bay Monthly Magazine* and the *Mobile Press Register* have also honored us year after year"

And there's more....*Southern Living Magazine* featured the City of Fairhope in the January issue. The city was also featured in *Where to Retire Magazine* in January. *Coastal Living Magazine* ranked Fairhope as #6 in 10 romantic getaways. And that magazine is preparing a special feature about Fairhope for the April issue.

Renewed Members

AIG Baker – Jubilee Square Shopping Center
Real Estate Development
Member 6 Years

Allstate Insurance/ Kenneth Morgan Agency, Inc.
Insurance – Financial Services
Member 9 Years

American Computer Enterprises, Inc.
Computer & Network Services
Member 9 Years

Analece Design, LLC
Jewelry and Gifts
Member 2 Years

Bay Images
Awards/Trophies
Member 16 Years

BugMaster Exterminators, Inc.
Pest/Termite Control
Member 6 Years

Callis Communications
Telecommunication Products & Services
Member 1 Year

Carrington, Inc.
Rigging Sales & Consultant
Member 7 Years

Chris Myers Dodge Chrysler Jeep
Automobile Dealers – New & Used
Member 8 Years

Coldwell Banker JME Realty
Jill Rector,
Member 1 Year
Donald Martin,
Member 3 Years
Realtors

Consumer Credit Counseling Services of Mobile
Civic or Fraternal Organization
Member 15 Years

Dauphin Realty Bayside, Inc.
Cottages & Short Term Rentals
Member 2 Years

Dr. John L. Stump
Physician
Accupuncture & Chiropractic
Member 18 Years

Driftwood RV Park
RV Resorts
Member 7 Years

ERA Class.com
Real Estate Company
Member 1 Year

Eastern Shore Eye Care
Professional – Eye Care
Member 6 Years

Eastern Shore Literacy Council
Civic or Fraternal Organization
Member 9 Years

Fairhope Public Library
Public Library
Member 14 Years

Farmers Insurance – Malone Agency
Insurance Agency
Member 9 Years

Fellers Cove
Bed & Breakfast Inn
Member 6 Years

First Gulf Bank
Bank
Member 1 Year

Granger Thagard & Associates, Inc.
Auction-Real Estate
Member 2 Years

Head Companies, LLC
Land Development
Member 9 Years

Jean Bond
Individual Member
Member 8 Years

Klassic Kar Wash, Inc.
Automobile Detailing
Member 7 Years

Kopesky, Britt & Norton, LLC
Attorneys
Member 24 Years

Lopez Family Chiropractic
Physicians – Chiropractic
Member 18 Years

Magnolia Trace Real Estate
Real Estate
Member 2 Years

Malbis Memorial Foundation
Church
Member 3 Years

Mannich Real Estate, Inc.
Real Estate Company
Member 10 Years

Medical Claims and Collections, Inc.
Collection Services/ Medical
Member 1 Year

Morgan Keegan & Company, Inc.
Investment Brokers/ Securities
Member 18 Years

Norwalk, The Furniture Idea
Furniture – Retail
Member 1 Year

O’Charley’s, Inc.
Restaurant
Member 5 Years

PODS
Moving & Storage
Member 2 Years

Point of View B & B
Bed & Breakfast Inns
Member 14 Years

Sea Cliff North Owners Assoc., Inc.
Rentals
Member 4 Years

Seniors First – Health Spring of Alabama
Medicare Advantage Plan
Member 1 Year

Sexton Lawn & Landscape, Inc.
Landscape/Lawn Care
Member 1 Year

Spanish Fort Educational Enrichment
Civic or Fraternal Organization
Member 2 Years

Talk Source – Nextel
Cellular Phones & Satellite
Member 3 Years

The Appraisal & Consultant Group, Inc.
Real Estate Appraisers
Member 6 Years

The J. Allen Corp.
Residential Builder
Member 7 Years

The Mortgage Source
Mortgage Loan Company
Member 5 Years

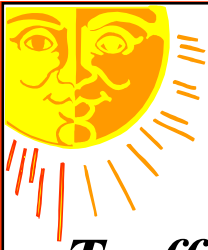
The Pub
Restaurant
Member 3 Years

WKRG-TV 5
Television & Broadcasting Station
Member 5 Years

Ware Jewelers
Jewelry Stores
Member 2 Years

Workshops, Etc!
Consultants – Training
Member 6 Years

Renewed Members as of February 16, 2007



Tourism Traffic Report

January 2007

January 2007 1,522

January 2006 1,480

International Visitors:

January 2007 71

January 2006 36

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. January 2007

Total Homes Sold: 144
Total Homes On Market: 3,028
Average Days on Market: 145
Average Selling Price: \$233,787
Total Condos Sold: 39
Total Condos on Market 2,995
Average Days on Market: 228
Average Selling Price: \$435,785

Unemployment Data:
Alabama 12/06 - 3.6% 12/05 - 3.6%
Baldwin 12/06 - 2.3% 12/05 - 2.7%
U.S. 12/06 - 4.5% 12/05 - 4.9%

Resources:

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

MARCH 2007

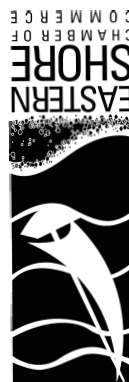
- 1 Business After Hours, 5 - 7 pm, Baldwin Bone & Joint, Hwy 64, Daphne, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 2 A meeting with Congressman Jo Bonner, Daphne Library Community Room, 8:15 - 9:15 am, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 3 & 4 Baldwin County Homebuilders' Home & Product Show at Fairhope Civic Center, 928-9927.
- 10 The Mask Parade Benefit Auction, Daphne Civic Center, 6 pm, 626-5255.
- 10 Doll & Toy Show/Sale, 9:30 am - 4 pm, Fairhope Civic Center, 621-0035.
- 13 Eggs & Issues, 7:30 am, Wintzel's on Mobile Street in Fairhope, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 15 Morning Marketing Meeting, 8 am at the Scenic Overlook office, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 16 - 18 55th Annual Arts & Crafts Festival, Fairhope, 10 am - 5 pm, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 16 - 18 35th Outdoor Art Show, Eastern Shore Art Center, Fairhope, 928-2228.
- 17 Spring Fever Chase, Fairhope, 990-1518 or 621-9300.
- 18 Festa Italiana, Christ the King Church, Daphne, 10 am - 3 pm, 626-2138 or 626-2343.
- 22 Young Professionals Social, 5:30 - 7:30 pm at Vision Bank in Fairhope, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 31 Annual Egg Hunt, noon - 3 pm, Lott Park, Daphne, 626-2096 or 621-9000.

APRIL 2007

- 5 Business After Hours, 5 - 7 pm, 621-8222. An Eastern Shore Chamber of Commerce Event.
- 6 Good Friday. Chamber offices closed.
- 11 Spring Forward! Daylight Saving Time begins.
- 12 Regional Business After Hours, 5 - 7 pm at the U. S. S. Alabama Battleship Memorial Park, 621-8222.
- 14 The Haven Pet Adoption at Petsmart, Eastern Shore Centre, 11 am - 3 pm.
- 21 Earth Fest 2007, Five Rivers Delta Resource Center on the Causeway, 990-6002.
- 26 Baldwin Pops Concert, 7 pm at the Daphne Civic Center, 988-1260.
- 27 Dauphin Island Race on Mobile Bay, 928-1683.
- 28 Pain the Town, starts at noon in Fairhope, 928-2228.
- 20-22 Music Under the Stars, 5 pm, Daphne Civic Center Plaza, 621-3703 x 209.
- 28 Fairhope Music Festival at Faulkner Community College in Fairhope, 928-6315 or www.fairhopemusicfestival.com.
- 29 Baldwin Pops Sunset Concert, 6:30 pm, on the Bluff in Fairhope, 988-1260.



www.Eschamber.com
FAX (251) 621-8222
(251) 621-8222
36526-0310
Daphne, Alabama
P.O. Drawer 310



PRESORTED
STANDARD
U.S. POSTAGE PAID
DAPHNE, AL
PERMIT NO. 155

Chairman's Gala
Friday, June 22
Grand Hotel Marriott Resort,
Golf Club and Spa