



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

Eastern Shore Chamber Board of Directors *Reboot Retreat*

New and existing members of the Eastern Shore Chamber Board of Directors and committee chairs recently spent two days at Stewart Lodges at Steelwood to review accomplishments of the Chamber during the last fiscal year and devise a plan of action for the new year. The event was appropriately called the "Reboot Retreat". Sponsored by Safe Harbor Financial and Stewart Lodges, located in Loxley.

Attendees reviewed the history of the organization, an outline of the various committees and actions and in-depth presentation of the demographics of the Eastern Shore. Due to many changes in the economy and needs of the business community the Chamber has eliminated some of its committees and added more action items to others in order to change direction. New Chairman of the Board, Phil Cusa emphasized the point that the role of the board members are leaders of the Chamber.

"We are all 'the Chamber'," he said. "We need to get our members involved. We need to set the example to others - bringing in new businesses, growing and supporting our existing businesses."



Attendees of the Eastern Shore Chamber Reboot Retreat:

Back row: Kerry O'Connor, David Clark, Darrelyn Bender, Bradley Byrne, Donna Givens, Nathan Cox and Don Mecke. 2nd row: Shea Dean, Contina Woods, Kathy Estadt, Sue Cade, Elizabeth Citrin and Rod Platt. Front row: Ben Meisler, Jim Byrd, Jason Horn, Phil Cusa and Greg Strachan.

Not Shown: Danny Corte & Bill McLaughlin

Attendees focused on the goals of the Blueprint for a Better Tomorrow. The group broke out into separate sessions to examine and discuss five objectives: Economic Development, Tourism, Public and Community Relations, Member Services and Chamber Operations. During the brain-storming sessions the groups deliberated over a wide variety of fresh ideas that would be measurable and obtainable.

What's coming new this year at the Chamber? A new Web site exclusively for tourism; a new look for the Chamber Con-

nections; more involvement of the board members as liaisons of the Chamber; enhanced printed pieces (i.e. guides distributed by the Chamber); a revamped Student Training and Exploration Program; a consolidation of resources for both existing and new members; refining and improving support services and efforts for economic development; and a return of the Leadership Trip.

These are just a few of the ideas the attendees provided that will be included in the Plan of Action for 2011/2012. Once the plan has been reviewed and approved by the entire board it will be shared with the members via the Web site, newsletter and enews.

Eastern Shore Chamber Connections Sponsor: A Total Resource Campaign Initiative

BRYANT BANK

Member FDIC

Ambassador of the Month

Mark Stejskal Vision Bank



Mark Stejskal, branch manager of Vision Bank in Foley, was selected as Ambassador of the Month for June. Mark earned the most points for representing the chamber at a wide variety of events and activities. Mark has been in the banking business for 13 years.

A native and resident of Fairhope, Mark graduated from Auburn University with a bachelor's degree in business management. He is married to Kris Wenzel Stejskal. The couple has three children: Blaine, age 7; Sarah Claire, age 5; and Anna Britten, age two.

Mark has been extremely involved with the Chamber for many years, serving as chairman of the golf tournament, being actively involved as an Ambassador and volunteering for the Total Resource Campaign. He has received both the Service Award and Bulldog Award.

When he's not volunteering his time or working he enjoys spending time with his family at home and on vacations. He also enjoys yard work and playing golf.

August 4, 5:00 - 7:00 pm

Business After Hours

Catherine Place

27440 County Road 13, Daphne,

Free networking opportunity for all Chamber members

August 18, 8:00 am

Morning Marketing Meeting

Scenic Overlook Office

29750 Larry Dee Cawyer Dr., Daphne

Free marketing opportunity for all Chamber members

Call: 621-8222 or 928-6387 for more information.

Board of Directors

CHAIRMAN OF THE BOARD

Phil Cusa - *PLC & Associates*

CHAIRMAN ELECT

Kerry O'Connor - *Whitney Bank*

PAST CHAIRMAN

Jim Byrd - *Safe Harbor Financial*

TREASURER

Greg Strachan - *Bryant Bank*

Vice Chairman, Economic Development

Bradley Byrne - *Jones Walker, LLP*

Vice Chairman, Tourism Council

Ben Meisler - *Holiday Inn Express-Daphne*

Vice Chairman, Membership Value

Linda Scott - *Scott & Associates*

Vice Chairman, Foundation

Sue Cade - *Edward Jones Investments*

President/CEO

Darrellyn Bender - *Staff Executive*

Mayor Joseph Bonner

City of Spanish Fort

Mayor Fred Small

City of Daphne

Mayor Tim Kant

City of Fairhope

Commissioner Bob James

Baldwin County

Bob Baumhower - *Baumhower's Wings*

Donna Givens - *Baldwin EMC*

Bryan Parker - *Congressman Jo Bonner*

Rod Platt - *Red Drum Marketing*

David Clark - *Grand Hotel Marriott Resort,*

Golf Club & Spa

Jason Horn - *The Insurance Guy*

Contina Woods - *Regions Bank*

Nathan Cox - *Bellator Real Estate &*

Development

William (Bill) McLaughlin - *Thomas Hospital*

Chris Ortstadt - *Walmart-Fairhope*

Andrew Ray - *Timbercreek Golf Club*

Danny Corte - *Tameron Honda Eastern Shore*

STAFF MEMBERS

Kathie Barton - *Communications Coordinator*

Amy Dial - *Membership Coordinator*

Lori Edson - *Tourism Information Asst.*

Jessica Fleming - *Tourism Information Asst.*

Rose Hall - *Information Specialist*

Pat Hawthorne - *Development Director*

Christina Hellmich - *Director of Workforce*

Development

Sue Patterson - *Tourism Information Asst.*

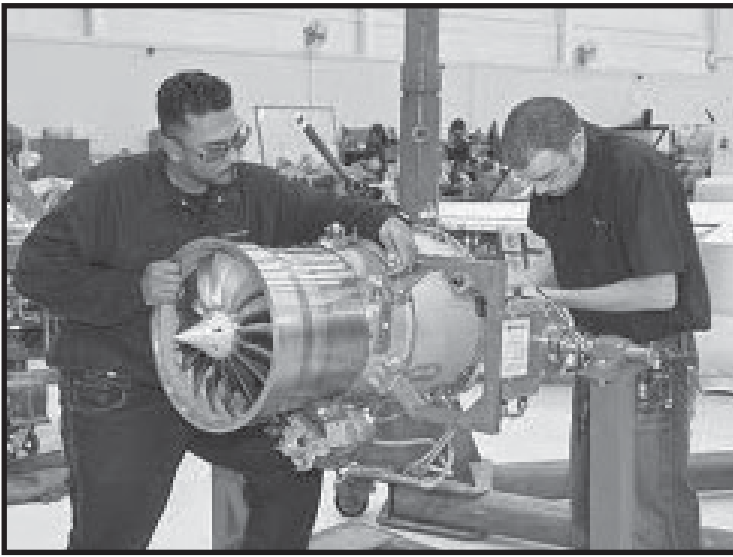
Ginger Parnell - *Director of Tourism &*

Special Events

Flo Stanton - *Tourism Specialist*

Sandra Weekley - *Tourism Information Asst.*

Jo Wylly - *Accounts Manager*



Eastern Shore Chamber Foundation Seeks Volunteers to Serve on S.T.E.P. Committee

The Eastern Shore Chamber Foundation each year sponsors a Student Training and Exploration Program for high school students (STEP). This program is designed to give student's a week-long exploration of several of the high demand career opportunities in Southwest Alabama as well as helping students connect the skills they learn in school and the value of those skills in the workforce.

The Student Training and Exploration Program gives student's insight on high demand career opportunities in Southwest Alabama as well as helping students connect skills they learn in school to those in the workforce.

At this time, the Chamber is restructuring the program to insure that we are reaching the needs of our youth as well as our business community. We are seeking additional business members interested in serving on this committee helping to research and provide input of the Workforce Training program. If you are interested in helping to make a difference in our youth today by serving on this committee, please contact the chamber office at 621-8222.



The Eastern Shore Chamber of Commerce recently welcomed new member Arcturus HR, LLC. Information Specialist Rose Hall presented the new member plaque to Michael Vincent, regional sales manager for Arcturus. The company helps businesses automate all aspects of human resources and offer comprehensive, fully integrated human resources, benefits and payroll management. For more information call 279-0660.



The Eastern Shore Chamber of Commerce recently welcomed new member Urgent Care by the Bay with a ribbon cutting at the 1208 U.S. Highway 98 in Daphne. The principals are (from left): Trey Simms, M.D.; Chad VanDerHeyden, M.D.; Michael Bindon, M.D.; J.C. Jacobs, M.D. and Alan Babcock, M.D. Staffed by emergency-trained physicians, Urgent Care by the Bay offers walk-in service and prompt treatment for non-life threatening illnesses and injuries. With a convenient location on Highway 98 in Daphne just south of Target, Urgent Care by the Bay is open seven days a week, including after hours. Services include diagnosis and treatment of minor illnesses and injuries, in-house medication dispensing, EKG and digital x-ray, lab tests, and referrals to local specialists. For more information call 626-5377.

Eastern Shore Chamber Jubilee Festival Planning Committee Selects Official Artwork *"PELICAN RACERS" BY MICHAEL THOMAS*

The planning committee for the 23rd Annual Jubilee Festival has been busy organizing the phenomenal event, which takes place in Olde Towne Daphne September 24 & 25. The official artwork that will be printed on posters and t-shirts was created by photographic artist Michael Thomas of Gulf Shores. It is entitled "Pelican Racers."

The work depicts two brown pelicans racing through the bay; enjoying an early morning swim. It is a mixture of digital painting that overlays photos, creating the appearance of a true painting.

Thomas has a long background in photography dating back 35 years when he was employed at a photo lab in Detroit, Mich. He worked in the darkroom developing film and enhancing images for the automobile industry. Then when digital photography technology was launched he went to work for Meteor Photography and expanded his knowledge in the field. He relocated to Baldwin County two-and-a-half years ago and found a new way of living and further developed his creative abilities.

"I started working on painting digital photography using various programs when I moved here," he said. "I print the images on canvas so they will have the appearance of a painting." He added that he prints his images a variety of items such as coasters and post cards.

Much of Thomas' work can be found exhibited in the Fairhope Artists Gallery, Windmill Market, the Mobile Kangal Gallery and at LuLu's Homeport Restaurant. Shea Dean, the chairman for the Jubilee Festival was having lunch at the Windmill Market when she discovered his work and asked him to submit some of his artwork to the committee for consideration.



His work has been awarded 3rd place in the Weeks Bay Foundation photo contest last year, plus an honorable mention. This year he received four honorable mentions in the contest.

"I take pictures every day," said Thomas. "I travel around early in the morning and shoot from the American Legion pier in Fairhope, the Fairhope Municipal pier and Bon Secour. The pelicans were shot at the boat launch in Fairhope."

Thomas said the artwork depicts a celebration of wildlife in lower Alabama. His love for the water has been his lifestyle

since his youth living around the numerous lakes in Michigan. Moving to Gulf Shores and exploring the region was a perfect fit for him.

"I love the lower Alabama climate and the culture here," he said. "It's a slower pace and the people are so nice."

Festival goers will be able to see more of Thomas' work at the Jubilee Festival. He will have a double booth set up showing and selling. His company is called mic designs. Visit the Web site at www.micdesigns.com or friend him on [facebook.com/micdesigns](https://www.facebook.com/micdesigns).

The t-shirts and posters will be on sale at the information booth. Festival hours are 10 am - 5 pm daily. The festival takes place on Main Street in front of the Daphne City Hall. One of the unique features of the festival is the Kids Art in the Park, where booths will be set up for kids to explore their own creative side for a few tickets each, purchased for a nominal fee. There is no admission to the festival. For more information visit www.eschamber.com or call 621-8222 or 928-6387.



The Eastern Shore Chamber's Morning Marketing Meeting is one of our most popular value-added member benefits. Held the third Thursday of every month, 8:00 am at the Scenic Overlook office, the event draws a large crowd of representatives eager for an opportunity to market their businesses. Networking after a meeting recently were Jessica Hardy of Valpak and Wendy Pickering of Mama's Helping Hands. Wendy was excited that Valpak offered what she was looking for in advertising her cleaning service.

4PEN AIR
FEDERAL CREDIT UNION

"Make yourself at home!"



Stop into any office
and say you're a
member of Eastern
Shore Chamber to
qualify
for membership!

1-877-4PEN AIR - www.penair.org

*Membership Eligibility Required. Active duty or retired military and their immediate families, Current or retired federal civil service employees and their immediate families, Employees of a select employee group (SEG)- Immediate family members of an eligible member, or residents of the same household as an eligible member, may also join. Depending on employer, other conditions may be required for membership.



The Eastern Shore Chamber of Commerce Offers Tips on How Businesses Can "GO GREEN"

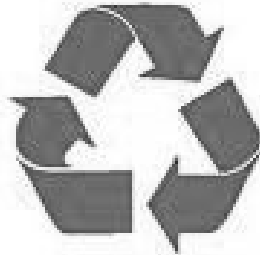
Recycle and reuse paper.

- Designate a place to collect newspapers shred office papers. For large jobs or sensitive papers enlist the help of a professional shredding company
- Recycled paper manufacturing generated 74% less air pollution and saves trees, water and energy

Recycle bags. Instead of using plastic bags, take a reusable cloth bag to the store when purchasing goods.

Go paperless.

- Send electronic faxes instead of paper ones.
- Use scanners instead of copiers.
- Store documents electronically instead of in file cabinets.
- Instead of printing multiple copies of documents, give clients company information on CDs or through Internet attachments.



Serve filtered tap water at meetings instead of plastic bottles. Use washable coffee cups instead of Styrofoam.

Recycle electronics. Contact the local public works department to find out how.

Use and recycle ink cartridges. Replace traditional petroleum heavy ink with vegetable based ink options.

- One-third of businesses nationwide use remanufactured printer cartridges. Recycling your laser and ink jet printer cartridges will reduce the amount of plastic put into landfills.

Replace incandescent light bulbs with compact florescent lights (CFL) which lasts 10 times longer and use 66% less energy.

Turn down thermostat 3 degrees in winter and 3 degrees up in summer. This can prevent emission of nearly 1,100 pounds of carbon dioxide annually. Use preventative maintenance programs for AC units.

New Members

**Metro
Business Supply**
Daryl Cleworth
25575 Austin Rd.
Daphne
408-3636

**Dick's
Sporting Goods**
Matthew Edgeworth
6850 US Highway 90
Daphne
621-0031

Breland Homes
Deborah Sisley
5011 Government
Blvd.
Mobile
401-0081

Peppi Le Shoe
Stephanie Grimes
52 S. Section St.
Fairhope
533-5105

Big Lots, Inc.
Gregory Bone
150 Eastern Shore
Shopping Center
Fairhope
929-3640

*New Members
as of July 19, 2011*

Did you know your business can advertise in the *Chamber Connections*?

The *Chamber Connections* is mailed directly to nearly 1,000 businesses in Baldwin and Mobile Counties, making it an ideal vehicle to reach more people about your business.

Monthly Rates Are:

1/8 Page	\$50
1/4 page	\$100
1/2 Page	\$150
Full Page	\$175

We also offer the option of including full page inserts provided by the advertiser for a charge of \$350.

If you are interested in advertising in the *Chamber Connections* contact Kathie Barton at 928-6387. The deadline is the 15th of each month.

Renewed Members

**A T & T
Advertising Solutions**
Advertising-Directory &
Guide
Member 11 Years

**Abundant Life
Christian Center**
Church
Member 3 Years

Air Control Storage
Storage-Climate Con-
trolled
Member 5 Years

**Alabama Orthopaedic
Clinic, PC**
Physicians & Surgeons-
Orthopaedic
Member 3 Years

Ashurst & Niemeyer
Real Estate Company
Member 27 Years

Away at the Bay
Bed & Breakfast Inn
Member 24 Years

**B & B Pecan
Company, Inc.**
Nuts-Edible-Retail/Mail
Order
Member 32 Years

Bay Animal Clinic
Veterinarians
Member 23 Years

**Bay Eyes Cataract &
Laser Center, Inc.**
Physicians & Surgeons-
Ophthalmologists
Member 25 Years

**Bayshore
Christian School**
School-Private
Member 9 Years

Bayside Orthopaedic
Sports Medicine & Rehab
Physicians & Surgeons-
Orthopaedic
Member 30 Years

Beds And Blinds, Inc.
Blinds/Interior Shutters/
Draperies/Window Film
Member 8 Years

Benchmark Homes, Inc.
Construction-Residential
Bldg.
Member 10 Years

Bentz's Pizza Pub
Restaurants
Member 4 Years

Big Daddy's Grill
Restaurant
Member 3 Years

**Boltz Pain and Wellness
Center, LLC**
Physicians-Pain
Management
Member 1 Year

**Brenny's Jewelry
Company**
Jewelry and Gifts
Member 25 Years

**Brown
Financial Advisory**
Financial Planners &
Consultants
Member 25 Years

Cale's Garage
Automobile Detailing-
Mobile
Member 3 Years

Capt. Dan Kolenich
Fishing Guide
Member 6 Years

**Center for Family
Health & Wellness**
Physicians-Chiropractic
Member 18 Years

Club Sun Tanning Salon
Tanning Salon
Member 5 Years

**Coldwell Banker
United, Realtors**
Realtors
Member 27 Years

Daphne Utilities
Utility Company
Member 11 Years

**Daruma
Japanese Restaurant**
Restaurant
Member 1 Year

**Dauphin Realty of
Baldwin County**
Real Estate Company
Member 29 Years

Delta Airboat Express
Air Boat Tours
Member 5 Years

**East Bay Engraving
& Gallery**
Awards/Trophies
Member 26 Years

**Eastern Shore
Art Center**
Art Gallery
Member 29 Years

**Eastern Shore
Physical Therapy**
Physical Therapy
Member 13 Years

El Mexicano
Restaurant
Member 10 Years

Fairhope Animal Clinic
Veterinarians
Member 5 Years

Fairhope Health Foods
Health Food Store
Member 29 Years

Fairhope Pharmacy
Pharmacy
Member 31 Years

**Fairhope Single Tax
Corporation**
Land Leasing Company
Member 29 Years

Renewed Members cont'd

Family Practice Associates
Physicians & Surgeons-
Family Practice
Michael McBrearty -
Member 30 Years
Stephen Winston -
Member 13 Years

First Community Bank
Bank
Member 3 Years

Five Oaks of Silverhill
Furniture-Handmade-
Casual
Member 22 Years

Floor Medic
Carpet & Rug Cleaning
Member 3 Years

Gulf Coast Explorem
Science Center w/IMAX
Theater
Member 5 Years

Hanak & Wells, PC
Accountants-Certified
Public
Member 36 Years

Hargrove and Associates, Inc.
Engineers/Construction
Management
Ralph A. Hargrove
Vicki Studstill
Member 3 Years

Hartmann, Blackmon & Kilgore, PC
Accountants-
Certified Public
Xavier A. Hartmann, III,
CPA - Member 29 Years
J. Earl Blackmon, CPA -
Member 29 Years
Sally Wagner, CPA -
Member 13 Years
Dennis Sherrin, CPA -
Member 13 Years

Henry Crawford
Individual Member
Member 28 Years

Herndon's Marketing Design
Advertising Art &
Graphic Design
Member 25 Years

Hunter Security, Inc.
Security Control
Equipment & Systems
Member 28 Years

Huntingdon College
College
Member 5 years

IDeACOM of the Gulf Coast
Telephone & Voice Mail
Systems
Member 16 Years

IED, Inc.
Demolition
Member 1 Year

Irby & Heard, PC
Attorneys
Sam W. Irby -
Member 35 Years
W. Kenneth Heard -
Member 13 Years

J & J Furniture Company, Inc.
Furniture-Retail
Member 18 Years

Jackson Consulting Group
Environmental
Management
Member 3 Years

Jennifer Clair Moore Foundation
Civic or Fraternal
Organization
Member 5 Years

Jim House & Associates, Inc.
Wastewater-Treatment/
Systems Equipment
Member 16 Years

Jordan Automotive
Automobile Service/
Repair/Tires
Member 13 Years

Judge Tim Russell
Individual Members
Member 1 Year

LuLu's Homeport Marina
Restaurant
Member 10 Years

M & F Casuals
Clothing & Accessories-
Women's & Children's
Member 35 Years

Mathes of Alabama Electrical Supply
Electric & Lighting
Supplies
Member 25 Years

McSharry's Irish Pub
Restaurant
Member 3 Years

Medical Park OB-GYN, PC
Physicians & Surgeons-
OBGYN & Reproductive
Member 15 Years

Millie Sue Hawk
Individual Member
Member 2 Years

Mortgage America
Mortgage Company
Member 8 Years

Pet Haven
Pet Shop
Member 29 Years

Pitman Insurance Agency
Insurance Agency
Member 59 Years

Punta Clara Kitchen, Inc.
Candy &
Confectionery-Retail
Member 33 Years

Randy Delchamps Real Estate & Development Co.
Real Estate
Development
Member 7 Years

Rep. Randy Davis
Individual Member
Member 9 Years

Riviera Utilities
Utility Company
Member 46 Years

SeeCoast Manufacturing Company
Telescope
Manufactures
Member 25 Years

Southern Capital Services
Investment Advisors/
Managers
Member 9 Years

State Farm Insurance/ Jim Goleman
Insurance Agency
Member 25 Years

State Farm Insurance/ Lad Drago
Insurance-Financial
Services
Member 5 Years

Sunbelt Fire, Inc.
Fire Truck &
Equipment Sales
Member 20 Years

Terry Thompson Chevrolet
Automobile Dealers-
New & Used
Member 27 Years

The Blake at Malbis
Assisted Living
Community
Member 1 Year

The Insurance Guy
Insurance
Member 2 Years

Thomas Harrison & Associates Insurance Co., Inc.
Insurance Agency
Member 29 Years

Thomas Hospital
Hospital
Member 27 Years

Tonsmeire Properties
Apartments
Member 34 Years

Trax Tires, Inc.
Automobile Service/
Repair/Tires
Member 9 Years

USS Alabama Battleship Memorial Park
Attractions
Member 24 Years

Walmart Stores, Inc. #934
Department Store
Member 25 Years

Weinacker's Montessori School
School-Private
Member 2 Years

Wells Fargo Advisors, LLC/IR637177
Investment Brokers/
Securities
Member 25 Years

Westminster Village
Retirement & Assisted
Living Community
Member 29 Years

White Spinner & Associates, Inc.
Realtors
Member 19 Years

*Renewed Members
As of July 19, 2011*



Tourism Traffic Report

June 2011

June 2011 1,756

June 2010 1,560

International Visitors:

June 2011 50

June 2010 21

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. June 2011

Total Homes/Townhomes Sold: 195

Total Homes On Market: 2,128

Average Days on Market: 180

Average Selling Price: \$200,440

Total Condos Sold: 118

Total Condos on Market 1,258

Average Days on Market: 165

Average Selling Price: \$255,576

Unemployment Data:

Alabama 5/11-9.5% 5/10 - 9.0%

Baldwin 5/11-8.5% 5/10-8.3%

United States 5/11-8.7% 5/10-9.3%

Resources:

Baldwin County Association of Realtors
Alabama Bureau of Labor Statistics

AUGUST 2011

4 Business After Hours, Catherine Place, 27440 County Road 13, Daphne, 621-8222 *An Eastern Shore Chamber of Commerce event.*

12 Taste of Eastern Shore, Daphne Civic Center, 7 pm, 626-5300.

18 Morning Marketing Meeting, 8 am, Scenic Overlook, 621-8222. *An Eastern Shore Chamber of Commerce event.*

20 25th Grand Summer Ball, benefits Thomas Hospital Foundation, Grand Hotel, 990-1512.

24 2011 Freedom Luncheon, benefiting The Shoulder, Noon-1:30pm, Daphne Civic Center, 626-2199.

27-28 Fort Mims Re-enactments, 9 am - 4 pm, 533-9024.

SEPTEMBER 2011

1 Business After Hours, ECO Solutions, 1290 Main St., Ste. C, Daphne, 621-8222. *An Eastern Shore Chamber of Commerce event.*

5 Labor Day. Chamber offices closed!

15 Morning Marketing Meeting, Scenic Overlook Office, Daphne, 621-8222. *An Eastern Shore Chamber of Commerce event.*

17 Coastal Cleanup, Fairhope Pier and May Day Park in Daphne, 621-1216.

24 Jubilee Race for Life 5K / 1 mi run in Olde Towne Daphne, contact: www.BaysideMedicalMissions.org or 928-4248.

24-25 Jubilee Festival, Main St., Olde Towne Daphne, in front of City Hall, arts & crafts festival, 621-8222. *An Eastern Shore Chamber of Commerce event.*



PRESORTED
STANDARD
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P.O. Drawer 310
Daphne, Alabama
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(251) 621-8222
FAX (251) 621-8001
www.Eschamber.com
Address Service Requested



Hey Chamber Members ~ we need your input. Please help us by taking our online Membership Survey. Just go to our Web site at www.eschamber.com and click on the survey button in the left column. Participants are eligible to win a two-night stay at the Hampton Inn in Fairhope.