



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

Eastern Shore Chamber Celebrates 87 Years of Service to the Business Community

The Eastern Shore Chamber of Commerce will celebrate our 87th Anniversary on Thursday, June 16, 2011 at the Chairman's Gala, 5:30 - 9:00 pm. The event will be held at the beautiful and elegant Grand Hotel Marriott Resort, Golf Club & Spa.

One of the favorite features of the event is the networking period before dinner. Members have an opportunity to get to know one another and promote themselves while enjoying light music and cocktails. The dinner is always exquisite.

Following the dinner the Chamber's annual awards will be presented to the Small Business of the Year, Community Leader, Ambassador of the Year, Bulldog Award, Service Award and Environmental Award. Businesses that have been members for 25 years will also be recognized.

"It has been an honor to represent the Chamber this year," said Jim Byrd. "Through this economy we have stayed focused on our mission of supporting and promoting our local businesses. Through the 'It's a Shore Thing' campaign, we spread the word about supporting local Eastern Shore businesses and then working



proactively to bring new visitors and locals through the doors."

Following the awards presentations, the traditional "passing of the gavel" will take place with the current Chairman of the Board Jim Byrd, ceremoniously handing over the responsibilities for the coming year to incoming Chairman Phil Cusa.

Sponsors include: Baldwin EMC as the Platinum Sponsor; Gold Sponsors are Safe Harbor Financial; White-Spinner Construction, Inc. and

Thomas Hospital. BBVA Compass Bank is the Sponsor for the Small Business of the Year Award. Whitney National Bank is the Community Leader Sponsor, and Vision Bank is the Sponsor for the Bulldog Award.

Centerpiece Sponsors this year are Regions Bank, Safe Harbor Financial, U. S. Sports Academy and Wells Fargo Bank.

Through Blueprint for a Better Tomorrow, a necessary strategic assessment measured the pulse of our businesses.

"It has not been the easiest year during this economic downturn and with the impact of the Deepwater Oil Spill," said Darrelyn Bender, president/CEO of the Chamber. "I am so proud of the way the Eastern Shore Chamber staff and volunteer leadership worked on doing what we do best - identifying what it will take to make our businesses, who are supporting our community, to remain strong. As one of our members put it so well - "We cannot stop now. We need to build towards the future."

For more information about the 87th Annual Chairman's Gala please call Kathie Barton at 928-6387.

Eastern Shore Chamber Connections Sponsor: A Total Resource Campaign Initiative

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 PAYROLL SOLUTIONS, INC.
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Ambassador of the Month

Millie Sue Hawk Business Link



Millie Sue Hawk, owner of Business Link, a home-based business that helps business owners and decision makers connect with other businesses, was selected as Ambassador of the Month for March. Millie Sue received the honor for having participated in numerous Chamber activities.

A native from "the hills of Tennessee" Millie Sue and her husband of 35 years, Charles relocated to Satsuma in 2003 and reside in a water front home on Gunnisson Creek. The couple has five grown children and 13 grand children, ranging from two to 15.

Millie Sue has had quite a busy career, from working as a payroll clerk for Coca-Cola Bottling Co., telemarketing, working in the insurance business and operating Welcome Friends, before starting Business Link.

When not volunteering for the Chamber Millie Sue and her husband enjoy traveling. They've been to Europe, Hawaii, Alaska, and many other places.

"I really enjoy the Ambassador program with the Chamber," she said. "Being involved in the program has helped me work side-by-side with other business owners and decision-makers."

May 5, 7:30 am

Mayors' Prayer Breakfast

Grand Hotel Marriott Resort, Golf Club & Spa

Scenic 98, Point Clear

Keynote Speaker: John Croyle, Big Oak Ranch, Inc.

Tickets: \$30 / Tables of \$300

Call 621-8222 or 928-6387

May 12, 5 - 7 pm

Business After Hours

St. Paul's Episcopal Church Life Center

28788 North Main St., Daphne

Free networking opportunity for Chamber members.

May 19, 8:00 am

Morning Marketing Meeting

Scenic Overlook

Free marketing opportunity for all Chamber members.

Call: 621-8222 for more information.

Board of Directors

CHAIRMAN OF THE BOARD

Jim Byrd - *Safe Harbor Financial Services*

CHAIRMAN ELECT

Phil Cusa - *Thomas Hospital/Infirmary Health Systems*

PAST CHAIRMAN

Hugh McCoy - *White-Spinner Construction*

TREASURER

Greg Strachan - *Bryant Bank*
Vice Chairman, Economic Development
Anthony Sampson - *Jani King Commercial Cleaning Services*

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 Fred Small

City of Daphne

Mayor Joseph Bonner

City of Spanish Fort

Mayor Tim Kant

City of Fairhope

Commissioner Bob James

Baldwin County

Tim Rosson - *BBVA Compass Bank*

Elizabeth Citrin - *Elizabeth A. Citrin, PC*
Attorney at Law

Sharon Wright - *White-Spinner & Associates, Inc.*

Bob Baumhower - *Baumhower's Wings*

Donna Givens - *Baldwin EMC*

Rance Reehl - *Reehl Properties, Inc.*

Bryan Parker - *Congressman Jo Bonner*

Rod Platt - *Red Drum Marketing*

David Clark - *Grand Hotel Marriott Resort, Golf Club & Spa*

Jason Horn - *The Insurance Guy*

Kerry O'Connor - *Whitney Bank*

Bradley Byrne - *Jones Walker, LLC*

Contina Woods - *Regions Bank*

STAFF MEMBERS

Kathie Barton - *Communications Coordinator*

Amy Dial - *Membership Coordinator*

Lori Edson - *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*

Sponsorships Available for 87th Annual Chairman's Gala

Gold Sponsor

cost \$700

Benefits: Recognition in all publicity; company recognition at the Gala; company name in printed program and on event signage; 4 tickets and V.I.P. seating.

Silver Sponsor

cost: \$500

Benefits: Recognition in all publicity; name in printed program; event signage; 2 tickets and V.I.P. seating.

Service Award Sponsor

cost: \$500

Benefits: Recognized as sponsor in program; company name on plaque; event signage; post-event publicity through Chamber *Connections*, the Chamber's monthly newsletter mailed to 1,000 members and available online, and media; 2 tickets to event.

Centerpiece Sponsor

cost: \$200

Benefits: Recognition in all publicity; name in printed program; event signage; sponsor provides centerpiece that visibly includes company name and conveys information about their products and/or services; 2 tickets to event. Participants compete to win a free insert in the Chamber *Connections* newsletter, which is mailed to 1,000 members and available online.



The Eastern Shore Chamber of Commerce welcomed new member Yamane Championship Mixed Martial Arts with a ribbon cutting at the 1410 U.S. Highway 98, Ste. D location in Daphne. Attending the event were (from left): Brenda Carpenter, chamber ambassador; Josh Thompson; Scott Miller; Derrick Mullens; Niall Yamane, owner and head instructor; Layla Yamane; two sons Brennen and Kellan; Sally Wagner, chamber ambassador; and Todd Keith. Owner Niall Yamane has been practicing martial arts his whole life and trained under some of the best fighters in the world. He is now pursuing his dream and opening his own Mixed Martial Arts Academy in Daphne that teaches Brazilian Jiu Jitsu, Muay Thai/ Kickboxing, Wrestling/No Gi, Boxing and Fitness/ Conditioning. For more information call 776-3701.



The Eastern Shore Chamber of Commerce recently welcomed new member Harry D'Olive, Jr., Attorney At Law. Harry received his new member plaque recently while attending one of the Chamber's most popular events, the Business After Hours at Bimini Bob's in Daphne. Presenting the plaque was Pat Hawthorne, director of development for the chamber. Harry's law practice is located on the Square in Bay Minette. He specializes in probate and real estate law. To contact him call (251) 202-4680.

EASTERN SHORE CHAMBER ACCEPTING DONATIONS FOR FAMILIES OF 1165th



The Eastern Shore Chamber of Commerce is accepting donations for the Citizens for Local Troop Support for the families of the 1165th National Guard Military Police Unit. For a donation of \$5 donors will receive a free yellow ribbon lapel pin to wear proudly supporting the 1165th unit, which is stationed in Afghanistan. The 170 troops were deployed January 3.

The money will help with special needs for the families, who are often forgotten as most people focus on the soldiers themselves. The money could be used to help pay for immediate needs such as infant supplies, assistance with energy bills, home repairs, unexpected bills, etc.

To make a donation, visit either chamber office at 327 Fairhope Avenue in Fairhope or 29750 Larry Dee Cawyer Drive in Daphne. Call 928-6387 for more information.

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.



Award Nominations Being Accepted

The Eastern Shore Chamber of Commerce is seeking nominations for the Community Leader of the Year, Small Business of the Year, and Environmental Awards.

Forms are available through either Chamber office. Call 928-6387 or 621-8222.

It is recommended that background information is provided so the committee can make an informed choice.

Last Year's Winners:

Community Leader of the Year-Bill Tunnell

Small Business of the Year: Russell, Thompson, Butler & Houston, LLP

Environmental: Habitat for Humanity

Eastern Shore Chamber Directory Available Online

The Eastern Shore Chamber of Commerce Membership Directory is now available online in a link on our homepage. Also called the *Eastern Shore Magazine*, The publication is published annually and is packed full of information about all the cities and communities the Chamber services.

Quality of life, demographics, education, real estate, tourism, healthcare, maps, photos of the area, feature articles and a categorical membership listing are included.

Visit us at www.eschamber.com to read the magazine. A hard copy was mailed to each member last month. The magazine is also available at both Chamber offices free of charge. Need to know more about it? Call us at 621-8222 or 928-6387.



Eastern Shore Business Academy

An Initiative of the Blueprint for a Better Tomorrow

Business Brief

“Preparing for Regional Growth”

An Economic Development Update

With: Robert Ingram, Director

Baldwin County Economic
Development Alliance

Tuesday, May 10, 11:30 am - 1 pm

Timbercreek Golf Club

9650 Timbercreek Blvd., Daphne

(Off Hwy. 181, across from Eastern Shore Centre)

Reservations must be made

\$15 Members / \$20 Potential Members

Register online at www.eschamber.com/academy or call 928-6387.



The Eastern Shore Chamber of Commerce recently welcomed new member Woodmen of the World with a new member plaque presentation. Accepting the plaque on the left is Wendy Nelson Bailey, financial representative. Presenting the plaque is Sherry Sullivan, chamber ambassador. Woodmen of the World was founded in 1890 as a fraternal benefit organization. Today, Woodmen of the World and its subsidiaries offer insurance, annuities, mutual funds, and 529 College Savings Plans. Nearly 750,000 Woodmen of the World members across the country share a commitment to family, community and country. For more information call 990-3256.

June Business Brief & Workshop

Business Academy Workshop

Wednesday, June 8, 9 am - Noon

Bryant Bank, Hwy. 98, Daphne

“How to Sell Anything!”

Presented by: Anthony Wills, Chris Meyers Automotive.

No matter the type of business, good salesmanship is an essential ingredient. This workshop is being taught by one of the best!

\$25 members / \$30 potential members

Business Academy Business Brief

Tuesday, June 14, 11:30 am - 1 pm

Original Oyster House, Causeway, Spanish Fort

“Humorous Look at Politics and Life”

Presented by: J. D. Crowe, Political Cartoonist

Press-Register. Prepare for a fun luncheon.

\$15 members / \$20 potential members

Business Academy Sponsors: Wells Fargo, Radio-2-Phone, Daphne Utilities and Hartmann, Blackmon & Kilgore.

New Members

Tacky Jack's
George W. Skipper
1175 Battleship
Pkwy.
Spanish Fort
621-8988

**ReNew Softwash of
the Gulf Coast**
Monica Leslie
30156 Loblolly Cir.
Daphne
581-4827

Talk Source, Inc.
Wanda Wilson
28588 US Highway
98, Unit #1
Daphne
968-4330

**The Bayside
Agency, Inc.**
Kathryn B. Smith
6510 Spanish Fort
Blvd.
Spanish Fort
586-0258

**E. Tyler Nichols,
Jr., CPA, MBA,
LLC**
809 Daphne Ave.
Daphne
621-2900

**Smith and
Wesson Security**
Mark Shelton
29150 Lake Forest
Blvd. #1006
Daphne
761-6250

**Payless Ink-n-Toner,
LLC**
Mickey L. Mustin, II
8270 Spanish Fort
Blvd.
Spanish Fort
445-1531

**The Lady's
Lawn Service**
Pamela G. Pace
19592 Songbird Ln.
Fairhope
377-7009

**Re/Max By The
Bay**
Janet English
6483 Van Buren St.,
Ste. 101
Daphne
621-2588

*New Members
as of April 18, 2011*

Are you on Facebook?

Please search for the Eastern Shore Chamber and "Like" us to learn more of what is happening at YOUR Chamber of Commerce.

Keeping Small Business Up While Trends Are Down

In times like these, it's important that a small business do all it can to survive. A little bit of innovative thinking and belt tightening can go a long way--and for entrepreneurs, this should come naturally. Here are some tips that can have a big impact on your bottom line:

Show me the money

An important aspect of getting paid on time is clearly articulating expectations with your customers. Boldly, but respectfully, emphasize what work was done, how much should be paid and when the money is due. Consider offering a pre-payment discount or incentive.

Tech-savvy

Use technology efficiently. Technology and frugality can go hand in hand. Consider Web-based accounting software and video conferencing. Embracing the Web can save money while simultaneously providing education on important tech advances in the business world. Similarly, use multi-tasking tech products like the DYMO LabelWriter Twin Turbo, a printer that prints both labels and online U.S. Postal Service-approved postage.

Market smart

Save on time, phone bills and aggravation. Try using targeted email sales pitches. Additionally, spruce up the company Web site. The virtual address of a business has become more important than the physical address.

Stay visible and helpful

Keep in touch with customers. Ask how their business is going. Confirm that you have been a helpful partner for them and for referrals. Contact dormant customers and inquire about current business needs.

Inventory in motion

Is inventory producing or just taking up space? Have a sale to move slow or obsolete inventory. Examine customer purchase patterns to determine if it is possible to shorten the overall holding cycle.

Keep workers working

Cut down on unnecessary employee trips outside the office. Purchase a coffee maker or buy soda for employees; it saves them money and the business time. Also consider streamlining common business errands.

Don't cut the perks

As tempting as it may be, cutting little employee perks (free coffee and bagels, holiday parties, etc.) can make people feel undervalued and potentially lead to employees leaving. The small extras tend to be taken personally. Keeping perks maintains employee confidence in your business's strength and can inspire them to go the extra mile.

By: Joseph R. Cardamone, Colorado Biz Magazine

Renewed Members Cont'd

A Precision Auto Glass, Inc.

Glass-Auto
Member 12 Years

All-South Subcontractors

Roofing Contractors/
Commercial
Member 1 Year

Andree's Wine, Cheese & Things, Inc.

Deli & Catering
Member 18 Years

Ashley Gates Apartments

Apartments
Member 2 Years

Baldwin EMC

Utility Company
Member 22 Years

Bay Medical Family Practice, PC

Physicians & Surgeons-Family Practice
Member 10 Years

Best Buy

Department Stores
Member 1 Year

Cardiology Associates

Physicians & Surgeons-Cardiology
Member 9 Years

Carroll Place

Assisted Living
Community
Member 9 Years

Coastal Energy Solutions, LLC

Energy Audit/Home Performance
Member 1 Year

Coldwell Banker, Reehl Properties, Inc.

Real Estate Company
Member 19 Years

Conde'-Charlotte Museum House

Museum
Member 8 Years

Eastern Shore Antiques

Antiques & Gifts
Member 4 Years

Eastern Shore Ear, Nose & Throat Clinic, PC

Physicians & Surgeons-Ear, Nose & Throat
Member 22 Years

Farmers Insurance-Malone Agency

Insurance Agency
Member 13 Years

Faulkner Insurance Agency/Farmers Insurance

Insurance Agency
Member 1 Year

Fresh Focus Group

Internet Marketing
Member 1 Year

Green Gates Market

Home & Garden Store

Member 9 Years

Holiday Inn Express-Daphne

Hotel
Member 5 Years

James V. Roberts, PC

Attorney
Member 7 Years

Keller Williams Realty, Alabama Gulf Coast

Cathy Taylor
Realtor
Member 4 Years

Leroy Hill Coffee Company

Beverage Company
Member 1 Year

Littler Mendelson, PC

Attorney
Member 2 Years

Long's Human Resource Services

Employment Agency
Member 13 Years

Longhorn of Daphne

Restaurant
Member 6 Years

Mary Ann's Deli & Catering

Deli & Catering
Member 6 Years

Mobile Asphalt Co., LLC

Asphalt, Grading & Paving
Member 6 Years

Pamela P. & Anthony T. Sampson

Janitorial, Maid & Maintenance Services
Member 2 Years

Pastry Box

Bakery
Member 2 Years

Private Gallery

Jewelry and Gifts
Member 13 Years

RBC Bank Spanish Fort

Bank
Member 5 Years

Regions Bank

Bank
Member 33 Years

Safe Harbour Mini Storage, LLC

Storage
Member 8 Years

Serenity on the Bay

Short Term Rental
Member 9 Years

Sheppard Electric

Motor Service
Electric Motors & Pumps/Sales & Repair
Member 3 Years

Springhill Medical Center Eastern Shore

Medical Clinic
Member 4 Years

Stone, Granade & Crosby, PC

Attorneys
Member 17 Years

The National Institute for Truth & Freedom

Speaker/Author
Member 6 Years

The Pub

Bar/Restaurant
Member 7 Years

Volkert, Inc.

Engineers
Member 3 Years

WKSJ-FM

Radio Station & Broadcast Company
Member 13 Years

WMXC-FM

Radio Station & Broadcasting Company
Member 13 Years

Wal-Mart Stores, Inc.

Fairhope-Dept. Store
Member 4 Years

Walcott Adams Verneuill Architects

Architectural Firm
Member 23 Years

Wolfe-Bayview Funeral Home, Inc.

Funeral Home/
Cemetery
Member 29 Years

*Renewed Members
As of April 18, 2011*



Tourism Traffic Report

March 2011

March 2011 1,693

March 2010 1,465

International Visitors:

March 2011 79

March 2010 62

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. March 2011

Total Homes/Townhomes Sold: 215

Total Homes On Market: 2,118

Average Days on Market: 164

Average Selling Price: \$161,741

Total Condos Sold: 89

Total Condos on Market 1,301

Average Days on Market: 185

Average Selling Price: \$239,519

Unemployment Data:

Alabama 2/11-9.7% 2/10 - 10.6%

Baldwin 2/11-9.3% 2/10-10.6%

United States 2/11-9.5% 2/10-10.4%

Resources:

Baldwin County Association of Realtors
Alabama Bureau of Labor Statistics

MAY 2011

Brown Bag Concert Series Thursdays, May Day Park, Daphne, Fridays; Windmill Market, Fairhope, 11:30 am - 1:30 pm

1 13th Annual Fairhope Historic Homes Tour, 1 - 4 pm. \$10 in advance, \$15 day of. at Green Gates Market. 929-3944

1 Prodissee Pantry's Pie Party, 2 pm, First United Methodist Church of Daphne Community Life Center, 626-1720.

5 A Taste of the Towns, 5 Rivers Delta Resource Center, Daphne/Spanish Fort Kiwanis, 621-2996.

5 Mayors' Prayer Brekfast, 7:30 am, Grand Hotel. Tickets at Chamber offices, 621-8222.

An Eastern Shore Chamber of Commerce event.

7 *Business After Hours, see page 2.*

13 Eastern Shore Chamber of Commerce Golf Tournament. Lakewood Golf Club, 928-6387.

An Eastern Shore Chamber of Commerce event.

13 Relay for Life, American Cancer Society, Daphne Middle School, 5 pm - 2 am, 621-7996.

15 Daphne's Sunday Sunset Concert series, May Day Park, 621-3703

21 Morning Marketing Meeting, see page 2.

20-22 Gulf Coast Zydeco Music & Crawfish Festival, Daphne Civic Center, 626-5300 or www.gulfcoastzydecomusicfestival.com.

30 Baldwin Pops Sunset Concert, 7 pm, Henry George Park, Fairhope, 928-3754.

JUNE 2011

2, 7, 9 Art in the Park, 10 am - 1 pm, W.O. Lott Park, Daphne, 621-3703.

4 Bald Eagle Bash, 3-7 pm, Arthur C. Skipper Tonsmeire, III Weeks Bay Resource Center on Weeks Bay, 990-5004.

8 Eastern Shore Chamber Business Academy Workshop, 9 am - Noon, Bryant Bank, Hwy. 98, Daphne, "How to Sell Anything" with Anthony Willis, Chris Myers Automall, 928-6387 or www.eschamber.com/academy. *An Eastern Shore Chamber of Commerce event.*

14 Eastern Shore Chamber Business Brief, 11:30 - 1 pm, Original Oyster House on the Causeway, with J. D. Crowe, political cartoonist for Press-Register, 928-6387 or www.eschamber.com/academy. *An Eastern Shore Chamber of Commerce event.*

15, 22, 29 Wet & Wild, 10 am - 1 pm, Lott Park, Daphne, 621-3703.

16 87th Chairman's Gala, 5:30, Grand Hotel, 928-6387 or 621-8222. *An Eastern Shore Chamber of Commerce event.*

17-19 Hot Air Balloon Festival, Foley, 943-3291.



Address Service Requested

www.Eschamber.com

FAX (251) 621-8001

(251) 621-8222

36526-0310

Daphne, Alabama

P.O. Drawer 310

CHAMBER OF

EASTERN

SHORE

COMMERCE

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