

C H A M B E R CONNECTIONS



The Dothan Area Young Professionals held their official kick-off celebration recently at the park in the Highlands South subdivision. During the celebration, Tracy Knowles, DAYP Advisory Board chairman and partner in ParsonsGroup, LLC, formally announced the creation of the organization.

Over the past six months, a lot of work was done to establish a 15 member

advisory board and also to develop a foundation for which young professionals in the Dothan area could assemble. The initial groundwork for the group was started through the Dothan Area Chamber and the community-wide ENVISION initiative. The idea was to provide a situation where young professionals could come together to both improve themselves personally and professionally, as well as make a significant impact on the Dothan area.

"Quite simply, our target audience is individuals between the ages of 21-41 that carry themselves in a



The Dothan Area Young Professionals recently held an official kick-off party at the park at the Highlands South subdivision.

creating future leaders.

With the mission statement established and plans moving forward, the group hopes to serve as a vehicle for current and potential young professionals in the Dothan area to:

- Enhance their professional skills through a series of professional development workshops;

professional manner that want to be more involved within their community," stated Knowles when asked about the group.

As part of the preliminary work completed, a mission statement was adopted to help identify the DAYP's overall purpose and function: Young professionals in the Dothan area impacting the community, providing professional development, building relationships and

(continued on page 6)

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Mark Your Calender!

General Membership Luncheon

Features Congressman Terry Everett As Guest Speaker



Congressman- Terry Everett

Congressman Terry Everett will be the guest speaker at the Chamber's General Membership Luncheon to be held Thursday, January 10, at 12:00 noon in the Wiregrass Rehabilitation Center Lion's Hall.

Everett began his 1992 race for Congress as a virtual unknown and ended it by defeating a man with the most famous name in Alabama politics, then State Treasurer George Wallace, Jr. He is currently serving his seventh term in the U.S. House.

Everett currently holds a seat on three key House committees giving Southeast Alabama a strong voice in matters which directly affect our region: Armed Services, Permanent Select Committee on

Intelligence and Agriculture. As ranking member of the Strategic Forces subcommittee on Armed Services, Everett oversees an approximate \$60 billion annual budget that includes our nation's military space programs, missile defense and defense-related energy research.

Tickets for the event are \$15 per person or \$150 per corporate table (seats 8). Reservations are required by January 4. To make your reservations, please call the Chamber at (334) 792-5138.

Sponsors for this event are:



2008 Chamber Guide, Directory Set For January Mailing



The 145-page 2008 Chamber Membership Guide & Business Directory and the 41-page 2008 Welcome Guide is currently being published by Print Services of Dothan. The guides will be mailed out to Chamber members (primary contact person) in mid-January. Additional copies will

be available at the Chamber, 102 Jamestown Boulevard, for those Chamber members who need multiple copies.

www.dothan.com
(334) 792-5138

RIBBONCUTTINGS

Comfort Systems USA Southeast

13040 U.S. Highway 84 West
Newton, AL 36352
Duane Haley
(334) 793-8227
CONTRACTORS-
MECHANICAL



Dynamic Massage & Bodywork

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Dothan, AL 36303
Barbara A. White
(334) 699-6832
MASSAGE THERAPY



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Dothan, AL 36303
Dana Nottingham Weed
(334) 618-3956
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FACILITIES



Shoney's

3054 Ross Clark Circle
Dothan, AL 36301
Eric Ashford
(334) 792-4415
RESTAURANTS



GROUND BREAKING

Toyota of Dothan

2329 Ross Clark Circle
Dothan, AL 36301
Mike Schmitz
(334) 794-0741
AUTOMOBILE DEALERS



YOUR COVER PHOTO

Pictured front row (l-r): Rebecca Hall, Rebecca Hall Interiors; Jessica Steltenpohl, Wiregrass United Way; Kristen Baker, Covan World-Wide Moving, Inc.; Meghan Delong, Comcast Cable of Dothan; and Kristi Fortner, Graceba Total Communications, Inc. Back row (l-r): Scott Parsons, Slingluff United Insurance; Trip Wheelless, Flowers Insurance Agency, LLC; Jim Freeland, Compass Bank; and Tracy Knowles, ParsonsGroup, LLC.

NEWMEMBERS

Clip and add these to your Membership Directory.

Alabama Truck Body & Equipment

Jim Brey
150 Ross Clark Circle
Dothan, AL 36303
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Fax: (334) 671-1761
TRUCKS - CRANES, FLATBEDS, ETC.

Lending Edge Mortgage

Ann Borland
256 Honeysuckle Road, Suite 18
Dothan, AL 36305
Ph: (334) 836-0963
Fax: (334) 836-0966
MORTGAGES

Alabama Truck Body & Equipment

Mike Price
2800 Powell Avenue South
Birmingham, AL 35233
Ph: (205) 326-3636
Fax: (205) 326-3645
TRUCKS - CRANES, FLATBEDS, ETC.

Shaklee

Sheila Twiggs
16 East Chadwick Circle
Dothan, AL 36305
Ph: (334) 333-2728
HEALTH & WELL BEING

Eleanor's Air Care dba Ocean Blue

Eleanor Flippo
1330 Hartford Highway, Suite 2
Dothan, AL 36301
Ph: (334) 673-7475
VACUUMS

Southeast Insurance Agency, LLC

Ann Bennett
751 Flightline Drive
P.O. Box 9044
Dothan, AL 36304
Ph: (334) 556-0449
Fax: (334) 983-3500
INSURANCE

Ideal Health

Peggy Brockman
127 Lake Merial Trail
Panama City, FL 32409
Ph: (850) 259-8356
WELLNESS

Weddings & Parties

Faye Jenkins
8845 Cottonwood Road (Physical)
8923 Cottonwood Road
Dothan, AL 36301
Ph: (334) 677-3660
PARTY & BANQUET FACILITIES

Knox Pest Control

Wesley Campbell
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Columbus, GA 31914
Ph: (706) 527-1516
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COLDWELL BANKER
COMMERCIAL -
Alfred Saliba Realty
Denton Road Mini-
Storage, LLC
Dothan Newcomers' Club
For Pet's Sake
In Sight Solutions, LLC
Longleaf Associates
Pitcher & Associates,
LLC
Southeast Construction
Services, LLC
Southeastern Sheet Metal
Wiregrass Preferred
Insurance, Inc. dba
GEICO

Print Services, Inc.
Prudential Showcase
Properties
Southeast Alabama Dance
Company
The University of
Alabama Alumni
Association
Town of Midland City
Wealth Management
Westgate Christian School
Westwood Presbyterian
Church

J M Electric Supply
Company
Medford Lincoln Mercury
Volvo
National Peanut Festival
Propane Gas & Appliance
Company, Inc.
Southeastern Career
Apparel

25-29 Years

Hickman Moving &
Storage
Jackson Thornton
Jackson's Trophies &
Awards, Inc.
John J. Flowers, Jr., DMD
Otto Voellinger State
Farm Insurance

10-14 Years

Courtyard By Marriott
Paul R. Flowers, Jr.
Girls Inc. of Dothan
Robert R. Moore
Summit Investment
Unishippers Association

15-19 Years

Basketcase Café
Bronson Advertising
Company
Dothan Tubular
Products, Inc.
Eye Center South
Odyssey Travel, Inc.
Saliba Construction
Company, Inc.
Waste Recycling, Inc.
WDFX-TV Fox-34

30 Years

A.G. Edwards and Sons,
Inc.
King's Appliances, Inc.
Southern Business
Systems

70 Years

Slingluff United
Insurance

5-9 Years

Circle City Glass
Company, Inc.
Cole Sign Company, LLC
Deanco Auto Auction,
Inc.
Directorate of Morale,
Welfare and Recreation
Eastern Technologies
GGG Foods, Inc. - A
Franchisee of KFC
Corp.
GrayLink Wireless
Karsten Enterprises, Inc.
Kiwanis Club of Dothan
MortgageAmerica, Inc.
Oakley, Wright & Hart,
PC

20-24 Years

Ashley Furniture Home
Store
Harley-Davidson of
Dothan
Harris and Wright, DMD

Events *January* Calendar

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

- 1** ▶ New Year's Day Holiday - Chamber Closed
- 8** ▶ Troy University Small Business Counseling – 9:30 a.m. - 12:00 noon
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138

Ribbon Cutting: Harris Glass – 10:00 a.m.
Location: 2678 Reeves Street, Suite 1
- 9** ▶ Diplomat & Ambassador Committee Meeting – 9:00 a.m.
Location: 102 Jamestown Blvd. (Chamber)

Ribbon Cutting: Reid Realty & Investments, LLC – 10:30 a.m.
Location: 101 Hidden Glen Way
- 10** ▶ General Membership Luncheon – 12:00 noon
Location: Wiregrass Rehabilitation Center Lion's Hall
Speaker: Congressman Terry Everett
*See page 1 for more information.
- 15** ▶ Ribbon Cutting: Shaklee – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)

Education Committee Meeting – 4:00 p.m.
Location: 102 Jamestown Blvd. (Chamber)
- 16** ▶ Executive Committee Meeting – 11:30 a.m.
Board of Directors' Luncheon – 12:00 noon
Board of Directors' Meeting – 12:30 p.m.
Location: 102 Jamestown Blvd. (Chamber)

Youth Leadership Dothan - The Courts, Local & State Government Day – 7:40 a.m.
Location: Dothan Civic Center
- 17** ▶ Ribbon Cutting: Enterprise Rent-A-Car – 10:30 a.m.
Location: 2443 Montgomery Highway

Leadership Dothan - Health Care Day – 7:40 a.m.
Location: Flowers Hospital
- 23** ▶ Ribbon Cutting: Weddings & Parties – 10:30 a.m.
Location: 8845 Cottonwood Road
- 24** ▶ Ribbon Cutting: Home Instead Senior Care – 10:00 a.m.
Location: 1026 Fortner Street, Suite 3

Small Business Seminar *Regulatory Compliance In Small Companies* – 11:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
*Reservations required: (334) 792-5138
See page 11 for more information.
- 29** ▶ Ribbon Cutting: Ideal Health – 10:30 a.m.
Location: 102 Jamestown Blvd. (Chamber)
- 31** ▶ Ribbon Cutting: Eleanor's Air Care dba Ocean Blue – 10:30 a.m.
Location: 1330 Hartford Highway, Suite 2

Diplomat Of The Month



Teri Smith
Ultimate Kitchens & Cabinetry

Teri has been actively involved with the Chamber Ambassador/Diplomat program for the last four years. She is employed with **Ultimate Kitchens & Cabinetry** as an account executive and designer.

"The Chamber Ambassador/Diplomat program has given me the opportunity to interact with many business owners and their employees. This involvement has not only benefited me with my business, but I have also made some wonderful friends. I enjoy volunteering my time to help the Chamber grow, and to also help me to stay abreast of what is going on in our wonderful community. The Diplomat program has afforded me many opportunities that I would have otherwise missed out on."

Ambassador Of The Month



Bridget Myracle
Sam's Club #8192

Bridget has served as an Ambassador for the Chamber since July 2006. She is employed with **Sam's Club #8192** as a business marketing representative and enjoys the opportunities the Ambassador program provides.

Since joining the program, Bridget has signed up several new Chamber members. "I enjoy the networking and being able to assist the Chamber through my many duties as an Ambassador."

Top 6 Ambassadors:

1. Pat Evans, *Evans Automotive Service*
2. Dorothy Gilgenbach
3. Sandi Hodge, *Family Child Development Center, Inc.*
4. Susan Woods, *Harris Security Systems, Inc.*
5. Faye Turner, *APAC-Southeast, Inc.*
6. Denise McGowan, *SunSouth Bank*



Matt Parker,
President

From The President

The Houston County Distribution Park was recently selected as part of the Economic Development Partnership of Alabama AdvantageSite pilot program. The Alabama AdvantageSite is a site-readiness program designed to promote Alabama sites that have documentation of basic criteria and critical information. The program was developed and sponsored by the Alabama Development Office, Economic Partnership of Alabama, Alabama Power Company, Alabama Electric Cooperative, Alagasco and North Alabama Industrial Development Association.

The certification establishes a new standard for industrial sites in Alabama to meet the growing trends in the site selection business. The major movement for the AdvantageSite initiative is because industrial project timelines are now shorter and sites need to have significant due diligence completed so that it is prepared for development. What does this mean? It means that gaining the AdvantageSite designation provides a significant competitive advantage over the competition. By undergoing the AdvantageSite certification process, our industrial sites will have a complete and full documentation of crucial data and studies that address critical areas tied to infrastructure and geo-technical information.

The EDPA sites and buildings database currently lists hundreds of sites and buildings in Alabama. The www.alabamaadvantage.com web site is a major marketing item for our industrial sites and available industrial buildings in Southeast Alabama. The average number of hits per day on this statewide

web site and industrial database is 480 - this traffic has more than doubled in one year. As a whole, this site gets over 12,000 hits per day with traffic representing 56 countries. In fact, the Chamber's web site, www.dothan.com, also lists available industrial sites and buildings that are linked to the Economic Development Partnership of Alabama's web site.

Sites that receive the AdvantageSite designation will have a clear advantage by merit of being evaluated for complete, accurate information. Database users will have the option of searching ONLY AdvantageSite designated sites. For projects with short deadlines, these sites will likely be reviewed first.

From an overall development standpoint, I believe it is another important step for all communities to strive in that it sets a standard for sites to achieve and through it fosters a better understanding for all

those involved in development to understand what it takes to be prepared for industrial development. For communities around the state that choose to participate, it will truly be an educational process for our political leaders and volunteers to understand the demands for industrial development as far as sites are concerned.

We are always striving to stay ahead of the competition and are pleased to be selected as one of the areas chosen for the pilot certification process. Thanks to all of our investors for helping us position our area in striving for excellence in our industrial development efforts. We will be undergoing this first certification with the Houston County Distribution Park, but will expand this to other sites in our community.

I hope everybody had a peaceful and joyful holiday season and here is wishing all of you the best in 2008!



New Business Retention Program To Be Implemented

The Dothan Area Chamber of Commerce has committed to join the Economic Development Partnership of Alabama and implement the Synchronist business retention program. The Synchronist program is a secure, server-based database that will be populated with data derived from one-on-one interviews with owners/managers of area companies.

The primary area of concentration for initial implementation is the goods-producing industrial sector. Letters sent to company management will provide initial information, to be followed by a phone call to arrange an interview time. The interviews will require about 30 minutes.

This program will not only keep the Chamber's *Industrial Directory* up-to-date, but will allow for analysis of aggregate data to help in recognition of trends that need to be addressed at an appropriate level to help local and state leaders develop stronger policy or support for retention and expansion.

MissionStatement

To serve as a catalyst for business and community development in the tri-state region.



DOTHAN AREA CHAMBER OF COMMERCE

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- › Cooking Demonstrations, Recipes and Sampling
- › Exercise Demonstrations
- › Giveaways and Door Prizes



February 23, 2008
10:00 a.m. - 2:00 p.m.

Dothan Convention Center

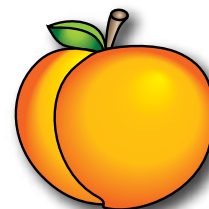
(Ross Clark Circle in front of the new Holiday Inn Express)

Southeast Alabama Medical Center is one of over 60 hospitals nationwide participating in this year's Day of Dance. We invite you to participate with us in celebrating our fifth year in providing Day of Dance for Heart Health.

On Saturday, February 23, 2008, the Dothan Convention Center will come alive with dancing, heart healthy cooking demonstrations, screenings, education and activities for the entire family. Day of Dance is an interactive FREE community education celebration for the benefits of dance and exercise in the prevention of heart disease.

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National Labor Force Projections Through 2016



Steve Turkoski, Director,
Workforce Development

Several years ago it was projected that the percentage of women making up the U.S. labor force would continue to grow and by 2015 there would be an even 50/50 split between men and women. The Department of Labor, Bureau of Labor Statistics, recently published their 2006-2016 labor projections, and that trend has changed. It appears that the labor participation rate of women has leveled off and will not exceed 46.6 percent through 2016 and the labor force participation rate of the country will decline from a high of 67.1 percent in 1997 to 65.5 percent in 2016.

One workforce demographic that is on the rise is the 55-years-and-older segment of the workforce. While the workforce in general is projected to grow at a rate of 0.8 percent per year through 2016, in

contrast to the 1.2 percent growth rate of the last 10 years, the 55-and-older segment is projected to grow at five times the rate of the workforce in general. This growth in the older-worker segment is due to the extremely large number of baby-boomers, as their labor force participation rate as a group is actually lower than the 25-54 age group.

The labor participation of youth, those ages between 16 and 24, has been in decline from a high of 68.6 percent in 1986 to 60.6 percent in 2006 and is expected to continue this trend with a projected 2016 youth labor force participation rate of 57.1 percent. In 1986, there were an estimated 23.4 million youth in the labor force, that number is forecast to drop to 20.9 million in 2016.

One projection that has not changed is that higher levels of education will continue to be associated with higher levels of labor force participation.

Our state and regional projections through 2016 are not available yet, but they will no doubt show the same trends.

Returning Vets Employment Rights Not Upheld

The following excerpt is from an article in the National Association of Workforce Development Professionals' newsletter *Advantage*, and has been reprinted with permission of the publisher, Paul Mendez, editor.

"Data released last month by the Department of Defense shows that America is doing an increasingly poor job of addressing employment challenges faced by its veterans returning from their tours of duty. Thousands of returning National Guardsmen and Reservists are experiencing problems with getting their old jobs back, lost wages and seniority, lost health care, reduced pensions and missing training, despite federal law designed to protect them.

The Uniformed Services Employment and

Reemployment Rights Act requires employers to continue to employ members of the Guard and Reserve upon their return from duty. Four federal agencies are responsible for the oversight and implementation of veterans' rights: The Labor Department, the Defense Department, the Justice Department and the Office of Special Counsel.

According to the Defense Department's own estimates, nearly 11,000 Post-9/11 Guard and Reserve veterans were denied prompt reemployment upon their return. More than 22,000 lost seniority and rightful pay, nearly 20,000 saw pensions cut, nearly 11,000 did not get their health insurance back and more than 15,000 did not receive training needed to resume their former jobs."

Troy To Present "Teaching the Whole Child" Workshop

Troy University invites area K-12 teachers and administrators to learn more about "Teaching the Whole Child," during the Wiregrass Conference on Education. The two-day workshop, scheduled for January 6-7 on the Dothan Campus, will provide an opportunity to rethink education in the 21st Century.

Teachers will come away with strategies for educating knowledgeable, healthy, motivated and engaged children. PTA members, central office staff, Boards of Education and others will also benefit from attending and participating.

The conference begins with a reception Sunday, January 6, at 4:30 p.m. on the Dothan Campus,

followed by the keynote address to be delivered by Dr. Jack Hawkins, Troy University chancellor. The first workshop session will also be held on Sunday evening and concludes at approximately 9:00 p.m. On Monday, January 7, the conference resumes at 8:30 a.m. with a general session. Workshops continue until 3:00 p.m.

The Wiregrass Conference on Education is sponsored by the Troy College of Education, the Dothan Campus and the Southeast Region, along with the education honors society Kappa Delta Pi. For registration information, contact Dr. Rodney Davis at (334) 983-6556, ext. 1-365, or wiregrass@troy.edu.

Growing Wage Differentials

A recent study explored the roll of technology in polarizing the classification of middle-wage jobs into high-wage or low-wage jobs. An observation is that computer technology enhances management and completion of tasks for high-wage jobs, while eliminating middle-wage jobs, and the routine tasks of low-wage jobs have not been greatly affected by computers.

Source: U.S. Department of Labor, Bureau of Labor Statistics, <http://www.bls.gov/opub/mlr/2007/11/precis.pdf>.

Senior Employment Program

Are you 55 years of age or older, unemployed and living on a low fixed income? Are you interested in learning new job skills and re-entering the work force? If so, Senior Employment may be the program for you. The Southeast Alabama Regional Planning and Development Commission Senior Employment program has training positions available in Barbour, Coffee, Covington, Dale, Geneva, Henry and Houston counties. Applicants must be unemployed and meet Federal income guidelines. For more information, call (334) 794-4093 or 1-800-489-7606, ext. 1421 or 1401 to see if you qualify.

YOURCHAMBER

Thank you!

Your membership is an investment in the future of your business and the economic progress of the Wiregrass area.



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Angie Berry
Franchise Owner

334.699.6815

Berry Enterprises USA, LLC

1026 Fortner Street, Suite #3
Dothan, Alabama 36301
Fax: 334.699.6817
angie.berry@homeinstead.com
homeinstead.com

(DAYP continued from page 1)

- Promote participation in philanthropic activities through a set series of community outreach programs;
- Network with existing young professionals through a series of social/networking opportunities; and
- Allow for the communication of community-wide events that impact young professionals through an interactive web site.

The overall goal of the group is to strengthen a young professional community in the Dothan area that is energized, engaged and properly educated to help make the Dothan area the absolute best it can be. With that goal identified, the DAYP is able to break down into three focused committees:

1. **Professional Development** - helps young professionals achieve success in the community, their social lives and in the board room;
2. **Social/Networking** - creates and arranges social events for members and to make them more aware of fun activities in the Wiregrass, to include social and cultural events; and
3. **Community Outreach** - provides young professionals with opportunities to volunteer and make an impact in their community

Over the next three months, the committees will plan and hold special events respective to their tasks.

"We believe the DAYP can have an unmatched impact on the future of the Dothan area and strongly encourage young professionals to get involved," concluded Knowles.

If you would like additional information about the Dothan Area Young Professionals group and how to become involved, contact Knowles (tracy@parsonsgrouppllc.com) or Scott Parsons (scott@slingluffunited.com), DAYP chairman-elect and insurance agent with Slingluff United Insurance.

Braswell Joins Blumberg & Associates



John Braswell,
VP of Commercial
Development

Larry Blumberg, chairman and CEO of Larry Blumberg and Associates, Inc., recently announced that John Braswell, the owner of Braswell and Associates, a drafting and design service company located in Dothan, has joined LBA's senior management team as vice president of commercial development. Subsequently, LBA acquired Braswell and Associates, which will continue its current business program while supporting

the commercial growth of LBA.

In addition to being involved in all facets of LBA's business model, Braswell is responsible for the General Services Administration Building program, which has under its auspices buildings for the Social Security Administration, the IRS, Immigration and Customs Enforcement and the FBI. Currently, LBA has GSA projects in Alabama, Florida, Georgia, North Carolina and Tennessee.

Larry Blumberg & Associates is a Dothan-based



operation that has been active in hotel and commercial real estate development and management for 35 years. LBA currently manages 45 hotels in seven states. In Dothan, LBA manages the Holiday Inn South, Fairfield Inn by Marriott, Courtyard by Marriott, Hampton Inn & Suites and is developing a Residence Inn by Marriott. LBA will manage the Residence Inn when the hotel opens in April 2008.

For additional information, contact Sharon Powel, vice president of administration, at (334) 793-6855, ext. 224 or sharonp@lbaproperties.com.

Downtown Christmas Festival



Macy Yates (left) and Makayla Delvecchio (center), both of Dothan, get into the holiday spirit with a visit to the TROY University tent at Dothan's Downtown Christmas Festival. The girls made Christmas ornaments with the help of Troy University accounting major Katie Strickland (second from left), and early childhood education major, Lynsey Andrews.

Baxley Participates In Leadership Forum



M. Hampton Baxley,
Attorney

Ramsey, Baxley & McDougle announced that M. Hampton Baxley was recently selected to participate in the Alabama State Bar 2008 Leadership Forum. The Leadership Forum is a five-month program dedicated to building a core of practicing lawyers to become leaders with respect to ethics and professionalism, resulting in raising the overall ethical and professional standards

of lawyers in the community.

Membership in the Leadership Forum is limited to 30 lawyers per year. Baxley currently serves on the Dothan Chamber's Board of Directors, as president of Landmark Park's Board of Directors and previously served as president of the Houston County Bar Association.

For more information, contact Baxley at (334) 793-6550.

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3 CONVENIENT LOCATIONS

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Enterprise, AL 36330
334-393-2931

Dothan
3526 Montgomery Highway
Dothan, AL 36303
334-712-6240

West Main
4071 West Main Street
Dothan, AL 36305
334-671-5651



YOUR CHAMBER

Attention Members!

If you know of a business interested in benefiting from joining the Chamber, please contact Caroline Shippey at (334) 792-5138 or cshippey@dothan.com.



2158 West Main Street
Dothan, Alabama 36301
phone: 334.794.0328
cell: 334.701.0868
fax: 334.677.6113



Charles D. Buntin, CPA
REALTOR®

web: www.tomwestcompany.com
email: cbuntin@graceba.net

SAMC News

SAMC Opens New Gift Shop

For the convenience of its patients, guests and visitors, Southeast Alabama Medical Center has opened a third gift shop. The Gift Shop, located on the first floor of the Medical Center's patient tower, features seasonal items, snacks, magazines, gift items and an array of jewelry.

In addition, SAMC also recently opened two new gift shops in the Women's Center. The Oh Baby Boutique, located on the fourth floor of the Women's Center offers unique gifts for mom and baby; everything from all natural skin care products to jewelry, clothing, lactation supplies, artwork and more.

The Women's Center Boutique, now located on the third floor of the Women's Center, allows customers to enjoy shopping in an elegant atmosphere created especially for women. The Boutique carries beautiful jewelry, gift items and candles, along with unique jackets, clothing and pajamas. The Boutique also has four Certified Prosthesis Fitters that can assist customers with prosthesis and mastectomy apparel, as well as wigs, turbans and incontinence apparel.

"Scale Back Alabama"

Southeast Alabama Medical Center is joining hospitals statewide to encourage Alabamians to lose weight and learn to eat smarter. The 10-week program, "Scale Back Alabama," will begin January 5 and is sponsored by the Alabama Hospital Association. The competition involves teams of four people, who must each lose at least 10 pounds in order to be eligible for a grand prize of \$1,000 per team member.

"Currently, Alabama ranks as the second most obese state in the nation, and this extra weight can be a huge factor in increasing the risk of heart disease, diabetes and other life-altering conditions," says Gloria Biddings, health education coordinator at SAMC.

Senior Driving Classes

SAMC will offer free driver safety classes on January 22-23 as part of its Senior Discovery program. The two half-day sessions will be held in the Medical Center's 7th Floor Conference Room. The classes will help mature drivers refine existing skills and develop safe, defensive driving techniques. Participants must be 50 or older and attend both days to receive a certificate of completion. Registration is required. SAMC's Diabetes Treatment Center will provide free diabetes screening. Free eye/vision screenings and blood pressure checks will also be available to attendees. To register, call (334) 712-3336.

Lighten Up

The Dothan Newcomers' Club is starting a "Lighten Up" weight loss group in January. The group will meet at Triumphant Cross Lutheran Church, located at 2643 Murphy Mill Road, on the second and fourth Mondays of the month at 9:00 a.m.

If you would like additional information about the "Lighten Up" group, contact Pastor Laurie Williams at (334) 671-8282 or visit www.triumphantcross.net.

Recommend Electronic IRS For Your Employees' Tax Needs

With the official start of the 2007 tax filing season just around the corner, it's not too early to share with your employees all the resources Electronic IRS has to offer that can assist them with their tax filing needs. Created as part of the overall goal to make the Internal Revenue Service more accessible to taxpayers, Electronic IRS is where employees can find information on filing their tax returns electronically and some may be able to file free through Free File.

IRS e-file is an easy and accurate way to submit tax returns to the IRS, without the hassles of filling out forms. With e-file, taxpayers are given the flexibility to electronically file their returns through either a tax professional or on their own, using tax preparation software and an internet connection on their personal computer. E-file comes with many benefits including:

- **A faster refund.** Taxpayers who file electronically receive refunds in half the time than when filing by paper. Taxpayers can expect to receive refunds in as little as 10 days with direct deposit.
- **Convenience.** Taxpayers can e-file at their convenience. E-file is available 24 hours a day, seven days a week.
- **E-file now/pay later.** Taxpayers who file electronically can simultaneously e-file and e-pay for a future date in a single step by authorizing an electronic funds withdrawal or paying by credit card. To avoid penalties, be sure to pay on or before April 15, 2008.

- **One-stop filing.** Most taxpayers can e-file both their federal and state tax returns at the same time.

Most importantly, e-file is safe. In its 20 year existence, more than half a billion individual tax returns have been received by the IRS.

Free File

As an added bonus, employees may qualify to e-file their federal tax returns for FREE. If they make \$54,000 or less in 2007, they can electronically file their federal tax return using Free File an online tax preparation program offered by the IRS and 20 industry-leading tax preparation companies (<http://www.irs.gov/efile/artile/0%2C%2Cid=118986%2C00.html>).

Free File offers the same benefits as e-file, and 70 percent of taxpayers qualify to use it. Like e-file, Free File is available 24 hours a day, seven days a week, but can only be accessed by going to <http://www.IRS.gov> and clicking on Free File.

The IRS has set its priorities to make itself more accessible by increasing the number of electronic options available to its customer. Electronic IRS offers a host of different options, making it an incredibly valuable resource for tax information.

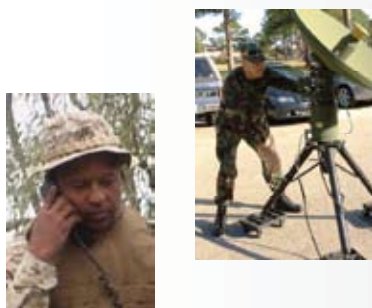
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The Yale Whiffenpoofs In Concert



First United Methodist Church of Dothan is proud to present The Yale Whiffenpoofs in concert on January 3, at 7:00 p.m. This talented group of young men from Yale University are sure to entertain people of all ages.

Every year, 14 senior Yale men are selected to be in the Whiffenpoofs, the world's oldest and best-known collegiate cappella group. Founded in 1909, the "Whiffs" began as a senior quartet that met for weekly concerts at the famous Yale tavern Mory's Temple Bar. Today, the group has become one of Yale's most celebrated and hallowed traditions.

Tickets are \$10/person for general admission and can be purchased on-line through PayPal or at First United Methodist Church's main office and the Christian Life Center. Seating is limited, so don't miss this great night of entertainment.

For more information visit www.whiffenpoofs.com or www.fumcdothan.org.

HealthSouth Receives President's Circle Award

HealthSouth Rehabilitation Hospital of Dothan recently received the President's Circle Award during HealthSouth's Annual Meeting and Awards Banquet in Orlando, FL.

HealthSouth was one of only 10 hospitals in HealthSouth's nationwide network of more than 90 rehabilitation hospitals to receive the prestigious award. The award recognizes outstanding performance in development of clinical programs, quality of patient care services and overall operational excellence.

"Being honored with this award is recognition for our commitment to high-quality, cost effective health care," said Chief Operating Officer Margaret Futch. "Working together as a team, our staff has demonstrated a genuine concern for our patients' satisfaction by always trying to provide whatever it takes for a successful outcome. I take great pride in accepting this award on behalf of our physicians, nursing staff, therapists and all of the hospital staff."

HealthSouth Rehabilitation Hospital of Dothan is a 39-bed inpatient hospital that provides a higher level

of rehabilitative care to patients who are recovering from stroke and other neurological disorders, brain and spinal cord injury, amputations, orthopedic, cardiac and pulmonary conditions. Accredited by the Joint Commission, the hospital is located at 1736 East Main Street.



HealthSouth Rehabilitation Hospital recently received the President's Circle Award. Pictured are Dr. Stephen Chastain, medical director, and Margaret Futch, chief operating officer.

Workers Covered By Employer-Supplied Health Insurance Declines

The Census Bureau recently released the report *Income, Poverty and Health Insurance Coverage in the United States: 2006*. Highlights of the report include:

- The number of uninsured children increased from 8 million (10.9 percent) in 2005 to 8.7 million (11.7 percent) in 2006.
- Between 2005 and 2006, the number of U.S.-born residents who were uninsured increased from 33 million to 34.4 million, and their uninsured rate increased from 12.8 percent in 2005 to 13.2 percent. The number of foreign-born who were uninsured rose from 11.8 million in 2005 to 12.6 million, and their rate was statistically unchanged at 33.8 percent in 2006.
- The percentage of people covered by employer-

based health insurance decreased to 59.7 percent in 2006, from 60.2 percent in 2005, a factor contributing to the rise in the number of uninsured throughout the population.

- The Midwest had the lowest uninsured rate in 2006, at 11.4 percent, followed by the Northeast at 12.3 percent, the West at 17.9 percent and the South at 19 percent. The Northeast and South experienced increases in their uninsured rates — their 2005 rates were 11.7 percent and 18 percent, respectively.

The report can be read at <http://www.census.gov/prod/2007pubs/p60-233.pdf>.

Source: U.S. Census Bureau

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YOUR CHAMBER

Did you know?

Did you know that the Chamber's newsletter, *Chamber Connections*, is available online? You can download the monthly newsletter and print additional copies as needed. Visit the Chamber's web site, www.dothan.com, and check out the most current issue.

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Upcoming Member Events

1st Saturday Family Day

January 5 • 10:30 a.m.

Wiregrass Museum of Art & Conference Center. This is a program that provides entertainment for the whole family. Children and their families can enjoy a different fun-filled activity each month. The program is free and open to children of all ages who are accompanied by an adult. For more information, contact the Museum at (334) 794-3871.

Growing a Better You Workshop

January 17 • 8:00 a.m.

Troy University Dothan Campus. Presented by the Dothan Circle City Chapter of the American Business Women's Association this is a one day business and personal growth workshop. For a complete listing of the workshop's schedule, keynote speakers and cost, visit www.dothanabwa.org.

Gala Art Exhibition & Auction

January 27 • 7:00 p.m.

Temple Emanu-El. Come participate and enjoy this annual event with a Champagne review on Saturday, January 26, at 6:00 p.m.; a "Take a Second Look," on auction day from 10:00 a.m.- 2:00 p.m. with bagels and coffee and then the auction that evening. Auction admission is \$8.00/person. A portion of the proceeds benefit local charities. For more information, call (334) 792-5001.

Have an upcoming event planned?

*Send your event information to
mmckean@dothan.com*

Powell Receives National Recognition



*Paul Powell,
Managing Director*

Institutional Investor News (II News) recently released its inaugural issue of 20 Rising Stars of retirement plan advisors and Paul Powell, managing director for 401k Advisors, was named among the top 20. II News introduces the up-and-coming executives whose superior relationship skills and industry expertise

serve both plan sponsors and participants to set the trends of tomorrow. Rising Stars were nominated by industry peers and are vetted according to their consistency in their career, overall industry participation, impact and expertise.

Powell earned his Accredited Investment Fiduciary in 2003. He next earned the Plan Sponsor Retirement Professional and most recently the Professional Plan Consultant. Powell has been nominated three times for Plan Sponsor Magazine's Retirement Plan Advisor of the Year and is a member of the Profit Sharing/ 401k Council of America where he serves on the Editorial Advisory Committee.

Located at 172 Belmont Drive, Suite 4 in Dothan, 401k Advisors is a qualified retirement plan consulting firm. Their services help protect plan fiduciaries from personal and corporate financial liability, while enhancing investment opportunities for plan participants.

For more information about their services, contact Jill Pittman at (334) 792-4930 or jillp@401kadvisors.com.



It's Souper Bowl Time!

There is no better way to fight the chill of winter weather than by warming up with a hot bowl of soup. Soup is filling, nutritious, easy to prepare and makes a perfect meal for one. That's why the Wiregrass Area Food Bank conducts a soup drive each January.

Aptly named the "Souper Bowl," the drive runs from the beginning of the year until Super Bowl Sunday, February 3. The Food Bank is currently looking for area businesses, churches and organizations who will volunteer to serve as drop-off locations and encourage their customers, clients, members and guests to donate as much canned soup as possible during that time.

All the soup collected will benefit the Food Bank's Brown Bag program, a program that provides supplemental groceries to low-income senior citizens in the Wiregrass. If your organization would like to serve as a drop-off location, please call the Food Bank at (334) 794-9775.



Safari Adventures Spotlight on Business 2008

The Chamber's annual Spotlight on Business Trade Show will be held on Tuesday, February 5, 2008 at the Dothan Civic Center from 3:00 p.m. to 7:00 p.m. The Membership Events Task Force, chaired by Rona Miller, chose "Safari Adventures" as this year's theme. Make plans to attend and learn more about the products and services of more than 90 Chamber members.

For more information contact Caroline Shippey at (334) 792-5138.

Thank you to our event sponsors:



Small Business Doing Business With The Federal Government

The U.S. government is the world's largest customer. As such, they work extensively with small businesses in procuring supplies and equipment. As a small business owner interested in conducting business with the federal government you will be interested in being certified as an 8(a) Small Disadvantaged Business and possibly locating in a Historically Underutilized Business Zone (HUBZone). Both certifications provide advantages in bidding for government contracts.

8(a)

The Small Business Administration administers two particular business assistance programs for small disadvantaged businesses (SDBs). These programs are the 8(a) Business Development Program and the Small Disadvantaged Business Certification Program. While the 8(a) program offers a broad scope of assistance to socially and economically disadvantaged firms, SDB certification strictly pertains to benefits in federal procurement. 8(a) firms automatically qualify for SDB certification. More information is available at <http://www.sba.gov/8abd/indexgrantinfo.html>, and the 8(a) application is available online at <https://sba8a.symplicity.com/applicants/guide>.

HUBZone

A small business must meet all of the following criteria to qualify for the HUBZone program:

- it must be located in a "historically underutilized business zone" or HUBZone;
- it must be owned and controlled by one or more U.S. citizens; and
- at least 35 percent of its employees must reside in a HUBZone.

The HUBZone web site with maps of qualified areas and frequently asked questions can be accessed at <https://webl.sba.gov/hubzone/internet/index.cfm>.

Other sites which provide extensive information on the intricacies of government contracting are:

- General Info
<http://www.business.gov>
- Guides and Handbooks
http://www.business.gov/topic/Government_Contracting#Guides_and_Handbooks
- Articles and How-to Guides
<http://www.fedmarket.com>
<http://www.fedmarket.com/articles/government-business.shtml>
- Frequently Asked Questions
<http://fedbizopps.gov>
- IRS Guides for Doing Business with the Government
<http://www.irs.gov/opportunities/procurement/article/0,,id=125244,00.html>

The Alabama Small Business Development Consortium and its Small Business Development Centers provides government contracting assistance through the Procurement Technical Assistance Program of Alabama. Our regional Small Business Development Center at Troy University is fortunate to have a procurement specialist on staff. The procurement assistance web site is <http://www.asbdc.org/procurement.htm>, but one-on-one counseling can be arranged by calling the Troy SBDC or scheduling a counseling session through the Dothan Area Chamber of Commerce.

New State And Local Resources Map

DisabilityInfo.gov has a new feature on its web site, a State and Local Resources map, to make it easier for visitors to find information in the states and communities where they live. To go to the State and Local Resources map, choose one of the nine subject tabs - Benefits, Civil Rights, Community Life, Education, Employment, Health, Housing, Technology or Transportation - at the top of any **DisabilityInfo.gov** page. Click on the State and Local Resources map on the right-hand side bar, and then select one or more states. You'll be directed to a wealth of information on local programs and services.

Small Business Seminar

Regulatory Compliance In Small Companies

Start the new year off right by ensuring that you are in compliance with federal employment law. The Chamber will host a seminar on *Regulatory Compliance in Small Companies* on Thursday, January 24, at 11:30 a.m. The program will be presented by Dan Sinas, Personnel Resources.

A fee of \$10 will be charged to cover the cost of a catered lunch. Seating is limited. To secure your seat, call Susan Tatom at (334) 792-5138.

NFIB Survey Results



The National Federation of Independent Business, the nation's leading small-business advocacy association, recently conducted a survey of small business. Listed below are the results:

- **What was the top issue facing your business this year?**
 - Health care costs - 36%
 - Hiring and maintaining staff - 36%
 - Tax increases - 18%
 - Increased state or federal regulation - 10%
- **How helpful do you think technology will be in 2008 to your business?**
 - Very helpful - 70%
 - Somewhat helpful - 20%
 - Not very helpful - 10%
- **What trend do you expect to dominate the small-business industry next year?**
 - Rising health care costs - 62%
 - Battle over minimum wage - 4%
 - Crackdown on illegal immigrants - 18%
 - Rising energy costs - 16%
- **What are your expectations for your business for the upcoming year?**
 - I expect my business to grow - 54%
 - I expect my business to decline - 10%
 - I expect my business to remain about the same - 29%
 - Uncertain - 7%

If you would like additional information, contact the NFIB at 1-800-NFIB-NOW or nfib@smartbrief.com.

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2008 Small Business Person Of The Year Award Nominations

In 1987 the Dothan Area Chamber of Commerce recognized Agnes Simpson of WOOF Radio as the first Small Business Person of the Year. Today the Chamber hands out this prestigious award on an annual basis to individuals for their outstanding success in a small business. The award is based on business growth and longevity, community development, innovation and success in the face of adversity. While nominees will be judged in these areas, they need not exhibit outstanding performance in every area to win.

The Chamber will accept nominations for the 2008 Small Business Person of the Year from December 1, 2007 to February 15, 2008. Nominees will be interviewed by the Membership Events Task Force and six finalists will be selected. During the month of March, the six finalists will be asked to complete a detailed application about themselves and their business. The winner will be selected in late April by a panel which includes: the past three winners of the award, the Chamber's Membership Council chair and the chair of the Membership Events Task Force. The winner will be announced at the General Membership meeting held during Small Business Week, May 12-16, 2008. Each nominee must meet the following criteria:

- Business employs between 1-25 employees.
- Business is a member in good standing of the Dothan Area Chamber of Commerce.
- Have been an active Chamber member for at least three continuous years.
- Business must have been operating in the Dothan area for a minimum of three years.
- Business must exhibit growth and longevity, involvement in community development, innovative practices and success in the face of adversity.
- Adhere to ethical business practices.
- Candidate can not have won award within the past 10 years.

NOMINATION FORM

To nominate a small business person, fill out the information below.

(Please type or print)

Nominee: _____

Company: _____

Phone Number: _____

Nominated By: _____

Company: _____

Phone Number: _____ E-mail: _____

Why this individual deserves recognition: (For additional comments, attach an additional sheet.)

Either mail or fax this form to:

Dothan Area Chamber of Commerce
Attn: Caroline Shippey
P.O. Box 638; Dothan, AL 36302
Fax: (334) 794-4796.

Nominations are due by February 15, 2008.

Thank you for your nomination!

CHAMBER CORRECTION

Please note the following correction and we apologize for any inconveniences:

Chris Walker, Pemco's vice president of finance/CFO, was not identified in the group photo of **Pemco World Air Services** 50th anniversary published in the December newsletter. Walker was standing third from the right.

CHAMBER CONNECTIONS

January 2008

THIS ISSUE:

- Dothan Area Young Professionals
- From The President
- National Labor Force Projections
- Growing Wage Differentials
- Baxley Participants In Leadership Forum
- HealthSouth Receives Award
- Powell Receives National Recognition
- It's Souper Bowl Time!

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CHAMBER CONNECTIONS

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ECONOMIC INDICATORS

Labor Force for the Dothan MSA for October:
67,927 in 2006; 67,198 in 2007

Unemployment for the Dothan MSA for October:
3.0 in 2006; 2.9 in 2007

Residential Building Permits for the City of Dothan for October:
53 issued (\$3.67 million) in 2006; 24 issued (\$2.99 million) in 2007

Home Sales in Dothan for October:
127 sold in 2006; 97 sold in 2007

Enplanements for Dothan Regional Airport for October:
4,581 in 2006; 4,283 in 2007

Houston County Sales and Use Tax for October:
\$1,233,591 in 2006; \$1,283,445 in 2007

Editor's Note: Sources for this information vary; call the Chamber for details.
Data as of 12/10/07. Visit www.dothan.com for the most current information.

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