



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

GET TO KNOW WHAT'S ON YOUR SHORE

Eastern Shore Business & Community Showcase

The holiday season is just beginning, but the Eastern Shore Chamber of Commerce is encouraging businesses to make a New Year's resolution early. Sign up and get front-and-center marketing before Mardi Gras kicks in. The chamber invites members and non-members to participate in the 9th Annual Eastern Shore Business & Community Showcase, January 4 & 5 at the Daphne Civic Center. There will be room for over 50 exhibits.

"This is an excellent opportunity for our businesses to market their products and to network with other businesses," said Darrelyn Bender CEO and president of the Eastern Shore Chamber.

A wide variety of businesses will join in the fun for the Eastern Shore Business &



Mike Hobough, Danny England, Ken Cook and Mike Knight of Terminex International.



Community Showcase. Hours of the event are 11 am – 5 pm on Friday and 10 am – 2 pm on Saturday. There will a Business Blitz on Friday evening from 5 – 7 pm also for a business-to-business networking opportunity. Local member restaurants will offering samplings their signature dishes.

Booth fees for the Showcase are very reasonable. Indoor and outdoor booth fees are \$210; prime booth fees are \$260 and non-profit/civic organization booth fees are \$125. Even if businesses are not members of the chamber they may still participate for a higher rate. Applications are available online at www.eschamber.com or call 621-8222 to have one mailed.

Coastal Insurance Symposium Set for January 9

No other issue will impact South Alabama's burgeoning economy as the availability and affordability of property insurance. It affects everyone, from homeowners to business and industry. Proposals are being put forward at all levels of government in an effort to resolve this considerable problem. Symposium speakers will address and discuss proposals at the state, regional and

federal levels. Participants will learn about legislation to be introduced in the 2008 Session of the Alabama Legislature and status of legislation at the federal level, as well as an update on plans for a captive insurance pool.

The Coastal Insurance Symposium will be held on Wednesday, January 9, 2008 at The Marriott

Grand Hotel from 8:00 – 11 a.m. The cost to attend is \$10 per person.

**For more information
and to make a reservation
go online at
www.eschamber.com/academy
or call 928-6387.**

Ambassador of the Month

Regina Hanberg SunTrust Mortgage, Inc.

Regina Hanberg was selected as Ambassador of the Month for October for having participated in many chamber activities, such as ribbon cuttings, Business After Hours, Eggs & Issues, etc. Regina has been a member of the chamber for close to 10 years and has been an ambassador since July.



Regina Hanberg (left) accepts her plaque from Linda Scott.

Employed with SunTrust Mortgage, Inc., Regina is an AVP mortgage loan originator and has been employed with the company for one year. Except for a short stint with the Eastern Shore Chamber of Commerce as the event coordinator, Regina has been in the banking business 18 years and the mortgage business for five years.

In addition to serving as an ambassador for the chamber, she serves on the Arts & Crafts festival committee, Jubilee Festival committee and Chairman's Gala committee.

When not spending long hours working at the job and volunteering for the chamber, Regina enjoys spending her time at home reading a book or cooking. She also enjoys horseback riding.

Business After Hours

Thursday, December 6, 5 - 7 pm

Kopeski, Britt & Norton, LLC

451 Magnolia Avenue in Fairhope

Eggs & Issues

Tuesday, December 11, 7:30 am

Daphne United Methodist Church

2401 Main Street in Daphne

Speaker: Donnie Barrett - Fairhope Historian

Featuring: Uniforms in the Mobile/Eastern Shore Area

Call 621-8222 Reservations must be made and must be paid.

Board of Directors

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Irene Meehan, *Merrill Lynch*

Hank Burch - *Five Rivers Delta*

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Jim Byrd - *Safe Harbor Financial*

Howard Holcomb - *Thomas Medical Center*

Hugh McCoy - *White Spinner Construction*

Gregg Mims - *City of Fairhope*

Mickie Russell - *Dauphin Realty of Baldwin County*

Greg Strachan - *Bryant Bank*

STAFF MEMBERS

Kathie Barton - *Communications Manager*

Amy Dial - *Membership Coordinator*

Rose Hall - *Information Specialist*

Jay Hasting - *Tourism Director*

Angela Kimsey - *Special Events Coordinator*

Greg Loughlin - *Director of Business*

Development

Michelle Rumpf - *Director of Development*

Flo Stanton - *Information Specialist*

Carolyn Walthall - *Youth Leadership*

Coordinator

Judy Wilson - *Information Manager*

Jo Wyly - *Accounts Manager*

**Meet Philip L. Cusa, FHFMA
Administrator of Thomas Hospital
V. P. Infirmary Health System, Inc.**

Philip L. Cusa is administrator of Thomas Hospital and vice president of Infirmary Health System Inc. He holds a bachelor's degree in accounting and business from Florida Atlantic University. Cusa first joined Thomas Hospital in 1992 as chief financial officer. He is a fellow in the Healthcare Financial Management Association and past president of its state chapter. Cusa is chairman of Shared Services Healthcare Advisory Board and a member of the comprehensive plan steering committee for the city of Fairhope. He served as treasurer last year, he is a member of the Eastern Shore Chamber of Commerce and a member of the advance division for Blueprint for Tomorrow, an initiative to develop a five-year strategic plan for the Eastern Shore. He is also an active member of the Fairhope Eastern Shore Kiwanis Club.



FOCUS
Board of Advisors



Superior Title Insurance, a Division of Coastal Title, Inc. recently joined the Eastern Shore Chamber of Commerce. To celebrate the occasion the chamber held a ribbon cutting at the location 27154A Pollard Road in Daphne. On hand for the event were: first row, from left: Judy Smith, president and co-owner; Tim Russell, president of Gulf Coast Title Insurance; Darrelyn Bender, president and CEO ESCoC; and Sandy Cooke, chamber ambassador. Second row: Jim Byrd, chamber ambassador; Laura Gilbert, Jessica Rohm, Denise Bodiford and Leslie Smith with Coastal Title; Mary Brabner, chamber ambassador; Cameron Calhoun and Savannah Calhoun. Back row: Joey Butler, Fred Minke, Linda Scott and Regina Hanberg, chamber ambassadors. Superior Title Insurance is a full service title and escrow operation. The underwriter is Gulf Coast Title Insurance. For more information call 621-9621.



Edward Jones recently opened a new office in Fairhope and joined the Eastern Shore Chamber of Commerce. Attending the joint ribbon cutting with the Central Baldwin Chamber of Commerce were: (from left to right): Justin Jennings, CBCC Ambassador Jan Strickland of WHEP Radio, CBCC Director Wanda Taylor of Castlebrook Counseling, CBCC Director Joseph Shaw Attorney, CBCC Director Michelle Bodle of The Insurance Center, ESCC Ambassador Lauren Safley of Vision Bank, ESCC Ambassador Sally Wagner of Hartmon, Blackmann and Kilgore, Kristy McClay, Hayden McClay, CBCC Ambassador Sean McClay of Edward Jones, Susan Van Landingham of Edward Jones, CBCC Director Joe Allen of First Gulf Bank, CBCC Chairman Dennis Stastka of Stastka Insurance, CBCC Ambassador Mary deLaunay, Mayor Charles Murphy of Robertsedale and CBCC Director of Operations Jamie Daniels. The new office is located at 19267, A Greeno Road, Ste. 2. The Edwards Jones interactive Web site is located at www.edwardjones.com, and its recruiting Web site is www.careers.edwardjones.com. Call 990-9916 for more information.



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Advanced Payroll Solutions is committed to providing the Mobile & Baldwin community with the highest level of services available. With our advanced solutions such as "Platinum Pay", "Paperless Payroll", and "NetClock" we are proud to be the most advanced locally owned payroll service in the area.

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If you are not currently outsourcing your payroll, now is the time to plan for 2008. Start up is simple and quick. We do all of the work. All you have to do is look forward to a hassle free 2008.

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web: www.advanced-payroll.com



BaySide TimeSavers, Inc., a personal concierge and errand service, recently joined the Eastern Shore Chamber of Commerce. Accepting her membership plaque is Laura Florey, left, which was presented by Chamber Ambassador Andy Ralph. BaySide TimeSavers is a “one stop shop” for a variety of needs including personal shopping, errands, event planning, desktop publishing (i.e. Christmas card design), virtual administrative assistance, personal drivers, senior services and concierge service. The services are available seven days a week and serves both Mobile and Baldwin Counties. For more information call 545-4249 or visit the Web site at www.baysidetimesaver.com.



Rug Décor recently opened at 10200 Eastern Shore Blvd., Ste. 500 in Spanish Fort and joined the Eastern Shore Chamber of Commerce. Attending the ribbon cutting were: (left to right) David Appelt, vendor rep.; Regina Hanberg, chamber ambassador; Debbie Plott, vendor rep; Allen Hannigan, vendor rep; Oliver Latil; Mary Brabner, Spanish Fort City Councilwoman; Keith and Vicki Rhodes, owners; Brad Snell, manager; Shelisskia Charly, sales associate; Joey Butler and Linda Scott, chamber ambassadors. Rug Décor offers a large variety of rugs of every color, size and style, from machine made to hand knotted, wool to synthetic and available at affordable prices. The store is open seven days a week. Call 626-1501 for more information.

*Interested in running for office?
Taking on a leadership role in the community?
Learning how government works?*

Jump into the GAP – the Eastern Shore Chamber’s Government Awareness and Participation Class

Register now for the Eastern Shore Chamber of Commerce’s Government Awareness & Participation (GAP) program, a series of three classes that will cover “How It Works,” “Building Consensus,” and “Participating.” The classes will be held on Jan. 15th, 22nd and 29th from 6:00 – 9:00 p.m. at the Hilton Garden Inn on North Main Street in Daphne.

The GAP program is an excellent opportunity for individuals interested in running for office, becoming involved and/or taking on leadership roles in community organizations or just learning how government works at all levels.

Participants will learn about decision-making at all levels of government, building consensus, local volunteer opportunities and how to run for office. The fee to participate is \$85 for Chamber members and \$115 for non-members and includes a light dinner and take-home “tool kit.”

Confirmed speakers include former legislator and lobbyist Beth Lyons; Ramona Marsalis Hill of Workshops, Etc.!:; Happy Fulford, USA’s director of government relations; David Whetstone, former Baldwin Co. district attorney and Brenda Lee, United Way of Baldwin County.

“The classes will be interesting and interactive,” said Darrelyn Bender, president and CEO of the Eastern Shore Chamber. “It’s amazing what you don’t know about how government works.”

The Government Awareness & Participation program is open to all interested individuals. To register and for more information, Contact Michele Rumpf at 928-6387 or mrumpf@eschamber.com.

New Members

Made In The Shea

Deborah Swanson
103 Bucu Circle
Daphne
621-3913

OEC Office Equipment Co. of Mobile, Inc.

Debbie Beaty
104 East I-65 Service Road North
Mobile

Baumhower's Wings

Cindy Myles
6880 Highway 90, Ste. 14
Daphne
625-4695

Fridge Filler

Jessica Dolly
27146 Creekwood Drive
Daphne
625-0938

Daphne Health and Wellness Center, Inc.

Monnica McAlexander
28119 N. Main Street,
Ste. C
Daphne
621-3456

ITT Technical Institute

Juanita Carpenter
3100 Cottage Hill Road,
Bldg. 3
Mobile
472-4760

Lambert Properties, LLC

Gary Lambert, Jr.
1103 North Hickory Street,
Ste. C
Loxley
709-3134

Sweetpea Services, LLC

Ellen Malugani
P. O. Box 69
Magnolia Springs
213-8878

AL.com

Chase Corte
300 Dauphin Street,
Ste. 201
Mobile
432-0695

Gynecology and Infertility Associates

Ahmet Helvacioğlu
25 Springrun Road
Fairhope
928-0102

Eastern Shore Toyota

Shawn Esfahani
29732 Frederick Blvd.
Daphne

Hyundai of Daphne

Shawn Esfahani
1204 Highway 98
Daphne
626-6363

Carell Corporation

Mary Lyle
34225 Highway 31
Stapleton
937-0948

Greek Islands Restaurant, Café, Bakery & Tavern

Deno Peterson
4295 W. Navy Blvd.
Pensacola
(850) 455-0775

Fairhope Discount Mattresses

Robert Mitchell
109 S. Section Street
Fairhope
928-7529

Merrill Lynch

Alison A. Brumfield
601 N. Section Street
Fairhope
990-2389

Fitness Together

Matt Pockrus
30500 Highway 181, Ste. 308
Spanish Fort
625-4060

*New Members as of
November 16, 2007*

Industry Data Crucial as 2007 Economic Census Nears

In December, more than 4 million American businesses will receive 2007 economic census forms, including 2,900 businesses in Baldwin County, underscoring the importance of their participation in the nation's most comprehensive measure of business and industry taken every five years.

"Economic census forms that businesses receive in December will tell us how we are changing as a nation," said Thomas Mesenbourg, Jr., the Census Bureau's associate director for economic programs. "Important economic indicators, such as gross domestic product, are directly related to the quality of the data we get from businesses in every industry and every locality."

The Census Bureau has launched a new Web site – business.census.gov – to help businesses understand the economic census and how it benefits them. The site includes economic snapshots of selected industries and significant facts about every industry.

Economic census data provide the hard figures that businesses need when they consider expanding into new regions or markets.

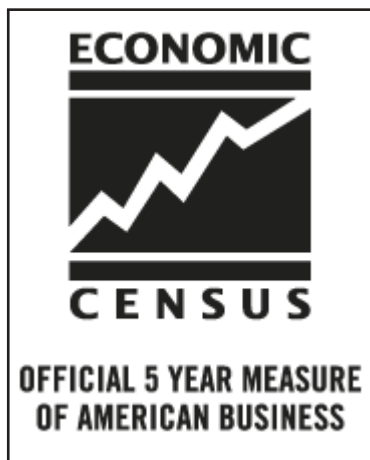
"I'm constantly advising entrepreneurs to consult

economic census information before making decisions," said Rhonda Abrams, small business adviser and syndicated columnist. "It helps business people make informed decisions."

Businesses can look at benchmark values from the economic census to assess where they stand in the market place and to research market shares, salaries, product and sales trends, and site locations.

Firms in more than 1,000 industries will receive forms in December. They will be asked to report information such as employment, payroll and value of goods and services sold. Forms must be returned to the U.S. Census Bureau by Feb. 12, 2008. Businesses that receive forms are required by federal law to respond. Information about individual firms is kept confidential and only aggregate industry data are published.

For businesses that would like to get a head start on preparing for the census, the new Web site – business.census.gov – provides links to sample forms, answers to frequently asked questions and a secure way to communicate directly with the Census Bureau. The site also has tips to help businesses use the data.



Renewed Members

Adams Homes, LLC
Builders
Member 10 Years

Allen Services
Contractors-Plumbing
Member 10 Years

**Apartment Finder of
Mobile & Baldwin Co.**
Apartment Rental Guide
Member 9 Years

**Baldwin Bone & Joint,
PC**
Physicians & Surgeons-
Orthopaedic
Member 15 Years

**Baldwin Denture Center,
LLC**
Dentists
Member 1 Year

Baldwin Signs
Signs & Banners
Member 18 Years

BankTrust
Bank
Member 7 Years

Bay Breeze Guesthouse
Bed & Breakfast
Member 15 Years

Beef O'Brady's
Restaurant
Member 1 Year

**Bellingrath Gardens
and Home**
Attraction
Member 13 Years

Catherine Place
Assisted Living Facility
Member 6 Years

Christine Linson Gallery
Art Gallery
Member 5 Years

Ciao Bella Pizza
Restaurant
Member 3 Years

**Coldwell Banker United,
Realtors**
Stan and Kathy Elbert
Realtors
Member 3 Years

**Coldwell Banker Reehl
Properties, Inc.**
John Fowler
Realtor
Member 5 Years

**Coldwell Banker Reehl
Properties, Inc.**
Rhonda Norris
Realtor
Member 12 Years

**Colonial Bank/Daphne
Bank**
Member 24 Years

Colonial Self Storage
Storage-Climate
Controlled
Member 8 Years

Computer Works
Computer-Hardware/
Software
Member 3 Years

**Concept Promotions,
Inc.**
Advertising Specialties
Member 6 Years

Copy Products Company
Copiers-Sales/Service/
Network Services
Member 6 Years

Covenant Hospice
Hospice
Member 5 Years

D.R. Horton, Inc.
Home Builders
Member 1 Year

**Daphne United
Methodist Church**
Church
Member 2 Years

**Drug Education
Council, Inc.**
Civic or Fraternal
Organization
Member 6 Years

**First Baptist Church
of Mobile**
Church
Member 1 Year

**Gulf Coast Storage
Solutions**
Closet Organization/
Contracting
Member 5 Years

Harbison & Hoyt, LLC
Michael J. Hoyt
Warren T. Harbison
Attorneys
Member 1 Year

**Highway 27 Dirt
Mini Storage**
Storage
Member 3 Years

**Home Relief Health
Services, Inc.**
Home Health Care
Services
Member 10 Years

IHOP Restaurant
Restaurant
Member 2 Years

Joseph M. Cameron, CPA
Accountant-Certified
Public
Member 14 Years

**Jubilee Shore United
Methodist Church**
Church
Member 2 Years

Living Waters Church
Church
Member 3 Years

Look Locally.Com
Internet Services
Member 2 Years

**Mid South Home Health
Agency-A Gentiva Co.**
Home Health Care
Services
Member 1 Year

**MidBay Furniture and
Interiors**
Furniture-Retail
Member 7 Years

**Mobile & Baldwin
County Apartment Guide**
Apartment Rental Guide
Member 20 Years

**Montrose Bay Health &
Rehabilitation**
Nursing Homes
Member 23 Years

**National Property
Inspections**
Home/Property Inspec-
tion Services
Member 2 Years

Patina
Art Gallery
Member 2 Years

**Pine Crest Funeral
Home & Cemeteries**
Funeral Home/Cemetery
Member 1 Year

Private Gallery
Jewelry and Gifts
Member 5 Years

**RBC Centura Bank/
Daphne**
Bank
Member 25 Years

Sandra's Place
Restaurant-Café/Deli
Member 1 Year

Santa America
Civic or Fraternal
Organization
Member 1 Year

Sisson and Associates
Consultant
Member 9 Years

**Spanish Fort United
Methodist Church**
Church
Member 10 Years

Stix Restaurant
Restaurant
Member 1 Year

**TAG/The Architects
Group, Inc.**
Architectural Firm
Member 11 Years

Talbots
Clothing & Accessories-
Women
Member 2 Years

The Colony Grill
Restaurant
Member 5 Years

The Olive Garden
Restaurant
Member 1 Year

Uptown
Clothing & Accessories-
Women's & Children's
Member 22 Years

**White-Spunner Associ-
ates, Inc./Fairhope**
Real Estate Development
Member 6 Years

Whitney National Bank
Bank
Member 7 Years

Save the Date: June 5, 2008, Eastern Shore Chamber of Commerce's Chairman's Gala!



Tourism Traffic Report

October 2007

October 2007 1,535

October 2006 1,490

International Visitors:

October 2007 27

October 2006 43

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. October 2007

Total Homes Sold: 154
Total Homes On Market: 3,276
Average Days on Market: 152
Average Selling Price: \$237,832
Total Condos Sold: 67
Total Condos on Market 2,632
Average Days on Market: 278
Average Selling Price: \$361,183

Unemployment Data:

Alabama 10/07-3.1% 10/06-3.6%
Baldwin 10/07-2.3% 10/06-2.6%
United States 10/07-4.4% 10/06-4.1%

Resources:

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

DECEMBER 2007

- 1 Spanish Fort Christmas Parade, 9 am at Eastern Shore Centre, call Donna at 626-4884.
- 1 The Nutcracker by Bay Shore Ballet Academy at Fairhope Civic Center, 10 am (preview matinee) & 3:00 pm, 990-9744.
- 3 Baldwin Pops Christmas Concert, 7 pm at Daphne Civic Center, 988-1260.
- 4 ES Choral Society Christmas Concert, St. Francis at the Point, 7:30 pm 929-1896.
- 4 Public Transportation Meetings, Tuesday, 8 am Spanish Fort United Methodist Church, Prodissee Center & 6 pm, Good Samaritan Church, Twin Beech Rd., Fairhope; Wednesday, 1:30 pm, Eastern Shore Baptist Church, Park Rd., Daphne, 621-8222. *An Eastern Shore Chamber of Commerce event.*
- 6 Business After Hours, Kopesky, Britt & Norton, 5 - 7 pm, 621-8222. *An Eastern Shore Chamber of Commerce event.*
- 6 ES Choral Society Christmas Concert at St. Francis at the Point, 7:30 pm 929-1896
- 7 Fairhope Christmas Parade, 7 pm, 990-0218.
- 11 Eggs & Issues, Daphne United Methodist Church, 7:30 am, 621-8222. *An Eastern Shore Chamber of Commerce event.*
- 13 Carols on the Bluff, 6 pm, Henry George Park, Fairhope, 990-0218.
- 13 ES Choral Society Messiah Sing-Together, 7:30 pm at Fairhope United Methodist Church, 929-1896.
- 20 Morning Marketing Meeting, 8 am, Scenic Overlook office. *An Eastern Shore Chamber of Commerce event.*
- 21 Eastern Shore Chamber offices close at noon for the holidays! Open again on the 26th.
- 31 Fairhope's New Years Eve Family Celebration, 8 pm 'till 12:30 am, 928-2835.

JANUARY 2008

- 1 News Year's Day Holiday - Chamber offices closed!
- 4 Eastern Shore Business & Community Showcase, Friday, 11 am - 7 pm, Saturday, 10 am - 2 pm, Daphne Community Center, 621-8222, an Eastern Shore Chamber of Commerce event.
- 8 Eggs & Issues, 7:30 am, 621-8222, an Eastern Shore Chamber of Commerce event.
- 9 Coastal Insurance Symposium, 8 am, Marriott Grand Hotel, 621-8222. *An Eastern Shore Chamber of Commerce event.*
- 15, 22, 29 Government Awareness & Participation classes, Holiday Inn Express, Daphne, 6pm, 928-6387. *An Eastern Shore Chamber of Commerce event.*
- 17 Morning Marketing Meeting, 8 am, Scenic Overlook, 621-8222. *An Eastern Shore Chamber of Commerce Event.*
- 19 Krewe de Spaniards Parade, Eastern Shore Centre, Spanish Fort, 4 pm.
- 25 Fairhope Children's Parade, 1 pm, downtown Fairhope.
- 25 Appollo's Mystics Parade, Olde Towne Daphne, 6:45 pm.
- 26 Senior Bowl, Ladd-Peebles Stadium in Mobile, 3 pm, 438-2276.
- 26 Knights of Ecor Rouge Parade, downtown Fairhope, 7 pm.



www.ESchamber.com
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