



CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

Chancellor Bradley Byrne
Speaks at Chamber Luncheon
Topic: Alabama's Two-Year College System



The Governmental Affairs Council of the Eastern Shore Chamber of Commerce is pleased to announce that Bradley Byrne, Chancellor of The Alabama Two-Year College System, will present a talk on "Reform of the Two-Year College System" at a special luncheon in his honor. Byrne will also address the college system's role in advancing workforce development. This luncheon will be held on Friday, September 7, 2007 from 11:30 a.m. to 1:00 p.m. at the Hilton Garden Inn in Daphne and the cost will be \$15. Lunch will be catered by Panera Bread Company.

All Eastern Shore Chamber members are invited to attend and must RSVP for this limited seating event by September 5. Call the Chamber's office at 928-6387. Payment must be paid in advance.

Eastern Shore Chamber Announces Rewards Card Program for Member Businesses

The Eastern Shore Chamber of Commerce is proud to announce a partnership with ProMedia, LLC to provide a Rewards Card Program for its member businesses. The card program, named *Shore Rewards*, has an expected launch date of November 2007. Shore Rewards will enable cardholders to earn and accrue rebates from area businesses which may be spent just like cash at any participating Chamber business.

"We are excited to bring this program to our member businesses, the community we serve, area residents, and tourists alike", said Darrelyn Bender, president and CEO of Eastern Shore Chamber. "We believe this program will drive more customers to our participating businesses, allow residents to earn rewards for shopping locally, and encourage tourists to shop in our beautiful community. We encourage all our member businesses to take a serious look at the *Shore Rewards* program."

The Eastern Shore Chamber and ProMedia, LLC will be conducting two open-forum meetings to introduce the program to area businesses. Representatives will also be visiting businesses to enroll them in the program.

About ProMedia, LLC

ProMedia is a full-service sales and marketing company with offices in Mobile AL and Baton Rouge LA. ProMedia offers rewards / loyalty card technology to business organizations, media entities, membership groups, bank and credit unions. ProMedia also provides merchant services and gift card programs to individual businesses and financial institutions. More information may be viewed on their Web site at www.ProMediaLLC.net.

For more information call the Chamber at 621-8222. Information will also be posted on the Web site at www.eschamber.com.

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Ambassador of the Month

Sally Wagner Hartmann, Blackmon & Kilgore

Sally Wagner, shareholder for Hartmann, Blackmon & Kilgore, PC, was selected as Ambassador of the Month for July. Sally earned more points than any other ambassador for having attended multiple chamber events and activities and serving as liaison for the chamber.

A native of Mobile, Sally earned her bachelor's degree in finance from the University of South Alabama. She joined her partners in forming HBK in 1990. A resident of Daphne since 1992, Sally is single and enjoys exercising, yard work, socializing with friends and visiting her family in Mobile.

Sally joined the chamber in 1998; however the firm has been a member since 1990. In addition to serving as an ambassador, she serves on the Jubilee Festival Committee and on the Executive Board as vice chairman of Membership Value.

"I truly enjoy being involved with the chamber," said Sally. "Especially the Business After Hours events... they are such a blast!"

She also is a member of the Rotary Club and serves on the board of the Bounds Family YMCA.

Business After Hours

Thursday, September 6, 5 - 7 pm

Lake Forest Yacht Club

Yacht Club Road, Daphne

(Features Home-Based Business Expo)

Eggs & Issues

Tuesday, September 18, 7:30 am

Westminster Village

500 Spanish Fort Blvd., Spanish Fort

Speaker: Phil Nix, Revenue Commissioner

Cost: \$10 (per person)

Reservations Must be Made and Must be Paid

Board of Directors

CHAIRMAN OF THE BOARD

David Clark

Grand Hotel Marriott Resort, Golf Club & Spa

CHAIRMAN - ELECT

Joe Bullock

Engineering Development Services, LLC

PAST CHAIRMAN

Jerry Keehn

BES, Inc.

TREASURER

Thom Lott

Morgan Stanley

Vice Chairman, Economic Development

Diane Anderson - *Vision Bank*

Vice Chairman, Tourism Council

Linda Mong - *Whitney Bank*

Vice Chairman, Membership Value

Sally Wagner - *Hartmann, Blackmon & Kilgore*

President/CEO

Darrellyn Bender - *Staff Executive*

Mayor Fred Small

City of Daphne

Mayor Joseph Bonner

City of Spanish Fort

Mayor Tim Kant

City of Fairhope

Commissioner David Ed Bishop

Baldwin County

Robin Lambert, Old Bay Steamer

Paige Thatcher, RE/MAX By The Bay

Jason Schoettelkotte, *Belk*

Randy Delchamps

Randy Delchamps Real Estate & Development Co.

Jim Roberts, James V. Roberts, PC

Walter Penry, *Individual*

Irene Meehan, *Merrill Lynch*

Hank Burch - *Five Rivers Delta*

Resource Center

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 - *Business Development*

Manager

Michelle Rumpf - *Director of Development*

Flo Stanton - *Information Specialist*

Carolyn Walthall - *Youth Leadership*

Coordinator

Judy Wilson - *Information Manager*

Jo Wyly - *Accounts Manager*

Signature Properties

The Eastern Shore Chamber of Commerce recently welcomed new member Signature Properties, Inc. with a ribbon cutting at their office at 23755 Highway 181, Fairhope, which is at the new Oldfield Subdivision. Attending the event were (back row, L-R): Joey Butler, chamber ambassador; Jeff Riekhop, First Gulf Bank; Regina Hanberg and Mary Brabner, chamber ambassadors. (Front row, left to right): Mark Stejskal, chamber ambassador; Darrelyn Bender, president and CEO of the chamber; Gwynn Peterson and Mary Jane Owen, principals of Signature Properties, Inc.; Linda Scott and Anne Reese, chamber ambassadors. Signature Properties represents the new Oldfield subdivision, as well as helping clients with all of their real estate needs. For more information call 928-7989.

Sam's Club

The Eastern Shore Chamber of Commerce recently welcomed Sam's Club as a new member with a ribbon cutting. Participating in the event were (L-R): Darrelyn Bender, president and CEO of the Chamber; Tom Snow, manager; Daphne Mayor Fred Small; and (front) Andrew Snow (age 3), grandson of Tom Snow. The primary business philosophy for Sam's Club is to sell merchandise at a very low profit which passes the savings to their members in the form of low prices. Sam's Club offers values on luxury merchandise as well as everyday needs for both consumers and business owners. The new Sam's Club is located at 29683 Frederick Blvd., in Daphne. For more information call 626-6909.

Where Were You?

On Tuesday, September 11, 2001, while Ramona Hill from *Workshops, Etc.* was speaking to our members about marketing strategies for business, our world changed. The World Trade Center's Twin Towers were attacked. Few of us will forget that horrible morning and the devastation we witnessed.

Our usual second Tuesday of the month date for Eggs & Issues falls again on September 11 this year. We will not have Eggs & Issues on that date this year. On that day, we encourage our members to remember that event in some other way.

For that reason, we have scheduled our regular Eggs & Issues breakfast on September 18 at 7:30 a.m. at Thomas Wellness Center in Fairhope. Our speaker will be Baldwin County's Revenue Commissioner, Phil Nix. With our recent re-assessments, we're certain his remarks will both generate and answer many of our questions.

Seating is limited, so it is important that you make your reservations early by calling 621-8222. The deadline for making those reservations is September 14. If our seating capacity is reached before the deadline, a waiting list for cancellations will be available. Cost to attend the breakfast is \$10, payable at the door.

Head Companies Real Estate Development

Head Companies is a diversified real estate development and holding company based in Point Clear, Alabama, with additional offices located in Orange Beach, AL, Panama City Beach, FL and St. Augustine, FL. Head Companies currently holds real estate interests in Alabama, Mississippi and Florida, and is engaged in the development of residential, commercial, mixed-use and planned-unit projects throughout the Southeast. Prior to developing coastal planned unit developments and resort communities, Head Companies developed multiple projects in Alabama, Florida, Georgia, Louisiana, Mississippi, Tennessee, and North Carolina, including more than 1,500 apartments, 500 condominiums and over 2.7 million gross leasable square feet in 27 shopping centers and office buildings.

In 2000, Head Companies collaborated with Hillman Properties and Medallist Developments and was responsible for the development and construction management of Wild Heron, located in Bay County, FL, including the award winning Shark's Tooth Golf Club.

In addition to Wild Heron, other highly

recognized residential golf communities developed by Head Companies include Peninsula's 820 Acres in 1995, located in Gulf Shores, AL, consisting of 1,300 single-family home lots and condominiums, Rock Creek's 413 acres in 1993, located in Fairhope, AL, consisting of 442 single-family and patio home lots and Marcus Pointe's 631 acres in 1990, located in Pensacola, FL, consisting of 528 single-family home lots.

Among Head Companies' most notable developments, The Beach Club offers 656 beachfront condominiums, completed in 2001, and 97 single-family and cottage home lots on 86 acres along the Gulf of Mexico in Gulf Shores, AL. The amenities of this outstanding destination include a 30,000 sq. ft. beachfront clubhouse, European spa, 14,000 sq. ft. of meeting and conference space, restaurants, shopping, nine swimming pools, a racquet club and much more. Future development is planned for an additional 473 beachfront condominiums, making this project the largest destination resort in coastal Alabama.

For more information call the Head Companies at 928-3930.

David Head, Jr.
President, Head Companies

Welcome Michele Rumpf, Director of Development

The Eastern Shore Chamber of Commerce recently hired Michele Rumpf to serve as the Director of Development. Rumpf will oversee the Chamber's Foundation and she will seek financial resources to leverage existing funds for the Chamber's many programs and services.

Part of the Blueprint for Tomorrow initiative, the Chamber's Foundation encompasses the Environmental, Business Education and Youth Leadership programs.

A native of Joliet, Illinois, Rumpf was raised in Ft. Lauderdale, Florida. She moved to Alabama where she attended Auburn University, graduating in 1982 with a bachelor's degree in Public Administration. She worked in city management for Palm Beach County, Florida after graduation.

After her marriage to Mike Rumpf in 1983, the couple moved to Macon, Georgia, where she worked for Mercer University College of Medicine. After ten years the

family relocated to Ann Arbor, Michigan in 1997. There she was employed with the University of Michigan Health System.

"It was just too cold there," said Rumpf. "I told my husband that something's got to give, so we moved south."

On New Year's Eve of 1999 the family moved to their Lake Forest home, and began their new life in the Deep South. A few months later Rumpf took a position with the Mobile Area Chamber of Commerce in community and governmental affairs. She later transferred to workforce development and was promoted to director of that department in 2005.

The couple has one child, Gillian, age 18, who will begin her college career at the University of South Carolina this year. She is a graduate of Daphne High School.

When not working, Rumpf enjoys cooking, reading, yoga and volunteer work. She is a member of the board of directors for SEEDS.

"While working in Mobile I was always aware of the Eastern Shore Chamber of Commerce's activities," said Rumpf. "I learned a lot about the Blueprint for Tomorrow and was very impressed. When the opportunity arose to work for the Chamber, I jumped at it."

Rumpf added that she wanted the a position to put her skills and talents to work where she lives.

What Makes a Well-Structured Meeting?

1. *Limited participation:* when meetings include people who do not need to be there, your problems begin.
2. *Specific agenda:* a limited number of subjects to be discussed and resolved.
3. *Time limits:* meeting should start on time and be identified by length; when the time is up, the meeting is over.
4. *Control:* participation has its limits; one person must be in control and moderate the discussion.
5. *Alternatives:* the greatest benefit of a meeting is that solutions may come from any one; allow solutions to be proposed.
6. *Follow-up:* a meeting is only worthwhile if decisions are made. Decisions are only worthwhile if appropriate action is taken.

From the Little Black Book of Business Meetings

Motorola

The Eastern Shore Chamber recently welcomed new member, Motorola. Accepting the membership plaque was Corey Helper, sales account manager. Motorola supplies public safety communications solutions and equipment. The company works with state and local governments. Presenting the plaque is Regina Hanberg, chamber ambassador. For more information call 625-0485.

MORNING MARKETING MEETING

Want to get your name *OUT THERE*? One great way to can accomplish that is to participate in the Eastern Shore Chamber of Commerce's Morning Marketing Meeting. Members are invited to spend up to three minutes to "Toot Their Horns". This chamber benefit is very popular and a great method to marke your business as well at network with other chamber members.

The next Morning Marketing Meeting takes place On Thursday, September 20, 8 am at the Scenic Overlook office. Call Judy at 621-8222 if you need more information.

Don't forget to bring handouts!

Tom White the Printer

Tom White the Printer recently joined the Eastern Shore Chamber. Accepting the plaque from Rose Hall, chamber information specialist, was E. J. Campfield, who covers the lower Alabama area for the company. Tom White the Printer has been credited as being one of the largest quality printers and binderies in Gulf Coast for more than 30 years. For more information call 929-1961.

SBA Economic Injury Disaster Loans

Did you miss applying for the SBAs Economic Injury Disaster Loan to Gulf Coast small business owners? Did your business suffer economic injury in the aftermath of the four hurricanes that devastated the region two years ago? Well, now you have another opportunity. Applications are being accepted again until December 31.

The working capital disaster loans have a cap of \$1.5 million at a four percent interest rate with up to 30-year terms. Businesses that received EIDL loans in the earlier period must count those loans toward the overall cap. Those affected by hurricanes Dennis, Katrina, Rita and Wilma are eligible to apply. The loans are only available to small businesses.

**Want to find out more?
Visit www.asbdc.org.**

Hasting Joins the Chamber as Tourism Director

The Eastern Shore Chamber of Commerce recently welcomed new staff member Jay Hasting, who is the tourism director. This is a new position at the Chamber. Hasting worked 32 years in broadcasting before coming to the Chamber. His last 12 years were spent at WABB-FM Radio in Mobile.

A native of Chattanooga, Tenn., Hasting grew up in Ider, Ala., a small town in the northeast corner of the state. He and his family relocated to the Eastern Shore in 1995. He has been married to wife, Sandra, for 26 years. The couple has two children, Brandon, who is a sophomore at the University of South Alabama, and Jami, a senior at Daphne High School.

Hasting proclaims himself a history nut and enjoys playing "tourist" in his free time. "My kids call (the area) paradise," he said. "We can always find something new and exciting to do on the Eastern Shore. I

love to learn interesting facts about the area."

Also among his favorite pastimes are boating, fishing, photography, golf, travel and spending quality time with his family.

"I am so excited to be a part of the future of the Eastern Shore," said Hasting. "The area has so many wonderful things to offer." He added that he plans to spread the word. To contact Jay Hasting, call the Scenic Overlook office at 621-8222 or email him at jhasting@eschamber.com.

The Eastern Shore Chamber of Commerce Youth Leadership program will kick-off September 16 with an opening retreat and will continue until April 1, 2008. Forty students from area high schools, private schools and those who are home schooled have been selected to participate this school year. The program includes a wide variety of workshops and seminars that help young people learn leadership skills. This year's Planning Committee includes (from left): Barbara Pate, Ramona Hill, Taylor Strunk and Carolyn Walthall, coordinator of the program. For more information call the Eastern Shore Chamber of Commerce at 621-8222.

The Eastern Shore Chamber of Commerce Youth Leadership Program was recently the topic of a presentation to the Point Clear Rotary Club. Carolyn Walthall, program coordinator, gave a brief description to the club members about the program. Two students who participated in the Class of 2007 program, Erica Bleiler and Iris Hill expressed their appreciation to the members for their generous donation to the program. Because of sponsors they said the students learned a great deal and feel confident that they will be able to take a leading role in their community in the future. Bleiler described a community project that her break-out group worked on, which was called "Looking Out for the Next Generation." Left Erica Bleiler and right Iris Hill, who both are seniors at Daphne High School.

Baldwin SCORE Awarded Chapter of the Year

**SCORE District Director Marc Miller and
Baldwin SCORE Chairperson Bob Oberg**

The Baldwin SCORE Chapter 630 was recently awarded the Alabama Chapter of the Year for 2007. The award is presented to the Chapter that is considered to be the most outstanding in the state with regards to small business counseling activities, conforming to National SCORE standards and community participation. There are nine SCORE chapters in Alabama and 389 chapters nationwide.

“I am very proud of the Baldwin County Chapter and all of its counselors,” said Marc Miller, SCORE District Director. “They exemplify what a SCORE Chapter should be and provide a great service to the local business community,” he added. The outgoing chapter chairperson is Bob Oberg of Point Clear. The position will be filled by Jack Kimsey of Foley going forward.

About SCORE

SCORE is a national volunteer organization of business experts who give entrepreneurs real-world business advice and know-how. While SCORE stands for the Senior Corps of Retired Executives, not all SCORE volunteers are retired. SCORE counselors represent every business area. Some have worked as executives of Fortune 500 companies, while others are small business owners themselves. The Baldwin County SCORE chapter, with locations in Fairhope and Foley, has members from all business backgrounds including accounting, law, marketing, investment banking, operations, finance, franchising and manufacturing.

SCORE counselors share their experience and advice through confidential one-on-one and team mentoring. SCORE volunteers will also visit a client’s place of business for on-site consultation. An entrepreneur’s relationship with SCORE can last just one or two sessions, or for a number of years, based on individual needs. SCORE has the support of many area banks, as they help clients prepare sound business plans and better position them to secure financing.

In addition to weekly counseling sessions, SCORE conducts numerous workshops and seminars throughout the year, addressing the issues and challenges facing small businesses. To take advantage of the services SCORE offers, visit the SCORE Web site at www.baldwinscore.org. To make an appointment for free counseling, contact the Eastern Shore Chamber of Commerce at 928-6387.

ESCoC Resolves ~

The Eastern Shore Chamber of Commerce recently presented the Baldwin County School System with a resolution that strongly supports the management and growth of the system as part of the Blueprint for Tomorrow initiative. Education is one of the key issues that community leaders said they want the chamber to address as part of the five-year strategic plan. Presenting the resolution is (left) Sally Wagner, chamber board member. Dr. Faron Hollinger, center, superintendent of the Baldwin County School System, accepted the resolution. Darrelyn Bender, president and CEO of the chamber, right, assisted with the presentation.

Meet the Committee of the Jubilee Festival



Pictured: Back row, left-right: Kenny Graves, Gwynn Peterson, Mary Jane Owen and Linda Mong. Middle row: Angela Kimsey, Laurie Kelly, Jane Robbins, Terri Waring, Sally Wagner and Barbara Ladnier. Front row: Melinda, McGee, Darrelyn Bender and Regina Hanberg. Not pictured are: Beverley Allen, Jean Humphries, Casy Zito, Linda Scott, Carla Stewart, Helen Bell, Alton and Millie Long and Linda McDuffie.

The 19th Annual Jubilee Festival, scheduled for September 29 & 30, 2007, in Olde Towne Daphne, is expected to be better than ever. This is an Eastern Shore Chamber of Commerce event, presented by Citrin Law Firm. More than 20 volunteers have been working hard to develop new ideas and selected some of the finest arts and crafts for the Eastern Shore Chamber event. Over 50 percent of the juried arts and crafts exhibitors will be new to the festival this year.

Most people don't know that the Eastern Shore has an abundance of talented entertainers who dance, sing or make us laugh. The stage list is jam-packed with highly talented entertainers. Featured during the extended "twilight" show, from 5 – 7 pm will be Kenneth Brown and his band, Broken, from Birmingham. The Stage Sponsor this year is Vision Bank.

Kids Art at Jubilee Festival returns to Centennial Park again this year, which is sponsored by Sylvan Learning Center. It is a great opportunity to provide children hands-on experience in learning and exploring their creative side. In addition to the many favorite activities new, fun things to do are being introduced. Kids enjoy such activities as fence painting, creating wooden structures, fish prints, puppet making, and more.

New food vendors are also participating this year to provide a variety of savory, unique festival foods in the Coca Cola Food Court. There will something for all ages and tastes.

"Our community is going to love our t-shirts and posters this year," said Terri Waring, who is serving as chairman of the event. "The artwork by Nancy Winger, is so appealing and fun."

The Eastern Shore Chamber receives hundreds of applications for the show, and the big reason why is the fantastic awards presented to the best of the best. A combination of cash and patrons' awards, along with ribbons make up 55 awards, which are judged by highly experienced, objective professionals in the art world. In all, \$4,400 cash awards are presented.

It's easy to find out all about the 19th Annual Jubilee Festival. Just visit the Chamber's Web site at www.eschamber.com. Or call the Chamber at 621-8222.

Southern Edge Dance

The Eastern Shore Chamber of Commerce recently welcomed new member Southern Edge Dance Center with a ribbon cutting at the location at 251 S. Greeno Road in Fairhope. Attending the event were (L-R): Kitty Bradshaw, Regina Hanberg, Fred Minke and Sally Wagner, chamber ambassadors; Mia Spicuzza Roth, owner; Kristina Hammac, Fusion instructor; Christina Rhodes and Audra Little, students; Denise Weston, Sandra Bostrom, Morgan Slay and Andy Ralph, chamber ambassadors. (Front, L-R): Anabelle Miller and Sadie Hanberg, students. Southern Edge Dance Center was created to give students a positive and fun learning environment that inspires them to excel in life through the art of dance. The Center strives to bring new dimensions to dance with an edge. Call 610-8902 for more information.

Shelter Products

The Eastern Shore Chamber recently celebrated the opening of new member Shelter Products, Inc./Gulf Coast Shelter, Inc., located at 224 Stanton Road in Daphne. On hand for the grand opening ribbon cutting were (L-R): Joey Butler and Anne Reese, chamber ambassadors; John Austin, president of Gulf Coast Shelter; Joe Beechler, president of Shelter Products; Craig McBee, contractor of direct sales for Shelter Products; Sally Wagner and Fred Minke, chamber ambassadors. Shelter Products is a wholesale lumber distributor, headquartered in Portland, Oregon. Gulf Coast Shelter, a multi-family sales/closeout and salvage material business is a wholly owned subsidiary of Shelter Products, Inc. For more information call 517-1230.

Communications Tips From the *Business Digest*

1. ***I don't know.*** There is no need to ever say it. If you don't know, find out.
2. ***We can't do that.*** This one is guaranteed to get your customer's blood boiling. Instead: "That's a difficult one; let's see what we can do."
3. ***You'll have to.*** Wrong. The only thing they have to do is die or pay taxes.
4. ***Hang on a second, I'll be right back.*** Rarely true. Instead: "It may take me two or three minutes. Are you able to wait?"
5. ***"No" at the beginning a sentence.*** The word "no" is useless and conveys total rejection. Turn every answer into a positive response.

Advertising Through the Chamber Gets Results

The Eastern Shore Chamber offers another advertising opportunity that can get your business name out to more than a 1,000 contacts. For only \$200 you can have your company logo on our Event Reminder Card (yellow card) mailed each month listing chamber functions held monthly, such as the Eggs & Issues breakfast, Business After Hours and special events. Call Judy at 621-8222 to find out more.

The Chamber also offers advertising opportunities in the *Chamber Connections* newsletter. For a fee schedule call Kathie Barton at 928-6387.

New Members

Bartlett Landscape
Cary McEnany
7626 Spanish Fort Blvd.
928-0246

Phillips Training and Coaching, LLC
Suellen Phillips
116 Easton Cir.
Fairhope
990-8113

Five Rivers Delta Resource Center
Hank Burch
30945 Five Rivers Blvd.
Spanish Fort
625-0814

A Fairhope Antiquery
Jennifer Schmitt
100 N. Section St.
Fairhope
990-7997

Yucatan Trading Co., of Fairhope, LLC
Kim Coggins
316 Magnolia Ave.
Fairhope
928-3003

The UPS Store
Eric O'Neal
2200 Highway 98, Ste. 4
Daphne
626-9600

American Lube Fast
David Cannon
28169 Highway 98
Daphne
626-3943

Principal Financial Group
Donald Sherrell
1015 Montlimar Dr., Ste. A-240
Mobile
344-3100

Lenny's Sub Shop
Andy & Jennifer McGee
2020 Highway 98, Ste. A
Daphne
621-1635

March of Dimes National Birth Defects
Ivy Holmes
452 B Government St.
Mobile
438-1360

Americas EZ Mortgage, Inc.
Steve Mayhall
6460 Van Buren St.
Daphne
626-9660

Belforest Storage Masters
Susie Schambeau
10430 County Rd. 64, Ste. C
Daphne
625-2961

Kredit Care, Inc.
Richard Middleton
6460 Van Buren St.
Daphne
706-0118

Baldwin County Settlement Services
Patti Juergens
313-A West Laurel Ave.
Foley
971-1162

Southern Edge Dance Center, LLC
Mia Roth
251 S. Greeno Rd.
Fairhope
610-8902

Rug Décor – Eastern Shore
Vicki Rhodes
10200 Eastern Shore Blvd., Ste. 510
Spanish Fort
62601501

Holmes Health & Life Insurance
Donna Holmes
14 Smugglers Cap
Spanish Fort
583-1162

Credit Genie, LLC
Lisa Hartley
2200 U. S. Highway 98, Ste. 5B
Daphne
625-3930

Utopia
Barbara Ladnier
454 Liberty St.
Fairhope
786-0245

Springhill Properties, LLC
Mike Ward
P. O. Box 7619
Spanish Fort
421-1888

Cypress Point Development, Inc.
Cameron Price
Highway 225
Spanish Fort
447-0035

Compass Bank
Amy Coleman
36 North Section St.
Fairhope
990-7655

ICF of Alabama, LLC
Mike Arnold
319 N. McKenzie St.
Foley
971-1123

WAVH 106.5 The Pirate Radio
Kevin McLaughlin
900 Western America Cir.
Mobile
344-01065

Bayside Time Savers, Inc.
Laura Florey
145 Oakwood Ave.
Fairhope
545-4249

Renewed Members

Air Control Storage
Storage-Climate Controlled
Member 1 Year

Allen & Allen Accounting
Jeff Allen
Beverly Allen
Accountants
Members 12 Years

Baldwin County Eye Institute, PC
Physicians & Surgeons –
Ophthalmologists
Member 16 Years

Baldwin County Republican Party
Republican Party
Member 1 Year

Bay Rivers Art Guild
Art Guild
Member 1 Year

Bayside Orthopaedic Sports Medicine & Rehab
Physicians & Surgeons
Member 26 Years

Brown & McCool, OB/GYN
Physicians & Surgeons –
OB/GYN
Member 4 Years

C K Collection
Clothing & Accessories-
Shoes
Member 11 Years

Chris Myers Pontiac, Nissan, GMC
Automobile Dealers-New
& Used
Member 25 Years

Christ the King School Schools-Catholic
Member 10 Years

Coldwell Banker, Reehl Properties, Inc.
The Harris Team
Realtors
Members 5 Years

Community Self Storage
Storage-Climate Controlled
Member 1 Year

Renewed Members Cont'd

Cornerstone Inspection Service, Inc.

Home/Property Inspection Services
Member 1 Year

Cornerstone Investment Management & Consulting

Investment Advisors/Managers
Member 4 Years

Crown & Colony Antiques, Etc.

Antiques & Gifts
Member 25 Years

Daphne-Spanish Fort Kiwanis Club

Civic or Fraternal Organization
Member 11 Years

East Bay Kia

Automobile Dealers-New & Used
Member 9 Years

Eastern Shore Dental, PC

Dentists
Member 25 Years

Edward Jones Investments

B. J. Guido
Investment Broker/Securities
Member 5 Years

Edward Jones Investments

Carla Stewart
Investment Broker/Securities
Member 6 Years

Emma's Bay House

Bed & Breakfast Inn
Member 1 Year

Fairhope Christian Church

Church
Member 16 Years

Family Practice Associates

Michael L. McBrearty
Physicians & Surgeons-Family Practice
Member 26 Years

Family Practice Associates

Stephen Winston
Physicians & Surgeons-Family Practice
Member 9 Years

GLAM! LLC

Photographer
Member 1 Year

Hand Arendall, LLC

Jack Edwards
Attorney
Member 10 Years

Hand Arendall, LLC

David Ryan
Attorney
Member 10 Years

Heart Group of the Eastern Shore

Medical Group-Cardiology
Member 10 Years

Irvine Company, Inc.

Real Estate-Commercial
Member 36 Years

J. H. Wright & Associates, Inc.

Industrial Equipment & Supplies
Member 16 Years

L-3 Communications

Crestview Aerospace
Manufacturers-Aerospace
Member 2 Years

Lewis Pest Control, Inc.

Pest Control
Member 1 Year

Lovelace Cook Communications, Inc.

Public Relations, Marketing & Event Management
Member 2 Years

Merrill Lynch

Ken Cole
Investment Broker/Securities
Member 2 Years

Michael McDuffie, DMD

Orthodontist
Member 8 Years

Miller's Grand Events, Inc.

Party & Tent Rental
Member 4 Years

Montrose Hideaway Bed-and-Breakfast Retreat

Bed & Breakfast Inns
Member 3 Years

Moore's Bros. Village Market-Home of Jesse's Rest.

Restaurant & Market
Member 8 Years

Morgan Stanley

Thom Lott
Investment Broker/Securities
Member 3 Years

New Horizons Credit Union

Credit Union
Member 12 Years

Oak Haven Cottages

Hotel/Motel/Resort
Member 26 Years

Pitman Insurance Agency

Insurance Agencies
Member 55 Years

Postmark Ink, Inc.

Printing & Mailing Service
Member 21 Years

Prudential Nichols Real Estate

Betty Hendrix
Realtor
Member 1 Year

Prudential Nichols Real Estate

Mona Carter
Realtor
Member 3 Years

Randy Delchamps Real Estate & Dev. Co.

Real Estate Development
Member 3 Years

RE/MAX By The Bay

Sylvia Stewart
Realtor
Member 2 Years

Redeemer Lutheran Church

Church
Member 7 Years

Reed Group, Inc.

Mergers and Acquisitions
Member 11 Years

SEEDS

Educational Enrichment Foundation
Member 2 Years

Stowe's Jewelers

Jewelry and Gifts
Member 4 Years

Sue White

Individual
Member 6 Years

Sunbelt Fire, Inc.

Fire Truck & Equipment Sales
Member 16 Years

The Book Inn

Used Book Store
Member 9 Years

The Drapery Makery & Canvas Workshop

Drapery & Awning Contractor/Showroom
Member 6 Years

The Hearing Clinic

Hearing Aids & Audiology
Member 14 Years

Town & Country

Clothing & Accessories-Women's & Children's
Member 6 Years

University of Mobile University

Member 12 Years

Village Point Foundation

Civic or Fraternal Organization
Member 8 Years

Vino e Grappa

Wines-Fine
Member 5 Years

Vision Bank

Bank
Member 4 Years

WABF-AM Gulf Coast Broadcasting Co., Inc.

Radio Station & Broadcasting Company
Member 29 Years

Weeks Bay Reserve Foundation

Civic or Fraternal Organization
Member 1 Year

Weichert Realtors Eastern Shore

Paul S. Powers
Real Estate Company
Member 2 Years

Willstaff Worldwide

Employment Agency
Member 4 Years

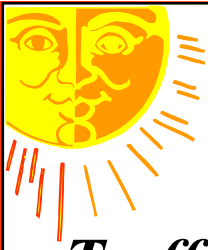
Wolfe-Bayview Funeral Homes, Inc.

Funeral Directors
Member 25 Years

Zaxby's

Restaurant
Member 3 Years

*New & Renew Members
as of
August 16, 2007*



Tourism Traffic Report

July 2007

July 2007 2,515

July 2006 1,793

International Visitors:

July 2007 30

July 2006 24

Tourism information is
available at www.eschamber.com

Demographics Update Data for Baldwin Co. July 2007

Total Homes Sold: 235
Total Homes On Market: 3,815
Average Days on Market: 162
Average Selling Price: \$275,907
Total Condos Sold: 82
Total Condos on Market 3,258
Average Days on Market: 153
Average Selling Price: \$371,926

Unemployment Data:

Alabama 6/07 - 3.5% 6/06 - 3.6%
Baldwin 6/07 - 2.9% 6/06 - 3.1%
U.S. 6/07 - 4.5% 6/06 - 4.6%

Resources:

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

SEPTEMBER 2007

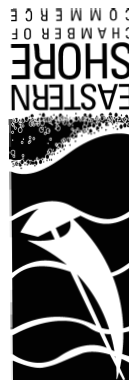
- 3 Labor Day! Chamber offices closed.
- 6 Business After Hours, 5 - 7 pm, Lake Forest Yacht Club, Home-Based Business Expo, 621-8222. An Eastern Shore Chamber of Commerce event.
- 15 Coastal Cleanup, Fairhope Pier and May Day Park in Daphne, 621-1216.
- 18 Eggs & Issues, 7:30 am, Westminster Village, speaker is Phil Nix, Baldwin County Revenue Commissioner, 621-8222, An Eastern Shore Chamber of Commerce event.
- 20 Morning Marketing Meeting, 8 am, Scenic Overlook office, 621-8222. An Eastern Shore Chamber of Commerce event.
- 29-30 Jubilee Festival, Saturday, 10 am - 7 pm, Sunday, 10 am - 5 pm, Olde Towne Daphne, 621-8222. An Eastern Shore Chamber of Commerce event.

OCTOBER 2007

- 4 Business After Hours, 5 - 7 pm, 621-8222. An Eastern Shore Chamber of Commerce event.
- 6 Bluegrass Festival at Blakeley State Park, 626-0798.
- 6 Wine Festival, Five Rivers Delta Resource Center, 1 - 5 pm, 476-7245.
- 7 Point Clear Polo Classic, 3 pm, Point Clear Polo Field, 929-3758.
- 9 Eggs & Issues, 7:30 am, 621-8222. An Eastern Shore Chamber of Commerce event.
- 11-14 Shrimp Festival, Gulf Shores, 968-6901.
- 13 Phantasy of the Arts gala for FEEF, Fairhope Civic Center, featuring Second City Players from Chicago, 990-3333.
- 14 Baldwin Pops Founders' Day Concert, 5:30 pm, Henry George Park, 988-1260.
- 18 Morning Marketing Meeting, 8 am, 621-8222. An Eastern Shore Chamber of Commerce event.
- 18-21 The Alabama Coastal BirdFest, Faulkner State, 990-0218, www.alabamacoastalbirdfest.com.
- 20 Wine & Art Festival, 6 - 8 pm, Oak Hollow Farm, benefits South Baldwin United Way, 928-3912/990-9260.
- 21 Cruisin' on the Shore classic car show & live bluegrass, 2 pm, Daphne Civic Center Complex, 621-3070.
- 20 & 21 Grand Festival by the Bay, beside the Fairhope Pier, ESAC, 928-2228.
- 27 Dancin' in the Streets, 8 pm, De La Mare Avenue, karin@pageandpalette.com.



P.O. Drawer 310
Daphne, Alabama
36526-0310
(251) 621-8222
FAX (251) 621-8001
www.Eschamber.com



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