



# CHAMBER CONNECTIONS

Eastern Shore Chamber of Commerce

## UPDATE ~ Transportation and Business Research Task Forces *Initiatives of the Blueprint for Tomorrow*

By: Greg Loughlin,  
Business Development Director

The following is an update of the actions of the Transportation and Business Research Task Forces, which are initiatives of the Blueprint for Tomorrow:

### Transportation Task Force

Two of the Economic Development Council's task forces reported their progress to the Board of Directors in May. The Transportation Task Force has engaged a very experienced consulting group, Gresham Smith and Partners (GSP), to consider the current and future transportation needs of the Eastern Shore. With their work winding down and conclusions drawn, GSP presented their findings to the Board in advance of presenting their report to cities of Spanish Fort, Daphne, and Fairhope – all three help fund this activity through their support of the Chamber's *Blueprint for Tomorrow* strategic plan.

It was no surprise that GSP has projected Baldwin County's population to grow by an additional 50% by the year 2018. This will add a tremendous amount of new traffic to the existing roadways – and the new roads that are planned. GSP does not believe that a community with this level of anticipated population growth can effectively "build" its way out of congestion with new roads. Alternative means of



*The New BRATS bus route has experienced tremendous growth in recent months.*

transportation are critical.

Interestingly, when they first began their study and the price of fuel was less than \$3.00 per gallon, they surveyed local citizens and business leaders to determine at what price level they would consider using transit options, if available. The results were that at a price of \$4.00, ninety percent would consider transit. We're almost there, so we'll see!

It was noted that the new BRATS bus route along the Eastern Shore and connecting in Mobile has experienced tremendous growth and the typical riders are accountants, lawyers and other professionals. So there seems to be not only a need for services but a market as well.

### Business Research Task Force

Jim Byrd, Chairman of the Local Business Research Task Force, presented to the Board the findings of his group for the year 2007-08. His group surveyed 60 businesses - double the number surveyed the previous year.

When asked to list the strengths of doing business on the Eastern Shore, the majority of respondents cited the growth of our population, new industry coming to the Mobile bay area; solid civic leadership, and that the Eastern Shore is good place to raise a family. Alternatively, when asked to name the weaknesses of doing business on the Eastern Shore, needs addressed were limited workforce, infrastructure and lack of master planning for new growth.

On balance, the business owners were generally pleased with the Eastern Shore as a place to successfully build a business. Jim will present the entire findings to each of the three city councils with specific details that were derived from their business owners.

If you'd like more information about the Eastern Shore Chamber's Transportation Study or Business Surveys feel free to call us at 928-6387.

# Ambassador of the Month

## Mark Stejskal Frist Gulf Bank

Mark Stejskal, Community Banker with first Gulf Bank, was selected as Ambassador of the Month for April. Mark received the honor for having attended Chamber events and activities and by re-cruited new members.

A native of Fairhope Mark graduated from Auburn University with a degree in business management. He lives in Fairhope with his wife of seven years, Kris, and son, Blaine, age four, and Sarah Clair, age two.

As Community Banker with First Gulf, Mark handles all types of loans - consumer, commercial and residential. The bank will merge with RBC Bank this month.

Mark has been an ambassador for seven years and is also active on the Golf Tournament, Total Resource Campaign and other committees.

When not volunteering his time and working Mark enjoys playing tennis and golf, playing with his children at the park, taking them for ice cream in downtown Fairhope and working in the yard.



*Sally Wagner presents Ambassador of the Month plaque to Mark Stejskal.*

***Thanks Mark!***

## ***Save Your Spot***

### ***“Hiring Firing & Everything in Between”***

***A Human Resource Seminar by Stephanie Constantine***

**Wednesday, June 4, 8:30 am - 4 pm**

**Faulkner State Community College - Dahlgren Hall**

**\$179 for members / \$219 for non-members**

**Handouts include sample forms and employee manuals.**

**Human Resource CEUs available.**

**Register at: [www.eschamber.com/academy](http://www.eschamber.com/academy).**

**Call: 928-6387 for more information.**

*This course is part of the Eastern Shore Chamber's Business Academy, which is an initiative of the Blueprint for Tomorrow.*

# 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

Darrelyn 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*

George McKee, *Vino e Grappa*

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*

Lori Edson - *Tourism Information Asst.*

Rose Hall - *Information Specialist*

Rose Hobbs - *Tourism Information Asst.*

Jay Hasting - *Tourism Director*

Greg Loughlin - *Director of Business*

*Development*

Sue Patterson - *Tourism Information Asst.*

Michelle Rumpf - *Director of Development*

Flo Stanton - *Information Specialist*

Carolyn Walthall - *Youth Leadership*

*Coordinator*

Sandra Weekley - *Tourism Information Asst.*

Judy Wilson - *Information Manager*

Jo Wyllly - *Accounts Manager*



*The Eastern Shore Chamber of Commerce held a ribbon cutting recently for Gulf Automax at the 9940 Fairhope Avenue location in Fairhope. Attending the event were (from Left): Josh Brown, Gulf Automax; John Blanchard, Gulf Chrysler; Denise Weston, chamber ambassador; Roy Breakfield, Gulf Automax; David Blanchard, Gulf Chrysler; Paul Smith, owner, Gulf Automax; Anna Smith and Jeff Ramsland, chamber ambassador. Gulf Automax deals in high end, previously owned cars. Most have a warranty. The owner and staff have a great deal of experience in the wholesale business of selling cars. Trades are accepted. For more information call 928-2989.*

## Business Sales & Acquisitions

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Maria Bladorn  
251.316.3240 or  
mbladorn@newhcu.org

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[www.newhcu.org](http://www.newhcu.org)

## Meet ~ Diane Clark Anderson, Alabama Regional President Vision Bank



Diane Anderson, Alabama Regional President of Vision Bank, has been employed with the bank for eight years. She has been in the banking business for 20 years. She serves on the Board of Directors for the Eastern Shore Chamber of Commerce as Vice Chairman of the Economic Development Council.

A graduate of the University of South Alabama with a degree in Finance, she lives on the Eastern Shore with her husband, Dan.

In addition to serving the Chamber's board Diane is a board member for Thomas Hospital and Baldwin County United Way. She is also a member of the Point Clear Rotary Club.

Diane and her husband love to travel. She also spends her free time trying to sharpen her golf skills.



*The Eastern Shore Chamber recently welcomed new member Townsend Recovery with a ribbon cutting at 101 Villa Drive in Daphne. Attending the event were: back row, from left: Darrelyn Bender, president/CEO of the ESCoC; Amy Jones, vice-president marketing and public relations and Jeff Ramsland, chamber ambassador. Front row, from left: Shelli Clark, intake coordinator; Barbara Zander, clinical director; Melissa Whiten, market outreach; Michael Handley, CEO and Fred Minke, chamber ambassador. Townsend is a network of intensive outpatient treatment centers that provide help for anyone affected by the disease of addiction without costing patients time away from work and families. For more information call 251-625-3444.*



*The Eastern Shore Chamber of Commerce recently welcomed new member Eastern Shore Antiques with a ribbon cutting at 1550 Highway 98 in Daphne. Attending the event were (from left): Jeff Ramsland, Barbara Ladnier and Traci Marcaro, chamber ambassadors; Darrelyn Bender, president/CEO of the ESCoC; Debra Edgington and Dean Kelly, owners; Regina Hanberg and Linda Scott, chamber ambassadors; Jane Robbins, assistant to Mayor Fred Small and Mark Stejskal, chamber ambassador. Eastern Shore Antiques features American and European furniture, lamps, and other decorative items. The business places an emphasis on quality oriental antique accessories. The owners travel throughout the United States seeking unique and unusual items. For more information call 625-0930.*

# *Chairman's Gala*

*Thursday, June 5, 5:30 pm*

## **Eastern Shore Chamber of Commerce Annual Meeting**

**Grand Hotel Marriott Resort, Golf Club & Spa  
Tickets: \$50.00**

***Sponsors Include: Host: Baldwin EMC  
Dinner: Engineering Development Services***

**Champaign Toast: Bancorp South & Vision Bank  
Centerpiece: B & B Pecan Company; Alliance Publishing Group.; Bryant Bank;  
Force 5 Walls, Inc; Safe Harbor Financial, WHL Architecture & Interiors and Wilkins Miller, PC**

*Call 621-8222. for more information*

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Contact your local Baldwin County Chamber of Commerce office for an appointment Today!

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[www.baldwin.scorechapter.org](http://www.baldwin.scorechapter.org)

# New Members

**AIG/American General Insurance Company**  
Lisa Bond  
1141 Montlimar Dr.,  
Ste. 3000  
Mobile  
344-9441

**Eastern Shore Urgent Care**  
Michael A. Mahoney  
25917 Royalty Dr.  
Daphne  
605-1726

**Sheppard Electric Motor Service**  
Jeff Deakins  
3460 Hurricane Bay Dr.  
Theodore  
443-0700

**J. Ryan Company, LLC**  
Rick Gambino  
107 S. Mobile St.  
Fairhope  
928-0842

**Kitchens Per Se**  
Yvonne Boucher  
24208 US Highway 98,  
Ste. A  
Fairhope  
928-6077

**Volkert & Associates Utilities Dept.**  
Tim Patton  
3809 Moffett Rd.  
Mobile  
342-1070

**Metal Bender Jewelry Gallery**  
Bill Wismar  
314 A De La Mare Ave.  
Fairhope  
Jewelry Store

**The Crossroads Church at Belforest**  
Scotty Jernigan  
10080 County Road 64  
Daphne  
626-5489

**The Little Gym of the Eastern Shore**  
Julia Parks  
6900 US Highway 90, Ste.  
11  
Daphne  
626-9858

**Abundant Life Christian Center**  
Joe Brake  
6937 Highway 90  
Daphne  
621-1933

**Harmony Computing Services, Inc.**  
Alana McTaggart  
6845 Highway 90 E, Ste.  
105-110  
Daphne  
504-4008

**Jewels By Park Lane**  
Luanne Elkins  
P.O. Box 84  
Montrose  
366-2556

**Homewood Suites by Hilton Mobile-East Bay**  
Chuck Cuff  
29473 N. Main St.  
Daphne  
621-0100

**Edgefield Lumber Company**  
E. Mason McGowin, III  
30105 Highway 59 N.  
Loxley  
964-4228

**Pawlowski & Associates, PC**  
C. Shea Dean  
880 Holcomb Blvd., Ste. D  
Fairhope  
300-2700

**Sleep Treatment Systems, Inc.**  
Wanda Schoen  
P.O. Box 1977  
Fairhope  
990-8095

**Southern Light, LLC**  
Paul Bullington  
156 St. Anthony St.  
Mobile  
662-1170

**Colonial**  
Terry Knotts  
7854 Raegan Ln.  
Spanish Fort  
591-2157

**McKean & Myer, Inc.**  
Rick McKean  
P.O. Box 81434  
Mobile  
661-4366

**Shrimp Shack**  
Troy Newton  
P.O. Box 1242  
Point Clear  
990-7766

**Meteor Atlanta, LLC**  
Chet Long  
2195-K DeFoor Hills Rd.  
Atlanta  
(404) 870-6115

**Nationwide Payment Solutions**  
Jessica Townley  
106 Ryan Ct.  
Daphne  
508-1415

*New Members as of  
May 16, 2008*



- PERSONAL BANKING
- BUSINESS BANKING
- INVESTMENT SERVICES
- INSURANCE
- HOME MORTGAGES
- TRUST



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(251) 345-0750

Fairhope Office  
Opening Summer '08

# Renewed Members

**Alabama Properties, LLC**  
Real Estate Company  
Member 2 Years

**Atlantes Financial Advisors Corp.**  
Financial Planners & Consultants  
Member 19 Years

**Balloons Are Everywhere, Inc.**  
Wholesale Distributor  
Member 6 Years

**Bay Medical Family Practice, PC**  
Lynn Yonge  
Randall Hall  
Physicians & Surgeons-  
Family Practice  
Members 7 Years

**Bayside Taxi, Inc.**  
Taxi Cab Service  
Member 2 Years

**Berney Office Solutions**  
Copiers-Sales/Service/  
Network Services  
Member 2 Years

**Boys & Girls Club of South Alabama, Inc.**  
Civic or Fraternal  
Organization  
Member 15 Years

**Complete Title, LLC**  
Title Insurance Company  
Member 1 Years

**Conde'-Charlotte Museum House**  
Museum  
Member 5 Years

**Davis & Fields, PC**  
Richard Davis  
Leslie Fields  
Attorneys  
Members 9 Years

**Downtown Animal Clinic**  
Veterinarians  
Member 11 Years

**Duplicators Printing & Copy Center, LLC**  
Printers  
Member 5 Years

**Earl P. Underwood, Jr. Attorney at Law**  
Attorney  
Member 3 Years

**Eastern Shore Centre**  
Shopping Center  
Member 4 Years

**Edward Jones Investments-Fairhope**  
Investment Broker/  
Securities  
Member 9 Years

**Fairhope Newsstand**  
Magazines &  
Newspapers  
Member 9 Years

**Farmers Insurance Agency/Booth Insurance Agency**  
Insurance Agency  
Member 10 Years

**First National Bank of Baldwin County**  
Bank  
Member 7 Years

**First South Farm Credit**  
Mortgage Loan Company  
Member 1 Year

**Home Mortgage Consultants**  
Mortgage Banking  
Member 1 Year

**Judy A. Newcomb**  
Chief Assistant District  
Attorney Baldwin Co.  
Member 8 Years

**Kemko, Inc.**  
Contractors-Fabricate  
& Erect - Metal  
Member 27 Years

**Landmark Tours, Inc.**  
Tours-Sightseeing  
Member 14 Years

**Lyons, Pipes & Cook, PC**  
Attorneys  
Member 2 Years

**MUZAK**  
Music & Messaging  
On-Hold  
Member 8 Years

**Market By The Bay**  
Seafood Market  
Member 4 Years

**Mobile Bay Bears Professional Baseball Club, LLC**  
Professional Sports  
Organization-Baseball  
Member 2 Years

**Mobile Gas Service Corp.**  
Utility Company  
Member 4 Years

**Oak Hollow Farm, Inc.**  
Party & Banquet Facility  
Member 7 Years

**Original Oyster House Steamer**  
Restaurant-Seafood  
Member 9 Years

**Point Clear Polo**  
Attractions  
Member 5 Years

**Re/Max By The Bay**  
Paige Thatcher  
Real Estate Company  
Member 10 Years

**Sand Dollar-Birkenstock**  
Shoe Store  
Member 6 Years

**Springdale Travel**  
Travel Agency & Bureau  
Member 6 Years

**Team One Communications**  
Radio Communications  
Equipment & Systems  
Member 9 Years

**The Northwood Company, Inc.**  
Real estate Development  
Member 3 Years

**Watermark Design Group, LLC**  
Architectural Firm  
Member 6 Years

**Welcome Friends**  
Welcome Service  
Member 3 Years

**Wendy A. Pierce, PC**  
Attorney  
Member 9 Years

**Wintzell's Oyster House**  
Restaurant-Seafood  
Member 4 Years

*Renewed Members as of  
May 16, 2008*

*There will be no  
Business After Hours  
in June due to the  
Chairman's Gala*

*Eggs & Issues  
Tuesday, June 10, 7:30 am  
Sam's Club: 29683 Fredrick Blvd., Daphne  
Speaker: Robert Ingram, BCEDA  
Topic: "What's the Benefit for Us? An Update on  
Mobile's Economic Development Boom & Baldwin"  
Cost: \$10 Reservations Must Be Made  
Call: 621-8222*



# Tourism Traffic Report

**April 2008**

**April 2008 1,840**

**April 2007 2,395**

## International Visitors:

**April 2008 42**

**April 2007 81**

Tourism information is  
available at [www.eschamber.com](http://www.eschamber.com)

## Demographics Update Data for Baldwin Co. April 2008

Total Homes Sold: 149  
Total Homes On Market: 3,357  
Average Days on Market: 180  
Average Selling Price: \$269,045  
Total Condos Sold: 66  
Total Condos on Market 2,445  
Average Days on Market: 223  
Average Selling Price: \$293,972

### Unemployment Data:

Alabama 3/08-4.1% 3/07-3.4%  
Baldwin 3/08-3.3% 3/07-2.5%  
United States 3/08-5.1% 3/07-4.4%

### Resources:

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

### JUNE 2008

- 1 Baldwin Pops Sunset Concert, 7 pm Henry George Park in Fairhope, 988-1260.
- 3 ELECTION DAY!
- 4 Business Academy: "Hiring, Firing & Everything In-between", 8:30 am - 4 pm, 928-6387, [www.eschamber.com/academy](http://www.eschamber.com/academy). An Eastern Shore Chamber of Commerce event.
- 5 Chairman's Gala, 5:30 pm, Grand Hotel Marriott, 621-8222. An Eastern Shore Chamber of Commerce event. There will be no Business After Hours in June.
- 10 Eggs & Issues, 7:30 am, Sam's Club, Daphne. Topic: "What's the Benefit for Us?" An Update on Mobile's Economic Development Boom & Baldwin County by Robert Ingram, BCEDA. 621-8222. An Eastern Shore Chamber of Commerce event.
- 18 Lunch N' Learn, 11:30 am - 1 pm, Riley's Catering Hall. Topic: "Work Ethics" with Joanie Stephen. An Eastern Shore Chamber of Commerce event.
- 19 Morning Marketing Meeting, 8 am, Scenic Overlook office. An Eastern Shore Chamber of Commerce event.

### JULY 2008

- 4 HOLIDAY! CHAMBER OFFICES CLOSED.
- 4 Fairhope Fireworks Display/baldwin Pops free concert, 7:30 pm at Fairhope Municipal Pier, 990-0218.
- 4 Daphne Jubilee Independence Day Celebration at Trione Sports Complex, 621-9000.
- 8 Eggs & Issues, 7:30 am, 621-8222. An Eastern Shore Chamber of Commerce event.
- 8 Return to Fantasy Island Ballroom Dance at Daphne Civic Center, 626-5300.
- 10 Business After Hours, 5 - 7 pm, 621-8222.
- 17 Morning Marketing Meeting, 8 am, Scenic Overlook. An Eastern Shore Chamber of Commerce event.
- 18 Night of the Lover's Moon Ballroom Dance, Daphne Civic Center, 626-5300.

## Earn Money!



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