BUSINESS DEVELOPMENT & SUPPORT (continued)

- Distributed copies of “How to Develop a Business Plan” and “Small Business Guide” publications.
- Responded to 1,140 requests for business & community information.
- Notarized 847 “Certificates of Origin” for Shelby County companies.

INVESTOR DEVELOPMENT

- Recruited 107 new investors.
- Held 42 Ribbon Cuttings for businesses throughout Shelby County.
- Held 35th Annual Meeting with 235 attendees. (February 4) Pelham
- Held 10 “Community Luncheons” with programs relating back to ShelbyOne initiatives with an average of 192+ attendees. Pelham
- “SpeedNetworking Times Nine Chambers” - Greater Shelby, Homewood, Hoover, Irondale, Montevallo, Mountain Brook, South Shelby, Trussville & Vestavia Hills chambers. (July 14) Hoover
- Held the “7th Annual Sporting Clay Shoot” with 37 participants. (November 15) Alpine
- Held four “Business After Hours” events with an average of 38+ attendees per event. (March - Helena; May - Hoover; September - Columbiana; December - Pelham)
- Held four “Investor Receptions” with an average of 25+ attendees per event. (January, April, July, October) Pelham
- Held five “CoffeeNet” events with an average of 25+ attendees per event. (March - Pelham; June - Montevallo; August - Chelsea; October - Alabaster; November - Pelham)
- Held three “NETWORK280” events with an average of 43+ attendees. 280

COMMUNICATIONS & MARKETING

- Created twelve issues of Business Connections, the Chamber’s monthly newsletter, printed in Shelby Living magazine.
- Produced weekly “E-Business Connections” e-mail updates to investors on programs and activities.
- Produced 12 print ads: “How My Chamber Investment Works for Me” campaign that ran monthly in Shelby Living.
- Produced 12 website leaderboard ads: “How My Chamber Investment Works for Me” campaign.
- Maintained 847 “Certificates of Origin” for Shelby County companies.
- Produced bi-monthly updates to Shelby County’s 2016 Board of Directors

2016 Board of Directors

**Officers**

- Paul Rogers  
  NoteBank & Trust (Chair)
- Keith Brown  
  Jefferson State Community College (Chair-elect)
- Lisa McMahon  
  Warren Avery, LLC (Immediate Past Chair)
- John Browning  
  Cahaba Valley Computer Services (Vice Chair, Business Development & Support)
- Jim Purvis  
  A.C. Leeg, Inc. (Vice Chair, Communications & Marketing)
- Kathy Copeland  
  White Rock Quarries - Vincent Hills (Vice Chair, Community & Workforce Development)
- David Platt  
  Blue Cross Blue Shield of Alabama (Vice Chair, Finance & Administration)

**Directors**

- Joe Meads  
  Sun Associates (Vice Chair, Governmental Affairs)
- Tim Benefield  
  Buffalo Rock Company
- Linda Cuccura  
  AvantGo Credit Union
- Steve Chapman  
  Alabama Gas Corporation
- Bruce Fryer  
  Lhosit North America
- Matthew Hogan  
  Gama Busheater
- Bill Connor  
  America’s First Federal Credit Union
- Matt Fridy  
  Wallace, Jordan, Ratiff & Brandt
- Chris Grace  
  Barge, Waggoner, Summers & Cannon, Inc.
- Katie McDowell  
  Shelby County Newspapers, Inc.
- Michael Smith  
  The GREAT, The GOOD and The GONE
- Craig Sorenson  
  SouthWest Water Company
- Jeff Brown  
  Brownstone Marketing Solutions
- William Carroll  
  Armstrong Relocation Companies
- Alex Dudauch  
  Shelby County

**2016 Annual Report**

Greater Shelby County Chamber of Commerce

The mission of the Greater Shelby County Chamber is to assist in building a strong economy by nurturing business, addressing business needs and developing a business environment that is attractive and stable.

Sponsored by

280Living.com
COMMUNITY & WORKFORCE DEVELOPMENT

- Published twelve “Health Focus of the Month” articles promoting benefits of healthy choices and lifestyles for Chamber’s monthly newsletter Business Connections.
- Held 2nd annual Healthy Lifestyles Expo with 12 vendors and 180+ attendees. (August 31) Pelham
- Held 2nd annual Healthcare Professional of the Year luncheon recognizing 22 recipients with 200+ attendees. (August 31) Pelham
- Held 3rd annual “Student and Educator of the Year” program with 60 total nominees and 280+ attendees. (April 27) Pelham
- Held “State of Shelby County Schools” program with 160+ attendees. (July 27) Pelham
- Coordinated “Keeping It Real” programs for 2,451 9th Grade students at:
  - Shelby County High School Columbiana (January 13 & 14) 175 students
  - Pelham High School (February 8 & 9) 271 students
  - Vincent High School (February 25 & 26) 62 students
  - Helena High School (March 2 & 3) 338 students
  - Chelsea High School (March 17 & 18) 278 students
  - Cornerstone Christian School Columbiana (October 6) 23 students
  - Kingwood Christian School Alabaster (October 12) 32 students
  - Calera High School (October 20 & 21) 287 students
  - Oak Mountain High School (October 27 & 28) 393 students
  - Montevallo High School (October 28) 117 students
- Held 2nd annual “Career Awareness Fair” with 2,000+ 10th grade students participating throughout Shelby County. (September 12 & 13) Columbiana
- Launched inaugural “Communication Matters” for 11th grade students: 734 total students
  - Cornerstone Christian School Columbiana (October 6) 20 students
  - Kingwood Christian School Alabaster (October 12) 29 students
  - Chelsea High School (November 3) 297 students
  - Helena High School (November 29) 304 students
  - Montevallo High School (November 1) 84 students
- Held “27th Annual Golf FORE! Education Tournament” with 92+ participants. (September 30) Calera
- Strengthened collaborative partnership agreement with Montevallo Chamber of Commerce (2016)
- Strengthened collaborative partnership agreement with South Shelby Chamber of Commerce (2016)
- Held “Annual Safety Awards Luncheon” recognizing 14 recipients from public safety departments throughout Shelby County with 205+ attendees. (September 27) Pelham
- Held “19th Annual Prayer Breakfast” with 120+ attendees. (November 22) Pelham
- Coordinated “30th Annual Liberty Day Parade” event collaboration with the City of Columbiana with 40+ organizations participating. (June 25)
- Co-hosted “Education Connections” with Shelby County School System:
  - Oak Mountain High School (September 2)
  - Chelsea High School (September 7)
  - Montevallo High School (September 20)
  - Shelby County College & Career Center (September 27)
  - Helena High School (October 7)
  - Vincent High School (October 20)
  - Calera High School (November 15)
  - Shelby County High School Columbiana (November 16)

GOVERNMENTAL AFFAIRS

- Held 2016 State Legislative Preview Meeting with Shelby County State Legislative Delegation in collaboration with the Calera, Montevallo and South Shelby chambers with 110+ attendees. (January 20) 280
- Conducted Economic Impact Study for Sunday Liquor Sales in Shelby County. (February 22)
- Held “Eggs & Issues” event featuring a Washington Update from U.S. Representative Gary Palmer with 100+ attendees. (February 18) Chelsea
- Coordinated four “Shelby County Mayors’ Roundtable” meetings:
  - 1st Quarter Meeting hosted by Chelsea Mayor Earl Niven with 11 mayors in attendance. (April 20)
  - 2nd Quarter Meeting hosted by Helena Mayor Mark Hall with 10 Mayors in attendance. (June 29)
  - 3rd Quarter Meeting hosted by Pelham Mayor Gary Waters with 9 mayors in attendance. (August 16)
  - 4th Quarter Meeting hosted by Calera Mayor Jon Graham with 12 mayors in attendance. (November 30)
- Reviewed and updated Chamber’s Public Policy Agenda for 2017.
- Co-hosted Candidates Forums for City Council and Mayoral races with Shelby County Newspapers in the following municipalities:
  - Alabaster with 80+ attendees. (August 15)
  - Pelham with 100+ attendees. (August 16)
  - Montevallo with 120+ attendees in collaboration with Montevallo Chamber. (August 17)
- Co-hosted a Candidates Forum for the City of Chelsea’s Mayoral Run-Off Election with Chelsea Business Alliance, South Shelby County Chamber and Shelby County Newspapers at Chelsea High School with 80+ attendees. (September 29)
- Collaborated with Chelsea Business Alliance and South Shelby chambers in co-hosting the “Coffee & Conversation” event with State Senator Slade Blackwell in Chelsea with 30+ attendees. (October 6)
- Co-hosted Congressman Gary Palmer’s “Town Hall Meeting” with City of Pelham at Pelham High School with 100+ attendees. (October 24)
- Held “State of the County” presentation featuring Shelby County Manager Alex Dudchock with 190+ attendees. (October 26) Pelham
- Advocated a “YES” vote on two statewide initiatives (Amendment 2 and Amendment 4) which appeared on the November 8th ballot.

BUSINESS DEVELOPMENT & SUPPORT

- Received one of seven Accredited Chamber of Commerce designations from Chamber of Commerce Association of Alabama. Effective from 2016-2019 (August 5).
- Held 4th annual “Industry Appreciation” Event with 70+ attendees. (February 18) 280
- Received 44 Small Business of the Year nominations in preparation for the “Small Business Awards Celebration” event.
- Held “Salute to Small Business Celebration” Luncheon recognizing 44 finalists & 5 award recipients with 240+ attendees. (May 25) Pelham
- Held Small Business Awards Nominees’ reception with 95+ attendees. (May 23) Helena
- Conducted 2nd annual Business Climate Survey through partnership with University of Montevallo. (November/December 2016)
- Collected 182 total responses for 2016 Business Outlook Survey. (January)
- Held 2016 “Business Outlook Conference” featuring a panel presentation from various business sectors and released 2016 Business Outlook Survey results featuring Dr. Stephen Craft, Dean of the Stephens College of Business, University of Montevallo. (February) 280
- Held Entrepreneur Roundtable I.
- Launched Entrepreneur Roundtable 280.
- Held 3rd annual “Industry Block Party” with 50+ attendees. (October 27) Alabaster
- Held nine “Go & Grow Workshops” with an average attendance of 15: (February – December 2016)
  - I Can’t Hear You
  - How to Turn Activity into Revenue (March 1)
  - A Discussion with Dreamland BBQ’s CEO Betsy Underwood McAlte (April 5)
  - Presentation Prowess (May 3)
  - Turning Networking Events into Appointments (June 7)
  - Pre-Season Practice Drills (August 2)
  - Story Telling and Relationship Marketing (September 8)
  - Making Time to be Great (October 4)
  - Finish Hard and Start Fast (November 1)
- Held “Communicating for SUCCESS” seminar with 35+ attendees. (July 19) Pelham
- Hosted six monthly sessions of the “Entrepreneur in Residence” mentoring program with Michael Smith of The GREAT, The GOOD and The GONE which provided confidential, one-on-one counseling for 14 entrepreneurs and small business owners. (January – December 2016)
- Approved five Shelby County businesses for the Chamber’s “Green Business Designation”:
  - Inverness Country Club Hoover
  - Wilson Computer Support Alabaster
  - State Farm Insurance, Britanni Morris Agency Alabaster
  - FocalPoint Coaching Helena
  - The Gingerbread Lady, LLC 280
- Held four quarterly “Industry Tours” programs averaging 93 attendees at:
  - Ovation Media, Inc. (February 23) Helena
  - Shelby County Landfill (April 14) Calera
  - National Carbon Capture Center (June 29) Wilsonville
  - Thompson Tractor (October 27) Alabaster
- Held inaugural “Ready to Shred” Recycling Day (April 22) Pelham
- 70++ participants; 4,001 lbs. of paper; 939 lbs. of e-waste
- Sent 132 requests for meetings to express appreciation for their decision to locate their business in Shelby County and discuss any challenges and opportunities they might be experiencing.
- Conducted 25 on-site visits with Shelby County businesses.