

# South Baldwin

LIVE, SHOP, & PLAY  
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## CHAMBER OF COMMERCE

2024 EDITION      ISSUE 3      MAY/JUN



Featuring

# Island Air Conditioning & Heating

# THE NEWSLETTER

PROVIDING INFORMATION, SERVICES, LEADERSHIP AND VISION

200 North Alston Street, Foley, Alabama 36535 | 251.943.3291 | [www.southbaldwinchamber.com](http://www.southbaldwinchamber.com)



## On The Cover

### Island Air Conditioning & Heating: A Legacy of Service and Community Commitment

For over two decades, Island Air Conditioning & Heating has been a cornerstone of comfort for South Alabama residents and businesses. Established in 2001 by Rob and Ginny Barnas and Mickey Cornell, this family-owned HVAC contractor has built a reputation for excellence and personalized service. With over 40 years of combined experience in the HVAC industry, Rob and Mickey transitioned from working for other companies to creating a business where personal comfort and customer satisfaction are paramount.

Island Air specializes in selling, installing, and repairing both residential and commercial heating and air conditioning systems. Their team of certified technicians is trained to provide a range of services, including preventative maintenance, repairs, system replacements, and new installations. In a move that sets them apart from other HVAC companies, Island Air now offers an unprecedented three-year labor warranty on residential systems.

Beyond their professional expertise, Rob and Ginny Barnas are dedicated stewards of the community. They are avid supporters of the Safe Harbor Animal Coalition (SHAC), the Miracle League of Coastal Alabama (MLCA), and the Alabama Gulf Coast Zoo. Ginny plays a significant role by serving on the board of directors for all three organizations.

Their commitment to community service is evident through their involvement with the South Baldwin Chamber of Commerce (SBCC). Island Air frequently answers the call for



**Online:** [callislandair.com](http://callislandair.com)

**Facebook:** [facebook.com/IslandAirConditioning](https://facebook.com/IslandAirConditioning)

Call Island Air & Optimize Your Home's Comfort!



Pictured are owners Rob, Ginny, Mickey, and Island Air's resident feline, "Lefty" 🐱

sponsorships and volunteers, demonstrating their dedication to local causes.

In March, Island Air sponsored and competed in the South Baldwin Chamber Foundation's fundraiser, the BBQ & Blues Cook-Off, raising awareness for SHAC and MLCA. They were honored as the South Baldwin Chamber's *Business of the Month* in February and hosted a well-attended *Business After Hours* event for all chamber members. Their support extends to the *South Baldwin Chamber Leadership Series* and the upcoming *Magnolia Run* in November, where they are proud sponsors and participants.

"We proudly serve South Alabama and consider our beaches and surrounding areas some of the most beautiful places on earth," said Rob Barnas. "The people of South Baldwin have supported us over the years, and we thank you for the opportunity to be of service to you."

Island Air Conditioning & Heating continues to set the standard for HVAC services in South Alabama, blending technical expertise with a heartfelt commitment to their community.



📍 9883 James Rd., Foley AL 36535  
☎ (251) 943-4709



# CELEBRATING SUCCESS AT THE SOUTH BALDWIN CHAMBER

June 2024 | From the South Baldwin Chamber of Commerce



SOUTH BALDWIN  
CHAMBER OF COMMERCE

As we mark the halfway point of 2024, it's a fitting moment to reflect on the remarkable success and profound impact the South Baldwin Chamber of Commerce in Foley has had in our community. From welcoming new members to hosting vibrant community events, the chamber has been instrumental in fostering economic growth and strengthening the fabric of our communities.

One of the most notable achievements of the chamber has been the significant increase in new members during the first half of the year. This surge in membership is a testament to the value and benefits that the chamber offers to businesses in our area. By providing networking opportunities, resources, and advocacy, the chamber continues to attract businesses eager to connect and thrive.

Throughout the past months, the Chamber has been at the forefront of celebrating growth and development with numerous ribbon-cutting ceremonies. These ceremonies not only mark the opening, expanding, and improvements of new businesses but also symbolize the vitality and dynamism of our local economy.

Community events have been a cornerstone of the chamber's activities, bringing residents and businesses together in celebration and camaraderie. In March, the BBQ & Blues Cook Off delighted attendees with mouthwatering barbecue and soulful music, raising funds for the South Baldwin Chamber Foundation that serves fourteen schools in the Foley and Elberta High School feeder pattern. May



witnessed the enchanting display of the Gulf Coast Hot Air Balloon Festival, where colorful balloons painted the sky and tens of thousands of visitors and locals gathered for unforgettable experiences.

Equally important are the membership events hosted by the chamber, generously sponsored by chamber member businesses in our area. These events serve as valuable platforms for business owners and local officials to come together, exchange ideas, and forge meaningful connections. Through informative sessions and engaging discussions, these gatherings not only foster collaboration but also empower participants with knowledge and insights to navigate the ever-evolving business landscape.

At the heart of the South Baldwin Chamber of Commerce's success lies a steadfast commitment to service and community. By championing the interests of businesses large and small, the chamber plays a pivotal role in creating a prosperous economy where opportunity abounds for all. Moreover, its emphasis on good communication and longevity ensures that relationships endure and partnerships thrive, laying the groundwork for sustained growth and prosperity.

As we look ahead to the rest of 2024 and beyond, we hope you will continue to support and celebrate the South Baldwin Chamber of Commerce as we continue to drive progress and prosperity in our community.

Together, we can build a future that is vibrant, inclusive, and filled with opportunity for generations to come. ■





*Locally Produced & Grown*

# Krupinski Farm

18625 Charolais Rd., Foley, AL

**Farm Fresh Quality  
Produce Picked Daily!**

Taste the  
Summer  
Sweetness!

At Krupinski Farm, we take pride in growing the juiciest, sweetest corn you'll ever taste. Our sweet corn is hand-picked at the peak of ripeness to ensure maximum flavor and tenderness. Beyond our renowned sweet corn, we offer a bounty of farm-fresh produce, including watermelon, cantaloupe, and many other seasonal delights grown right on our farm. Experience the difference! Visit us and taste the best that Krupinski Farm has to offer!

# CASINO

*Night Fundraiser*

**07.26.2024**

**FOLEY CIVIC CENTER | 6 PM - UNTIL**

ALL PROCEEDS BENEFIT THE  
SOUTH BALDWIN CHAMBER FOUNDATION

*click or scan for more info!*

# THE SOUTH BALDWIN CHAMBER'S BUSINESS OF THE MONTH

## May



**Prestige Power Washing LLC**, owned and led by John Lankford, has been serving the picturesque Baldwin County community since 2016, offering top-tier power and soft washing services for both residential and

commercial properties. As certified experts in exterior cleaning, Prestige Power Washing specializes in revitalizing homes, roofs, expansive commercial structures, and properties, providing comprehensive services including rust removal, concrete cleaning, and more. Committed to excellence, our mission is to deliver the highest quality professional services with guaranteed results, always upholding honesty, respect, and integrity in every endeavor.

We employ only the finest industrial-grade equipment, products, and commercial-grade cleaners to ensure superior outcomes. Backed by a wealth of knowledge and accolades, including being honored as the "Best in Baldwin Since 2021" by Gulf Coast Media, Prestige Power Washing LLC stands as the premier choice for exterior cleaning needs in the region, having proudly served over 4,000 homes and properties to date. Experience unmatched cleanliness and efficiency by reaching out to Prestige Power Washing LLC today!

 [facebook.com/prestigepowerwashing251](https://facebook.com/prestigepowerwashing251) |  (251) 213-8313

## June



Located at 1220 Gulf Shores Parkway in Gulf Shores, Alabama, **Hammered Crab** has quickly become a local favorite since its grand opening and ribbon-cutting in May 2023. The celebration saw a packed house, eager to taste the restaurant's mouthwatering offerings - "A Seafood Delight in Gulf Shores"!

Hammered Crab serves up a variety of delicious dishes, from savory prime rib to buckets of all-you-can-eat snow crab legs. Daily happy hour, fondly called "Hammer Time," runs from 1 to 5 p.m. and features drink specials and an a la carte menu. Menu highlights include single stuffed crab, a crab cluster, peel & eat shrimp, and the SOS Sandwich, which features Swiss cheese, grilled onions, and spicy sausage. For dessert, indulge in sweet treats like beignets, Key lime pie, blueberry cobbler, or cheesecake.

Hammered Crab is open daily from 11 a.m. to 10 p.m. Stay updated on the latest news and specials by following them on Facebook at [facebook.com/HammeredCrab](https://facebook.com/HammeredCrab).

 [thehammeredcrab.com](https://thehammeredcrab.com) |  (251) 200-0545



# THE GATEWAY WORKFORCE INITIATIVE: Transforming Baldwin County's Commute With Innovative Ride-Sharing Solutions

June 2024 | *The Gateway Initiative – News*

*“The Gateway Initiative has helped Commute with Enterprise foster this important relationship with the local transit agency (BRATS) that brings such important and positive change in the community to help get people back to work and improve the quality of the environment, which is especially important in this area.”*

The Gateway Initiative, a workforce development and pro-business advocacy effort led by the South Baldwin and Coastal Alabama Chambers of Commerce, is excited to see its efforts come to fruition. In the fall of 2021, the Gateway Initiative team explored ride-sharing programs for Baldwin County as part of the Workforce Training Campus research initiated earlier that year. After consulting with the Baldwin Regional Area Transit System (BRATS) and learning about their fleet van shortages, the Gateway Initiative identified ride-sharing as a potential solution. They then introduced the director of BRATS to Commute with Enterprise.

Enterprise Holdings, which manages the largest and most diverse privately-owned fleet in the world, launched Commute with Enterprise back in 2018. This enhanced service of the Enterprise Rent-A-Car brand offers one of today's most sustainable, comprehensive, and cost-effective local transportation solutions. It works much like a carpool, but they provide a recent-model SUV or van and liability protection, so employers and riders can count on a smooth and reliable commute.

As published in the April 2024 Press Release, the Baldwin County Commission's communication specialist Taylor Bufkin states, “BRATS currently provides approximately 400 public transportation rides a day, but with increased demand on the popular system and constraints on vehicle availability and drivers, the Baldwin County Commission chose to work with Commute with Enterprise to bring their expertise, scalability, and professionalism to the Baldwin County area to further encourage the use of public transit to reduce traffic congestion, fuel emissions, and commute expenses.”

The vanpool program will be partially subsidized by the Baldwin County Commission using local and federal grant funds. The remaining cost is split among the employer and/or participants, with each vanpool rider paying a set fee per month. Enterprise will provide coordination services and technology, vehicles, liability insurance, scheduled vehicle maintenance, and 24-hour roadside assistance.

“The Gateway Initiative has helped Commute with Enterprise foster this important relationship with the local transit agency (BRATS) that brings such important and positive change in the community to help get people back to work and improve the quality of the environment, which is especially important in this area. They have been key in making introductions to other businesses and Gateway Investors in the area with transportation needs for their employees,” said sales executive Gracie Toler, with Enterprise.

The Gateway Initiative's collaboration with BRATS and Commute with Enterprise marks a significant milestone in enhancing Baldwin County's transportation infrastructure. By addressing fleet shortages and providing sustainable, reliable commuting options, this partnership aims to meet the growing demand for public transit. The vanpool program, supported by local and federal funding, will offer cost-effective transportation solutions while reducing traffic congestion and environmental impact. This initiative not only facilitates workforce mobility but also fosters a positive community change, demonstrating the power of strategic partnerships in driving regional development. ■



# THE GATEWAY INITIATIVE

Workforce Development & Recruitment +  
Pro-Business Advocacy & Legislative Action +  
Training & Existing Business Assistance +

G A T E W A Y I N I T I A T I V E . C O M

MAY/JUN 2024 | The Gateway Initiative — A South & Coastal Chamber Initiative



**Mental Health First Aid: Training for the Workplace** | May was Mental Health Awareness Month, and Gateway is continuing to spread the word on some FREE training opportunities for you and your organization while grant opportunities are still available throughout the summer months. Since November, **Gateway has helped secure funding for five local businesses which has trained close to 250 employees** on how to approach a wide variety of mental health challenges in the workplace. | A **University of Alabama** and **Vital** partnership | *The target audience is for supervisors, managers, and organization leaders.*



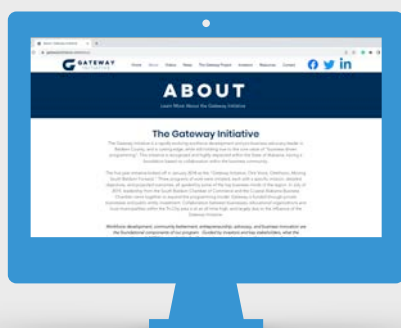
**Leadership Baldwin group supporting Educational Enrichment** | The Gateway Initiative is pleased to announce and congratulate Tyler Morgan on her successful graduation from Leadership Baldwin County's Class of 2024. Leadership Baldwin County is a program dedicated to identifying and nurturing current and potential leaders. The program brings together individuals from various sectors across the county, fostering a county-wide perspective on addressing key issues. This year, a sub-group of participants hosted the 7th Annual Clays for A's Event raising \$20k+ to support educational enrichment in Baldwin County, including contributions to the South Baldwin Chamber Foundation.



**Final Industry Tour with GSHS** | Gateway to Great Careers concluded its final industry tour for the 2023-2024 school year with Gulf Shores High School. The excursion highlighted careers in ecotourism, sustainability, and agriculture. Students engaged with various staff members, explored the park's Learning Campus, and listened to representatives from the Gulf Coast Center for Ecotourism and Sustainability, which is set to open in the spring of 2025. The event featured presentations from experts, including Alabama's Cooperative Extension System/Auburn University's Agriculture Agent and park rangers from the City of Foley at Graham Creek Nature Preserve.



*Thank you to our **INVESTORS** for your partnership, leadership, active participation and support in the Gateway Initiative.*



## LEADER'S FORUM







SOUTH BALDWIN  
CHAMBER OF COMMERCE

## UPCOMING EVENTS

BUSINESS  
*after hours*

June 27 & July 25, 2024



Friday July 26, 2024



AM  
*Connections*

Wednesday Aug 7, 2024



Leadership  
SERIES

Wednesday Aug 14, 2024

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# Extra NEWS YOU CAN USE FROM THE WEB

## Key Traits of Successful People | MAY '24

*By the dedicated team of editors and writers at Newsletter Station*

**Successful** individuals share traits such as resilience, vision, persistence, adaptability, passion, and a commitment to continuous learning. They overcome setbacks, maintain clear goals, work tirelessly, embrace change, pursue their passions, and constantly seek new knowledge. By developing these qualities, anyone can enhance their potential for success and fulfillment.

**Read more here:** <https://www.newsletterstation.com/blogs/124382.php> ■

## Toxic Leadership Behaviors to Avoid | JUN '24

*By the dedicated team of editors and writers at Newsletter Station*

**Toxic** leadership behaviors can harm team morale and productivity. Key behaviors to avoid include micromanagement, lack of communication, favoritism, blame-shifting, and lack of empathy. Effective leaders should delegate, communicate clearly, treat team members fairly, take responsibility, and show empathy. Addressing these toxic traits can foster a healthier, more productive work environment and lead to greater organizational success.

**Read more here:** <https://www.newsletterstation.com/blogs/124362.php> ■

## Essential Business Skills for Leaders | allBusiness

**Effective** leadership requires mastering key business skills. Critical skills include time management to prioritize impactful tasks, active listening to understand team needs, clear communication to convey ideas, employee motivation to inspire excellence, understanding human behavior for better teamwork, and efficient learning methods to continuously improve. These abilities help leaders enhance productivity, foster strong teams, and drive organizational success.

**Read more here:** <https://www.allbusiness.com/business-skills-for-leaders> ■

## Strategies to Prevent Workplace Burnout | allBusiness

To avoid burnout at work, consider the following strategies: find a new job if necessary, utilize your vacation time, increase physical activity, spend time outdoors, and pursue a creative outlet or hobby. Tailoring these methods to your personal preferences can help maintain your mental and physical well-being, preventing the negative impacts of burnout.

**Read more here:** <https://www.allbusiness.com/how-to-prevent-burnout-at-work> ■

## Wix's New AI Tool Creates Apps Quickly | Inc.

**Wix** has launched an AI tool that allows businesses to create custom apps simply by describing their needs. This innovative tool aims to streamline the app development process, making it accessible to companies without extensive technical expertise. By leveraging AI, Wix can rapidly generate functional apps tailored to specific business requirements, enhancing efficiency and accessibility in app creation.

**Read more here:** <https://www.inc.com/kat-eaton/need-a-quick-app-for-your-company-wix-has-new-ai-tool-thatll-do-it-just-say-what-you-need.html> ■

## AI for Small Business. Where to Start? | BBB Business Tip

**Artificial** intelligence (AI) can help a business understand its customers, keep accurate books, and spot cyber threats. Gone are the days when AI was a tool available that only big businesses could afford. Now, small business owners can harness the power of AI to improve their bottom line. If you're exploring how AI can help automate tasks and streamline operations in your small business, here are a few things to consider...

**Read more here:** <https://www.bbb.org/article/business/28420-bbb-business-tip-ai-for-small-business-where-to-start> ■

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**FRIDAY NOON – 2PM**



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<sup>a</sup> The authors are grateful to the National Natural Science Foundation of China (Grant No. 81273055) for financial support.



**3311 S. McKenzie Street | Foley, AL**  
**(251) 270-4244**



# Local NEWS TO SHARE

ABOUT PEOPLE & PLACES  
YOU KNOW



## FOLEY HISTORIC BAKERY BUILDING To Be New Restaurant, Office, & Apartments

See the full story here:  
<https://bit.ly/4bLfC2Z>

**The cat is out of the bag!** At **Foley Main Street's biannual meeting**, Mayor Ralph Hellmich made an exciting announcement that Colt Grill BBQ & Spirits will be taking over the entire 10,000 square feet of the historic bakery building in Downtown Foley. This momentous occasion was highlighted by the introduction of Brenda Marie Coulton, owner of Colt Grill BBQ & Spirits, who shared her enthusiasm and vision for the new location. The downstairs area of 5,000 square feet will house the restaurant, while the upstairs will feature three apartments and an office.

The revitalization of the historic bakery building was made possible by the dedication of Mark Wright and Jeremy Friedman, who believed in the building's potential. "When you are working with a historic building, it is always a labor of love, sweat, and tears," they shared.



## COLLINS AEROSPACE OF FOLEY ON THE LIST Of Alabama's Largest Manufacturer's in 2024

**Collins Aerospace in Foley** has been recognized as one of Alabama's largest manufacturers for 2024. The company, which specializes in aircraft nacelle manufacturing and maintenance, employs 1,160 workers, placing it prominently on the list. This recognition underscores the significant role Collins Aerospace plays in the local economy and the broader aerospace industry in Alabama. The company's contributions are vital to both the local community and the state's manufacturing sector.

- See this list here: <https://assets.businessalabama.com/2024/05/ManufacturersList-2024.pdf>
- From Business Alabama: <https://businessalabama.com/ranking-alabamas-largest-manufacturers-2024>



## FOLEY TO BUILD SHELTER FOR FIRST RESPONDERS Located on North Poplar Street & East Berry Avenue

See the full story:  
[cityoffoley.org](http://cityoffoley.org)

**The Foley City Council has approved a FEMA grant** to build a shelter for first responders. The 10,000-square-foot facility, designed to withstand 200 mph winds, will house over 200 people and include a 400-kilowatt generator, kitchen, and other amenities. Located on North Poplar Street, it will serve as a command post during emergencies and a training center otherwise. The project will cost \$5.58 million, with the city covering 10% of the total.

*"I'm very pleased to announce that our long-awaited green light for the safe room has been given by FEMA. This is a safe or secure facility that first responders can operate from during hurricanes and other emergencies. It's nearly 10,000 square feet in total size."* – David Wilson, Foley Executive Director of Public Safety



# YOU'RE

# Invited

# TO JOIN

the South Baldwin Chamber of Commerce

## WHY

# Join?

MEMBERSHIP  
BUSINESS  
DIRECTORY



NETWORKING  
OPPORTUNITIES



EDUCATION  
AND COMMUNITY  
BETTERMENT



CHAMBER  
EVENTS AND  
PROGRAMS



GAIN A  
VOICE IN  
GOVERNMENT



BUSINESS  
CREDIBILITY  
AND VISIBILITY

scan me



"It's not just about joining the South Baldwin Chamber, but getting involved that has made a tremendous impact on the profitability of my business."

- Sted McCollough, McCollough Architecture



SOUTH BALDWIN  
CHAMBER OF COMMERCE

**APPLY NOW ONLINE!**

[www.southbaldwinchamber.com](http://www.southbaldwinchamber.com)

A: 200 N Alston St.

P: 251-943-3291

E: [travis@mylocalchamber.net](mailto:travis@mylocalchamber.net)