I love people! Now don’t get me wrong, some people I love more than others, but generally speaking, I enjoy all kinds of people. My job allows me to meet different people every day: entrepreneurs, salesmen, politicians, small business owners, students, farmers, CEO’s. As diverse as these individuals are, they all seem to be looking for the same thing- new opportunities. Whether they are looking for ways to jump-start a business, find more customers, or simply to find a job, they are all hoping for an opportunity. Fortunately for our members, opportunity is knocking. There’s no need to spend a lot of time looking for it, it is here at your local chamber! The CoC brings opportunities to your front door step every day. However, opportunities are worthless unless they are acted upon. We provide networking events for every shape and size ranging from breakfast meetings with a dozen people, to speaker luncheons with 100 attendees, to black tie dinners with more than 600. Each can be a valuable experience if you make the most of the opportunity. Attending events is only an effective use of your time and money if you do so with a plan. Ask yourself: What do you hope to gain from attending? It may be to learn from the speaker, meet prospective customers, increase your visibility or network with your peers. If you are not sure why you are going to an event, your time may be better spent elsewhere. Many people show up to events late, sit by themselves, speak only to people they know, and then sneak out early. These people go home thinking, “Well, that event was a waste of time,” when actually it was a wasted opportunity. Here are a few strategies you can use to ensure success when attending an event:

- Attend with a colleague- introverts tend to be more comfortable with a “third wheel”
- Prepare an elevator speech- Develop a 30 to 60 second script that best describes you and your business
- Arrive early for the best networking- The best networking is done at the beginning of an event.
- Use strategic seating- Try not to sit with someone you already know
- Follow up- don’t waste the opportunity you just made

They say it’s not what you know but who you know. The question is, don’t you know who we know? Take advantage of our next event on June 6. Come enjoy an evening of live music, samples of local foods and an abundance of new opportunities!

Leah Bolin
Cullman Area Chamber of Commerce
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www.cullmanchamber.org
www.visitcullman.org

Download the new MyChamberApp for FREE!

FREE DOWNLOAD FOR ANYONE:

Please get the word out and help others find what Cullman has to offer so that we can grow the Cullman area together!
This is great for our community as a whole.
2013 Beautification Awards to be held

The 2013 Beautification Awards, hosted by the Chamber’s Community Improvement committee and sponsored by Verizon Wireless, celebrates and recognizes those businesses in the Cullman area that help ensure the community is a more beautiful place to live and do business. The Awards Luncheon will be held on June 19. Individual tickets are available for $15.00 per person and a limited number of corporate tables (seating for eight) are available for $150.

Register online at www.cullmanchamber.org or for additional information on the 2013 Beautification Awards program please contact Jackie Moore via e-mail at jmoore@cullmanchamber.org or call 256-255-0723.

MEMBER SPOTLIGHT

Be sure to visit these Chamber members for your real estate needs

Advantage Real Estate  
PO Box 446  
Baileyton, AL 35019-  
(256) 339-3360  
jasonchandler2@yahoo.com  
http://www.chandler-advantage.com  
Real Estate

Culpepper Real Estate — Becky Flack  
206 9th St. SW Suite 103  
Cullman, AL 35055  
(256) 739-1389  
beckyflack@hotmail.com  
http://www.culpepperrealestate.com  
Real Estate

BJC Real Estate, Inc.  
1400 AL Highway 69 S  
Hanceville, AL 35077  
(256) 287-9140  
sales@bjcrealestate.com  
http://www.bjcrealestate.net  
Real Estate

Carter & Company Real Estate, Inc.  
403 4th Avenue SW  
Cullman, AL 35055  
(256) 737-9611  
sue@cartercompany.net  
http://cartercompany.net/  
Real Estate

Culpepper Real Estate, Inc.  
206 9th St., SW Suite 103  
Cullman, AL 35055  
(256) 739-1389  
roden@culpepperrealestate.com  
http://www.culpepperrealestate.com  
Real Estate

Diamond Plaza Properties - Rentals  
2201 2nd Avenue NW  
Cullman, AL 35055  
(256) 708-2213  
Real Estate

Doyle Real Estate  
308 Graham St., SW  
Cullman, AL 35055  
(256) 739-1444  
sold@doylerealestate.com  
http://www.doylerealestate.com  
Real Estate

Drinkard Development, Inc.  
PO Box 996  
Cullman, AL 35056-0996  
(256) 739-1815  
Real Estate

Eidson Rentals  
1205 1st Avenue SW  
Cullman, AL 35055  
(256) 734-7216  
Rental  
Real Estate

ERA Waldrop Real Estate  
312 1st Avenue SE  
Cullman, AL 35055  
(256) 737-9738  
info@erawaldroprealestate.com  
http://www.ERAwaldroprealestate.com  
Real Estate

Hagan Real Estate  
221 3rd Avenue SE  
Cullman, AL 35055  
(256) 734-1676  
joehagan@bellsouth.net  
Real Estate

Happy Homes Real Estate  
PO Box 2280  
Cullman, AL 35056-2280  
(256) 737-3050  
http://www.HappyHomesRealEstate.com  
Real Estate

Krout Properties  
PO Box 162  
Cullman, AL 35056-0162  
(256) 734-7914  
jwkrout2@bellsouth.net  
Rental  
Real Estate

Lakeshore Development  
1100 County Road 291  
Cullman, AL 35057  
(256) 708-0486  
davidgsmithlake@yahoo.com  
http://www.lakeshorewest.com  
Real Estate

Leo Properties  
307 3rd Avenue NE  
Cullman, AL 35055-  
(256) 339-2099  
Rental  
Real Estate

Smith Lake Marina & Resort  
175 County Road 312  
Cullman, AL 35057  
(256) 737-7131  
http://www.smithlakemarina.com  
Cabin Rental  
Real Estate

Smith Lake RV Resort  
16162 County Road 222  
Crane Hill, AL 35053  
(256) 709-1820  
smithlakervresort@gmail.com  
http://www.smithlakervresort.com  
Real Estate
Chamber to host monthly ‘Fourth Friday’
Special guest speaker Jason Fondren - SMART GROWTH

The Chamber’s Community Improvement Committee will host the "Fourth Friday" Luncheon on Friday, June 28, in the All Steak Restaurant Banquet Room (323 3rd Ave. S.E.). Jason Fondren, KPS Group, will be speaking on Smart Growth. The event is sponsored by Cullman Regional Medical Center.

Getting to know Jason R. Fondren, AICP, LEED AP - Senior Associate - Planner

Jason has over sixteen years experience as a community planner, providing citywide and neighborhood planning, urban design, downtown revitalization, historic preservation, and code development services throughout Alabama. He is a member of the American Institute of Certified Planners and a LEED accredited professional. Providing planning and design services for cities large and small, his exceptional work with KPS Group has been recognized numerous times by the Alabama Chapter of the American Planning Association. Jason regularly shares his hard-won planning experience through training and speaking engagements to government and civic organizations, addressing topics such as smart growth, land use law, asset-based planning and sustainability.

In addition to his professional work Jason has lent his expertise to Alabama communities as a volunteer through Design Alabama, Auburn University’s Urban Studio and the Alabama Communities of Excellence program. He sits on the Your Town Alabama Board of Directors and has been a Your Town volunteer for 15 years. Jason is also active in the Alabama Chapter of the American Planning Association, serving on the organization’s Legislative and Higher Education committees.

Jason lives with his wife and two children in Birmingham and is currently serving as planning advisor to a coalition of nonprofit agencies in the holistic revitalization of the inner city Woodlawn neighborhood.

EDUCATION:
- Auburn University, B.A. in Architecture, 1995

PROFESSIONAL & CIVIC AFFILIATIONS
- Alabama Communities of Excellence, Associate
- American Institute of Certified Planners
- LEED Accredited Professional

SPEAKING ENGAGEMENTS
- American Planning Association, State Chapter Conference 2013: No Easy Way Out
- Women’s Committee of 100, Panel Discussion 2013: Revitalization of Woodlawn
- Southern Environmental Center, Samford University 2012: Sustainability and the Birmingham Comprehensive Plan
- Health Action Partnership, Panel Discussion 2012: Film Screening The Weight of the Nation, Part 4
- American Planning Association, State Chapter Conference 2011: Change Comes to the Wiregrass
- Land Use Law Update 2008: Legal Framework for Implementing Local Plans and Policies
- American Planning Association, State Chapter Conference 2008: Birmingham City Center Form-Based Code
- Zoning Administrator’s Workshop 2008: Form-Based Zoning
- Birmingham Regional Chamber of Commerce, Environmental Committee Meeting 2006: The SmartCode: Balancing Economic Development and Environmental Preservation
- Growth Readiness Workshops 2005: Asset-Based Planning and Form-Based Codes
- Regional Main Street Conference 2005: Design in the Main Street Program

HONORS/AWARDS
- Plan Award: West Florence Neighborhood Plan, 2010, Alabama Chapter, APA
- Plan Award: University of Alabama Campus Master Plan, 2009, Alabama Chapter, APA
- Comprehensive Plan Award: Springville Comprehensive and Downtown Plan, 2009, Alabama Chapter, APA
- Comprehensive Plan Award: Homewood Master Plan, 2008, Alabama Chapter, APA

BACKGROUND
Mr. Fondren joined KPS in 2006 after working as a community planner at the Regional Planning Commission of Greater Birmingham for nine years. His specialty is urban design in city planning, and his varied experience includes work and project management in city planning, area specific planning, code development, community design, downtown and neighborhood revitalization, and historic preservation.

REPRESENTATIVE EXPERIENCE:
- City of Athens, Alabama
  - Zoning Ordinance
- Historic Preservation Ordinance and Guidelines
- City of Bessemer, Alabama*
- Urban Renewal Plan, Downtown Area
- Urban Renewal Plan, Western Area
- City of Birmingham, Alabama
  - City Center Form-Based Code
  - Comprehensive Plan
  - City of Calera, Alabama
  - Comprehensive Plan
- Downtown Revitalization Plan
- Development Regulations
- City of Florence, Alabama
- West Florence Neighborhood Plan
- City of Gardendale, Alabama
- Zoning Ordinance
- City of Gulf Shores, Alabama
- Land Use Plan
- City of Hanceville, Alabama*
- Zoning Ordinance
- City of Hartselle, Alabama*
- Zoning Ordinance
- City of Hackleburg, Alabama**
- Zoning Ordinance
- City of Havana, Alabama
- City of Headland, Alabama
- Comprehensive Plan
- Zoning Ordinance
- Subdivision Regulations
- City of Homewood, Alabama
- Master Plan
- Rosedale Neighborhood Revitalization Plan*
- City of Jasper, Alabama*
- Downtown Revitalization Plan
- Historic Design Standards

*Work completed while employed by the Regional Planning Commission of Greater Birmingham.
**pro bono services
The Chamber has secured a booth on Sponsor Row.

Group rate available.

Call for more details! 256-734-0454