I look forward to Monday mornings. It is the only day of the week my staff and I are all together. Often we open up our meetings very informally discussing weekend events or sharing personal stories. During last week’s discussion, however, we discovered that the newest member of our team had a major problem. He has lived in Alabama for two years and has yet to “pick a team.” Obviously we were horrified. We explained to him that there are two things you must do upon moving to Alabama: 1) Pick a church 2) Pick a team (in that order). Picking your team in Alabama is serious business. It is not to be entered into lightly. And for goodness sakes, never say, “I pull for both teams!” Wearing the same shirt doesn’t make a team and working in the same office building doesn’t make one either.

From the Chamber President: GO TEAM GO!!!

I look forward to Monday mornings. It is the only day of the week my staff and I are all together.

Chamber Has Record Breaking Total Resource Campaign

The Cullman Area Chamber of Commerce recently held their eight-week Total Resource Campaign, rocketing to an all new record of $230,362 being raised! The TRC campaign was well received by the Cullman community and far exceeded the Chamber’s expectations. The Total Resource Campaign allowed the Chamber to market sponsorships of their programs, events, publications and electronic media as well as recruit new members. Purchasing sponsorships gives Cullman Chamber members the opportunity to market their businesses through the Chamber’s many programs and products. While this campaign was a huge success in terms of raising additional funds to help assist the Chamber in their programming efforts, it went well beyond rudimentary fundraising. Members were able to share with the Cullman community how the Chamber strives to make Cullman a better place to live, work and play. Many were surprised by the depth of the programming the Chamber provides to the community. It was also exciting to see members talking with fellow members and assisting them in selecting sponsorship opportunities to market their businesses. It was a chance for our members to network with each other in an exciting, new way that mutually benefited all parties involved. Jana Shelton from the Cullman County Revenue Commissioner’s Office was a volunteer for the TRC and truly enjoyed her time with the program.

“When I was first asked by my management to participate in the TRC program, it was a God-send to me. It helped keep...”

Improved Employee Relations

Teamwork is important in an organization because it provides employees with an opportunity to bond with one another. Workers who constitute a team working on a project often feel valued upon the successful completion of such tasks. A situation in which all of them find a chance to contribute towards the tasks improves relations within the team and enhances their respect for each other.

Increased Accountability

Teamwork increases the accountability of every member of the team. Team members do not want to let each other down and feel valued upon the successful completion of such tasks. A situation in which all of them find a chance to contribute towards the tasks improves relations within the team and enhances their respect for each other.

Jana Shelton from the Cullman County Revenue Commissioner’s Office was a volunteer for the TRC and truly enjoyed her time with the program.

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SMALL BUSINESS & WORKFORCE SOLUTIONS

Grant-Writing 101 – Tips & Tools to Get Funded

Are you a non-profit that is looking for grants as a part of your fundraising plan to sustain your community or faith-based organization?

When: November 11, 2014, 1-4 p.m.
Where: Cullman Area Chamber of Commerce, 301 2nd Ave. SW, Cullman, AL 35055

If the above describes your situation, this workshop is for you! It will cover the basic elements of understanding and preparing a grant proposal in an atmosphere that's interactive, informative and engaging. This workshop is especially designed for agencies or organizations with limited staffing or little experience writing proposals. Overcome the fear and intimidation often associated with grant-writing and walk away with tips and tools to get started.

The presenter, Mr. Derek Lane, is the Director of Small Business and Workforce Solutions with the Cullman Area Chamber of Commerce. As owner of a consulting business, he has helped launch over a dozen non-profit organizations and secured $60 million in successfully funded grants through foundations and federal agencies. He has assisted community and faith-based agencies around the country with organizational and resource development needs and looks forward to providing similar support to help build the capacity of organizations in central Alabama.

Workshop Outcomes:
1. To determine or increase “readiness” for grants
2. To understand the “pre-grant” essentials
3. To review the basic elements of a grant proposal

You will receive:
* Hard-copy and electronic samples of successfully-funded grants
* An interactive online “walk-through” of local available funding opportunities
* A step-by-step guide to launching a non-profit in your state

A free workshop hosted by the Cullman Area Chamber of Commerce. Registration is required, you may register by calling 256-734-0454 or by signing up online through your member profile.

Presented by:
Salter Morgage Group

SMALL BUSINESS OF THE MONTH

OCTOBER SMALL BUSINESS OF THE MONTH
SOUTHERN ACCENTS
ARCHITECTURAL ANTIQUES
EST. 1969
“CULLMAN, ALABAMA”

Southern Accents
1308 2nd Avenue SE
Cullman, AL 35055
(256) 737-0554

Sponsored by: EvaBank

SEPTEMBER’S SMALL BUSINESS OF MONTH

Are you a non-profit that is looking for grants as a part of your fundraising plan to sustain your community or faith-based organization?

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Presented by: Salter Morgage Group

GO TEAM GO... continued from pg 9

hence do their best to contribute to the successes of their teams.

Learning Opportunities
Cooperating on a project is an opportunity for new workers to learn from more experienced employees. Teams often consist of members who differ from one another in terms of skills or talents. Working together is a great opportunity to acquire skills that an employee never had beforehand.

Andrew Carnegie said, “Teamwork is the fuel that allows common people to attain uncommon results.” Whether you are an Alabama fan or an Auburn fan, you know that average players can be transformed into amazing teams. How is your team shaping up this year? I look for mine to be in the championship!
my mind occupied as a loved one of mine had been diagnosed with an illness,” she said. “People are food to my soul, and I can communicate with and read people so well, and I really enjoyed meeting and talking with people from several different businesses. The TRC campaign helped me in two different ways: it gave me an opportunity to receive feedback on the Revenue office and it benefited the Chamber. I wouldn’t take anything for what I’ve accomplished, and I wish I could’ve done more. I worked diligently and did the best of my ability with my circumstances, and I do believe the entire thing was something that was sent my way. I’ve enjoyed my time partnering with the Chamber.” With just over 40 volunteers, the 2014-2015 Total Resource Campaign has left a significant and impressive mark on fundraising efforts led by Chair Susan Copeland of Cullman Regional Medical Center, and Vice Chairs Robin Cummings from Peoples Bank, Kim Arndt from Cullman Electric Cooperative and Suzanne Harbin from Wallace State Community College. The campaign was made up of 9 team captains including Mike Donaldson from Quality Staffing Solution, Laura Edwards from Cullman Regional Medical Center, Tana Britt from Peoples Bank, Jimmy Cockrell from Peoples Bank, Amanda Whitehead from Peoples Bank, Natalie Godwin from Wallace State Community College, Ashley Lackey from Alabama Technology Network, Joyce Fuller from Fuller Rentals and Cherrie Haney from Cullman County Economic Development, along with our incredible volunteers, all of whom far exceeded the Chamber’s expectations. We are so grateful to all of our volunteers and the leadership we had in place this year. Thank you so much for your continued support and investment in the Cullman community and the Chamber.

CALLING ALL ARTISTS!

Our last Business After Hours event for 2014 will be on Tuesday, December 9, 2014 as we present our 3rd annual Art After Hours Silent Auction/Chamber for Charities event to celebrate the end of a fantastic year! We are seeking local art and special pieces. As an artist, this is an opportunity to gain some exposure within our Chamber, as well as with community members. It affords artists a chance to give back to our local community and also to make a profit should they choose to do so, 50% of proceeds go to the local Food Bank and 50% to the artists; however, the artist may also opt to donate 100% of the proceeds to our local area food bank. The deadline to submit your artwork will be Monday, December 1, 2014. Any medium is accepted and subject to approval by the Chamber. You must be 18 years or older. Please provide any display or support needed for your pieces and let us know if you will need any special accommodations (ex: outlet). Limited space is available. We would like to thank all of our current members and invite future members to join us as we honor our local artists and celebrate the beautiful works of art that originate from our talented community. Please email info@cullmanchamber.org to register and request your submission form or just stop by the Chamber office.
AMLA NAMES CULLMAN TOURISM DIRECTOR CECELIA SMITH YOUNG PROFESSIONAL OF THE YEAR FOR NORTH ALABAMA

During her brief one-year tenure as director of tourism, Ms. Smith has fulfilled the needs Cullman long sought after and much desired for a successful organization that is growing, well managed, and very enthusiastic. Under her leadership, she has played a significant role in increasing local lodging income, has created the first ever Cullman Area Tourism Awards, and is active and passionate about the Cullman area tourism opportunities.

“The PEAK Awards recognize the best of North Alabama’s tourism and travel industry, and this year’s nominees and winners have all done an exemplary job in delivering an exceptional visitor experience,” said Tami Reist, President/CEO of the Alabama Mountain Lakes Tourist Association. "It is important we take the time to celebrate the achievements of our local tourism leaders, attractions, festivals, and front-line workers who all work tirelessly to make North Alabama a must visit destination."

The travel and tourism industry generates more than $2.1 billion dollars annually for the economy of North Alabama, and provides more than 28,000 jobs for residents. Visitors to the region spend money at lodging facilities, restaurants, for entertainment, at retail stores, and for automobile related services. Travelers provide almost $11 million annually in hotel lodging taxes for the region.

Representing the highest achievement in North Alabama tourism, the annual PEAK Awards honor individuals and organizations that have had a major impact on tourism in North Alabama. A panel of independent judges from three states selected the PEAK Award winners.

Known as the Green Apple Award, the Young Professional of the Year award is presented by AMLA to an individual who is growing, well managed, and very enthusiastic. Under her leadership, she has played an active and passionate role about the Cullman area tourism opportunities.

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It's almost time for Hops & Shops in October! This month we are partnering with Cullman's annual Oktoberfest for a festive, fall showcase of all that our German heritage has to offer. Plan on coming to downtown Cullman on October 9 from 4-9 p.m. for a tasty hopping experience, excellent shopping deals and door prizes you don't want to miss. The Shopper’s prize drawing will be held at 8 p.m. at our featured store of the month, Littleville Blue, where the winner will receive a beautiful Oktoberfest themed basket honoring our German heritage, full of incredible deals and tasty treats! The Hopper's prize drawing will be held at 9 p.m. at our featured restaurant of the month, Grumpy's Italian Grill, where the winner will receive a $50 gift certificate to Grumpy’s. Over 40 local restaurants and retailers will highlight the downtown area of Cullman offering extended hours, discounts and drawings. There will be a horse drawn carriage, live music, street performances and a classic cruise-in car show. This month, we are doing things a little differently for Hops & Shops! We will not be selling tickets since it will be FREE for all to participate. What does that mean for you? As a participant, you’ll simply visit the 9 different restaurants for Hops & Shops and sample their Oktoberfest craft brews. If you would like to be entered into the Shopper’s drawing and/or the Hopper’s drawing, make sure you pick up your beer notes/shopping map at the retail store of the month, Littleville Blue, and at any of the participating restaurants. For the Shopper’s drawing, you will need to get your receipt stamped in exchange for a ticket into the drawing. For the Hopper’s drawing, make sure you pick up the beer notes as this will be your ticket into the drawing. For more information, call 256-734-0454 or email info@cullmanchamber.org. You can also receive updates from our Facebook page: www.facebook.com/HopsAndShopsCullman.

2nd Annual Farm Y’all Festival
The Chamber's Agribusiness Committee held the 2nd Annual Farm Y'all Festival presented by TriGreen Equipment on Saturday, August 23 at the Festhalle Market Platz. Local farmers were on hand with supply of local fruits and vegetables while regional and nationally celebrated chefs prepared dishes featuring local foods for people to sample. Farmers competed and broke state records in the Giant Pumpkin weigh off and the Giant Squash weigh off. As for the Giant Pumpkin weigh off, Danny Vester from Spring Hope, NC broke the North Carolina state record with a 1,296 lb pumpkin. Jason Terry from Oneida, TN broke the Tennessee state record with a 1,287 lb pumpkin. Trent Boyd from Cullman, AL broke the Alabama state record with a 1,092 lb pumpkin. For the Giant Squash weigh off, Lewis Morris from Ohio broke the Ohio state record with a 1,218.5 lb squash. Entertainment, contests, games and good food made this free event a great day of family fun!

Event Sponsors:
City of Cullman, Traditions Bank, Emily Niezer Johnston, LLC, TriGreen Equipment, LLC, Farmer's Poultry Supply, Inc., AK Equipment Rentals and Sales, Inc., American Proteins, Inc., First South Farm Credit, Harris and Graham, Inc., Cullman County Commission, Kress Farms, Cullman County IDA, Alabama Farm Credit, Alabama Farmers Cooperative, Cullman Sense and Cullman County Extension.

BISCUITS & BUSINESS
Sponsored by:
McGriff Industries
November 13
8:00 A.M. - 9:00 A.M.

TOUR TP COUNTRY CLUB
This quarter's Biscuits & Business will be held at TP Country Club, sponsored by McGriff Industries. John Hunt will be speaking about how being apart of a country club can improve business, and develop relationships that will last a lifetime. If you have ever wanted to tour TP now is your chance! After John speaks there will be a tour of the greens. Please call the chamber to register 256-734-0454

Own at Smith Lake RV & Cabin Resort
256.709.1820
100 Country Road 201
Cane Hill, AL 30191
www.SmithLakeRVResort.com

Morning Blend is a chamber event held each third Wednesday of the month in the Commons Room of the CoC. You set the topic, Starbucks provides the coffee. This is a great opportunity to network with others in the community.
MEMBERSHIP

WELCOME NEW MEMBERS
Thank you for you support & investment in the Cullman Area!

Wilson Dynamic Machining  (256) 531-5638
Wilborn Outdoors  (256) 737-9595
Prestige Pressure Cleaners  (256) 595-2876
Hometown Automotive  (256) 841-5970
County Apps  (256) 339-1868
City on a Hill Church  (256) 338-5600
Hankey’s Service Center, LLC  (256) 775-8800
Tower Loan of Cullman  (256) 255-5570
Country Financial - Holly Shadrick  (256) 739-9281
State Farm Insurance - Tonya Wilson  (256) 739-1360
Salinity Inc.  (256) 735-4296
Infinity Fire and Water Restoration  (256) 841-5886
Mid State Masonry Steel, LLC  (256) 270-2838
Alabama Media Group  (205) 207-7273
Hope Janitorial & Foodservice Supplies  (256) 736-9944
Bosom Buddies Foundation  (256) 339-0911
Onin Staffing  (256) 287-5500
Griffith Lowry, LLC  (256) 734-0458
Dr. Cary Bennett  (256) 737-9500
Dream Home Outlet  (256) 775-8794
AAA Bookkeeping & Tax Services  (256) 734-0460
Otter Pools Inc.  (256) 747-2898
Chapel Valley Farms  (256) 709-2052
Catoma Dermatology LLC  (256) 737-7546
Maddock Mike’s BBQ  (256) 775-4333
Supreme Beverage Company  (205) 251-8010
WSCC Future Foundation  (256) 352-8046
Cullman Quick Copy  (256) 737-0699
Christian And Son LLC  (256) 590-1227
I&S Karaoke  (256) 734-0939
Powell Building Supply  (256) 747-2728
Cullman Co. Student Investment Foundation  (256) 737-7038
AL Italian Ice & Beverage LLC  (205) 229-5938
(D.B.A Repicci’s Trio)

To schedule a Ribbon Cutting, please call the Chamber at 256-734-0454.
Community Luncheon

The next Community Luncheon will be on the fourth Friday of the month, October 24, 2014, from 11:30 a.m. to 1 p.m. at the All Steak restaurant in the banquet room. Our guest speaker for October is a variety of new faces, and the presentation topic will be getting to know these new leaders within our community. Our featured guests are Nathan Anderson, Director of City Parks & Recreation; Daniel Baillargeon, Headmaster of St. Bernard Preparatory School; James Clements, interim CEO of Cullman Regional Medical Center; Matt Gentry, Cullman County Sheriff-elect; Corey Harbison, Good Hope Mayor and State Representative-elect; Derek Lane, Director of Small Business & Workforce Solutions at the Cullman Area Chamber of Commerce; Garry Marchman, Cullman County Commissioner Place #2 - elect; Dr. Craig Ross, Superintendent of Cullman County Schools; Kerry Watson, Cullman County Commissioner Place #1 - elect. This monthly event educates and inspires the community as a whole with special guest speakers and delicious luncheons. The Community Luncheon is presented by Mickey Parrish State Farm Insurance & Financial Services and sponsored by Mitch Smith Chevrolet. You may register at www.cullmanchamber.org or by calling 256-734-0454 or by emailing info@cullmanchamber.org. There is a 48-hour cancellation policy and prices are as follows: chamber members - $15; future members - $20.

October’s Community Luncheon Sponsor:

MITCH SMITH CHEVROLET

The 2014 Community Luncheon is presented by:

Mickey Parrish
State Farm Insurance & Financial Services
256-734-4640 MickeyParrish.com

NATJA TRAVEL WRITERS VISIT CULLMAN

L to R : Jeffrey Lehmann, Cecelia Smith, Nathan DePetris, Tami Reist, Marc Kassouf, Carla Marie Rupp

Cullman’s one hot spot – of course, we know that, but it seems our German gem is getting a little more attention lately with the addition of some of its attractions being added to a travel writing tour. Recently, a collection of talented travel writers from the North American travel Journalists Association completed a tour entitled, History & Halos, that took them on a journey from Decatur through Cullman landmarks. Marc Kassouf and Nathan DePetris for the GH Herald, Jeffrey Lehmann for the Weekend Explorer, and freelance travel writer Carla Marie Rupp attended the tour, staying overnight in Cullman and visiting our renowned local attractions and businesses. Their tour included the following Cullman locations: All Steak Restaurant, Shrine of the Most Blessed Sacrament, Johnny’s Bar-B-Q, Evelyn Burrow Museum, Ave Maria Grotto and the Crooked Creek Civil War Museum. Thanks to Alabama Mountain Lakes Tourist Association for making this tour possible.

Get to know our new leaders!

Nathan Anderson  Daniel Baillargeon  James Clements
Matt Gentry  Corey Harbison  Derek Lane
Garry Marchman  Dr. Craig Ross  Kerry Watson

CULLMAN OKTOBERFEST

“We’ve traveled around the country and arriving in North Alabama, the impression was made upon my mind that if this country was filled up with good farmers it would be the garden spot of America. I found here all that I had been looking for, all that I regarded as necessary to make good homes: there was here combined these things to an extent not equaled by any other place I had seen.” - Col. John G. Cullmann, 1877

We are in the full swing of our town’s local celebration of Oktoberfest, happening this year from Oct. 4-11 (the first Saturday to the second Saturday of the month) and from every activity around, it seems people are enjoying this annual tradition. Throughout the years, Cullman has been host to many festive events, from Pioneer Parades, to Strawberry Days, to Oktoberfest. No matter what event is celebrated, this community shows its pride and support. The first official Oktoberfest in Cullman was held October 9-17, 1982 and had a theme: Die Duetsche colonie von Nord Alabama – heir the living is good! Events include: German food, genealogical exhibits, prizes, doll collections, polkas, folk dancers, square dancers, games, open house church sanctuaries, a children’s fun run, Weiss cottage tours and more. Sponsors for these events were: Downtown Merchant Association, the All Steak, Central Bank of Cullman, First Alabama Bank, Leeth National Bank, Parker Bank and Trust, Sacred Heart School PTA, Cullman Savings and Loan, First Federal Savings and Loan, St Paul’s Lutheran Church and Stiefelmeyer’s Deli. Every year after, the city of Cullman has one goal – to celebrate Cullman’s German heritage. Some events change, some sponsors change, but we stay true to our mission. For a full schedule of events, please go to www.CullmanOktoberfest.com.
The time has come again for our latest round of Community Improvement Winners. Nominations were sought for the best examples of community improvement efforts made by organization/business/company owners of properties in the Cullman area. The Community Improvement Committee hopes to inspire others to take action to preserve, protect and promote community improvement in Cullman. Anyone may nominate a commercial property/organization in the Cullman area. These awards will be given on a quarterly basis. Businesses/Organizations are eligible for one award per category each year and must be a Chamber member in order to be nominated. There is no fee to nominate. You must submit a nomination form per each award once a year. We will keep nominations on file and consider all nominations on a quarterly basis. A sign will be placed in the winner’s location each quarter (July, October, January and April). Nomination deadlines are June 15, September 15, December 15 and March 15. Contact the Cullman Area Chamber of Commerce for a nomination form. Congratulations to all of our 2nd Quarter winners, and thank you for improving our community!

2nd Quarter Winners

Primary School of Cullman - Business/Organization with Best Landscaping - Large (more than 25 employees) – Awarded for best design, maintenance, litter control and plant materials.

Traditions Mortgage - Business/Organization with Best Landscaping – Small (25 employees or less) – Awarded for best design, maintenance, litter control and plant materials.

St. John & Associates - Business/Organization with New Construction – Considered for this award will be those businesses that have undergone careful construction of a new structure completed within the past three years. A brief description of the project along with the completion date and 2-5 photographs of both before and after pictures should be submitted.

Cullman County Museum - Business/Organization with Best Curb Appeal – Awarded for substantial improvements to the outside of the property with the most attractive presentation from the street.

Loft 212 - Business/Organization with Best Restoration – Awarded for superlative work in the restoration, rehabilitation, reuse of property or sensitive design. A brief description of the project along with the completion date and 2-5 photographs of both before and after pictures should be submitted.

Sportsman Lake Park - Splash Pad - Business/Organization “Building a Sense of Community” – Awarded to a business that strives to improve the community through additions of a park, play area, park benches or playground, etc.