vision

The Chamber is the catalyst for business growth, community engagement, and action to drive economic vitality and advance our position as a global leader in technology and innovation.

mission

Prepare, develop, and promote our community for economic growth.
Looking back, 2018 was a year for the record books. I’ve joked to my Chamber colleagues that our performance in 2018 is not the benchmark year that anyone in the Chamber profession would want to use as a measure of their performance. It was “off the charts”, “epic”, or any other such superlative that you’d care to use.

These achievements were the culmination of years-in-the-making, behind-the-scenes efforts. Many people put long hours over months and years to make these projects a reality – and it’s the embodiment of teamwork.

We are thrilled to welcome Mazda Toyota to Huntsville/Limestone County – what a great way to start 2018 with that big announcement in Montgomery. This project will define our region for many years to come. In the future, I believe that we will speak of Huntsville/Madison County as it was “before” and “after” the MTM project in much the same way that the creation of Redstone Arsenal was a defining moment in our community’s history. It will be exciting to see that massive project take shape in the next few years, and we are ramping up our workforce efforts to support it, as well as many other industries.

As I write this, the Aerojet Rocketdyne Advanced Manufacturing Plant in North Huntsville Industrial Park is almost finished. It has been exciting to watch that project take shape over the last year at the same time that the Facebook’s Data Center is going up just next door.

The vision that our local leaders have infused into the region is reshaping us in so many positive ways. 2018 saw tremendous progress at MidCity (the fourth largest construction project in the United States) and a host of other developments. And baseball will soon be back in North Alabama! Congratulations to Madison on the beautiful new stadium in the works, and all the excitement about the Rocket City Trash Pandas. We can’t wait to root the team on starting in 2020.

Thank you to everyone for your role in our region’s success. We could not achieve such results without everyone pulling together in the same direction. I hope to see you at a Chamber event soon!
Mazda Toyota Manufacturing U.S.A., Inc.
Groundbreaking November 2018 = $1.6B investment, 4,000 jobs; now under construction at Greenbrier Road & Old Hwy. 20.
**Facebook**

Announcement June 2018 = $750M investment, 100 jobs; New data center under construction on 340 acres in North Huntsville Industrial Park; company said it chose Huntsville because of the quality of life, a pro-business environment and a talented and available workforce.

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**Radiance Technologies**

Announcement July 2018 = 60 jobs, $18.9M investment, new building in CRP

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**EOS USA**

Announcement June 2018 = 100 jobs, Production facility on Wall Triana Hwy.

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**BAE Systems**

Groundbreaking September 2018 = $45.5M expansion in CRP, 200 jobs
Economic Development

The Chamber is the lead economic development organization for Huntsville/Madison County, one of the most dynamic economies in the United States. Through local, state and regional partnerships, we market the community for new jobs and capital investment and support expansion of existing industry, focusing on aerospace, defense, advanced manufacturing, information technology, and life sciences.
Huntsville: 6th in Nation for Job Growth in 2018
– 24/7 WALL ST., DECEMBER 2018

Huntsville Grabbing Attention as City for Startups
– INC., MARCH 2018

5 NEW companies

4,207 jobs
$2,363,367,600 in capital investment

13 existing companies

982 jobs
$346,653,096 in capital investment

185 existing industry visits

ECONOMIC GROWTH INDEX
COMBINED EMPLOYMENT, GDP AND WAGES

HUNTSVILLE 38%

U.S. 23%

ALABAMA 15%
Cummings Research Park

Cummings Research Park (CRP) is the Nation’s second largest research park with 3,843 acres and nearly 300 companies. We manage, internally market, and promote CRP to expand industry and recruit new companies to a vibrant and connected community that fosters ingenuity, creativity, and scientific achievements that solve our Nation’s most complex challenges.
New Park Website Unveiled
Robust one-stop-shop for Cummings Research Park. It explains who we are, showcases Park tenants and highlights amenities, events and available space for building or lease.

cummingsresearchpark.com

Growth in the Park: 3 Groundbreakings & 10 Ribbon Cuttings

■ First-ever YP Field Day
■ Launched The Lot—a unique viral event “space” in the Park with 3 events in 2018 and a full slate of fun planned for 2019
■ Added Instagram platform to our social media communication vehicles

The Park is 91 percent occupied for the first time in more than five years.

Activating the Park in 2018
22 different events and activities for employees in the Park
■ First-ever YP Field Day

WaterMark Apartments
at Bridge Street Town Centre
Government & Public Affairs

The Chamber represents the business interests of the Huntsville/Madison County area on all levels of government, promoting policies and legislation that allow for the continued economic prosperity of the region. Roughly half of the local economy is a function of federal spending on military, space, and homeland security concerns. As a result, much of the Chamber’s government and public affairs are focused on the growth and protection of these activities and Redstone Arsenal.

Record-Setting Attendance:

195 ATTENDED Washington DC Trip
   one of the top five largest Chamber DC Fly-ins in the U.S.

MORE THAN 1,200 ATTENDED State of the City
   with Mayor Tommy Battle
   the largest event EVER hosted by the Chamber

750 ATTENDED Redstone Update
   new format with additional speakers and presentations

Additional 2018 Events: State of the County Address — Chairman Strong; Montgomery Trip; Special Receptions; Armed Forces Celebration; Washington Updates — Senator Shelby, Senator Jones, and Congressman Brooks; Annual Outing; and Alabama Update — Governor Ivey
Gov. Kay Ivey includes the Alabama Cyber Technology and Engineering statewide-magnet high school in her State of the State address.

The Alabama Legislature passes legislation authorizing the Alabama Cyber Technology and Engineering statewide-magnet high school and funds it with over $2 million.

Sen. Richard Shelby leads the effort to secure funding for the following Agencies:

**National Aeronautics and Space Administration (NASA)**
- $21.3B for NASA, $587M above the FY2018 enacted level and $1.43B above the budget request.
- $2.15B for the Space Launch System (SLS).
- $35M for additive manufacturing.
- $75M for a Nuclear Thermal Propulsion demonstration no later than 2024.
- Language encouraging NASA to work with government, academic, and industry partners to establish a Virtual Institute for Aerospace Systems Engineering, with the goal of improving mission success and affordability.

**National Science Foundation (NSF)**
- $8.1B for NSF, $301M above the FY2018 enacted level and $597M above the request. Funding is provided for basic research across scientific disciplines to support the development of effective STEM programs.
- The bill provides $222M above the FY2018 level for research and $13M above FY2018 level for education activities. These funds will allow NSF to provide more grants to highly competitive research projects and help provide opportunities to prepare the next generation of STEM leaders.

**Federal Bureau of Investigation (FBI)**
- FBI’s Terrorist Explosive Device Analytical Center (TEDAC): Provides no less than the FY2018 level for TEDAC operations and allows for funding of additional staff as new phases of operations continue to come online.
- FBI’s Hazardous Devices School (HDS): Maintains full operational funding for the Hazardous Devices School. Funding also fully supports the FBI’s Weapons of Mass Destruction Directorate (WMDD) explosives-related training operations.
- FBI Construction at Redstone: Provides critical funding for support of growing FBI presence at Redstone Arsenal.

**Military Funding**
- An additional $95M for the Army’s Future Vertical Lift research effort.
- $1.0B for Terminal High Altitude Area Defense (THAAD) missiles.
- $307M for Joint Air-to-Ground Missiles (JAGMs).
- $663M for Joint Air-Surface Standoff Missiles (JASSMs), which recently made its debut in strikes on Syria in response to their use of chemical weapons.
- $484M for Hellfire missiles.
- $254M for Javelin missiles for the Army and Marine Corps.
- Army Research — $11.1B for investments in transformational technologies to address modern and future Army warfighting needs.
- Missile Defense — $10.4B for the Missile Defense Agency (MDA), including $1.1B to support urgent MDA unfunded priorities and emergent threats. The measure included $191M for Standard Missile Improvements.
- Directed Energy — $184M in additional funding to further develop directed energy technology and transition these activities to both offensive and defensive capabilities.
- Hypersonics — $664M in additional funding to support and accelerate offensive and defensive hypersonics research and prototyping efforts.
- Cyber — $306M in additional funding to expand and accelerate cyber research across the Department of Defense, including $127M for Army cybersecurity research efforts and $116M in Missile Defense Agency cybersecurity enhancements. The bill encourages the enhanced use of cyber red teams to address cyber intrusions that threaten our weapons systems, an area of particular excellence for Huntsville.
- Space — $200M in additional funding for Evolved Expendable Launch Vehicle (EELV) development efforts to ensure assured access to space. United Launch Alliance (ULA), which builds rockets in Decatur, continues to be seen as the most reliable and capable space launch provider.
- Small Glide Munitions — An additional $15M to integrate Small Glide Munitions onto all Unmanned Aerial Systems. This highly successful weapon is used by Special Operations Command and built in Huntsville.
We are passionate about developing, employing, and retaining the smart, talented people we have in our region. Through partnerships with industry, education, and public sector stakeholders, we ensure our region has the quantity and quality of talent to meet employer needs and support sustained growth.
State of the Schools

360 in attendance including business representatives, school board members, and K12 representatives who learned about the latest progress and exciting opportunities taking place in our three local school systems.

33 employers participated in the annual College & Career Fair

6,000+ high school juniors & seniors attended from all three public school districts in our community – engaging with dozens of local businesses and surrounding colleges.

asmartplace.com was the Presenting Sponsor for the 2018 NASA SpaceApps Challenge

- 3-day hackathon
- More than 48 million people reached
- From 200 cities and 30 countries, 20,000+ participants

CHAMBER FOUNDATION
HUNTSVILLE/MADISON COUNTY CHAMBER

The Foundation was given a generous donation from Mazda Toyota Manufacturing U.S.A. of $500,000.

asmartplace.com
Thousands of job opportunities. One smart place to search.

asmartplace.com is a comprehensive site for searching jobs and learning about living and working in Huntsville/Madison County. The site was redesigned in 2018 as part of our comprehensive workforce campaign.

asmartplace student portal and mobile app were created to promote smart careers to our up and coming workforce.

Industry Insights

150+ teachers, career coaches and counselors participated to learn about smart careers across North Alabama with themes and on-site tours including: manufacturing, healthcare, cyber, and construction.
Membership

For nearly 125 years, the Huntsville/Madison County Chamber has been serving area businesses by creating a wealth of opportunities to gain expertise and knowledge, build meaningful relationships, engage with elected officials, and positively influence the economy. Today, we represent more than 2,100 member companies in the Tennessee Valley and beyond, and we’re driven by the needs of our members – from local entrepreneurs and small businesses to middle-market companies and global corporations – to provide leadership on issues important to the business community and to create a dynamic business climate for all businesses to succeed.
**TOTAL MEMBERSHIP**

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>2,160</td>
</tr>
<tr>
<td>2017</td>
<td>2,124</td>
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<tr>
<td>2016</td>
<td>2,103</td>
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<tr>
<td>2015</td>
<td>2,032</td>
</tr>
<tr>
<td>2014</td>
<td>2,014</td>
</tr>
<tr>
<td>2013</td>
<td>2,093</td>
</tr>
</tbody>
</table>

**MEMBERSHIP NEW SALES**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$1,199,280</td>
</tr>
<tr>
<td>2017</td>
<td>$990,950</td>
</tr>
<tr>
<td>2016</td>
<td>$940,775</td>
</tr>
<tr>
<td>2015</td>
<td>$874,350</td>
</tr>
</tbody>
</table>

**CHAMBERON**

Sponsorship Campaign (to sell cash-only sponsorship opportunities)

- 2018: $1,199,280
- 2017: $990,950
- 2016: $940,775
- 2015: $874,350

**MEMBER COMPANIES BY SIZE**

- 1-5 employees: 101+
- 6-20 employees: 51-100
- 21-50 employees: 1-5
- 51-100 employees: 21-50
- 101+ employees: 51-100

**12 VOLUNTEERS**
Small Business & Events

In 2018 we observed fantastic growth, creativity, and advancement. We added new networking opportunities, Chamber Night Out, and the C-Suite Speaker series – providing business leaders and community members a chance to network, exchange ideas, and engage in meaningful conversation. The year marked a temporary end to our SchmoozaPalooza event, but we have several larger, equally unique and exciting networking events on the horizon. We also partnered with small businesses, consultants, and Alabama A&M to offer professional development workshops and seminars. And UAH SBDC continues to provide a full suite of business services in the areas of market research, capital access, financial analysis, feasibility analysis, and much more!
4 Signature Events = 2,279 Signature Events Attendees

- Annual Membership Meeting
- Best Places to Work® Awards
- Chamber Golf Classic
- Small Business Awards Celebration

21 Networking Events = 2,281 Networking Events Attendees

- Breakfast & Biz
- Business & Brews
- Chamber Night Out
- SchmoozaPalooza
- C-Suite Speaker Series
- Women’s Business Council Panels
- Holiday Open House

55 Professional Development = 1,454 Small Biz Seminars Attendees

- Lunch & Learns
- Microsoft Office Workshops
- Nonprofit Marketing
- Social Media Marketing
- Google Grow
- HR/Employee Engagement Seminars

New Business Starts: 36
Create, Retain & Save Jobs in Alabama: 185
One-on-One Advising Hours: 1,789

40 UAH SBDC Seminars & Workshops
654 Total Attendees
$21.5M acquired in Government Contracts
$8.4M accessed in Investment Capital
Marketing & Communications

Put simply, we want to share Huntsville’s story with the world. The Chamber fosters new growth and supports businesses who have been in our community for decades, and you are part of our success. Please keep us posted throughout the year on what you’re doing. We share information through several channels, including traditional media, print, digital, and social media.
DIGITAL MEDIA & SOCIAL MEDIA

Eblasts: Sent 247 eblasts to Chamber members, reaching more than 105,800 people per month
Average Open Rate: 21.6%
(Nonprofit Industry Average is 21.3%)

Fans: 8,035
Followers: 8,571

ACCOLADES

Huntsville among Top 25 Most Educated Cities in America
— WALLETHUB, JULY 2018

Huntsville ranks No. 7 Best Place to Live in the U.S.
— U.S. NEWS & WORLD REPORT, APRIL 2018

The New Age of Aerospace is in Huntsville, Alabama
— OZY, FEBRUARY 2018

Huntsville Earns “Straight A” Financial Report Card for the 10th Consecutive Year
— STANDARD & POOR’S/MOODY’S, JANUARY 2018
2018 CHAMBER STAFF

EXECUTIVE STAFF
Chip Cherry, CCE, president & chief executive officer
Meghan Chambliss, executive assistant / economic development coordinator

GOVERNMENT & PUBLIC AFFAIRS
Mike Ward, CCE, senior vice president
Austin Bullock, program manager

MARKETING & COMMUNICATIONS
Claire Aiello, vice president
Kristi Sherrard, graphic designer
Hiroko Sedensky, web designer

ECONOMIC DEVELOPMENT, INDUSTRY RELATIONS & WORKFORCE
Lucia Cape, CCE, senior vice president
Erin Koshut, executive director, Cummings Research Park
Lydia Pennington, industry relations director
Ken Smith, research & information services director
Will West, economic development project director

MEMBERSHIP
Kristy Drake, director, investor relations & ChamberON
Donna McCrary, retention manager
Richard Bigoney, account executive
Tina Blankenship, account executive
Keith Johnson, account executive

SMALL BUSINESS & EVENTS
Pammie Jimmar, IOM, vice president
Devon Elston, coordinator

FINANCE & ADMINISTRATION
Mary McNairy, vice president
Kim Weeks, accounting specialist — receivables
Lori Warner, accounting specialist — payables
Joe Watson, facilities supervisor
Gina Gonzalez, administrative assistant
Amberly Ware, resource desk coordinator

CHAMBER FOUNDATION
Georgina Chapman, workforce director
Kent Ballard, workforce education specialist

2018 EXECUTIVE COMMITTEE

Gary Bolton, chair
ADTRAN, Inc.

Kim Lewis, chair-elect
PROJECTXYZ, Inc.

Joe Newberry, immediate past chair
Redstone Federal Credit Union

Ron Potete, chair, Chamber Foundation
Regions Bank

Greg Brown, secretary/treasurer
Brown Precision, Inc.

Kevin Byrnes, vice chair, economic development & industry relations
Raytheon Company

Alicia Ryan, vice chair, government & public affairs
LSINC Corporation

Rose Allen, vice chair, HREGI
INTERFUZE Corporation

Jeff Gronberg, vice chair, marketing & communications
deciBel Research, Inc.

Frank Williams, vice chair, membership
Landers McLarty Dodge Chrysler Jeep

Hank Isenberg, vice chair, small business & events
IronMountain Solutions

Joe Ritch, vice chair, Tennessee Valley BRAC
Sirato & Permutt, PC

Penny Billings, chair-appointed
BancorpSouth - Huntsville

Mark Curran, chair-appointed
L3 Technologies

David Fernandes, chair-appointed
Toyota Motor Manufacturing Alabama, Inc.

Mayor Tommy Battle, ex-officio member
City of Huntsville

Mayor Paul Finley, ex-officio member
City of Madison

Chairman Dale Strong, ex-officio member
Madison County Commission

Tracy Marion, general counsel
Lanier Ford Shaver & Payne, P.C.

Chip Cherry, CCE, president & CEO
Huntsville/Madison County Chamber
2018 BOARD OF DIRECTORS

Mike Alvarez
Venturi, Inc.
Bill Bailey
Radiance Technologies, Inc.
Mark Becnel
RadioBro Corporation
Blake Bentley
SportsMED
David Bier
Anglin Reichmann Armstrong, P.C.
Lynn Collyar
Deloitte LLP
Deke Damson
Jerry Damson Honda Acura
Dr. Dorothy Davidson
Davidson Technologies, Inc.
John Eagan
BB&T
Joe Fehrenbach
Mynaric USA
Trip Ferguson
LSINC Corporation
Gene Goldman
BWX Technologies, Inc.
Joni Green
Five Stones Research Corporation
Mike Gullion
SCI Technology, Inc., a Sanmina company
John Hall
All Points Logistics, LLC
Josh Herren
Yulista
Steve Hill
AEGis Technologies Group
Lee Holland
Turner Construction Company
Tharon Honeycutt
MSB Analytics, Inc.
John Jordan
KBRwyle
Sean Kelly
Regions Bank
David King
Dynetics, Inc.
Bob McCaleb
Northrop Grumman Corporation
Janice Migliore
PALCO
Craig Naudain
SAIC
Chris Pape
Lanier Ford Shaver & Payne, P.C.
Alana Parker
Rocket City Drywall & Supply, Inc.
Leigh Pegues
PNC Bank
Jim Rogers
Lockheed Martin Corporation
Jeff Samz
Huntsville Hospital
Dr. Gurmej Sandhu
Sigmatech, Inc.
Sameer Singhal
CFD Research Corporation
Beth Sippel
Synovus
Robert “Bob” Smith
Booz Allen Hamilton
Cynthia Streams
Domino’s (Valley Pizza, Inc.)
Tim Thornton
nLogic, Inc.
Lynn Troy
Troy 7, Inc.
Ken Tucker
The Boeing Company
Dr. Karockas Watkins
Ability Plus, Inc.
Mike Watkins
Blue Cross Blue Shield of Alabama
Dennis Weese
Line-X LLC
Danny Windham
Digium, Inc.
# 2018 Investors

**City of Huntsville**

**Huntsville Utilities**

**Toyota Motor Manufacturing Alabama, Inc.**

**Huntsville Hospital**

**Madison County Commission**

**Regions Bank**

**Port of Huntsville**

**Tennessee Valley Authority**

**ADTRAN, Inc.**

**The Boeing Company**

**City of Madison**

**Redstone Federal Credit Union**

**Vertiv**

**BBVA Compass**

**Crestwood Medical Center**

**Dynetics, Inc.**

**General Atomics Electromagnetics**

**Lockheed Martin Corporation**

**Northrop Grumman Corporation**

**PNC Bank**

**SAIC**

**SES - Science and Engineering Services, LLC**

**Teledyne Brown Engineering, Inc.**

**Yulista**
### CHAMBER TRUSTEES

- Aegis Technologies Group
- Aerojet Rocketdyne
- Akima, LLC
- Bailey-Harris Construction
- Bill Penney Toyota/Mitsubishi
- Blue Cross & Blue Shield of Alabama
- Booz Allen Hamilton, Inc.
- Five Stones Research Corporation
- Intrepid
- INTUITIVE
- Jerry Damson Honda Acura
- KBRwyle
- Landers McLarty Dodge Chrysler Jeep
- Lanier Ford Shaver & Payne P.C.
- Parsons
- Raytheon Company
- S3, Inc.
- Sealy Management Company, Inc.
- SportsMED Orthopaedic Surgery & Spine Center
- Synovus
- Torch Technologies

### PROGRESS PARTNERS

- Ability Plus
- Anglin Reichmann Armstrong
- ASRC Federal
- B. L. Harbert International, LLC
- Baron Services, Inc.
- BASF Corporation
- BB&T
- Bradley Arant Boult Cummings LLP
- Brown Precision, Inc.
- Colliers International
- Connected Logistics (LogC2)
- Corporate Office Properties Trust (COPT)
- Davidson Technologies, Inc.
- Google Fiber
- Huntsville-Madison County Builders Assoc.
- IBERIABANK
- J Smith Lanier & Co., a Marsh McLennan Agency LLC company
- Keel Point, LLC
- L3 Technologies
- LMI
- LogiCore
- LSINC Corporation
- The Orthopaedic Center (TOC)
- Progress Bank
- Radiance Technologies
- RE/MAX Alliance
- SCI Technology, Inc.
- SELEX Galileo Inc.
- ServisFirst Bank
- Sirote & Permutt, PC
- Spirit Coach, LLC
- Steak-Out (Rosie's Restaurants, Inc., & Right Way Restaurants, Inc.)
- Turner Construction Company
- Wells Fargo Bank
- Woody Anderson Ford

### PROGRESS INVESTORS

- 4SITE, Inc.
- AECOM
- Alpha Beta Technologies, Inc.
- All Points Logistics, LLC
- Amanda Howard | Sotheby’s International Realty
- Averbuch Realty / Enterprises
- BancorpSouth
- BRPH Architects-Engineers, Inc.
- Bryant Bank
- Canvas, Inc.
- CB&S Bank
- Century Automotive
- CFD Research Corporation
- CGI Federal
- Coast Personal Services
- Croy Engineering, LLC
- DC Bux, Inc.
- decibel Research
- Deloitte LLP
- DESE Research, Inc.
- DigiM, Inc.
- Engineering Design Technologies/EDT-THA Architecture
- Express Employment Professionals
- Fernandez Financial Group
- FITE Building Company
- FLS Translation & Interpreting
- Fountain, Parker, Harbarger & Associates, LLC
- Garver
- HEMSI
- Hilley Cars Huntsville
- Huntsville Botanical Garden
- Huntsville/Madison County Convention & Visitors Bureau
- Huntsville Tractor & Equipment, Inc.
- INTERFUZE Corporation
- Investor’s Resource
- Raymond James Financial Services
- IronMountain Solutions
- Legend Realty – Jim Hoekenschneider
- LINE-X, LLC
- The Lisco Group, Inc.
- MAG Aerospace
- MSB Analytics, Inc.
- National Bank of Commerce
- Logic, LLC
- North Alabama Multiple Listing Service
- PALCO
- PFM Financial Advisors LLC
- PHOENIX
- PROJECTXYZ, Inc.
- QTEC Aerospace
- Quadrus Corporation
- Ready Mix USA
- Renasant Bank
- RJ Young Company
- Rosenblum Realty
- RUAG Space USA
- S&M, Inc.
- Signatech, Inc.
- Smelling
- Systems Products and Solutions, Inc.
- TechIncor
- TriVector Services, Inc.
- Tray 7, Inc.
- U.S. Space & Rocket Center
- Valor Communities
- Ventas, Inc.
- Volkert, Inc.
- Warren Averitt, LLC
- West Huntsville Land Co., Inc.
- Wilmer & Lee, P.A.
- Wiregrass Construction Company
- Worktime an Equifax Company

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**HUNTSVILLE/MADISON COUNTY CHAMBER - 2018 ANNUAL REPORT**