

Emerging Leaders Program

Helps Small Businesses Create Jobs

The name of the U.S. Small Business Administration's stage-two entrepreneurial training program, Emerging Leaders, is somewhat misleading. The entrepreneurs chosen for this intense program focused on helping companies create jobs and drive up revenue have, for the most part, already established themselves and are poised for growth.

In April, the Mobile Area Chamber announced the second regional class for the 2018 program, and it includes companies in Mobile and Baldwin counties, as well as Mississippi. It is the second consecutive year Mobile was chosen to host the program, and one of only 58 locations nationwide.

Included in the curriculum are 100-plus hours of professional training and peer-to-peer counseling over seven months. From April through October, participants will attend 13 free entrepreneurial educational sessions addressing four core areas: business and leadership, finances, marketing and sales and resources. They'll then learn how to put it all together.


Nicknamed the Streetwise MBA, the select 20 willing to complete the required work graduate with a three-year strategic growth action plan with benchmarks and performance targets.

After the basic qualifications are met – \$400,000 or more in revenue, in business for at least three years and one employee, other than self – **Brent McMahan**, senior area manager of the U.S. Small Business Administration, and **Danette Richards**, the Chamber's director of small business development, interview applicants looking for those who have exhausted their own



These five Chamber members have started the process to bring their companies from good to great. Pictured from left to right are: Tony Ingram, Tony's Tejas Salsa; Sharon Campbell, G.C. Specialties; Hope McFadden, McFadden Engineering; Billy Hunt, Poarch Band of Creek Indians/PCI Support Services; and Trey St. John, Logical Computer Solutions.

resources, can articulate their need, understand the commitment, enjoy problem-solving with others and have a positive outlook.

"As the economic engine, the Chamber recognizes the importance of growing locally based businesses," said Richards. "This is a proven results-driven program generating thousands of jobs in small businesses." 

Emerging Leaders 2018 Class Participants

- **Sharon Campbell, G.C. Specialties Inc.**
- **Neal Collins, Bay Steel Corp.**
- **Wesley Coody, C2 Wealth Management LLC**
- Chris Francis, Chris Francis Tree Care
- **Wyatt Gerald, The Glass Guru of Mobile**
- LouAnne Harrell, Fairhope Pharmacy
- **Billy Hunt, Poarch Band of Creek Indians/ PCI Support Services LLC**
- **Tony Ingram, Tony's Tejas Salsa**
- **Sedat Kacar, Port City Medical**
- **Colleen Kennedy, Gulf Supply Co. Inc.**
- Peter Martin, Tesecon Inc.
- **Hope McFadden, McFadden Engineering, Inc.**
- Jonathan McConnell, Meridian Global
- **Marcus Neto, Blue Fish**
- Audri Neyland, Brice Electric LLC
- Deveina Reynolds, Reynolds Enterprises LLC
- **Trey St. John, Logical Computer Solutions**
- **Aaron Stonebrook, BCM Moring Co. Inc.**
- Marion Timmons, Marion's Painting Contractors LLC
- Gail Yongue, Yongue Ventures Inc d/b/a Mosquito Joe

Names listed in bold are Mobile Area Chamber members.