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# NORTHEAST ALABAMA ENTREPRENEURIAL SYSTEM

*Improving Business Success Rates*

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## E-Center News



June 2003

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### 5-year anniversary celebration

On May 5th, the Entrepreneur Center celebrated its 5th anniversary of operations! The Center had a luncheon for the occasion and at the same time the Calhoun County Chamber of Commerce kicked off Business Development week which was from May 5th-9th. The guest speaker was Jim Blasingame—host of the nationally syndicated radio show—the Small Business Advocate. Thanks to the approximately 90 people in attendance who joined us in celebrating this milestone in our community's economic development efforts. Also, thanks to David Mashburn and Classic Catering for the wonderful food!



**Executive Director, Giles McDaniel  
addresses the crowd.**



To view more pictures, please [click here](#)

### Quality Supply, Inc.



Meet our newest tenant! They will be the fourth automotive supply company and Honda vendor to locate here at the Entrepreneurial Center. Quality Supply, Inc. is a joint venture formed between C&D Industrial Tools and Supplies, Inc. and Industrial Tooling & Supply, Inc. Products that Quality Supply, Inc. has to offer include drills, reamers, inserts, tool holders, diamond tipped flat and round tools, taps and dies, measuring equipment and abrasives. The broad range of knowledge and expertise from these two companies in addition to the minority-owned status of the joint venture give Quality Supply an advantage over its competitors.

### “Are you full?”

The most asked question we receive at the Entrepreneurial Center from the public

is "Are You Full?" Of course, this refers to our occupancy levels and not our capacity at mealtime.

In most cases, our answer to this is qualified. While we have maintained an average occupancy level above 85 per cent since year one of operations, being at capacity in a business incubation environment does not always tell the true story. Our mission is to assist in growing businesses to a self-sustaining level where they can "graduate" from our facility. We take our best and brightest and move them out to make way for other entrepreneurs. We currently have 15 companies that are operating from the Entrepreneurial Center and have light manufacturing and office space for three to four additional companies.

So if we tell you that we are not "full", remember that is not always a bad thing in our business.

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## TENANT SPOTLIGHT

### EM Assist, Inc.

Emergency Management Assistance Inc. (EM Assist) is beginning to experience the results of the new national priority placed upon homeland security. Government agencies at many different levels are now interested in their products and services that have been under development for more than 10 years.

Over the last couple of months EM Assist has received contracts with 5 counties in Alabama to develop Response Plans and Hazard Mitigation Plans. In addition, they are working with the CDC and Department of Homeland Security to develop and pilot test a new course for Health Departments.

Other recent developments include agreements with Emergency Service integrators (ESi) in Georgia to develop and market WebEOC crisis management software. This software was rated very high by DOJ evaluators and is used by most of the major airlines, NASA, and the Department of Energy.

EM Assist has also partnered with TriCon Environmental. Together, they have developed products called the Individual Response Pak and Family Response Pak for all types of disasters. These Response Paks include a 72-hour supply of food and water (family pak is for five people), a thermal blanket, a radio with flashlight and siren, a first aid kit, a whistle, software developed by EM Assist as well as other items.

They are also currently working with the History Channel to do a documentary on protective actions against terrorism that will be aired in July.

Given the high priority for homeland security, the future looks bright for EM Assist and their partners.

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**Please visit the links on this site for more information about the Entrepreneurial Center or to contact us at (256) 831-5215.**

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