

Worksheet 4: Client Outreach Tracker

Track every outreach contact. Alabama's automotive and aerospace markets reward persistent, professional follow-up. Key targets pre-populated.

Birmingham — Healthcare / Medical

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
UAB Medicine / University of Alabama at Birmingham				
Ascension St. Vincent's				
Brookwood Baptist Medical Center				
Children's of Alabama				
Cooper Green Mercy Health Services				

Huntsville — Aerospace / Defense

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
NASA Marshall Space Flight Center				
Boeing Defense (Huntsville)				
Lockheed Martin (Huntsville)				
Raytheon Technologies (Huntsville)				
Dynetics / Leidos				
Redstone Arsenal				

Alabama Automotive Corridor

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Mercedes-Benz US International (Vance/Tuscaloosa)				
Honda Manufacturing of Alabama (Lincoln)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Toyota Motor Manufacturing Alabama (Huntsville)				
Hyundai Motor Manufacturing Alabama (Montgomery)				
3M (Decatur)				

Montgomery / Mobile / Statewide

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Baptist Health (Montgomery)				
Jackson Hospital (Montgomery)				
USA Health (Mobile)				
Infirmity Health (Mobile)				
Alabama state government agencies				

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