

**Tom Gooding,**  
 2011 Chairman  
 of the Board  
*Elliott, Blackburn  
 & Gooding, P.C.*

## 2011 HIGHLIGHTS



**Sue Cox,** Vice Chairman  
*Covington's and  
 306 North*

### Business Expansion Division

#### Opportunity Central

- Book Club (Ken Rickett, Facilitator)
- Renewable & Sustainable Energy Network (Dr. Dennis Marks, Chairman)
- IT Professionals Network (Lynn Bowen, Chairman)
- Annual Business Outlook Breakfast
- SORT (Sue Cox, Chairman)
- Speaker Series "For The Love of Valdosta" workshop

#### MetroOne - John Trombetta (VSU) and Bill Simmons (ADM), Co-Chairmen

- MetroOne Professional Development Seminar
- Named "Four Under Forty"



**Jay Prince,** Vice Chairman  
*Prince Automotive*

### Economic Development Division

#### Triple Crown Hometowns Program

- Coordinated TCH 10 year celebration
- 11 new retiree households
- "Top 100 Towns in USA to Live" by RelocateAmerica.com

#### The SEEDS Business Resource Center

- Assisted 558 clients
- Chamber Leads Groups (Robert Shrum and Jerry Kozuch, Chairmen)
- 8 Business University workshops
- \$10,000 grant from the Georgia Power Foundation for Incubator Feasibility Study (Tim Jones, Chairman)



**Greg Justice,**  
 Vice Chairman  
*Regal Marine*

### Workforce Development & Education

#### Workforce Development Program

- CHOICES workshop to 729 8th graders
- STAR Banquet for Region 10
- Supervisor Essentials Workshops for 107 supervisors
- Manufacturers Council (Brandon Raddatz, Chairman)
- 209 parents reached through 'Helping Your Child Succeed'
- 14th Annual EAGLE Award Reception

#### DRUGS DON'T WORK in South Georgia Program

- Increased DDW membership to 269

#### World Class Employee Recognition Program

- 17 World class nominees recognized at annual breakfast
- 4 Winners announced and presented with \$1,500 respectively (*total \$6,000*)

*Celebrating 100 Years!*

1912 - 2012

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



**Greg Reid**  
Vice Chairman  
*Edward Jones  
Investments*

## Member Services Division

### Membership Development

- Exceeded dues revenue by 2.5% over 2010
- Exceeded membership recruitment goal by 29% (202 new members)
- Reduced write-offs by 11% over 2010

### Membership Retention

- Increased retention rate to 87% (86% last year; industry average is 80%)

### Member Services

- Coordinated the Chamber Choice Awards with 350 in attendance
- Coordinated Chamber Business Showcase with 80 exhibitors
- 370 completed Traffic Catcher Websites for members

### Ambassadors Committee – Vickie Godwin, Chairman

- Coordinated 88 ribbon cuttings and 5 ground breakings
- Coordinated 4 Business After Hours
- Organized 12 “Member Crashers” and visited 109 Chamber members



**Jeff Hanson**  
Vice Chairman  
*Southwest  
Georgia Bank*

## Public Affairs Division

### Government Affairs Council - Jeff Hanson, Chairman

- State Legislative Briefing in Atlanta with local delegation
- Members To Be Heard meetings
- State Legislative Luncheon with Valdosta Rotary Club
- Annual Washington D.C. Fly-In
- Champions of Business Reception to honor our state delegation
- Meet The Candidates event

### Military Affairs Committee - Ron Wilson, Chairman

- Red Carpet Parties
- Right Start Programs for newcomers to MAFB
- Community Blueprint Project



**Paul Nichols**  
Vice Chairman  
*Nexstep Technology  
Services, Inc.*

## Community Development Division

- Supported CUEE in the referendum for school system unification
- Quarterly meetings of the community’s economic development professionals and local government professionals
- Quarterly Chamber Board meetings to include ex officio members, committee chairmen and other community leaders

## Organizational Excellence Division

- Thorough review of By-Laws and Board Policies (Al Turner, Chairman)
- Completed review and update of the Chamber Personnel Policies and Procedures (Megan Smith, Chairman)

**Tim Jones**, Vice Chairman  
*Citizens Community Bank*

