

August 19, 2010
Board of Directors
Meeting
@
Country Inn & Suites



Board of Directors Meeting
Thursday, August 19, 2010
9:00 a.m. – 10:30 a.m.
@ Country Inn & Suites

Agenda

- Call to order, establish a quorum, and review agenda
- Brief report from Brad Lofton (Valdosta-Lowndes County Industrial Authority)

◆ **ITEMS TO CONSIDER**

- Consider minutes of the July 15, 2010 meeting
- Consider July 2010 Financial Statements

◆ **Traffic Catcher Site**

◆ **Update on Gateways Initiative**

- Consider Position Statement concerning City of Valdosta Gateways Conceptual Plan

◆ **Talking Points: Tim Mabe** (Valdosta-Lowndes Conference Center & Tourism Authority) Facilitator

⇒ You have seen other communities that appear to have capitalized on gateways initiatives and made progress on beautification improvements. What are the elements of these communities that stand out the most?

⇒ Knowing what gateways improvements other communities have done and looking at our gateways, how would you rank the Gateways Initiative as a priority for our community?

Chairman's Report – Terri Lupo

President's Report – Myrna Ballard

Meeting adjourn

To access your PowerPoint on the Web Site (www.valdostachamber.com) click on the tab "Our Chamber". Click "Board of Directors Meeting" and select the current meeting. To find a specific item click bookmark and scroll down to that item.

Thank you for turning off your electronic device!

In the interest of courtesy, efficiency and productivity, we will appreciate your full attention during the meeting.



Upcoming Events:

August 17

Business After Hours
Valdosta Toyota
5 – 7:30 p.m.

September 1

Chamber 101: Getting the most out of
Chamber Membership
8– 9 a.m.

September 23

Business After Hours
Georgia Power
Rainwater Conference Center
5 – 7:30 p.m.

Minutes of the Valdosta-Lowndes County Chamber Board meeting held Thursday, July 15, 2010, 11:30 a.m. at Rainwater Conference Center.

Members Present: Tom Carroll, Tim Coombs, Allan Dear, Jeff Fulp, Tom Gooding, Jeff Hanson, Walter Hobgood, Carl Holley, Tim Jones, Terri Lupo, James McGahee, Paul Nichols, Jay Prince, Greg Reid, Phyllis Royal, Al Turner and Myrna Ballard

Members Absent: Brian Antoine, Sally Bloom, Sue Cox, David Durland, Kristia Gaines, Greg Justice and Jerome Riley

Chairman Lupo called meeting to order and established a quorum. Chairman Lupo acknowledged the Conference Center for hosting the Chamber's event.

Welcome by Presenting Sponsor: M. Conner (Georgia Power Company)

➤ **Consider Minutes of the June 17, 2010 Board Meeting.** T. Gooding made a motion to accept the minutes as presented. P. Nichols seconded the motion and it passed unanimously.

➤ **Consider Chamber June 2010 Financial Statements:** P. Nichols reported. J. Prince made a motion to accept the financial statements as presented. A. Dear seconded the motion and it passed unanimously. (*see original Board packet*)

➤ **Appointment of Nominating Committee for 2011 Board:** The Chamber By-Laws require that a Nominating Committee be appointed at the July meeting. This committee will be responsible for nominating 2011 Board members and officers. Chairman Lupo appointed Tom Gooding as chairman, and Tim Jones, Walter Hobgood, Terri Lupo and Myrna Ballard as members. T. Coombs second the motion and it passed unanimously.

Recognition of Silver & Gold Members – Chairman Lupo recognized those in attendance that have been members of the Chamber for more than 25 years.

Chairman's "State of the Chamber" Address: Chairman Lupo shared the highlights of the progress the Chamber has made during the first half of 2010. Chairman Lupo noted the outstanding efforts of our Division Vice Chairmen, the leaders of our committees, programs, and task forces, and the more than 500 volunteers who currently serve on these committees. She provided an update on the Gateways Committee.

Recognition of Past BIG Thinkers & Introduction of Guest Speaker – T. Jones
(Vice Chair Economic Development Division)

Keynote Address & The “BIG Thinker” Award: Rob Nucatola, WCTV-6 Meteorologist, presented the award to the BIG Thinker on behalf of the Chamber. The BIG Thinker of the Year is Arthur Herndon (The Arthur Herndon Company).

Division Reports: (For the complete Board Packet content please visit the Chamber’s Web Site (<http://www.valdostachamber.com/board-of-directors-meeting.htm>). Click Board of Directors Meeting and select the current meeting. To find a specific item click bookmark and scroll down to that item.)

There being no further business, the meeting was adjourned at 1:00 p.m.

Respectfully submitted,

Karil Brockington

Karil Brockington
Senior Director of Administration

Financial Statements July 31, 2010



**Paul Nichols
(Treasurer)**

Please refer to your handout.....



➤ **Items to Consider**

- **Consider Minutes of the July 15, 2010 Meeting**
- **Consider July 2010 Financial Statements**
- **Consider Position Statement concerning City of Valdosta Gateways Conceptual Plan**

POSITION SUMMARY FOR BOARD ACTION

Position Issue: City of Valdosta Gateways Conceptual Plan

Summary: The City of Valdosta contracted with The LPA Group, Inc. to develop a conceptual plan for gateways improvements on W. Hill Ave. and Madison Hwy. corridors. The City of Valdosta and The LPA Group, Inc. sought and received input from the Gateways Committee in the development of the plan.

The following are reasons to support the gateways conceptual plan:

1. We believe that development of a conceptual plan is an essential first step for gateways improvements, and is necessary for future grant funding
2. We believe that gateways that are consistent in appearance, environmentally friendly, and welcoming to visitors to our community, will have a positive influence on our local economy
3. We believe the conceptual plan is realistic because it calls for implementation in phases as funding becomes available, and because it calls for maximum maintenance

Committee Name: Gateways Committee*

Date of Action: August 4, 2010

Committee Chairperson: Marshall Conner

Committee Recommendation:

The Valdosta-Lowndes County Chamber of Commerce should endorse and applaud the City of Valdosta's efforts to improve the gateways of our community. We believe that gateways which are consistent in appearance, environmentally friendly, and welcoming to visitors to our community will have a positive influence on our local economy. The Chamber should thank the local governments for the ongoing maintenance of our existing gateways and strongly encourage consistent and ongoing maintenance of any future gateway improvements.

The Chamber should also applaud the efforts of the City of Valdosta to seek input from the public in general and especially from the businesses that would be impacted from the gateway conceptual plans on West Hill Avenue and Madison Highway. As gateway improvements are made to these corridors, the Chamber should ask that the City continue to seek input so that the businesses in these corridors will be positively impacted from these improvements.

The Chamber should appreciate the opportunity to provide input to the City from the Chamber's Gateways Committee and look forward to continuing to work with the City to improve the appearance of the gateways of our community. The committee recommends board approval.

Executive Committee Action: The Executive Committee voted by e-mail to place this item on the agenda for the consideration of the Valdosta-Lowndes County Chamber of Commerce Board of Directors at their regular August 19 meeting.

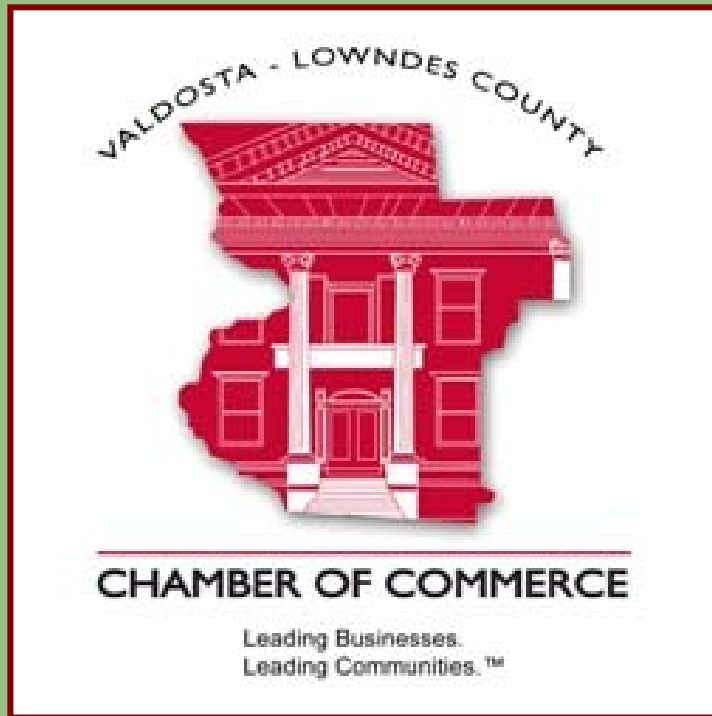
Date of Action: August 12, 2010

Board of Directors Action:

Date of Action:

Myrna H. Ballard, President

Date



Operations & Administration

Chamber Activity Report



- **Referrals**
- **Web Site**



July 2010
Correspondence/Activity Report
(2009 Figures in Parentheses)

Mail Correspondence:

Newcomers Packets **37 (19)**

Miscellaneous Information Requested:

Request for BBB:	<u>22 (15)</u>
Email Information Requested:	<u>1 (17)</u>
Request for Events:	<u>7 (15)</u>
Civic Club Lists:	<u>8 (7)</u>
Web site Referrals by Phone:	<u>15 (18)</u>
Manufacturers List:	<u>0 (2)</u>
Request for Directions:	<u>12 (25)</u>
Maps:	<u>133 (27)</u>
Request for Wild Adventures:	<u>6 (10)</u>
Membership Application:	<u>2 (3)</u>
Phone Books:	<u>50 (33)</u>
Membership List/Email:	<u>0 (9)</u>
Total Miscellaneous:	<u>256 (181)</u>



Member Referrals July 2010

Total Categories: 83

Top 10

Florists	12
Real Estate:	250
Hotels:	34
Organizations:	13
Restaurants:	22
Schools:	55
Churches:	31
Government:	22
Caterers:	14
Banks:	22
Other:	179
Total Member Referrals:	<u>654 (782)</u>

Year to Date: January – July

Member Referrals (2009 figures in parentheses)

Referrals: 3,138* (4,386)

*Database conversion lost January data

July 2010 Web Site Activity Report

www.valdostachamber.com

Valdosta - Lowndes County Chamber of Commerce - ...

Home Directory Events Members Area Contact Our Chamber Community Information Chamber Programs

UNITED STATES CHAMBER OF COMMERCE
ACCREDITED
★ ★ ★ ★ ★

THINK
BIG

- **Leading** the way in improving economic opportunities for all businesses, large and small.
- **Creating** a climate of growth and laying a foundation for success that will be strong for years to come.
- **Keeping** businesses connected to important issues that affect the economy and lifestyle of our community.
- **Providing** a platform of opportunity where individuals and businesses can make a difference.

Current Chamber Membership: 1,532
Total Online Member Exposures:
4157214

Because of our new tracking system the numbers reflect different measuring methods. (Google Analytics)

June 2010	Visits 1,685	Page views 6,340
July 2010	Visits 2,052	Page views 7,054

Web Site Activity Report continued

Search Engine Position for Chamber Site as of July 9, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 9 th place	First Page in 1 st place	First page in 1 st place
bing	Third page in 4 th place	First page in 1 st place	First page in 1 st place
YAHOO	Fifteenth page in 7 th place	First page in 1 st place	First page in 3 rd place

Search Engine Position for Chamber Site as of August 13, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Third page in 1 st place	First Page in 1 st place	First page in 1 st place
bing	Third page in 9 th place	First page in 1 st place	First page in 1 st place
YAHOO	Seventh page in 4 th place	First page in 1 st place	First page in 3 rd place

Web Site Button Advertisers

Arthur Herndon Company Real Estate, Inc.

Coombs Heating & Air Conditioning, Inc.

The Park Avenue Bank

South Georgia Medical Center

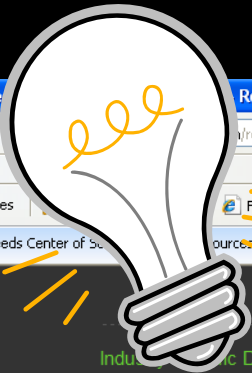
Business Expansion Division Reports



**Tom Gooding
(Vice Chairman)**



Inventors & Innovators Resource Guide



A new tool for Inventors & Innovators is now available on the S.E.E.D.S. Center Web site. The Inventors & Innovators Resource Guide provides useful definitions and resources to help make ideas successful products or businesses.

[Click here for the Inventors & Innovators Resource Guide](#)

[Home](#) | [Business University](#) | [Resources](#) | [Area Business Information](#) | [Professional Opportunities](#) | [News & Events](#) | [Contact Us](#)

Glossary

Intellectual Property: Patents, trademarks, copyrights, and trade secrets.

Patent: A grant issued by the federal government giving an inventor the right to exclude others from making, having made, using, leasing, offering to sell, selling, or importing an invention in the United States.

Trademark™ @ : A non-functional word, logo, slogan, symbol, design—or any combination of these—that distinguishes a product or service.

Copyright© : A right that protects original works of authorship fixed in a tangible medium of expression. Copyright protects the expression of ideas, not the ideas themselves, and gives their authors exclusive rights to reproduce the copyrighted material.

Trade Secret: A formula, pattern, manufacturing process, method of doing business, or technical know-how that gives its holder a competitive advantage. Trade secrets cover a wide spectrum of information, including chemical compounds, machine patterns, customer lists and software.

Invention: Any art or process (way of doing or making things), machine, manufacture, design, or composition of matter, or any new and useful improvement thereof, or any variety of plant, which is or may be patentable under the patent laws of the United States

World Intellectual Property Organization (WIPO): An intergovernmental organization of the United Nations system. WIPO is responsible for the promotion of the protection of intellectual property throughout the world and for the administration of various multilateral treaties dealing with the legal and administrative aspects of intellectual property.

Inventors & Innovators Resource Guide



Join the
Inventors & Innovators Network

The network host meetings covering topics vital to the success of profitable inventions or ideas.

Information:
www.valdostachamber.com
(229) 247-8100



MetroOne July Events

CEOs Unplugged with Pat Sullivan



MetroOne in the news...



Top News

July 26, 2010

MetroOne to recognize emerging leaders in Valdosta

**68 Emerging Leaders
Nominations Received!**

Member Services Division Reports



Jay Prince
(Vice Chairman)



Dues Collection Report Monthly

2009 & 2010

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>Variance</u>
Dec.	37,430.63	36,261.41		
Nov.	21,856.85	27,823.82		
Oct.	25,698.51	27,591.92		
Sep.	29,955.86	25,916.58		
Aug.	29,645.75	28,135.34		
July	38,982.60	41,713.49	22,414.66	(19,298.83)
June	27,454.84	24,681.68	33,173.92	8,492.24
May	30,457.34	26,871.88	24,240.25	(2,631.63)
Apr.	31,264.43	31,001.57	31,003.80	2.23
Mar.	14,879.68	29,445.03	35,878.36	6,433.33
Feb.	22,314.50	34,192.00	23,327.84	(10,864.16)
Jan.	49,968.02	36,062.83	34,715.33	(1,347.50)

Dues Collection Report, Continued

2009 & 2010

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>Variance</u>
Dec.	360,009.01	369,697.19		
Nov.	322,478.38	333,435.78		
Oct.	300,621.53	305,611.96		
Sep.	274,923.02	278,020.04		
Aug.	244,967.16	252,103.82		
July	215,321.41	223,968.48	204,754.16	(19,214.32)
June	176,338.81	182,254.99	182,339.50	84.51
May	148,883.97	157,573.31	149,165.58	(8,407.73)
Apr.	118,426.63	130,701.43	124,925.33	(5,776.10)
Mar.	87,162.20	99,699.86	93,921.53	(5,778.33)
Feb.	72,282.52	70,254.83	58,043.17	(12,211.66)
Jan.	49,968.02	36,062.83	34,715.33	(1,347.50)



Membership Summary Report As of July 31, 2010

DUES COLLECTED YEAR TO DATE: \$204,754.16
2010 goal for Dues Collection: \$360,000.00

NEW MEMBERS YEAR TO DATE: 103
2010 Goal: 258

TOTAL MEMBERSHIP: 1,512
2010 Goal: 1,540

NET MEMBERSHIP GAIN IN July: (4)
NET MEMBERSHIP GAIN IN 2010: (24)
2009 Goal: 4

2010 Retention Goal: 86%
(Industry Average: 80%)

MemberCare Alliance participation for 2010:
56 members - 669 employees covered



New Members

	2006	2007	2008	2009	2010
Jan	16	16	22	9	12
Feb	18	14	16	16	10
Mar	20	20	13	13	24
April	20	16	22	33	16
May	41	26	23	16	11
June	12	29	25	16	18
July	10	13	15	21	12
Total	137	134	136	124	103
Aug	16	17	22	24	
Sept	54	41	19	38	
Oct	13	48	16	26	
Nov	11	14	12	17	
Dec	12	9	11	18	
Total	243	263	216	247	103



New Members July 2010

Cade & Associates

Rick Shapley
1645 Metropolitan Blvd.
Tallahassee, FL 32302
850-385-0300

Mr. Electric of S.W. Georgia

Theresa Freeman
1906 Jerry Jones Drive
Valdosta, Ga 31602
229-249-8585

California Sun

Michelle Cross Manhart
1707 Norman Dr.
Valdosta, GA 31601
229-219-7925

Office Depot

Joe Reynolds
1700 Norman Dr, #400
Valdosta, GA 31601
229-244-4977

John Kent Edwards, Jr,

John K. Edwards, Jr.
327 N. Ashley St.
Valdosta, Ga 31602
229-671-2600

Pierce Parts and Service, Inc.

Joe Pierce
603 St. Augustine Rd.
Valdosta, GA 31601
229-219-7390

Longhorn Steakhouse

Mike Phillips
1110 N. St. Augustine Rd.
Valdosta, GA 31601
229-333-0100

Rick's of Hahira

Tonya Whitman
205 South Church St.
Hahira, GA 31632
229-794-9399



New Members July 2010

Southern Pediatric Clinic

Charlene Blache, Physician
406 M Northside Drive
Valdosta, GA 31602
229-241-0059

T-Mobile #8040

Debora Nazworth
3263 Inner Perimeter
Valdosta, GA 31602
229-247-1750

The Foot & Ankle Institute of South Georgia, P.C.

Erin Dodson, Physician
4370 Kings Way Suite B
Valdosta, GA 31602
229-244-0070

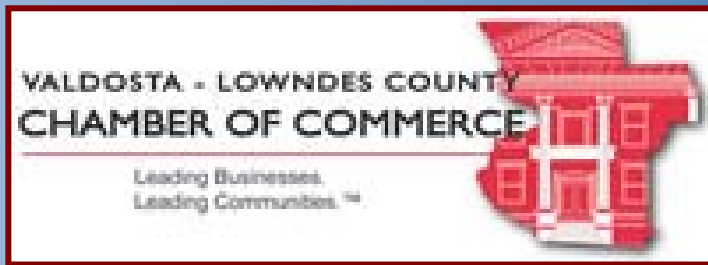
University Gifts & Apparel

Douglas Duval
1700 Norman Dr.
Valdosta, GA 31601
229-333-0933



Dues Account Status Report July 2010

<u>Billing Period</u>	<u>Accounts</u>		<u>Collection Rate</u>
	<u>Receivable</u>	<u>Collections</u>	
Current	43,791.80	\$ 6,467.66	15%
Previously Collected for current month		\$19,126.25	44%
Total Current	\$43,791.80	\$25,593.91	58%
1-30 Days	15,212.39	2,053.25	13%
31-60 Days	9,448.39	234.50	2%
61-90 Days	9,635.68	463.75	5%
91-120 Days	6,168.71	381.25	6%
120+ Days	<u>46,827.94</u>	<u>3,154.67</u>	7%
Subtotal	\$131,084.91	\$31,881.33	24%
New Members	\$2,265.83	\$2,265.83	
Total	<u>\$133,350.74</u>	<u>\$34,147.16</u>	26%



Dues Account Status, continued

Previously collected for current months:

April	827.50
May	5,795.75
June	12,503.00
Total	<u>\$19,126.25</u>

Pre-Paid Dues for future months:

August	3,865.00
September	3,493.75
October	1,448.75
Deferred Revenue	<u>\$8,807.50</u>

Other Information:

Direct Debit Accounts to Date	42
Members On Online Billing	1,429

*We started online billing in April 2010.



Write-Offs July 2010

NAME	JOIN DATE	REASON DROPPED	AMOUNT
Access Loan Company	8/1/1984	Requested Cancel	63.75
Allstate	9/26/2007	Out of Business	235.00
Azalea Center for Plastic Surgery, P.C.	8/23/1999	Budget Restrictions	300.00
Black Crow Media, LLC	9/18/2008	Requested Cancel	411.00
Chris Greaves	7/31/2008	Non-Payment of Dues	85.00
Closet Tailors of Valdosta	6/30/2007	Out of Business	243.75
Dame, Walker & Company, LLP	6/2/1998	Requested Cancel	500.00
Doug Duvall	2/25/2010	Requested Cancel	22.50
Dr. Joe Morgan	5/1/1997	Non-Payment of Dues	300.00
Jay Platt and Associates	6/15/2009	Member Moved	255.00
Kenny Dressel & Associates	9/18/2008	Non-Payment of Dues	251.25
Landings at Moody	12/8/2005	Non-Payment of Dues	500.00
Motel 6 - Valdosta, GA	9/30/2007	Budget Restrictions	20.00
T.J.'s Just Cut	1/31/2008	Non-Payment of Dues	240.00
The Big Picture, Inc.	9/30/2003	Requested Cancel	240.00
Trusted Data Solutions, LLC	7/12/2007	Requested Cancel	255.00
			3,922.25

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Write-Offs July 2010 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	2	320.00	15	2,652.50
Business Sold			6	1,299.22
Consolidated Business				
No Benefit Seen			2	337.50
Member Deceased			1	0.00
Member Moved	1	255.00	3	502.75
Member Retiring			1	90.00
Non-Payment of Dues	5	1,376.25	10	2,791.25
Out of Business	2	478.75	57	10,381.65
Other				
Requested Cancellation-No Reason	6	1,492.25	32	7,969.75
Unhappy/Angry				
TOTAL	16	3,922.25	127	26,024.62

Write-Offs 2009	25	4,775.72	169	32,958.52
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Difference 2010 vs. 2009	-9	-853.47	-42	-6,933.90
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Chamber 101:

How to get the most out of your
Chamber membership

2010 Attendance Sheet

Month	1 st Invitation	2 nd Invitation	Attended
Jan. 6	12	75	11
Feb. 3	8	40	10
Mar. 3	11	27	9
Apr. 7	20	25	12
May 5	11	28	14
June 2	13	29	5
July 7	19	26	5
Aug. 4	13	35	7
Sept. 1			
Oct. 6			
Nov. 3			
Dec. 1			
TOTAL	107	285	73

August 4, 2010 invitation list for CHAMBER 101
consists of members that joined from
April 22, 2010 – June 24, 2010 (2nd time invites) &
June 25, 2010 – July 22, 2010 (1st time invites)

29

Goal for 2010 is to have 75% of new members to attend.



Chamber 101:

How to get the most out of your
Chamber membership

Board Members:

Please join us for an informative CHAMBER 101. Come and help Myrna and staff welcome our new members to the Best Chamber in Georgia.

Wednesday, September 1, 2010

8 - 9 a.m.

Chamber of Commerce

For more information call 247-8100

I would like to attend:

The **CHAMBER 101** is designed for the new members to meet the Chamber staff as well as the Board of Directors and to give new members the opportunity to learn more about what the Chamber has to offer their business.

Board Member are asked to attend at least three (3) **CHAMBER 101** events:

The following have attended:

Terri Lupo (7)	Sue Cox (4)	Walter Hobgood (3)
Jay Prince (5)	Allan Dear (3)	Brian Antoine (2)
David Durland (1)	Stan Fillion (1)	Tim Jones (2)
Phyllis Royal (1)	Greg Justice (2)	Paul Nichols (1)
Greg Reid (2)	Tom Gooding (3)	Myrna Ballard (6)
Tom Carroll (1)		

MARKETING REPORT

JULY 2010

YEAR TO DATE

Television Stories: 18 (20 total 2009)
Radio Presentations: 56 (61 total 2009)
Print Articles: 38 (52 total 2009)
Presentations: 15 (35 total 2009)

BUSINESS EXPANSION

Radio-Emerging Leader Nominations (Talk 92.1) Presentation-MetroOne (Sunrise Rotary)

PUBLIC AFFAIRS DIVISION

MEMBER SERVICES DIVISION

Radio-Ribbon Cutting: (WAAC)
Radio-Ribbon Cutting: (WAAC)
Radio-Ribbon Cutting: (WAAC)
Radio-Ribbon Cutting: (WAAC)

Radio-Ribbon cutting (WAAC)
Print-Mid-Year Membership Meeting (VDT)
TV-THINK B.I.G. Commercial

WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

Print-World Class Recognition (VDT)
Print-Emerging Leaders (VDT)
Radio-Emerging Leaders (Lee Henderson)

ECONOMIC DEVELOPMENT DIVISION

Print-TCH 300th Retiree Reception (Valdosta Today) Presentation-S.E.E.D.S. Center (Rotary)
Print-Jud Rackley Receives Award (South GA Business)

MISCELLANEOUS

Radio-IMPACT 2012 (Talk 92.1)

July 2010

**Open Rates of Current
Chamber e-publications**

Chamber In Motion weekly
e-newsletter

Sent every Monday

Open Rate: 26.6%* (June 26.2%)

Events Update sent Tuesday

Open rate: 26.2%* (June 26.6%)

E-blasts

Special sends

Open Rate: 26.9%* (June 29.8%)

** Percentages represent data accumulated between 7/1-7/31/10*

**Average for all businesses that use
Constant Contact
Categorized by Industry**

Business Type	Open Rate
Accountant	17.5%
Art Gallery	25.8%
Association	22.4%
Communications	14.9%
Consultant	22.1%
Crafts	38.2%
Education and Services	26.9%
Entertainment	18.1%
Event Planning	26.6%
Government Agency	28.4%
Hotel, Inn, B&B	24.4%
Legal Services	21.7%
Manufacturing & Distribution	14.9%
Marketing/PR	15.3%
Medical Services	16.2%
Non-profit	24.1%
Other	20.0%
Personal Services	23.9%
Products & Services	16.9%
Professional Services	22.3%
Publishing	21.6%
Real Estate	20.3%
Religious Organization	15.8%
Restaurant/Bar/ Catering	16.7%
Retail	17.9%
Salon/Spa	21.8%
Sports & Recreation	20.2%
Technology	18.7%
Transportation	27.0%
Travel & Tourism	21.5%
Web Developer	17.5%

July Ribbon Cuttings



Rhythm & Blues Cafe



Good News Weekly of Valdosta



Greystone Medical Clinic

July Ribbon Cuttings



Kuddles and Huggs Learning Academy



Southern Pediatric Clinic, LLC



The Foot & Ankle Institute of South Georgia

Ambassadors Report July 2010

JULY STATISTICS

Ribbon Cuttings for July: 6

Groundbreakings for July: 0

Business After Hours for July: 1

Early bird Breakfast for July: 0

Accumulated Points for July: 1,485

2010 STATISTICS

2010 Ribbon Cuttings: 39 (Goal: 85)

2010 Groundbreakings: 1 (Goal: 5)

2010 Business After Hours: 7 (Goal: 12)

2010 Early Bird Breakfasts: 1 (Goal: 2)

Total Accumulated Points for 2010: 15,030

UPCOMING EVENTS

September 1, 2010

Chamber 101

Chamber of Commerce

September 23, 2010

Business After Hours

Georgia Power

James H. Rainwater Conference Center

Member Crashers Report

July 2010



An outreach program implemented by the Chamber's Ambassadors Committee to play an active role in the retention of Chamber members.

Baytree Insurance Agency. Inc.
1209 Bayree Road

Valdosta Moving and Storage
1702 Cypress Street

CMA Architectural Services
1806 Plum Street

Coleman Talley
910 North Patterson Street

TriCon Development
1807 Plum Street

Langdale Vallotton
1007 North Patterson Street

Honey Baked Ham
1601 Bayree Road

Paramount Granite & Marble
906 West Hill Avenue

Smitty's Package Store
923 Baytree Road

Young, Thagard, Hoffman, Smith
801 Northwood Park Drive

WTLH/WTLF
1205 Baytree Road #9

South Georgia Scales
4018 North Valdosta Road

Thin Again of South Georgia
1308 Baytree Road

Pipkin's Motors
4140 North Valdosta Road 36

Economic Development Division Reports



**Tim Jones
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
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Triple Crown Hometowns
RETIREMENT DEVELOPMENT PARTNERSHIP
 LOWNDES • BROOKS • LANIER
"Jewels of South Georgia"

Monthly Activity Report
Period: July 2010

	<u>2010</u>	<u>2009</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	17,402	13,976	1,857,723
Web page requests:	3,076	2,489	47,040
Web site leads:	8	14	1,485
Brochure leads:	0	0	20
Other TCH leads:	1	2	241
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	1	1	211
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	10	17	3,765 38



RELOCATIONS

- **Relocations (Households): 310**

Lowndes: 273 Brooks: 24 Lanier: 13

- **July Relocations: 2**
- **2010 Relocations: 13**
- **States inquiring: 47**
- **Relocations from: FL: 153, GA: 48, NY: 18, AL: 3, CA: 8, CO: 4, IL: 9, MI: 14, VA: 3, IN: 1, MD: 3, ME: 1, OR: 1, AZ: 2, UT: 1, NM: 3, MA: 1, TN: 4, NJ: 4, MN: 1, LA: 3, MS: 8, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**
- **Newcomers sources:**
 - TCH-Web site/Call in/Brochure: 215
 - B-Q Chamber: 6
 - V-L Chamber: 33
 - L-L Chamber 0
 - Advertising: 9
 - Other: 48



ECONOMIC IMPACT

- **Annual Income: \$13,020,000**
- **Annual Spending: \$11,160,000**
- **Liquid Assets: \$1,302,000,000**
- **Indirect Jobs Created: 620**

(average according to industry standards)


Triple Crown Hometowns
RETIREMENT DEVELOPMENT PARTNERSHIP
LOWNDES • BROOKS • LANIER
"Jewels of South Georgia"

Celebrates 300th Retiree Household!



Retiree Reception Rainwater Conference Center

July 27, 2010



July 2010 S.E.E.D.S. Center Report

CLIENTS

Clients Seen

Lowndes: 40

Region: 3

Month total: 43

Monthly Goal: 50

2010 So far: 268

2010 Goal: 600

Client Types

Start-ups: 13

Existing/Expanding: 6

Developers: 1

Info: 2

Returning: 10

Chamber Members: 18

Outcomes

New Members: 0

Started: 0

Expanded: 6

RESOURCE DISTRIBUTION

ABC's: 8

Sales Leads: 22

Demographics: 13

Traffic Counts: 0

Loan Info: 0

Mosaic Reports: 0

First Research: 6

Total: 49

NEW WEB SITE & NEW ANALYTICS

Unique Visitors: 3

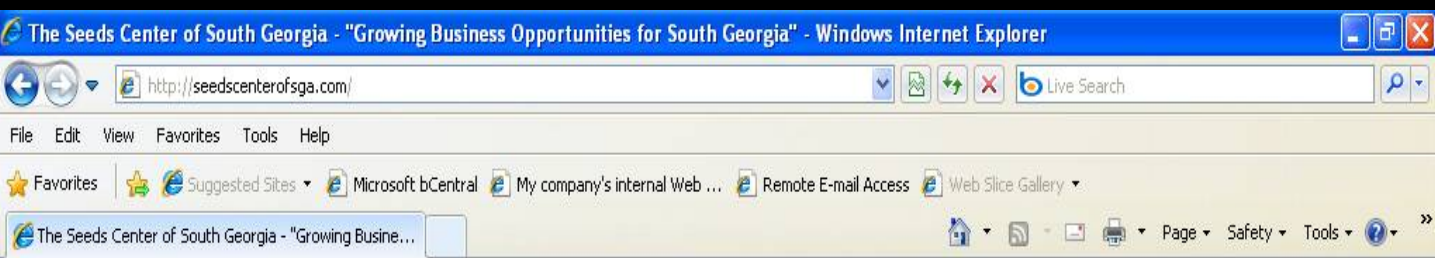
Total Visits: 15

Page Rank Google: **1st** (Seeds Center, Valdosta)

Live!

From the new S.E.E.D.S. Center Web site!

www.SEEDSCenterofSGA.com



Grow Your Business with

The S.E.E.D.S. Center of South Georgia

[Home](#) [Business University](#) [Resources](#) [Area Business Information](#) [Professional Opportunities](#) [News & Events](#) [Contact Us](#)

What is the S.E.E.D.S. Center?

- An entrepreneur resource center specializing in customized research and data to fit your needs
- A source of up-to-date information for aspiring entrepreneurs, start-up businesses, existing businesses or individuals searching for custom market data, industry profiles, demographic reports, competitor information, targeted sales leads and much more
- All of our services are FREE regardless of Chamber membership

Where is the S.E.E.D.S. Center Located?

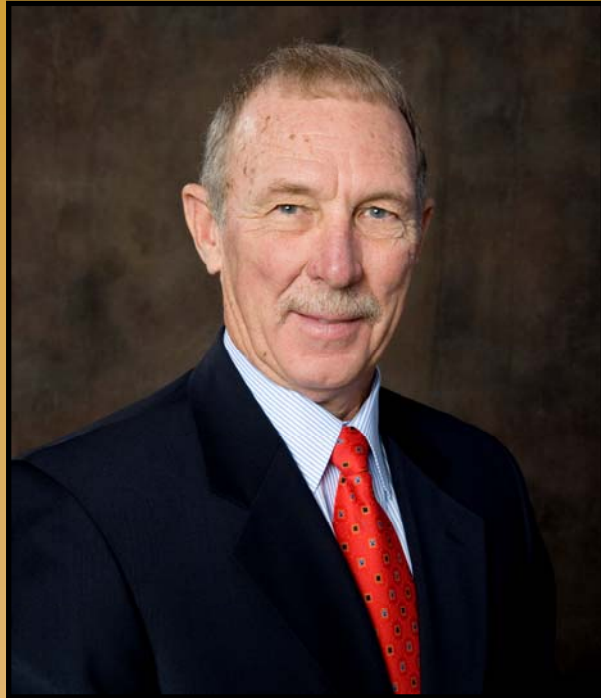
The S.E.E.D.S. Center is located in beautiful Downtown Valdosta, Georgia inside the Valdosta-Lowndes County Chamber of Commerce at [416 N. Ashley Street](#). The S.E.E.D.S. Center serves Berrien, Brooks, Cook, Echols,



Upcoming Events

"Secrets to Success; Advice for Today's Entrepreneur" Seminar
Click [here](#) to learn more.

Public Affairs Division Reports



**James McGahee
(Vice Chairman)**



Military Affairs

Brian Geary, Chairman

Mission Statement:

To continue a long-standing tradition in our community of cultivating and enhancing a positive relationship between the business community and local military personnel.

2010 Red Carpet Dates:

Saturday, October 2



For more information contact Karil Brockington at 247-8100 or email: kbrockington@valdostachamber.com



Red Carpet Party August 14, 2010

Michael Jetter, Chairman



RED CARPET COMMITTEE

Thank you to our Sponsors

Four Star Sponsors

ADT Security Services, Inc.
Catfish One
Eye Associates of South GA, LLC
First State Bank/Synovus Mortgage Corp.
Georgia Gulf Sulfur Corp.
Georgia Power Company
Georgia Printco, LLC
Greenleaf Center
iBERIA Bank Mortgage
J. Randall Hicks, P. C. Attorney at Law
Johnson Distributing Company
Kentucky Fried Chicken
Moody Law Firm, LLC
Pearl Executive Shuttle
Quinn Construction
Smitty's Package Store
Southeastern Federal Credit Union
Steel's Jewelry
The Links Apartments
The LPA Group Incorporated
Valdosta Daily Times
Valdosta-Lowndes Co. Conference Center
& Tourism Authority
Vallorbe, Inc.
Wal-Mart Supercenter
Wilson Eye Center
Wiregrass Georgia Technical College

One Star Sponsors

*

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SMITH Northview Hospital
The Herndon Company Real Estate
Valdosta Flying Service
Valdosta-Lowndes County Airport
Authority
Valdosta-Lowndes County Industrial
Authority

For more information contact Karil Brockington at 247-8100 or email:
kbrockington@valdostachamber.com



Red Carpet Party August 14, 2010

Michael Jetter, Chairman



RED CARPET COMMITTEE



To view more photos visit our Web site www.valdostachamber.com click on the tab "News & Events". Click Photo Gallery and select the gallery you wish to view.

Workforce Development & Education Division Reports



**Greg Justice
(Vice Chairman)**



DRUGS DON'T WORK IN SOUTH GA

DRUGS DON'T WORK Summary July 2010

Total # of DDW Partners as of 12/31/09:	257
Total # of DDW Partners as of 07/31/10:	262
2010 New Members:	7
2010 Losses:	5
YTD Net Gain:	2

Goal for 2010: 271

<u>YTD</u>	<u>July</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$18,660	\$4,250	\$22,910	\$38,000	(\$15,090)

Boot Camp for Supervisors 2010 Report

	Goal Attendance	Actual Attendance
March 18, 2010	25	20
May 6, 2010	25	28
August 5, 2010	25	25
November 4, 2010	25	
GOAL TOTAL	100	73

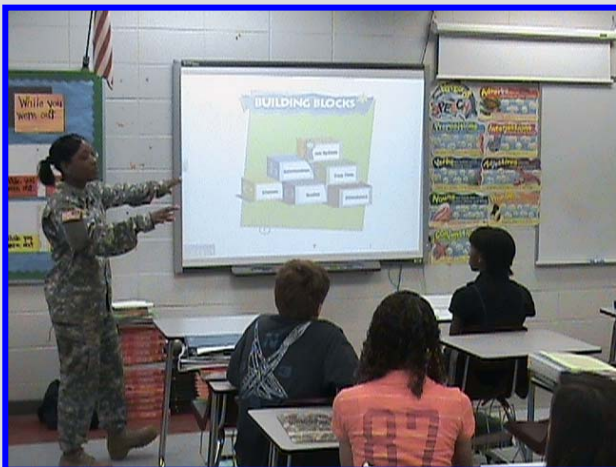




Impacting our future workforce, one student at a time.



School	Dates	Students
Lowndes Middle	April 26, 27	286
VLPR	June 22, 23	15
Pinevale Learning Center	August 26, 27	



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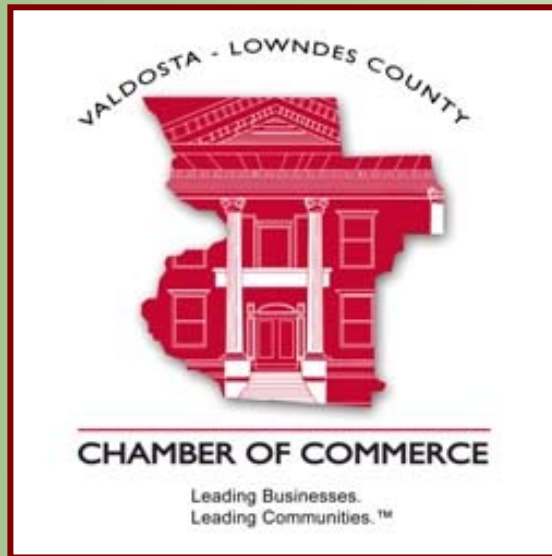
Chairman's Report: Terri Lupo

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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President's Report: Myrna Ballard



Next Meeting Date:

Thursday, September 16, 2010

9-10:30 a.m.

@ Country Inn & Suites



Meeting Adjourned