

Board of Directors Meeting

August 23, 2011

@ Country Inn & Suites

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



**Board of Directors Meeting
Tuesday, August 23, 2011
8 – 9:30 a.m.
@ Country Inn & Suites**

Agenda

- **Call to order, establish a quorum, and review agenda**

ITEMS TO CONSIDER

- **Consider minutes of the July 26, 2011 meeting**
- **Consider July 2011 Financial Statements – Carl Holley, Treasurer**
- **Consider Proposed Amendments to Chamber Policies and Procedures**

FULL REPORT(S)

- **MEMBER SERVICES DIVISION – Greg Reid, Vice Chairman**

ABBREVIATED REPORTS

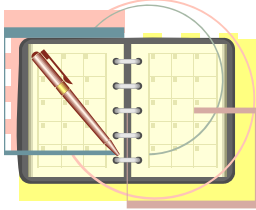
- **PUBLIC AFFAIRS DIVISION – Jeff Hanson, Vice Chairman**
- **WORKFORCE DEVELOPMENT & EDUCATION DIVISION – Greg Justice, Vice Chairman**
- **ORGANIZATIONAL EXCELLENCE DIVISION – Tim Jones, Vice Chairman & Chairman Elect (2012)**
- **COMMUNITY DEVELOPMENT DIVISION – Paul Nichols, Vice Chairman**
- **BUSINESS EXPANSION DIVISION – Sue Cox, Vice Chairman**
- **ECONOMIC DEVELOPMENT DIVISION – Jay Prince, Vice Chairman and Chairman Elect (2013)**
- **Chairman’s Report – Tom Gooding**
- **President’s Report – Myrna Ballard**

Meeting adjourn

To access your PowerPoint on the website click the following link <http://www.ValdostaChamber.com/about/Boardmeeting.html> or visit www.ValdostaChamber.com click on the tab “Members Area”. 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!**

Chamber 2011 Calendar of Events



Board Meeting Day: 4th Tuesday of each month
(except for the month of Dec.)

Board Meeting Dates & Time:
8 - 11 am (Jan. 25)

8 – 9:30 am (Feb. 22, Apr. 26, May 24, July 26, Aug. 23, Oct. 25, Nov. 22)

@ Country Inn & Suites

12 - 1:30 pm (Mar. 22, June 28, Sept. 27, Dec. 13)

@ Holiday Inn Hotel

Chamber 101 Getting the most out of Chamber Membership

(First Wednesday of the following Months) 8 – 9:30 am

Sept. 7 Nov. 2

Chamber Small Business Conference

presented by Southwest Georgia Bank

Wednesday, Sept. 14

8 a.m.-12:30 p.m.

Rainwater Conference Center

Member Breakfasts

November 8: World Class Employee Recognition Breakfast

- **Consider Minutes of July 26, 2011 Board of Directors meeting**

Minutes of the Valdosta-Lowndes County Chamber Board of Directors meeting held Tuesday, July 26, 2011, 8 – 9:30 a.m. at Country Inn & Suites

Members Present: Myrna Ballard, Clinton Beeland, Sally Bloom, Tom Carroll, Sue Cox, Jeff Fulp, Tom Gooding, Jeff Hanson, Mike Hill, Carl Holley, Tim Jones, Greg Justice, Terri Lupo, Paul Nichols, Jay Prince, Greg Reid, Ken Ricket, Phyllis Royal, Megan Smith and Baha Zeidan

Also Present: John LaHood, Andrea Schruijer, Bill Kent, Betty Morgan, Varian Brown, ReKasa Deen, Wanda Stanley and Karil Brockington

Members Absent: Bill Simmons

Chairman Gooding called meeting to order and establish a quorum.

Consider minutes of the June 28, 2011 Board meeting – Tom Carroll made a motion to accept the minutes as presented. Sue Cox seconded the motion and it passed unanimously. (see pgs. 4-5 of Board packet)

Consider June 2011 Financial statements (TCH & WEST) – Carl Holley reviewed the Chamber financial statements. Jay Prince made a motion to accept the financial statements as presented. Clinton Beeland seconded the motion and it passed unanimously. (see pgs. 7-17 of Board packet)

Consider the creation of the Opportunity Central Renewable and Sustainable Energy Network – Sue Cox reported. Ken Ricket motioned to accept the proposal for the creation of the Opportunity Central Renewable and Sustainable Energy Network. Chairman Gooding appointed Dennis Mark as Chairman. Jeff Fulp seconded the motion and it passed unanimously.

- **Appointment of Nominating Committee** - 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 Gooding appointed Tim Jones as chairman, and Jay Prince, Phyllis Royal, Myrna Ballard and himself as members.

FULL REPORT

▪ **Economic Development Division** – *Jay Prince, Vice Chairman & Chairman-Elect-Elect (2013) Wanda Stanley, John LaHood, Varian Brown and Bill Kent reported. (see handout)*

ABBREVIATED REPORTS (For a printed report please visit the website www.ValdostaChamber.com)

Minutes of July 26, 2011 Board of Directors meeting continues

- ◆ **BUSINESS EXPANSION DIVISION** – Sue Cox, Vice Chairman reported. (see pg. 22 of original Board packet)
- ◆ **MEMBER SERVICES DIVISION** – Greg Reid, Vice Chairman reported. (see pgs. 24- 37 of original Board packet.
- ◆ **PUBLIC AFFAIRS DIVISION** - Jeff Hanson, Vice Chairman reported. (see pg. 39 of original Board packet)
- ◆ **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – Greg Justice, Vice Chairman reported. (see pg. 41 of original Board packet)
- ◆ **ORGANIZATIONAL EXCELLENCE DIVISION** – Tim Jones, Vice Chairman reported. (see pg. 43 of original Board packet)
- ◆ **COMMUNITY DEVELOPMENT DIVISION** – Paul Nichols, Vice Chairman reported. (see pg. 45 of original Board packet)
- ◆ **Chairman's Report** – Tom Gooding
- ◆ **President's Report** – Myrna Ballard
- ◆ **There being no further business, the meeting was adjourned at 9:30 a.m.**

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Respectfully submitted,



Karil Brockington
Senior Director of Administration

Financial Statements
July 2011

See Original Board Packet for printed report



Carl Holley
(Treasurer)

Member Services Division Reports



**Greg Reid
(Vice Chairman)**

Monthly Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Variance</u>
Dec.	36,261.41	34,326.54		
Nov.	27,823.82	27,720.66		
Oct.	27,591.92	26,872.32		
Sep.	25,916.58	36,308.15		
Aug.	28,135.34	18,321.41		
July	41,713.49	22,414.66	\$27,411.08	4,996.42
June	24,681.68	33,173.92	30,034.58	-3,139.34
May	26,871.88	24,240.25	36,378.59	12,138.34
Apr.	31,001.57	31,003.80	26,496.74	-4,507.06
Mar.	29,445.03	35,878.36	35,382.13	-496.23
Feb.	34,192.00	23,327.84	48,430.91	25,103.07
Jan.	36,062.83	34,715.33	34,066.08	-649.25

Year To Date Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>		<u>Variance</u>
Dec.	369,697.19	348,303.24		
Nov.	333,435.78	313,976.70		
Oct.	305,611.96	286,256.04		
Sep.	278,020.04	259,383.72		
Aug.	252,103.82	223,075.57		
July	223,968.48	204,754.16	238,200.11	33,445.95
June	182,254.99	182,339.50	210,789.03	28,449.53
May	157,573.31	149,165.58	180,754.45	31,588.87
Apr.	130,701.43	124,925.33	144,375.86	19,450.53
Mar.	99,699.86	93,921.53	117,879.12	23,957.59
Feb.	70,254.83	58,043.17	82,496.99	24,453.82
Jan.	36,062.83	34,715.33	34,066.08	-649.25

2011 goal for dues collection: \$370,000

64% collected

New Members

	2007	2008	2009	2010	2011
Jan	16	22	9	12	15
Feb	14	16	16	10	14
Mar	20	13	13	24	20
April	16	22	33	16	18
May	26	23	16	11	21
June	29	25	16	18	23
July	13	15	21	12	24
Total	134	136	124	103	135
Aug	17	22	24	14	
Sept	41	19	38	10	
Oct	48	16	26	30	
Nov	14	12	17	15	
Dec	9	11	18	18	
Total	263	216	247	190	135

2011 Goal for New Members: 156

Total Membership: 1,543

2011 Goal for Total Membership: 1,511

New Members July 2011

Ambling University Development Group, LLC

Greg Hunter
348 Enterprise Drive
Valdosta, GA 31601
229-219-8033
Real Estate

Amy Stevenson

PO Box 2431
Valdosta, GA 31604
229-247-7007
Associate Members

AR Psychiatric & Counseling Center, LLC

Shelley Dye
3312-D North Oak Street Ext.
Valdosta, GA 31605
229-244-2030
Physicians & Surgeons

Bright Start Preschool Learning Center, Inc.

Shelbra McKnight
109 South Forrest Street
Valdosta, GA 31601
229-333-0018
Child Care Centers

C. J.'s 1/2 Price Tobacco

Jackie Johns
1016 Lakes Blvd.
Lake Park, GA 31636
229-559-0391
Cigar, Cigarette & Tobacco Dealers

Caribbean Tans/The Reef

Sue Purdy
2910 N Ashley St Ste M
Valdosta, GA 31602
229-219-1002
Tanning Salons

Chow Town Grill & Buffet

Michael Chen
1550 Baytree Road
Valdosta, GA 31602
229-293-0642
Restaurants

CUEE (Community Unification for Educational Excellence)

Molly Stevenson
217 N Ashley Street
Valdosta, GA 31601
229-242-7669
Organizations

G. Q. Hi-Style Fashion, Inc.

Johnny Sada
107 N Ashley Street
Valdosta, GA 31601
229-247-1668
Clothing-Men's

Home Decor & Accents

Cynthia Clarkson
413 Connell Road
Valdosta, GA 31602
229-232-9505
Home Centers

Juice Plus

Amy Meier
5242 Maycomb Avenue
Hahira, GA 31632
229-247-9704
Vitamins & Food Supplements

Langdale Properties, LLC

Beverly Langdale
2736 James Road
Valdosta, GA 31601
229-563-4405
Rental Properties

New Members July 2011

Literacy Volunteer Program of South

Georgia, Inc.
Charlie Oliver
P O Box 5552
Valdosta, GA 31603
229-333-7515
Organizations

Marshall Conner/Gwen Conner

4811 Hunters Crossing
Valdosta, GA 31602
229-249-8589
Associate Members

McDonald's

Melissa McDonald
4185 N Valdosta Road
Valdosta, GA 31602
Restaurants

Nature's Best Health Food Stores, Inc. dba.

Ma Perkins

Eric Mathis
2110 N Ashley Street
Valdosta, GA 31601
229-244-5440
Health & Wellness Products

North Florida Financial

Stefanie Trexler
Valdosta, GA 31602
229-232-9254
Financial Planning Consultants

Pirate's Bluff

Linda Lightsey
3109 N Oak St Ext
Valdosta, GA 31601
229-247-5528
Restaurants

Real Living Realty Advisors/

Jana Dyke
1010 Slater St.
Valdosta, GA 31601
229-333-4622
Realtor

Snake Nation Press

Jean Arambula
110 West Force Street
Valdosta, GA 31601
229-444-5191
Organizations

Stinky Bottom Diaper Cakes

Jessica McLeod
4033 Applecross Road
Valdosta, GA 31605
229-539-8804
Gift Shops

The Mix

Summer Clark
1803 Jerry Jones Drive
Valdosta, GA 31602
229-563-2813
Restaurants

Ultimate Lifestyles

Robert Kessler
3966 Nicole Lane
Valdosta, GA 31605
229-539-0027
Health & Wellness Products

Zant's Flower Shop

Bruce Sumner
2164 N. Ashley Street
Valdosta, GA 31602
229-242-3574
Florists

July 2011 Ribbon Cuttings/Groundbreakings

Bright Start Preschool Learning Center

109 South Forrest Street
Valdosta, Georgia 31601
229-333-0018
Shelbra McKnight
Child Care Center

Clifford Automotive

1714 B Gornto Road
Valdosta, Georgia 31601
229-245-1777
Zachery Fletcher
Automotive Repairs

Children's Destiny Christian Academy

1903 North Forrest Street
Valdosta, Georgia 31602
229-242-6127
Bishop Wade McCrae
Child Care

Heritage Bank of the South

3277 Inner Perimeter Road
Valdosta, Georgia 31602
229-293-8590
Laurie Hancock
Bank

Home Décor and Accents

413 Connell Road
Valdosta, Georgia 31602
229-232-9505
Cynthia Clarkson
Home Décor

Jump n Jacks 4 Kidz

3671 North Coleman Road
Valdosta, Georgia 31602
229-242-7778
Chris Nichols
Bounce Houses

McDonald's

4185 North Valdosta Road
Valdosta, Georgia 31602
229-242-8444
Midge Gardin
Restaurant

Pickers Warehouse

1808 B North Ashley Street
Valdosta, Georgia 31603
229-469-4964
Joe Harrison
Antiques

July 2011 Member Crashers

Farmers Supply Company

Georgia Burnett
1812 South Patterson Street
Valdosta, Georgia 31601

Variety Canteen

Ron Brannon
1620 A James P. Rodgers Drive
Valdosta, Georgia 31601

Olympia Bend Plantation

Jessie Cowart
2317 Old Clyattville Road
Valdosta, Georgia 31601

Smith Drug Company

Bruce Allred
1500 Commerce Drive
Valdosta, Georgia 31601

Tatum Insurance

Jasen Tatum
106 Webster Street
Valdosta, Georgia 31601

e. dean Blevins Real Estate Group

Dean Blevins
2935 North Ashley Street
Building C – Suite 110
Valdosta, Georgia 31602

Holiday Inn Express and Suites

Ty O'Steen
1330 North St. Augustine Road
Valdosta, Georgia 31601

Young, Thagard, Hoffman, Smith & Lawrence

Daniel Hoffman
801 Northwood Park Drive
Valdosta, Georgia 31602

South Georgia Vein Center

Dr. Greg Martin
3338-M Country Club Drive
Valdosta, Georgia 31605

Cowart & Sons Storage Trailers

Charles Cowart
2317 Old Clyattville Road
Valdosta, Georgia 31601

Cowart & Sons Well Drilling

J. C. Cowart
2317 Old Clyattville Road
Valdosta, Georgia 31601

Dues Account Status Report July 2011

Billing Period	Accounts Receivable	Collections	Collection Rate
Current	43,4876.87	6,532.83	15%
Previously Collected for current month		26,037.58	60%
Total Current	43,486.87	32,570.41	75%
1-30 Days	13,374.39	886.25	7%
31-60 Days	3,913.73	727.50	19%
61-90 Days	9,341.48	1,254.00	13%
91-120 Days	9,159.32	242.50	3%
120+ Days	51,197.00	3,341.34	7%
Subtotal	130,472.79	39,022.00	30%
New Members	3,354.58	3,354.58	
Total	133,827.37	42,376.58	32%
Previously collected for current month:			
April	.00		
May	15,538.75		
June	10,498.83		
TOTAL	26,037.58		



Write-Offs July 2011

NAME	JOIN DATE	REASON DROPPED
Anytime Fitness	08/23/2006	Non-Payment of Dues
Bemiss Bar-B-Q/Catering, LLC	07/31/2009	Out of Business
Bouncin' Balloons	11/19/2008	Requested Cancel
Corey Hull	10/15/2009	No Benefit Seen
Dust Angels	04/26/2010	Budget Restrictions
Fruity Bouquets	07/17/2009	Non-Payment of Dues
MAC Meetings and Events, LLC	09/05/2006	Out of Business
Mims Computers & Networking	05/12/2009	Consolidated Business
Polk City Directories	06/30/2005	Out of Business
Rental Depot	06/13/2008	Budget Restrictions
Set-In-Stone	04/14/2008	Budget Restrictions
Southwest Georgia Area Health Education Center	08/27/2008	Out of Business
Superior Home Security Services, Inc.	02/10/2004	Business Sold

Write-Offs July 2011 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	3	785.00	14	3,087.50
Business Sold	1	85.00	7	2,015.00
Consolidated Business	1	63.75	1	63.75
No Benefit Seen	1	45.00	2	70.00
Member Deceased				
Member Moved			2	180.00
Member Retiring				
Non-Payment of Dues	2	510.00	14	3,800.40
Out of Business	4	430.00	42	6,267.73
Other				
Requested Cancellation-No Reason	1	255.00	16	3,591.25
Unhappy/Angry				
TOTAL	13	2,173.75	98	19,075.63

Write-Offs 2010	16	3,922.25	127	26,024.63
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Difference 2011 vs. 2010	-3	-1,748.50	-29	-6,948.99

Membership Statistics

Net Membership Gain in July	11
Net Membership Gain in 2011	37
2011 Goal	5
YTD Retention Rate	93%
2011 Goal	90%

Chamber Monthly Activity & Referrals Reports

July 2011

Monthly Activity Tracking Report

Newcomer's Packets:	33	(37)
Better Business Bureau:	11	(22)
Phone Books:	54	(50)
Maps:	52	(133)
Directions:	15	(12)
Civic Club list:	3	(8)
Manufacturers List:	2	(0)
Website referrals by phone:	10	(15)
Email information request:	4	(1)
Events request:	19	(7)
Membership Application:	1	(2)
Total:	204	(287)

Total YTD: 1,911 (1,978)

*2010 figures in parentheses

Monthly Referrals Manually

Contact Type Counts:

Email Request	420
General Contact	43
Telephone Referrals	217
Walk-In Referrals	147
Staff	827

By Categories:

Total Categories: 87

Top 3:

Restaurants:	94
Real Estate:	211
Hotel:	91

Total Member Referrals: 827

Total YTD: 4,868



Google

Bing

Yahoo

Search Engine Position: as of August 15

Valdosta	Valdosta Chamber	Valdosta-Lowndes
2 nd (2 nd) page In 5 th (7 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 4 th (1 st) place
2 nd (2 nd) page In 6 th (8 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 1 st (1 st) place
2 nd (1 st) page In 5 th (2 nd) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 1 st (1 st) place

(last month in parentheses)

Website Activity Report:

June Website hits: 2,862

YTD Website hits: 17,485

June Page views: 7,192

YTD Page views: 48,396

Valdosta Chamber Online Statistics 2011

Month	TCS Web sites	Community Calendar	Event Registration	Member Coupons	New Members	Press Releases	Job Board	Info Requests	Store Purchases	Online Payments	
	262										
January	11	34	8	0	2	0	1	0	0	12	\$833.73
February	14	5	0	0	1	0	1	1	0	16	\$452.50
March	10	19	0	0	2	0	0	0	0	14	\$235.00
April	10	9	0	0	1	2	1	0	0	4	\$477.50
May	10	1	0	0	4	0	0	0	0	4	\$132.08
June	23	2	0	0	5	0	0	0	0	15	\$753.75
July	9	3	0	0	3	0	0	0	0	5	332.50
August											
September											
October											
November											
December											
Totals	346	73	8	0	18	2	3	1	0	70	3,256.66

*TCS Web sites-Tracking started in September 2010. Prior to September 1, we had 195.

*Member Coupons-Tracking started October 2010. Prior to October 1, we had 10.

Other Information:
Direct Debit Accounts to Date: 43
Amnesty Program Participants: 14



**Chamber 101:
How to get the most out of your
Chamber membership**

2011 Attendance Sheet

Month	1st Invitation	2nd Invitation	Attended
Jan. 5	12	47	9
Feb. 2	11	38	9
Mar. 2	12	35	4
Apr. 6	21	29	5
May 4	13	36	2
June 1	23	34	10
Sept. 7			
Nov. 2			
TOTAL	92	219	39

June 1, 2011 invitation list for CHAMBER 101

consists of members that joined from
Feb. 19, 2011 – April 18, 2011 (2nd time invites) &
April 19, 2011 – May 19, 2011 (1st time invites)
Goal for 2011 is to have 75% of new members 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 two (2) **CHAMBER 101** events:

The following have attended

June 2011:

Tom Gooding (4)	Greg Reid (5)	Paul Nichols (1)	Myrna Ballard (6)
Tom Carroll (1)	Phyllis Royal (1)	Bill Simmons (1)	Tim Jones (2)
Terri Lupo (1)	Baha Zeidan (1)	Jay Prince (1)	Clinton Beeland (1)
Sue Cox (2)	Carl Holley (1)	Jeff Fulp (1)	

MARKETING REPORT - JULY

YEAR-TO-DATE

TV: 12 (22 total 2010)

RADIO :22 (84 total 2010)

PRINT: 87 (56 total 2010)

PRESENTATIONS: 16 (28 total 2010)

INTERNET: 45

BUSINESS EXPANSION

Radio- 100 Opportunities (92.1)

MEMBER SERVICES

Web- Ambassador of the Quarter (WALB)

Radio- Think BIG (92.1)

Print- Ambassador of the Quarter (VDT)

Web- Business After Hours (WALB)

Web- Ballard Elected GACCE Chair (WALB)

Print- Ballard Elected GACCE Chair (VDT)

Print- MetroOne 4 Under 40 (VDT)

Print- Ribbon Cutting (VDT)

Print- Membership Account Reps. (VDT)

Print- Think BIG (VDT)

Print- Think BIG Billboard (LAMAR)

Web- Think BIG (South GA-North FL Classifieds)

WORKFORCE DEVELOPMENT AND EDUCATION

Print- DRUGS DON'T WORK (VDT)

ECONOMIC DEVELOPMENT

Web-SBDC (WALB)

Print- TCH Billboard (Fairway)

TV- GBBPC (WCTV)

Web- GBBPC (WCTV)

MISC.

Print- Chairman's Report (GACCE Newsletter)

Print- ReKasa Bio (VSU Alumni Newsletter)

Ambassadors Report

July 2011

July STATISTICS

Ribbon Cuttings for July: 8

Groundbreakings for July: 0

Business After Hours for July: 1

Breakfast for July: 0

Accumulated Points for July: 2,380

2011 STATISTICS

2011 Ribbon Cuttings: 58 (Goal: 85)

2011 Groundbreakings: 3 (Goal: 5)

2011 Business After Hours: 4 (Goal: 11)

2011 Breakfast: 1 (Goal: 2)

Total Accumulated Points for 2011: 15,430

UPCOMING EVENTS

September 7, 2011

Chamber 101

Chamber of Commerce

8-9:30 a.m.

September 14, 2011

Small Business Conference

Rainwater Conference Center

8 a.m.-12:30 p.m.

**Public Affairs Division
Reports**



**Jeff Hanson
(Vice Chairman)**



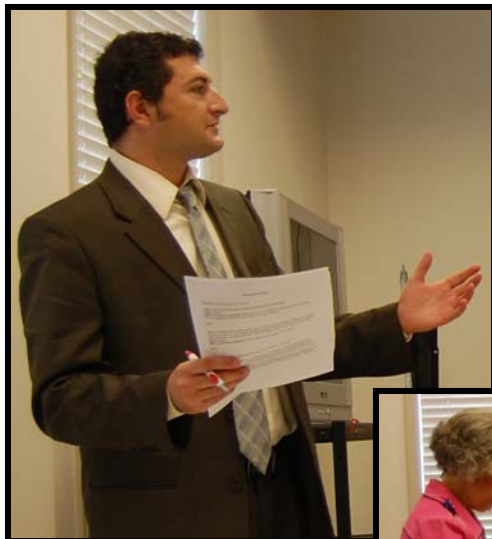
Champions of Business Reception



Honored Sen. Tim Golden and
Reps. Ellis Black, Amy Carter
and Jason Shaw.



Honored City of Valdosta
Councilman Tim Carroll for his
pro-business efforts with SORT.



Members to be Heard

Chamber members presented the
GAC with federal legislative
issues affecting their business.



**Workforce Development & Education
Division Reports**



**Greg Justice
(Vice Chairman)**

Workforce Development & Education Division Reports

July 2011

DRUGS DON'T WORK

Members: 265

YTD: \$22,764

Goal: 271

Goal: \$38,000

Supervisor Essentials Workshop (S.E.W.)

Attendees: 83

Goal: 100

Helping Your Child Succeed

Parents Reached: 65

Goal: 400

CHOICES

Students Reached: 697

Goal: 1,250

5-STAR EMPLOYER PROGRAM

Members: 12

Goal: 20

*...integrating education and workforce readiness for
economic development in Valdosta Lowndes County*

Organizational Excellence Division



**Tim Jones
(Vice Chairman)**

Community Development Division



Paul Nichols
(Vice Chairman)

**Economic Development
Division Reports**



**Jay Prince
(Vice Chairman)**



Monthly Activity Report
Period: JULY 2011

	<u>2011</u>	<u>2010</u>	<u>Cum</u>
<u>RELOCATIONS:</u>			
July	0	5	
YTD	10	5	350
Lowndes: 313	Brooks: 24	Lanier: 13	
Website: 233	Chambers: 44	Ads: 10	Other: 72

LEADS: 3,826

ECONOMIC IMPACT:

Annual Income: \$14.7 Million

Annual Spending: \$12.6 Million

Liquid Assets: \$1.5 Billion

Indirect Jobs Created: 700



July 2011 REPORT

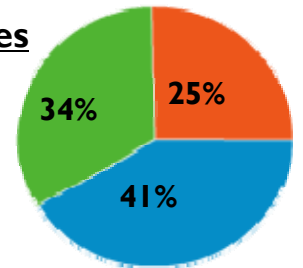
<u>Client Report</u>	<u>#</u>	<u>YTD</u>
Clients Assisted:	47	321
Start-ups:	20	120
Existing/Expanding:	13	87
Chamber Members:	11	71
Other:	3	43

<u>Resources Distributed</u>	<u>#</u>	<u>YTD</u>
Sales Leads:	21	105
How to Start Guides:	13	64
Demographics:	5	58
Industry Reports:	8	42
Traffic Counts:	7	15
Financing Info.:	5	11

<u>Website</u>	<u>#</u>	<u>YTD</u>
Visits:	154	993
Unique Visitors:	124	751
New Visits:	75.32%	74.82%

Website Traffic Sources

Direct Traffic	41%
Referring Sites	34%
Search Engines	25%



Southwest Georgia Bank presents

Chamber Small Business Conference

September 14

Register at www.ValdostaChamber.com

Keynote Speaker
Bob Williamson
Inc. 500/5000
Award Winner



Business Expansion Division Reports



**Sue Cox
(Vice Chairman)**

Business Expansion Division Report

July 2011

Vice Chair: Sue Cox (Covington's Dining & Catering)

Transforming our local economy...

Expansion of Targeted Businesses: Opportunity Central

The Opportunity Central IT Pros network met at Azalea Health Innovations on July 21, giving the AHI team an opportunity to show off their new office and share about their business.



MetroOne CEOs Unplugged featured Clinton Beeland (CJB Industries) as the guest speaker for the event held at Stage 51. Beeland shared advice and lessons learned from a seasoned professional with the group.



MetroOne partnered with Mike Meeks (Edward Jones) to host an investment seminar for young professionals—"My Brain Made Me Do It"

Chairman's Report



**Tom Gooding
(Chairman of the Board)**

President's Report



Myrna Ballard
(President)

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Next Meeting Date:

Tuesday, September 27, 2011

12 – 1:30 p.m.

**@ Holiday Inn Hotel &
Conference Center**

Meeting Adjourned