

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

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**February 18, 2010
Board of Directors
Meeting
@
Country Inn & Suites**



**Board of Directors Meeting
Thursday, February 18, 2010
9:00 – 10:30 am
@ Country Inn & Suites**

Agenda

- Call to order, establish a quorum, and review agenda
- Brief report from Valdosta-Lowndes County Airport Authority

ITEMS TO CONSIDER

- Consider minutes of the January 21, 2010 meeting
- Consider January 31, 2010 Financial Statements
- Consider Board vacancies

▪ **Member Services Division Update**

President's Report

Chairman's Report

Meeting adjourn

To access your PowerPoint on the Web Site
(<http://www.valdostachamber.com/about/Boardmeeting.html>) 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**

➤ **Consider Minutes of January 21, 2010 Board of Directors meeting**

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**Minutes of the Valdosta-Lowndes County
Chamber Board of Directors
Annual Planning Retreat
held Thursday, January 21, 8:30 a.m. at
Country Inn & Suites**

Members Present: Brian Antoine, Myrna Ballard, Sally Bloom, Tim Coombs, Sue Cox, Allan Dear, David Durland, Stan Fillion, Tom Gooding, Jeff Hanson, Walter Hobgood, Carl Holley, Tim Jones, Greg Justice, Terri Lupo, James McGahee, Paul Nichols, Jay Prince, Greg Reid, Jerome Riley, and Phyllis Royal

Also Present: Jay Platt, Curtis Fowler, Jud Rackley, Betty Morgan, ReKasa Deen, Mike Stalvey, Tara Nichols, Courtney Ruttinger, Alison Stokes, and Karil Brockington

Members Absent: Ed Cockman, Jeff Fulp and Walt Gill

Welcome and Introductions of Board Members and Committee Chairmen

Purpose of Retreat – *Terri Lupo, Chairman of the Board*

“New Year! New Attitude!” – Jay Platt

Overview of the Chamber Board Handbook – Myrna Ballard, President reported

Consider By-Laws amendments – Chairman Lupo reported. Sally Bloom motioned to accept By-Laws amendments as presented. Jerome Riley seconded motion and it passed unanimously.

“The Perfect Board” – James McGahee reported. (For the complete report please visit the Chamber’s Web Site (<http://www.valdostachamber.com/about/Boardmeeting.html>) click The Perfect Board.)

Minutes of the November 19, 2009 and December 17, 2009 Board meetings were reviewed. Carl Holley made a motion to accept the minutes as presented. James McGahee seconded the motion and it passed unanimously.

Chamber December 2009 Financial Statements – Paul Nichols reviewed the Chamber financial statement. Stan Fillion made a motion to accept the financial statements as presented. Jay Prince seconded the motion and it passed unanimously. (see pgs. 6-32 of handout)

Minutes of January 21, 2010 Board of Directors meeting, continues

Overview of Chamber Activity Reports – Terri Lupo reported

Presentation of Proposed 2010 Business Plans – (For the complete report please visit the Chamber's Web Site (<http://www.valdostachamber.com/about/Boardmeeting.html>) click 2010 Business Plans.)

MEMBER SERVICES DIVISION – Jay Prince, Vice Chairman reported.

BUSINESS EXPANSION DIVISION – Tom Gooding, Vice Chairman/Chairman-Elect (2011) reported.

ECONOMIC DEVELOPMENT DIVISION – Tim Jones, Vice Chairman and Chairman-Elect-Elect (2012) reported.

PUBLIC AFFAIRS DIVISION – James McGahee, Vice Chairman, reported.

WORKFORCE DEVELOPMENT & EDUCATION DIVISION – Greg Justice, Vice Chairman reported.

Finance Committee – Paul Nichols reported.

IMPACT 2012 Oversight Committee – Curtis Fowler reported.

Strategic Planning Task Force – Walter Hobgood reported.

CUEE Task Force – Jud Rackley reported.

- **Consider 2010 Business Plan** – Walter Hobgood made a motion to adopt the 2010 Business Plan as presented. James McGahee seconded the motion and it passed unanimously.

Wrap-up and Lunch

There being no further business, the meeting was adjourned at 12:00 noon.

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.

Respectfully submitted,

Karil Brockington

Karil Brockington
Senior Director of Administration

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Operations & Administration

VALDOSTA - LOWNDES COUNTY



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Financial Statements January 31, 2010

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Please refer to your handout.....

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➤ **Items to Consider**

- **Consider Minutes of the January 21, 2010 Meeting**
- **Consider January 2010 financial Statements**
- **Consider Board Vacancies**

Chamber Activity Reports

VALDOSTA - LOWNDES COUNTY



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



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

Mail Correspondence:

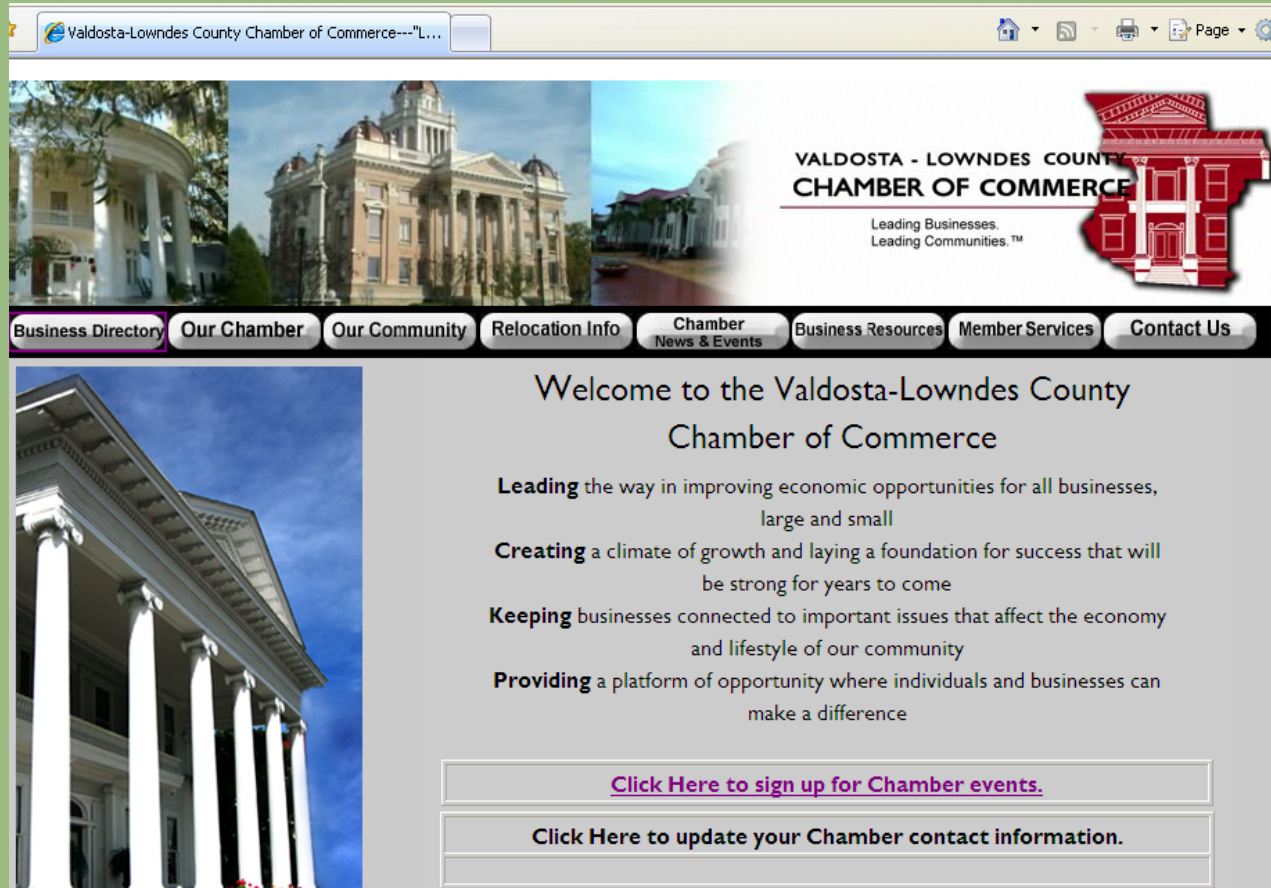
Newcomers Packets 20 (29)

Miscellaneous Information Requested:

Request for BBB:	<u>15 (8)</u>
Email Information Requested:	<u>6 (13)</u>
Request for Events:	<u>15 (7)</u>
Civic Club Lists:	<u>5 (1)</u>
Web site Referrals by Phone:	<u>15 (11)</u>
Manufacturers List:	<u>5 (2)</u>
Request for Directions:	<u>79 (6)</u>
Maps:	<u>169 (89)</u>
Request for Wild Adventures:	<u>19 (2)</u>
Membership Info. Packets:	<u>5 (3)</u>
Phone Books:	<u>59 (38)</u>
Membership List/Email:	<u>0 (4)</u>
Total Miscellaneous:	<u>392 (184)</u>

January 2010 Web Site Activity Report

www.valdostachamber.com



Web Site Hits:

July 2009	118,902
Aug. 2009	124,721
Sept. 2009	114,118
Oct. 2009	105,550
Nov. 2009	96,131
Dec. 2009	73,817
Jan. 2010	101,212

Page Views:

July 2009	16,592
Aug. 2009	16,921
Sept. 2009	15,856
Oct. 2009	16,408
Nov. 2009	14,367
Dec. 2009	11,486
Jan. 2010	16,128

Web Site Activity Report continued

Search Engine Position for Chamber Site as of Jan 11, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 3 rd place	First Page in 1 st place	First page in 1 st place
bing	Second page in 2 nd place	First page in 1 st place	First page in 1 st place
YAHOO	Third page in 5 th place	First page in 1 st place	First page in 1 st place

Search Engine Position for Chamber Site as of Feb. 10, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 3 rd place	First Page in 1 st place	First page in 1 st place
bing	Second page in 5 th place	First page in 1 st place	First page in 1 st place
YAHOO	Third page in 5 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)**

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Targeted Business Expansion Committee

- The Chamber is currently surveying the local knowledge-based businesses to collect data regarding their expected growth.
- The information will be used to better understand the needs of these businesses.
- The Chamber continues to actively pursue measures to increase jobs, wages and economic opportunity in our community.

- To participate log on to:

www.surveymonkey.com/s/TBEC

TBEC Survey

Subject: Have Something To Say! We're Listening!

Reply: tnichols@valdostachamber.com

Having trouble viewing this email? [Click here](#)

Have Something To Say! We're Listening!

<http://www.surveymonkey.com/s/TBEC>

Dear Business Owner:

Over the past few years Valdosta-Lowndes County area has grown and we want to ensure and assist continued quality growth. Through IMPACT 2012 initiatives, the Valdosta-Lowndes County Chamber of Commerce is taking active measures to increase jobs, wages and economic opportunity in our community. To do this it is critical to measure our economic growth accurately with an annual survey of businesses like yours.

To assist in this important effort, we are requesting that you take a few minutes to participate in this private survey to measure the progress of business and job growth in our community. We will also use this information to better understand what your needs are and support you as a local business owner.

All the information you provide is strictly confidential and will not be associated with you or your business. If you choose to disclose the name of your business, the information you provide will not be released in any way that could identify you or your business in any form. It will only be used in a general sense to measure long term growth and as a way of supporting the small business community in the Valdosta-Lowndes County area.

Thank you in advance for your critical participation in this important effort for our community. Survey deadline will be Monday, Feb. 22, 2010.

Please click the link below to begin the survey.

<http://www.surveymonkey.com/s/TBEC>

Chamber of Commerce
416 North Ashley Street
Valdosta, Georgia 31603

Targeted Business Expansion Committee



2010
Metro In Motions
Speaker Series Event to
be held April 14 in
downtown Valdosta!

Speaker: Christian Sottile

Sottile is an authority in urban planning and design. Sottile will provide a presentation on how the built environment can impact the attraction of knowledge-based businesses and workers.



Additional details will be published in March!

MetroOne Shows Appreciation for its Mentors

Mentorship Program Mission: to provide a personal and professional development opportunity for MetroOne members by facilitating a mentorship program for present and prospective community leaders.

- 16 Mentor/Protégé pairings

Mentor Appreciation Event on Jan. 19 presented by Georgia Power Company at the Ravine Grille at Kinderlou Forest Golf Club.



Member Services Division Reports



**Jay Prince
(Vice Chairman)**

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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		
June	27,454.84	24,681.68		
May	30,457.34	26,871.88		
Apr.	31,264.43	31,001.57		
Mar.	14,879.68	29,445.03		
Feb.	22,314.50	34,192.00		
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		
June	176,338.81	182,254.99		
May	148,883.97	157,573.31		
Apr.	118,426.63	130,701.43		
Mar.	87,162.20	99,699.86		
Feb.	72,282.52	70,254.83		
Jan.	49,968.02	36,062.83	34,715.33	(1,347.50)



Membership Summary Report As of January 31, 2010

DUES COLLECTED YEAR TO DATE: \$34,715.33
2010 goal for Dues Collection: \$360,000.00

NEW MEMBERS YEAR TO DATE: 12
2010 Goal: 258

TOTAL MEMBERSHIP: 1,541
2010 Goal: 1,540

NET MEMBERSHIP GAIN IN January: 5
NET MEMBERSHIP GAIN IN 2010: 5
2009 Goal: 4

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

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New Members

	2006	2007	2008	2009	2010
Jan	16	16	22	9	12
Feb	18	14	16	16	
Mar	20	20	13	13	
April	20	16	22	33	
May	41	26	23	16	
June	12	29	25	16	
July	10	13	15	21	
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	12

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**New Members
January 2010**

Dream America

Anthony Felder
1218 Wainwright
Valdosta, GA 31601
404-578-5749
Organizations

Dairy Queen/Orange Julius

Muhammad Nisar
1700 Norman Drive 1028B
Valdosta, GA 31601
229-247-9332
Restaurants

C-Tech Water Solutions, LLC

Chris West
5370 Tucker Road
Valdosta, GA 31601
229-251-7449
Water Softeners & Supplies

Downtown Diner

Roberta Carmickle
202 W Hill Avenue
Valdosta, GA 31601
229-244-7144
Restaurants

Carlos Cleaning Company

Carlos Hundley
2517 Forrestwood Drive #A-5
Valdosta, GA 31602
229-412-7141
Cleaning-Interior

Drawdy Roofing

Wes Simpson
2302 N. Sherwood Drive
Valdosta, GA 31602
229-245-0099
Roofing Contractors

Blazers Tavern

Chad Hobbs
1905 Baytree Place
Valdosta, GA 31601
229-244-0012
Restaurants

LeFiles Financial Planning, LLC

Martin LeFiles
4849 Oak Arbor Drive
Valdosta, GA 31602
229-251-5071
Financial Planning Consultants 22

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**New Members
January 2010**

Holmes Enterprises, LLC

Timmy Holmes
3498 Johnson Hill Road
Valdosta, GA 31606
229-630-1533

Credit Card Equipment & Supplies

**Personal Fitness and Sports
Training**

Bruce Beal
1215 Lake Drive
Valdosta, GA 31602
229-548-5551
Health Clubs

Innovate Engineering Solutions, LLC

Bill Kent
2214 N Patterson Street
Valdosta, GA 31602
229-249-9113
Engineers

**Stellar Photo Booth
Rental**

Javon Longieliere
2807 Willow Circle
Valdosta, GA 31602
229-292-7970
Rental & Leasing

James Campbell and Associates, LLC

Jim Campbell
2039 Centre Pointe Blvd
Tallahassee, Fl 32308
850-561-8700
Estate Planning & Management

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**Dues Account Status
Report January 2010**

<u>Billing Period</u>	<u>Accounts Receivable</u>	<u>Collections</u>	<u>Collection Rate</u>
Current	\$46,409.93	\$12,924.08	28%
Previously Collected for current month		\$8,112.50	17%
Total Current	\$46,409.93	\$21,036.58	45%
1-30 Days	14,177.05	2,035.00	14%
31-60 Days	8,628.22	1,021.25	12%
61-90 Days	8,025.28	145.00	2%
91-120 Days	7,394.99	0.00	0%
120+ Days	30,335.55	3,600.00	12%
Subtotal	\$114,971.02	\$27,837.83	24%
New Members	\$1,133.75	\$1,133.75	
Total	\$116,104.77	\$28,971.58	25%

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Dues Account Status, continued

Previously collected for current months:

October	0.00
November	4,368.00
December	1,744.50
Total	\$8,112.50

Pre-Paid Dues for future months:

February	23,642.75
March	1,222.50
April	0.00
Deferred Revenue	\$24,865.25

Other Information:

Direct Debit Accounts to Date	49
Online Billing Accounts to Date	124



Write-Offs January 2010

REASON DROPPED	NAME	JOIN DATE	AMOUNT
Budget Restrictions	Phi Alpha Delta law Fraternity Int.	2/23/2009	\$65.00
Non-Payment of Dues	Sims Fence Company	9/5/2006	\$250.00
Out of Business	South Georgia Lady Jackets	1/16/2008	\$90.00
Out of Business	Perry Hight, MD	3/16/1999	\$300.00
Out of Business	Solutions Counseling Services	11/30/2008	\$0.00
Out of Business	Waldenbooks	7/31/2009	\$120.00
Requested Cancel	Constangy, Brooks & Smith, LLC	5/8/2000	\$1,000.00
			\$1,825.00



Write-Offs January 2010 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	1	\$65.00	1	\$65.00
Business Sold				
Consolidated Business				
No Benefit Seen				
Member Deceased				
Member Moved				
Member Retiring				
Non-Payment of Dues	1	\$250.00	1	\$250.00
Out of Business	4	\$510.00	4	\$510.00
Other				
Requested Cancellation-No Reason	1	\$1,000.00	1	\$1,000.00
Unhappy/Angry				
TOTAL	7	\$1,825.00	7	\$1,825.00

Write-Offs 2009	18	\$3,145.00	18	\$3,145.00
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Difference 2008 vs. 2009	-11	(\$1,320.00)	-11	(\$1,320.00)
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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			
Apr. 7			
May 5			
June 2			
July 7			
Aug. 4			
Sept. 1			
Oct. 6			
Nov. 3			
Dec. 1			
TOTAL	20	115	21

Feb. 3, 2010 invitation list for CHAMBER 101
consists of members that joined from
Oct. 26, 2009 – Dec. 28, 2009 (2nd time invites) &
Dec. 29, 2009 – Jan. 22, 2010 (1st time invites) **Goal for 28**
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, March 3, 2010

8:00 - 9:00 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 (2)

Sue Cox (1)

Walter Hobgood (1)

Jay Prince (1)

Allan Dear (1)

Brain Antoine (1)

Open Rates of Current Chamber e-publications

Chamber In Motion weekly e-newsletter
Sent every Monday
Open Rate: 30.2%*

Events Update sent Tuesday
Open rate: 29.5%*

SPROUTS newsletter
Send monthly to S.E.E.D.S. Center Clients and members of the Professional Consultants Program
Open Rate: 21.4%*

Chamber Board Insight
Open Rate: 41.7%*

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

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%

MARKETING REPORT JANUARY 2010

YEAR TO DATE

Television Stories: 1 (20 total 2008)
Radio Presentations: 7 (61 total 2008)
Print Articles: 4 (52 total 2008)
Presentations: 3 (35 total 2008)

BUSINESS EXPANSION

Radio-MetroOne (Talk 92.1) Presentation-S.E.E.D.S. Center (VSU Class)
Radio-Chamber Choice Awards (Talk 92.1) Presentation-S.E.E.D.S. Center (VSU Class)

PUBLIC AFFAIRS DIVISION

TV-Gateways-Jeff Moxley (WCTV)

MEMBER SERVICES DIVISION

Radio-Ribbon Cutting Info (WAAC) Radio-Ambassadors (Black Crow)
Radio-Ribbon Cutting: Ana Lee's Gifts (WAAC) Print-BAH: SGMC (VDT)
Radio-Ribbon Cutting: Valdosta Funnys (WAAC) Print-Ribbon Cutting: Dairy Queen (VDT)
Radio-Ribbon Cutting: Seed of Faith (WAAC)

WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

MISCELLANEOUS

Print-Annual Dinner (VDT)
Print-Annual Dinner (Valdosta Today)
Presentation-MB at Assoc. of General Contractors

January Ribbon Cuttings



Quality Solutions



Dairy Queen/Orange Julius



Anna Lee's Gifts & More



Chick-fil-A

January Ribbon Cuttings



Seed of Faith



Judy Martin Trexler, LCSW



Audibel Hearing Care Center

Ambassadors Report

January 2010

JANUARY STATISTICS

Ribbon Cuttings for January: 7
Groundbreakings for January: 0
Business After Hours for January: 1
Early Bird Breakfasts for January: 0

2010 STATISTICS

2010 Ribbon Cuttings: 7 (Goal: 85)
2010 Groundbreakings: 0 (Goal: 5)
2010 Business After Hours: 1 (Goal: 12)
2010 Early Bird Breakfasts: 0 (Goal: 2)

UPCOMING EVENTS

BUSINESS AFTER HOURS
February 18, 2010
Second Harvest Food Bank

CHAMBER CHOICE AWARDS BREAKFAST
March 24, 2010
James Rainwater Conference Center

Economic Development Division Reports



**Tim Jones
(Vice Chairman)**

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Monthly Activity Report
Period: January 2010

	<u>2010</u>	<u>2009</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	10,698	14,196	1,755,163
Web page requests:	2,166	2,310	30,788
Web site leads:	9	14	1,432
Brochure leads:	0	0	20
Other TCH leads:	1	1	236
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	0	1	208
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	10	17	3,711 36



RELOCATIONS

- **Relocations (Households): 299**

Lowndes: 265 Brooks: 22 Lanier: 12

- **Jan Relocations: 1**
- **2010 Relocations: 1**
- **States inquiring: 47**
- **Relocations from: FL: 144, GA: 47, NY: 18, AL: 3, CA: 8, CO: 4, IL: 8, 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: 209
 - B-Q Chamber: 6
 - V-L Chamber: 32
 - L-L Chamber 0
 - Advertising: 8
 - Other: 44



ECONOMIC IMPACT

- **Annual Income: \$12,558,000**
- **Annual Spending: \$10,764,000**
- **Liquid Assets: \$1,255,800,000**
- **Indirect Jobs Created: 598**

(average according to industry standards)

SPROUTS NEWSLETTER

Watering the Seeds of Business Development

In This Issue

Professional Consultants Corner
Guardain Bank Business Plan Competition
Technology Focus
S.E.E.D.S. Center Update
Targeted Business Expansion
Upcoming Events

Professional Consultants Corner

Important 2010 Payroll Tax Updates

By: Lily Woodard
ADP Small Business Services

Are you aware of the changes this year in your tax payments? Starting in 2010 business owners with a withholding tax payment deposit or sales and use tax payment greater than \$1,000 will be required to start electronically paying and filing online. Because the threshold is decreasing from \$5,000 in 2009 down to a threshold of \$1,000 in 2010, it is estimated that over 60,000 businesses will be affected by this change.

To read more [click here](#).

Guardian Bank Business Plan Competition



Materials for the 2010 competition will be available at the Chamber, Guardian Bank, Valdosta State University, Valdosta Technical College & at www.seedscenterofga.com on Feb. 4.

Technology Focus

IT Professionals Network



The IT Professionals Network is made up of more than 20 locally employed technology application professionals who meet quarterly to discuss best practices in the advanced technology industry. The next meeting will be held Jan. 28, at Noon at ClientTell (for a map, [click here](#)). Lunch is provided by the Chamber and all technology professionals are encouraged to attend. If you are interested in joining the Network, please contact: Tara Nichols

229-247-8100
tnichols@valdostechamber.com

S.E.E.D.S. Center Update

What's New at the S.E.E.D.S. Center in 2010?

The S.E.E.D.S. Center is gearing up for a great year! We have added First Research, a new research database we will use to gather industry specific data for our clients. Also, we will be hosting workshops and/or lunch-n-learns throughout the year on topics such as:

- 2010 Taxes
- Marketing Yourself to Investors
- PR vs. Marketing
- Secrets to Success: Advice for Today's Entrepreneur

So stay tuned and feel free to stop in or make an appointment with us to ensure you make the right first step in starting your business.

Targeted Business Expansion

Wages Low, But Optimism High

Surprising, but not shocking were the words uttered after the compelling wage and employment analysis revealed by Chris Miller, President (Creative Cities Consulting and Illuminomics), at the June 18 Chamber Board meeting. For many years area business volunteers have contended with a low wage economy well before these facts were revealed. The Targeted Business Expansion Committee was started in 2004 as an effort to facilitate the growth of jobs for technical college and university graduates. This followed a study done by Georgia Tech identifying industry sectors with high potential of success in our area. The three top sectors identified were Information Technology, Environmental Technology and Medical Services and Support.

To read more [click here](#).

Survey of Knowledge-based Businesses

Dear Business Owner:

Over the past few years Valdosta-Lowndes County area has grown and we want to ensure and assist continued quality growth. Through IMPACT 2012 initiatives, the Valdosta-Lowndes County Chamber of Commerce is taking measures to increase jobs, wages and economic opportunity in our community. To do this it is critical to measure our economic growth accurately through an annual survey of businesses like yours.

To read more and to take the survey please [click here](#).

Upcoming Events January

14 - Business After Hours
5-7 p.m.
South Georgia Medical Ctr.
to RSVP

[Click here for more information](#)

15 - Downtown 'DostaFest
Where It All Began
Valdosta's Sesquicentennial
Kickoff Event

6-9 p.m.

Downtown Valdosta

[Click here for more information](#)

21 - A Downtown Affair
6pm - 9pm
Screven Street
Quitman, Georgia

[Click here for more information](#)

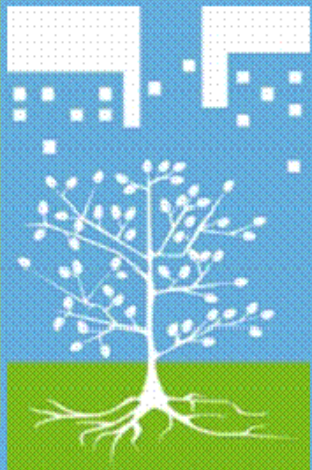
28 - IT Professionals Network
Meeting
12-1 p.m.
ClientTell

Contact Us

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Business Development & Expansion
Coordinator
416 North Ashley Street
Valdosta, Georgia 31603
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cruttinger@valdostachamber.com
www.seedscenterofga.com

S.E.E.D.S. Center Partners





January 2010 S.E.E.D.S. Center Report

CLIENTS

2010 Goal: 600

Lowndes: 27

Region:

YTD Total: 27

Client Types

Start-ups: 9

Existing/Expanding: 1

Developers: 0

Info: 6

Returning: 4

Members: 10

Outcomes

New Members: 1

Started: 0

Expanded: 1

RESOURCE DISTRIBUTION

ABC's: 10

Sales Leads: 14

Demographics: 5

Traffic Counts: 0

Loan Info: 0

WEB SITE

Total Hits: 7411

Unique Visitors: 272

Total Visits: 594

Page Rank Google: **1st**

PROFESSIONAL CONSULTANTS PROGRAM

Monthly Goal: 6

Hours Provided: 5

2010 Goal: 75

YTD Total: 6

Most Demand:

Marketing

SPROUTS NEWSLETTER

Circulation: 512

Average Open Rate: 21.4%

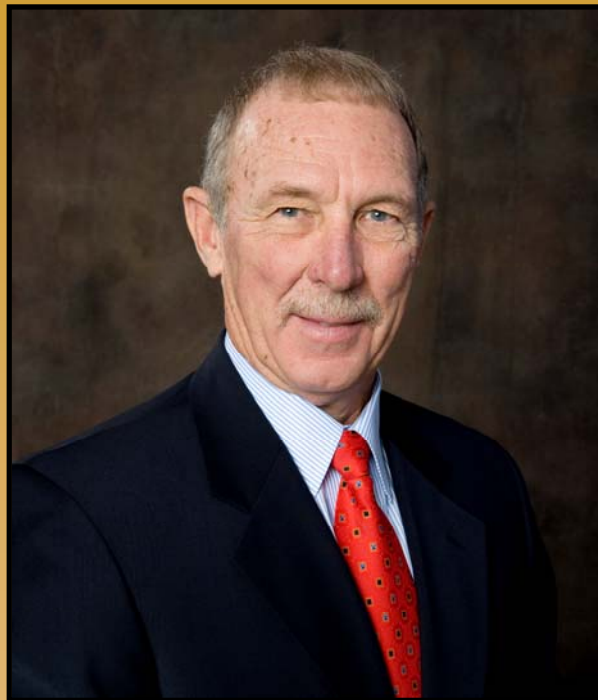
Total Click-throughs: 29



Registration materials for
the 2010 Competition
are available!

The Deadline for entry is
April 7, 2010

Public Affairs Division Reports



**James McGahee
(Vice Chairman)**

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

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Gateways Committee receives \$10,000
in seed money from
Georgia Power



Terri Lupo (Georgia Power Co.) and Gateways Chair Marshall Conner (Georgia Power Co.) present Gateways Vice Chair Aaron Strickland (KLVB) with \$10,000 in seed money for development of Gateways Master Plan.

The Gateways Committee is a sub-committee of the Local Legislative Committee under the Government Affairs Council, chaired by Paula Goff (SMITH Northview).

BUSINESS2010
VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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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, February 27

Saturday, April 10 (45th Anniversary Party)

Saturday, August 21

Saturday, October 2



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

Workforce Development & Education Division Reports

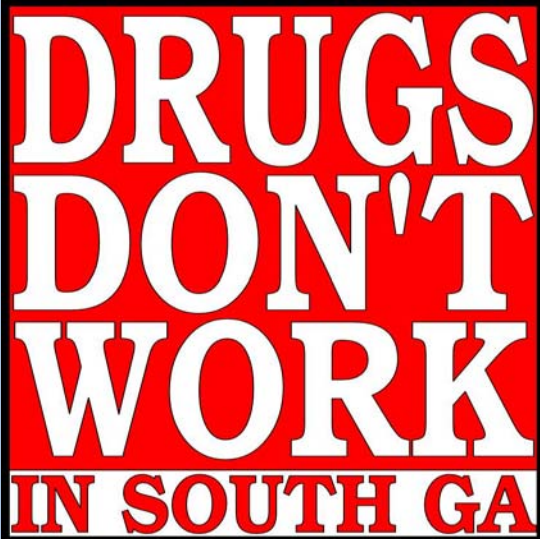


**Greg Justice
(Vice Chairman)**

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

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**DRUGS DON'T
WORK Summary
January 2010**

Total # of DDW Partners as of 12/31/09:	257
Total # of DDW Partners as of 01/31/10:	257
2010 New Members:	0
2010 Losses:	0
YTD Net Gain:	0

Goal for 2010: 257



<u>YTD</u>	<u>Jan</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$0	\$5,100	\$5,100	\$40,000	(\$34,900)

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President's Report: Myrna Ballard

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**Chairman's Report:
Terri Lupo**

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Next Meeting Date:

Thursday, March 18, 2010

9:00 – 10:30 a.m.

@ Country Inn & Suites

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Meeting Adjourned