

Board of Directors Meeting
February 22, 2011
@ Country Inn & Suites

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



Board of Directors Meeting
Tuesday, February 22, 2011
8 – 9:30 am
@ Country Inn & Suites

Agenda

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

ITEMS TO CONSIDER

- **Consider minutes of the January 25, 2011 meeting**
- **Consider January 2011 Financial Statements – Carl Holley, Treasurer**
- **Review proposed By-Laws amendments**
- **Consider GAC Legislative Principle Statement**
- **Consider GAC Policy Positions**

FULL REPORT

- **Member Services Division – Greg Reid, Vice Chairman**

ABBREVIATED REPORTS

- **Economic Development Division – Jay Prince, Vice Chairman and Chairman-Elect (2013)**
- **Public Affairs Division – Jeff Hanson, Vice Chairman**
- **WORKFORCE DEVELOPMENT & EDUCATION DIVISION – Greg Justice, Vice Chairman**
- **BUSINESS EXPANSION DIVISION – Sue Cox, Vice Chairman**
- **ORGANIZATIONAL EXCELLENCE DIVISION – Tim Jones, Vice Chairman & Chairman Elect (2012)**
- **COMMUNITY DEVELOPMENT DIVISION – Paul Nichols, Vice Chairman**

Chairman's Report – Tom Gooding

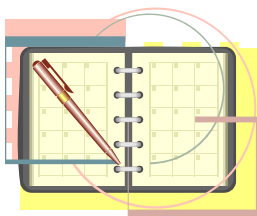
President's Report – Myrna Ballard

Meeting adjourn

To access your PowerPoint on the Web Site 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 & Suites

Chamber 101 Getting the most out of Chamber Membership

(First Wednesday of Every Month) 8 – 9:30 am

	June 1	Oct. 5
Mar. 2	July 6	Nov. 2
April 6	Aug. 3	Dec. 7
May 4	Sept. 7	

Business After Hours

5 -7:30 pm

February 24 @ Valdosta Mall & Belk

March 24 @ Valwood School

April 28 @ South Georgia Vein Center

Member Breakfasts

March 31: Chamber Choice Award Breakfast

November 8: World Class Employee Recognition Breakfast

Special Events

April 14: Business Showcase @ James H. Rainwater Center 2 – 7 pm

- **Consider Minutes of January 25, 2011 Annual Planning Retreat meeting**

Minutes of the Valdosta-Lowndes County Chamber Board meeting held Tuesday, January 25, 2011, 8 a.m. at the Country Inn & Suites

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

Also Present: Susan Peacock, Lynn Bowen, Vickie Godwin, Jerry Kozuch, Sherry Zipperer, Laura Love, Marcie Dennard, Ron Wilson, Mike Stalvey, Betty Morgan, Keyara Hamilton, Erika Bennett, Wanda Stanley, J D Dillard, John Trombetta, Courtney Ruttinger, ReKasa Deen, and Karil Brockington

Members Absent: Sally Bloom and Greg Justice

Welcome and Introductions of Board Members and Committee Chairmen

Purpose of Retreat – Tom Gooding, Chairman of the Board

“Your Job as a Chamber Board Member” – Susan Peacock

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

Consider minutes of the December 16, 2010 Board meeting – Sue Cox made a motion to accept the minutes as presented. Jeff Fulp seconded the motion and it passed unanimously. (see slides 5-6 of handout)

Chamber December 2010 Financial Statements – Carl Holley reviewed the Chamber financial statement. Tom Carroll made a motion to accept the financial statements as presented. Terri Lupo seconded the motion and it passed unanimously. (see slides 8-37 of handout)

Overview of Chamber Activity Reports – Tom Gooding reported. (see slides 38-40 of handout)

Review 2011 Business Plans – (For the complete report please visit the Chamber’s Website (www.valdostachamber.com) click on the tab “Members Area”. Click “Board of Directors Meeting” click 2011 Board of Director Annual Planning Retreat.

◆ **BUSINESS EXPANSION DIVISION** – *Sue Cox, Vice Chairman reported.*

- ◆ Opportunity Central
- ◆ Enhancement of Pro-Business Environment
- ◆ MetroOne – Bill Simmons and John Trombetta, Co-Chairmen reported.

◆ **MEMBER SERVICES DIVISION** – *Greg Reid, Vice Chairman reported.*

- ◆ Membership Committee – Marcie Dennard, Chairman
- ◆ Strategic Communications Committee – Laura Love, Chairman
- ◆ Marketing Committee
- ◆ Ambassadors Committee - Vickie Godwin, Chairman

Minutes of January 25, 2011 Board of Directors meeting continues

◆ **ECONOMIC DEVELOPMENT DIVISION** – *Jay Prince, Vice Chairman and Chairman-Elect-Elect (2013) reported.*

- ◆ Triple Crown Hometowns Program
- ◆ SEEDS Business Resource Center

◆ **PUBLIC AFFAIRS DIVISION** – *Jeff Hanson, Vice Chairman, reported.*

- ◆ Government Affairs Council
- ◆ Military Affairs Committee – Ron Wilson, Chairman
- ◆ Gateways Committee – Terri Lupo, Chairman

◆ **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – *Greg Justice, Vice Chairman. Tom Gooding Reported.*

- ◆ World Class Employee Recognition Program – Sherry Zipperer, Chairman
- ◆ Workforce Development & Education Program
- ◆ 5-Star Employer Committee – Tom Carroll, Chairman

◆ **ORGANIZATIONAL EXCELLENCE DIVISION** – *Tim Jones, Vice Chairman & Chairman Elect 2012 reported.*

◆ **COMMUNITY DEVELOPMENT DIVISION** – *Paul Nichols, Vice Chairman reported.*

➤ **Consider 2011 Business Plan** – Terri Lupo made a motion to adopt the 2011 Business Plan as presented. Bill Simmons seconded the motion and it passed unanimously.

There being no further business, the meeting was adjourned at 11:00 am.

To access your PowerPoint on the Web Site (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.

Respectfully submitted,



Karil Brockington
Senior Director of Administration

Financial Statements
January 31, 2011

See original Board Packet for printed report



Carl Holley
(Treasurer)

By-Laws
Valdosta-Lowndes County Chamber of Commerce

ARTICLE I
General

Section 1: Name This organization is incorporated under the laws of the State of Georgia and shall be known as the Valdosta-Lowndes County Chamber of Commerce, Incorporated.

Section 2: Purpose The Valdosta-Lowndes County Chamber of Commerce is organized to advance the general welfare and prosperity of Valdosta-Lowndes County so that its citizens and all areas of its business community shall prosper. All necessary means of promotion shall be provided and particular attention and emphasis shall be given to the economic commercial, civic, cultural, industrial and educational interests of the area.

Section 3: Area Valdosta-Lowndes County shall mean to include the City of Valdosta, all other incorporated cities, and Lowndes County as a whole.

Section 4: Limitation of Methods The Valdosta-Lowndes County Chamber of Commerce shall observe all local, state and federal laws which apply to a non-profit organization as defined in Section 501(c)(6) of the Internal Revenue Code.

ARTICLE II
Membership

Section 1: Eligibility Any person, association, corporation, partnership or estate having an interest in the objectives of the organization shall be eligible to apply for membership.

Section 2: Election (How application is made, received, approved.) Applications for membership shall be in writing, on forms provided for that purpose, and signed by the applicant. Election of members shall be by the Board of Directors at any meeting thereof. Any applicant so elected shall become a member upon payment of the regularly scheduled investment as provided in Section 3 of Article II.

Comment [M1]: Qualified applicants will be approved and selected by the Board of Directors. Incoming applicants will be installed upon payment of the regularly scheduled investment as provided in Section 3 of Article II.

Section 3: Investments Membership investments shall be at such rate or rates, schedule or formula as may be from time to time prescribed by the Board of Directors, payable in advance.

Section 4: Termination (Resignation, expulsion and delinquency.)

a) Any member may resign from the chamber upon written request; b) Any member shall be expelled by the Board of Directors for nonpayment of dues after 120 days from the date due, unless otherwise extended for good cause; c) Any member may be expelled by a two-thirds vote of the Board of Directors, at a regularly scheduled meeting thereof, for conduct unbecoming a member or prejudicial to the aims or repute of the chamber, after notice and opportunity for a hearing are afforded the member complained against.

Section 5: Member in Good Standing Any member who is 90 days past due for payment of dues, pledges, and/or sponsorships will no longer be considered a Member in Good Standing. Members who are not in good standing: a) may not serve on the Chamber Board, b) may not sponsor Chamber events, and c) are not eligible to do business with the Chamber.

Section 6: Voting In any proceeding in which voting by members is called for, each member in good standing shall be entitled to cast one (1) vote.

Section 7: Exercise of Privileges (Assignment of membership within subscription any limitations.) Any firm, association, corporation, partnership, or estate holding membership may nominate individuals whom the holder desires to exercise the privileges of membership covered by its subscriptions, and shall have the right to change its membership nomination upon written notice to the chamber. Each member may, for each multiple of \$100.00 in dues paid by it, designate one of its members or employees as its representative and for office holding purposes be deemed a member of the chamber. No member shall be entitled to more than ten (10) representatives regardless of the amount of its dues.

Section 8: Orientation At regular intervals, orientation on the purposes and activities of this organization shall be conducted for the following groups: New directors, officers and directors, committee chairmen, committees and new members. A detailed outline for orientation of each of these groups shall be a part of this organization's procedures manual.

Section 9: Honorary Membership Distinction in public affairs shall confer eligibility to honorary membership. Honorary members shall have all the privileges of members, except the right to vote and hold office and shall be exempt from payment of dues. The Board of Directors shall confer or revoke honorary membership by a majority vote.

ARTICLE III

Meetings

Section 1: Annual Meeting The annual meeting of the corporation, in compliance with State law, shall be held during January of each year. The time and place shall be fixed by the Board of Directors and notice thereof mailed to each member at least ten (10) days before said meeting.

Section 2: Additional Meetings General meetings of the chamber may be called by the Chairman of the Board at any time, or upon petition in writing of any 10% of the members in good standing: a) Notice of special meetings shall be mailed or faxed to each member at least five (5) days prior to such meetings; b) Board meetings may be called by the Chairman of the Board or by the Board of Directors upon written application of three (3) members of the Board. Notice (including the purpose of the meeting) shall be given to each director at least one (1) day prior to said meeting; c) Committee, program, and task force meetings may be called at any time by the Chairman of the Board, respective department Vice Chairman, or by the sub-group's chairman.

Section 3: Quorums At any duly called general meeting of the chamber, 10% of the members shall constitute a quorum; at a Board meeting, a majority of directors present shall constitute a quorum; at committee meetings, a majority shall constitute a quorum except when a committee consists of more than nine (9) members. In that case, five (5) shall constitute a quorum.

Section 4: Notices, Agenda, Minutes Written notice of all chamber meetings must be given at least five (5) days in advance unless otherwise stated. An advance agenda and minutes must be prepared for all meetings. A detailed outline for preparation of both shall be a part of this organization's procedures manual.

ARTICLE IV

Board of Directors

Section 1: Composition of the Board The Board of Directors shall be composed of 24 members, one-third of whom shall be elected annually to serve for three (3) years, or until their successors are elected and have qualified. The incoming Chairman of the Board may appoint one member to serve a one-year term as "Chairman's Choice". The Past Chairman and the President shall serve as members of the Board. The government and policy-making responsibilities of the chamber shall be vested in the Board of

Comment [M2]: 12 members

Directors, which shall control its property, be responsible for its finances, and direct its affairs.

Section 2: Terms of Office. The term of office for elected Board members is three years, with the term of office commencing in January. Board members may serve two consecutive three-year terms, if elected. No Board member who has served two consecutive three-year terms is eligible for election for a third term. A period of one (1) year must elapse before eligibility is restored. A Board member who is appointed to fill an unexpired term is considered to have served a full term, if the unexpired term is greater than 18 months in duration. A Board member who is appointed to fill an unexpired term of less than 18 months is eligible to serve two additional three-year terms, if elected.

Section 3: Selection and Election of Directors

A. **Nominating Committee.** At the regular July Board meeting, the Chairman of the Board shall appoint, subject to approval by the Board of Directors, a Nominating Committee of five (5) members of the Chamber. The Chairman of the Board shall designate the chairman of the committee.

Prior to September 1, the Nominating Committee shall present to the President a slate of eight (8) candidates to serve three-year terms to replace the directors whose regular terms are expiring. Each candidate must be an active member in good standing and must have agreed to accept the responsibility of directorship. No Board member who has served two consecutive three-year terms is eligible for election for a third term. A period of one (1) year must elapse before eligibility is restored.

Comment [M3]: A Nominating Committee shall be appointed by the Chairman and approved by the Board to fill any vacancy or opening on the Board of Directors. The Chairman of the Board shall designate the Chairman of the Committee.

Comment [M4]: four (4)

B. **Publicity of Nominations.** Upon receipt of the report of the Nominating Committee, the President shall immediately notify the membership by mail of the names of persons nominated as candidates for directors and the right of petition.

C. **Election.** The annual election of directors shall take place on the second Friday in October.

D. **Nominations by Petition.** The form of the Official Ballot shall be such that members shall have an opportunity to vote for any member for Director whether or not such member's name was on the list of nominees.

E. **Determination.** The candidates receiving the highest number of votes cast shall be declared members of the Board of Directors. The determination of the Nominating Committee as to the legality of the petition(s) shall be final. The Board of Directors shall at its regular October Board meeting declare the eight (8) candidates with the greatest number of votes elected.

Comment [M5]: four (4)

F. **Judges.** The Chairman of the Board shall, at the regular September Board meeting, appoint, subject to the approval of the Board of Directors, at least three (3) but no more than five (5) judges who are not members of the Board of Directors or candidates for election. The Chairman of the Board will designate one as chairman. Such judges shall have complete supervision of the election, including the auditing of the ballots. They shall report the results of the election to the Board of Directors at the regular October Board meeting.

Section 4: Seating of New Directors All newly-elected and appointed Board members shall be seated at the Annual Planning Retreat in January and shall be participating members thereafter.

Section 5: Vacancies Vacancies on the Board of Directors, or among the officers, shall be filled by the Board of Directors by a majority vote. Absence for five (5) regularly scheduled meetings in a calendar year will indicate the Board member's resignation from the Board. A Board member who loses his/her standing as a Member in Good Standing (see Article II, Section 5) shall be considered to have resigned from the Board.

Section 6: Policy (Statement of position on issues.) The Board of Directors is responsible for establishing procedure and formulating policy of the organization. It is also responsible for adopting all policies of the organization. These policies shall be maintained in a policy manual, to be reviewed annually and revised as necessary. A detailed statement of the chamber's procedure for determining official positions on issues is included in the organization's policy manual.

Section 7: Management The Board of Directors shall employ a President and shall fix the salary and other considerations of employment.

Section 8: Indemnification The Chamber may, by resolution of the Board of Directors, provide for indemnification by the chamber of any and all current or former officers, directors and employees against expenses actually and necessarily incurred by them in connection with the defense of any action, suit, or proceeding in which they or any of them are made parties, or a party, by reason of having been officers, directors or employees of the chamber, except in relation to matters as to which such individuals shall be adjudged in such action, suit or proceeding to be liable for negligence or misconduct in their performance of duty and to such matters as shall be settled by agreement predicated on the existence of such liability for negligence or misconduct.

Section 9: Ex Officio Members of the Board The following shall be ex officio members of the Board of Directors. Such members shall have the right to be heard in matters before the Board of Directors but shall not have voting privileges.: The Georgia State Senator and State Representatives representing any or all of Lowndes County, the Commanding Officer of Moody Air Force Base, the President of Valdosta State University, the President of Valdosta Technical College, the CEO of South Georgia Medical Center, the Chairman of the Lowndes County Commission, the Lowndes County Manager, the Mayors of Hahira, Lake Park, Naylor, Remerton, Dasher and Valdosta, the City Managers of Valdosta, Remerton, and Hahira, the Superintendent of each of the public school systems, the president of the Lowndes County Black Business Association, the Executive Directors of each of the Valdosta-Lowndes Conference Center and Tourism Board, the Central Valdosta Development Authority, the Valdosta-Lowndes County Airport Authority, and the Valdosta-Lowndes County Industrial Authority, and the Lowndes County Extension Director, and a representative from MetroOne.

Comment [M6]: Wiregrass Georgia

Comment [M7]: delete

Comment [M8]: add

ARTICLE V Officers

Section 1: **Determination of Officers.** The Board of Directors (new and retiring) at its regular November meeting shall reorganize for the coming year. The Nominating Committee for Directors shall also nominate officers each year. At this meeting, the Board shall elect the Chairman of the Board, Vice Chairman – Business Expansion, Vice Chairman – Member Services, Vice Chairman – Economic Development, Vice Chairman – Public Affairs, Vice Chairman – Workforce Development & Education, Vice Chairman – Organizational Effectiveness, Vice Chairman – Community Development, and the Treasurer. Officers will be elected from members of the new Board. A Chairman-Elect and a Chairman-Elect-Elect will be elected from among the Vice Chairmen and Treasurer. All officers shall take office on the first day of the new fiscal year (January 1) and serve for a term of one (1) year or until their successors assume the duties of office. They shall be voting members of the Board of Directors

Comment [M9]: Excellence

Comment [M10]: elected Board members

Section 2: Duties of Officers

A. **Chairman of the Board.** The Chairman shall serve as the chief elected officer of the chamber of commerce and shall preside at all meetings of the membership and the Board of Directors, and Executive Committee.

Comment [M11]: delete

The Chairman of the Board shall, with the advice and counsel of the President, assign Vice Chairmen to divisional responsibility, subject to the Board of Directors approval.

The Chairman of the Board shall, with advice and counsel of Vice Chairmen and the President, determine all committees, programs, and task forces, select all chairmen, assist in the selection of committee, program, and task force members, subject to the approval of the Board of Directors.

B. Chairman-Elect. The Chairman-elect shall exercise the powers and authority and perform the duties of the Chairman in the absence or disability of the Chairman.

C. Chairman Elect-Elect The Chairman elect-elect shall exercise the powers and authority and perform the duties of the Chairman in the absence or disability of the Chairman and the Chairman-Elect.

D. Vice Chairmen. The duties of the Vice Chairmen shall be such as their titles by general usage would indicate, and such as required by law, as well as those that may be assigned by the Chairman and Board of Directors. They will also have under their immediate jurisdiction all committees, programs, and task forces pertaining to their general duties.

D. Treasurer. The Treasurer shall be responsible for the safeguarding of all funds received by the chamber and for their proper disbursement. Such funds shall be kept on deposit in financial institutions, or invested in a manner approved by the Board of Directors. Checks are to be signed by the Treasurer and the President, or, in the absence of either or both, by any two officers. The Treasurer shall cause a monthly financial report to be made to the Board.

F. President. The President shall be the chief administrative and executive officer. The President shall serve as secretary to the Board of Directors and the Executive Committee, and cause to be prepared notices, agendas and minutes of meetings of the Board and Executive Committee.

Comment [M12]: delete

Comment [M13]: delete

The President shall serve as advisor to the Chairman of the Board and Program of Work Committee on program planning, and shall assemble information and data and cause to be prepared special reports as directed by the program of the chamber.

Comment [M14]: delete

The President shall be a member of the Board of Directors, the Executive Committee, and all committees, programs, and task forces.

Comment [M15]: delete

With assistance of the divisional Vice Chairmen, the President shall be responsible for administration of the program of work in accordance with the policies and regulations of the Board of Directors.

Comment [M16]: Business Plan

The President shall be responsible for hiring, discharging, directing and supervising all employees.

With the cooperation of the Program of Work Committee and Executive Committee, the President shall be responsible for the preparation of an operating budget covering all activities of the chamber, subject to approval of the Board of Directors. The President shall also be responsible for all expenditures with approved Budget allocations.

Comment [M17]: Finance Committee

Section 3: Executive Committee The Executive Committee shall act for and on behalf of the Board of Directors when the Board is not in session but shall be accountable to the Board for its actions. It shall be composed of the Chairman of the Board, Past Chairman, Vice Chairmen, Treasurer, President, and one member selected by the Chairman as “Chairman’s Choice”. The Chairman of the Board will serve as chairman of the Executive Committee.

Comment [M18]: delete

Section 4: Indemnification The chamber may, by resolution of the Board of Directors, provide for indemnification by the chamber of any and all of its officers or former officers as spelled out in Article IV, Section 7 of these bylaws.

ARTICLE VI

Committees, Programs, Task Forces and Divisions

Section 1: Appointment and Authority The Chairman of the Board, by and with the approval of the Board of Directors, shall appoint all committees, programs and task forces and their chairmen. The Chairman of the board may appoint such ad hoc committees and their chairmen as deemed necessary to carry out the program of the chamber. Appointments shall be at the will and pleasure of the Chairman of the Board and shall serve concurrent with the term of the appointing Chairman of the Board, unless a different term is approved by the Board of Directors.

It shall be the function of committees, programs, and task forces and to carry on such activities as may be delegated to them by the Board.

Section 2: Limitation of Authority No action by any member, committee, program, task force, employee, director or officer shall be binding upon, or constitute an expression of, the policy of the chamber until it shall have been approved or ratified by the Board of Directors, consistent with the chamber’s policy for taking positions on issues.

The Board shall authorize and define the powers and duties of all committees, programs, and task forces. The Board shall annually review and approve all activities and proposed programs of such committees, programs, and task forces, including collection and disbursement of funds.

Committees, programs, and task forces shall be discharged by the Chairman of the Board when their work has been completed and their reports accepted, or when, in the opinion of the Board of Directors, it is deemed wise to discontinue the committee, program, or task force.

Section 3: Testimony Once committee, program, or task force action has been approved by the Board of Directors, it shall be incumbent upon the committee, program, or task force chairman, or, in their absence, whom they designate as being familiar enough with the issue, to give testimony to, or make presentations before, civic and governmental agencies.

Section 4: Divisions The Board of Directors may create such divisions as it deems advisable to handle the work of the chamber.

The Board shall authorize and define the powers and duties of all divisions. The Board shall annually review and approve all activities and proposed programs of such divisions, including collection and disbursement of funds.

No action or resolution of any kind shall be taken by divisions having bearing upon or expressive of the chamber, unless approved by the Board of Directors, consistent with the Chamber’s policy for taking positions on issues.

ARTICLE VII

Finances

Section 1: Funds: All money paid to the chamber shall be placed in general operating funds.

Section 2: Disbursements: Upon approval of the budget, the President is authorized to make disbursements on accounts and expenses provided for in the budget without additional approval of the Board of Directors. Disbursement shall be by check.

Section 3: Fiscal Year: The fiscal year of the chamber shall close on December 31.

Section 4: Budget: As soon as possible after election of the new Board of Directors and officers, the Executive Committee shall adopt the budget for the coming year and submit it to the Board of Directors for approval.

Comment [M19]: Board of Directors

Comment [M20]: delete

Section 5: Annual Review: The accounts of the chamber of commerce shall be reviewed annually as of the close of business on December 31 by a certified public accountant. The review shall at all times be available to members of the organization within the offices of the chamber. The Board may call for a certified audit at its discretion. The accounts of the Chamber or Commerce shall be reviewed on odd numbered years and audited on even numbered years annually as of the close of business on December 31 by a certified public accountant. The review and audit shall at all times be available to members of the organization within the offices of the Chamber. The Board may call for a certified audit at its discretion.

Section 6: Bonding: The President and such other officers and staff as the Board of Directors may designate shall be bonded by a sufficient fidelity bond in the amount set by the Board and paid for by the chamber.

Section 7: Excess Revenue: Excess revenue generated by the Chamber will be placed in a reserve account. The President and Treasurer will be responsible for the investment of excess cash for the Chamber.

Section 8 Investments: Investments made by the Chamber will be limited to the following, as allowed by Georgia law:

Obligations of the State of Georgia or other states, obligations issued by the U. S. Government, obligations fully insured by the U. S. Government or guaranteed by the U. S. Government or by a Government agency of the United States, obligations of any corporation of the U. S. Government, prime banker's acceptances, repurchase agreements, certificates of deposit and obligations of other political subdivisions of the State of Georgia.

Section 9 Funds: All money paid to the Chamber shall be placed in general operating funds. Bank deposits will be made twice weekly.

Comment [M21]: Section 7: Reserve Account: The President and Treasurer are authorized to create an investment account for funds in excess of the amount needed for the general operating account.

ARTICLE VIII

Dissolution

Section I: Procedure The Chamber shall use its funds only to accomplish the objectives and purposes specified in these bylaws, and no part of said funds shall inure, or be distributed, to the members of the chamber. On dissolution of the chamber, any funds remaining shall be distributed to one or more regularly organized and qualified charitable, educational, scientific or philanthropic organizations to be selected by the Board of Directors as defined in IRS Section 501(c)(6).

ARTICLE IX

Section I: Parliamentary Authority The current edition of *Roberts Rules of Order* shall be the final source of authority in all questions of parliamentary procedures when such rules are not inconsistent with the charter or bylaws of the chamber.

ARTICLE X

Amendments

Section I: Revisions These bylaws may be amended or altered by a two-thirds (2/3) vote of the Board of Directors, or by a majority of the members at any regular or special meeting, providing the notice for the meeting includes the proposals for amendments. Any proposed amendments or alterations shall be submitted to the Board or the members in writing, at least ten (10) days in advance of the meeting at which they are to be acted upon.

Adopted January 25, 2000
Amended December 19, 2001
Amended November 20, 2002
Amended March 24, 2004
Amended August 25, 2004
Amended August 24, 2005
Amended December 14, 2005
Amended February 21, 2008
Amended April 17, 2008
Amended September 18, 2008
Amended October 16, 2008
Amended January 21, 2010
Amended December 16, 2010
Amended March 22, 2011

Comment [M22]: add

Proposed
VALDOSTA-LOWNDES COUNTY CHAMBER OF COMMERCE
PROPOSED LEGISLATIVE PRINCIPLE STATEMENT

The Valdosta-Lowndes County Chamber of Commerce believes that government's proper role in the economy is to act and pursue policies to support and encourage a capitalistic, free enterprise system that creates a climate in which private business can flourish and be successful. We believe that one of government's primary purposes is the protection and defense of private property rights and we believe the government's role should be limited to those powers expressly given to it by the Constitution of the United States.

We believe that a government's role should be limited in nature and should encourage entrepreneurship through a tax system that rewards rather than punishes productivity and innovation.

We favor a government that is fiscally responsible, one that abides by the same laws they levy upon others, and one that responds to the will and the voices they represent while ensuring that the rights of private property and enterprise are protected.

We acknowledge that the use of government incentives can be effective, but only endorse incentives that support American jobs. We realize that government spending can be a boost to our economy if used wisely and judiciously, but this spending should be done with a limited purpose and a well-defined benefit as indicated by the will of the people.

We support and encourage our leaders to address our complex issues with innovative and creative ideas to address our concerns, but to do so without compromising our core beliefs.

We realize that government regulation is sometimes necessary; however, regulation should always be limited in scope. We oppose overbearing regulation that creates obstacles and hidden taxes for private enterprise.

Valdosta-Lowndes County Chamber of Commerce

Proposed Policy Position Statements

2011

Local Business & Industry Policy Position. The Chamber supports local ordinances, policies and regulations that are pro-business and the removal/modification of those ordinances that don't benefit the community as much as they unnecessarily restrict businesses and small businesses. The Chamber supports development initiatives enhancing our community's ability to retain and attract business and industry capable of employing, at competitive salaries, the graduates of our local schools and colleges. The Chamber also supports the attraction of amenity-seeking retirees, including talented professionals seeking opportunities to supplement retirement income. The Chamber strongly supports the development and use of programs specifically designed to acquaint and educate current and future members of the local work force with the expectations and requirements of local employers, from professional demeanor to the value of a strong work ethic.

Health Care Policy Position. The Chamber supports legislative efforts to stabilize and enhance the trauma care network. The network should be supported either by existing government funds or additional revenue sources which are dedicated, predictable, broadly imposed and government-collected. Further, the allocation of such funds should be made in accordance with the formula established by the Georgia Trauma Care Network Commission. The Chamber supports public and private funding options for safety net clinics that provide access to health care for the working uninsured to ensure that present and future needs are met. The Chamber supports monitoring and protecting the important legal and civil justice reforms that were adopted in 2005 including the requirement to prove gross negligence with regard to emergency room liability, the elimination of joint and several liability and provisions to discourage frivolous litigation. The Chamber supports caps on non-economic damages and opposes legislation that further weakens the reforms of 2005 and supports the reduction of the rapid growth of medical liability awards and insurance costs. The Chamber supports the creation of insurance products and the development of health information technology that provide incentives to reward healthy lifestyles and quality information system so consumers have full access to information with appropriate consideration for cost effectiveness.

Economic Development & Taxation Policy Position. The Chamber supports pro-business economic and tax policies that encourage economic growth, entrepreneurship and prosperity for our community. Economic and tax policies must allow favorable competition on regional, state, national and global levels to encourage the location and expansion of business and industry to our community. The Chamber supports the free enterprise system and opposes government regulations that are burdensome. We recognize that government needs to foster an environment where capitalism can flourish by creating an atmosphere that does not restrict economic growth by imposing excessive taxes, fees and regulations on industry and business, but spurs future job growth and expansion.

Transportation Policy Position. The Chamber acknowledges that our local employers and employees depend on Georgia's ports, highways, railroads, and airports to meet the needs of their customers, and that our local business community benefits as the regional business center for this portion of Georgia. The Chamber supports a multimodal transportation network that is attractive for private business and employees locally, regionally, and statewide. The transportation system should create conditions that encourage business opportunities, growth and success. The Chamber supports increased, dedicated, and sustainable funding sources for transportation capital improvements, operations and maintenance. Funding mechanisms should provide for local input and control in determining appropriate local and regional transportation needs.

Energy & Environment Policy Position. To ensure that our Energy and Environmental needs are met, bolster our economy, and enhance our national security, the Chamber supports the development of a balanced, sustainable, reliable and affordable solution to our current and future energy and environmental needs.

Education Policy Position. The Chamber supports establishing one communitywide vision for education excellence and workforce development. To have a world class workforce, we need a community that is undivided and committed to providing a world class education that can compete with the best in the world (not just Georgia). Implementation should include strategies that link education and workforce development in a seamless manner, preparing a student for whatever future they might choose and ensuring the long-term viability of our local economy. The Chamber's goal is to build the best workforce and ensure our companies have the talent they need to stay competitive.

Business & Industry Policy Position. The Business and Industry Policy Committee was formed to support, retain and nurture existing businesses and industry, and to attract and grow targeted new industries and businesses, principally through the support of legislation and initiatives at the State and Federal levels. In particular the committee seeks to encourage measures relating to labor, workers' compensation and unemployment laws and regulations that enhance the viability and profitability of business and industry. It is the committee's policy to advocate for increased access to capital and other incentives including tax based incentives that will promote economic development, to protect and strengthen Georgia's right to work laws, to promote safe and productive work environments, to pursue reforms to state and federal legislation and regulations affecting industry, to support immigration laws which take into account employers needs to have access to both skilled and unskilled labor, and to generally promote legislative and regulatory reforms that allow market force principles to work and guide Valdosta-Lowndes County businesses and industry.

Monthly Activity Reports

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™

January 2011

Chamber Activity Reports

January 2011

Activities and Referrals Report

Monthly Activity Tracking Report

Newcomer's Packets:	27	(20)
Better Business Bureau:	12	(15)
Phone Books:	30	(59)
Maps:	157	(169)
Directions:	15	(79)
Civic Club list:	8	(5)
Manufacturers list:	0	(5)
Web site referrals by phone:	12	(15)
Email Information request:	7	(6)
Events request:	2	(15)
Membership Application:	2	(5)
Total:	272	(393)

Total: YTD: 272 (393)

Monthly Referral Manually

Contact Type Counts:

Email Request	141
General Contact	14
Telephone Referral	301
Walk-in referral	163
Staff	619

By Categories:

Total Categories: 105

Top 3:

Attorneys: 82

Real Estate: 215

Restaurants: 109

Total Member Referrals: 619

Total YTD: 619

*2010 figures in parenthesis



Search Engine Position: as of Feb. 15

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	3rd (3rd) page in 3rd (4th) place	1st (1st) page in 1st (1st) place	1st (1st) page in 4th (4th) place
bing	3rd (3rd) page in 10th (4th) place	1st (1st) page in 1st (1st) place	1st (1st) page in 1st (1st) place
Yahoo	3rd (3rd) page in 9th (4th) place	1st (1st) page in 1st (1st) place	1st (1st) page in 1st (1st) place

(last month in parentheses)

Website Activity Report:

Tracking system (Google Analytics)

January Website hits: 2,154

YTD Website hits: 2,154

January Page views: 6,461

YTD Page views: 6,461

Valdosta Chamber Online Statistics

2010

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											
March											
April											
May											
June											
July											
August											
September											
October											
November											
December											
Totals	11	34	8	0	2	0	1	0	0	12	\$833.73

*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: 49

Amnesty Program Participanst: 7

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		
June	24,681.68	33,173.92		
May	26,871.88	24,240.25		
Apr.	31,001.57	31,003.80		
Mar.	29,445.03	35,878.36		
Feb.	34,192.00	23,327.84		
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		
June	182,254.99	182,339.50		
May	157,573.31	149,165.58		
Apr.	130,701.43	124,925.33		
Mar.	99,699.86	93,921.53		
Feb.	70,254.83	58,043.17		
Jan.	36,062.83	34,715.33	34,066.08	-649.25

2011 goal for dues collection: \$370,000

9% collected

New Members

	2007	2008	2009	2010	2011
Jan	16	22	9	12	15
Feb	14	16	16	10	
Mar	20	13	13	24	
April	16	22	33	16	
May	26	23	16	11	
June	29	25	16	18	
July	13	15	21	12	
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	15

2011 Goal for New Members: 156

Total Membership: 1,509

2011 Goal for Total Membership: 1,511

New Members

January 2011

ActivEar Hearing Aid Center

Michael Miller
3470 N. Valdosta Rd. Ste B
Valdosta, GA 31602

Azalea City Chiropractic

Dr. Mitch Mink
2231 Bemiss Road, Ste B
Valdosta, GA 31602

21st Century Telecommunications, Inc.

Bill Branham
3607 Meadowdale Drive
Valdosta, GA 31606

Conservative Neurology

Dr. P. Edwards Conrad
2935 North Ashley St. D-116
Valdosta, GA 31605

Drug Testing of South Georgia

Larry Kenzel
1802 Plum Street
Remerton, GA 31601

Carolyn Eager

902 Moss Way
Valdosta, GA 31602

ERA Joyner Realty

Tony LaMarca
3628 Druid Oaks Drive
Valdosta, GA 31605

Hardees

Scott Satterfield
2901 N. Ashley St.
Valdosta, GA 31602
229-412-3246

Hardees

Scott Satterfield
816 S. Patterson St.
Valdosta, GA 31601
220-244-3246

JS Medical Diagnostic

Jonathan Sule
3790 B Old U.S. Hwy 41N
Valdosta, GA 31602

New Concepts Publishing

Madris DePasture
106 A West Hill Ave.
Valdosta, GA 31601

New Hire Solutions

Larry Plank
2904 E. N. Patterson St.
Valdosta, GA 31602

PMI Payroll Management

Bill Hatfield
127 Miracle Strip Parkway SW
Fort Walton Beach, FL 32548

Reinhart Food Service

Casey Kinker
107 B Avenue
Valdosta, GA 31601

Spencer's

Robbie Crawshaw
1700 Norman Dr. Spc 1174
Valdosta, GA 31601

2011 Ribbon Cuttings/Groundbreakings

Boys & Girls Club of Valdosta

215 West North Street
Valdosta, Georgia 31601
229-242-0676
Robert Soper
Non-Profit Organization

Pole-Lite Fitness

1515 North Ashley Street
Valdosta, Georgia 31602
229-241-8184
Tanya Weltziem
Fitness

Edward Jones Investments/Mike Meeks

1900 B Gornto Road
Valdosta, Georgia 31601
229-244-2977
Mike Meeks
Financial Planning

Rodan and Fields Dermatologists

874 S.W. Roberts Avenue
Fort White, Florida 32038
407-414-7428
Robert Shrum
Skin Care

First State Bank and Trust Company

1522 Baytree Road
Valdosta, Georgia 31602
229-242-5725
Tammy Goodin
Bank

The Humane Society of Valdosta- Lowndes County

307 Jane Street
Valdosta, Georgia 31601
229-247-3266
John Gates
Humane Societies

Four Star Freightliner, Inc.

1527 Madison Highway
Valdosta, Georgia 31601
229-316-4948
Sherrie Moore
Transportation

Urological Center of Valdosta

3294 North Oak Street Extension
Valdosta, Georgia 31602
229-241-1188
Pam Chiang
Physician

Hardee's

2901 North Ashley Street
Valdosta, Georgia 31601
229-242-8377
Andrea Amos
Restaurant

2011 Member Crashers

The Image Salon

Angie Walker
1900 Gornto Road
Suite D
Valdosta, Georgia 31602

Nails by Chris

Chris Vu
1733 Gornto Road (next to Publix)
Valdosta, Georgia 31602

Office Max

Gary Conley
1530 Baytree Road
Valdosta, Georgia 31602

Pammy Cakes

Pam Kalil
1917 D Baytree Place
Valdosta, Georgia 31601

Moe's Southwest Grill

Stephanie Motley
1525 Baytree Road
Valdosta, Georgia 31602

Hooters of Valdosta

David Griffin
1854 Clubhouse Road
Valdosta, Georgia 31602

Pearl Executive Shuttle

Larry Thomas
220 North St. Augustine Road
Valdosta, Georgia 31601

Ricky's Tire & Auto Repair

Ricky Howell
102 Ray Alley
Valdosta, Georgia 31601

Dues Account Status Report January 2011

Billing Period	Accounts Receivable	Collections	Collection Rate
Current	\$48,861.05	\$13,826.41	28%
Previously Collected for current month		19,461.33	40%
Total Current	48,861.05	33,287.74	68%
1-30 Days	18,549.33	1,767.41	10%
31-60 Days	8,114.23	725.00	9%
61-90 Days	9,674.15	180.00	2%
91-120 Days	10,274.90	1,121.25	11%
120+ Days	46,309.42	2,430.75	5%
Subtotal	141,783.08	39,512.15	28%
New Members	1,605.99	1,605.99	
Total	143,389.07	41,118.14	29%
Previously collected for current month:			
October	132.50		
November	6,213.58		
December	13,115.25		
TOTAL	19,461.33		



Write-Offs January 2011

NAME	JOIN DATE	REASON DROPPED
Prudential ACS Real Estate Services-Lisia M. Bjorklund	05/28/2010	Out of Business
Prudential ACS Real Estate Services-Troy Stanford	03/26/2009	Out of Business
Prudential ACS Real Estate Services-Allan Vrboncic	06/22/2009	Out of Business
Prudential ACS Real Estate Services-Robby Johnson	10/08/2007	Out of Business
AFLAC-Cameron Prevost	05/27/2010	Out of Business
Alex McFadden	02/01/1994	Member Moved
Ardyss International	10/27/2009	Out of Business
Catfish One	02/28/2009	Out of Business
Southern Tile & Carpet	11/01/1994	Business Sold
Steamhouse Seafood Restaurant	09/30/2010	Requested Cancel
To The Rescue	10/11/2005	Out of Business

Write-Offs January 2011 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions				
Business Sold	1	305.00	1	305.00
Consolidated Business				
No Benefit Seen				
Member Deceased				
Member Moved	1	90.00	1	90.00
Member Retiring				
Non-Payment of Dues				
Out of Business	8	630.00	8	630.00
Other				
Requested Cancellation-No Reason	1	66.25	1	66.25
Unhappy/Angry				
TOTAL	11	1,091.25	11	1,091.25

Write-Offs 2010	7	1,825.00	7	1,825.00
------------------------	----------	-----------------	----------	-----------------

Difference 2011 vs. 2010	4	-733.75	4	-733.75

Membership Statistics

Net Membership Gain in January.	4
Net Membership Gain in 2011	4
2011 Goal	5
YTD Retention Rate	87%
2011 Goal	90%



**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			
Apr. 6			
May 4			
June 1			
July 6			
Aug. 3			
Sept. 7			
Oct. 5			
Nov. 2			
Dec. 7			
TOTAL	23	85	18

February 2, 2011 invitation list for CHAMBER 101

consists of members that joined from
Oct. 20, 2010 – Dec. 19, 2010 (2nd time invites) &
Dec. 20, 2010 – Jan. 20, 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

February 2011:

Tom Gooding (1) Greg Reid (2) Paul Nichols (1) Myrna Ballard (2)
Tom Carroll (1) Phyllis Royal (1) Bill Simmons (1)

MARKETING REPORT

JANUARY

YEAR-TO-DATE

TV: 0 (22 total 2010)

RADIO: 4 (84 total 2010)

PRINT: 10 (56 total 2010)

PRESENTATIONS: 3 (28 total 2010)

BUSINESS EXPANSION

Radio- Business Outlook Breakfast (92.1)

Presentation- RD (Associated General Contractors)

Print- SEEDS (One Georgia Authority)

Print- Opportunity Central (American Classifieds)

GOVERNMENT AFFAIRS

Radio- GAC Meeting (92.1)

Presentation- AS (Valdosta Lions Club)

MEMBER SERVICES

Print- Ribbon Cutting (VDT)

Print- Ribbon Cutting (VDT)

Radio- 2010 Highlights (92.1)

Print- Annual Meeting (VDT Front Page)

Print- Passing of the Gavel (VDT)

Print- Annual Meeting (VDT Business Sect)

WORKFORCE DEVELOPMENT AND EDUCATION

Print- DRUGS DON'T WORK (VDT Classifieds)

Presentation- KH (British Exchange Students)

ECONOMIC DEVELOPMENT

Billboard- Triple Crown Hometowns (Fairway)

MISCELLANEOUS

MB videoed for Valdosta Early College

Radio- Tom Gooding (92.1)

Print- MB (VDT Business Briefs)

Ambassadors Report

January 2011

JANUARY STATISTICS

Ribbon Cuttings for January: 7
Groundbreakings for January: 2
Business After Hours for January: 0
Early Bird Breakfasts for January: 0
Accumulated Points for January: 2,590

2010 STATISTICS

2010 Ribbon Cuttings: 7 (Goal: 85)
2010 Groundbreakings: 2 (Goal: 5)
2010 Business After Hours: 0 (Goal: 11)
2010 Early Bird Breakfasts: 0 (Goal: 2)
Total Accumulated Points for 2011: 2,590

UPCOMING EVENTS

February 9, 2011

Supervisor Essentials
Department of Labor

March 2, 2011

Chamber 101: Getting the Most Out of Chamber Membership

March 24, 2011

Business After Hours
Valwood School

March 31, 2011

Chamber Choice Award Breakfast
James H. Rainwater Conference Center

Membership Survey

How would you rate the health of our local economy?

	2007	2008	2009	2010
Very Strong	9%	1%	1%	4%
Strong	54%	26%	12%	26%
Average	31%	46%	54%	42%
Weak	5%	27%	30%	24%
Very Weak	0%	1%	4%	3%

How would you rate the health of your business?

	2007	2008	2009	2010
Very Strong	10%	4%	3%	6%
Strong	53%	28%	25%	27%
Average	32%	51%	55%	51%
Weak	5%	16%	14%	14%
Very Weak	0%	2%	5%	2%

Overall, how well does the Chamber meet your expectations?

	2009	2010
Very Strong	41%	35%
Strong	34%	45%
Average	18%	16%
Weak	8%	4%
Very Weak	0%	0%

List your top reason for joining and supporting the Chamber.

	*2007	*2008	*2009	2010
It gives my business more credibility	20%	36%	33%	15%
The opportunity for making new business contacts	32%	53%	56%	26%
It's my civic duty	19%	15%	19%	11%
Discounted services like DRUGS DON'T WORK and health insurance	2%	7%	6%	5%
A voice in Government Affairs		11%	19%	8%
Community involvement		50%	46%	34%
Other reason		6%		1%

* These surveys allowed multiple answers or no response

Do you feel that your return is worth the amount you invest?

	2008	2009	2010
Well Worth it	44%	35%	48%
Worth it	41%	38%	36%
Somewhat worth it	15%	15%	10%
Somewhat not worth it	2%	11%	6%
Not at all worth it	0%	1%	0%

How would you grade the Chamber during the past 12 months?

	2007	2008	2009	2010
A	56%	65%	56%	67%
B	36%	32%	37%	26%
C	6%	3%	5%	7%
D	2%	0%	1%	0%
F	0%	0%	0%	0%

Communications Report

How do you rate the Chamber website?

	2009	2010
Very Strong	18%	34%
Strong	49%	40%
Average	25%	21%
Weak	3%	5%
Very Weak	5%	0%

How do you rate Chamber's communications with members?

	2009	2010
Very Strong	36%	37%
Strong	40%	42%
Average	20%	17%
Weak	3%	3%
Very Weak	1%	1%

Promotion in Motion	Amount	Sold	Needed
Annual Membership Meeting	\$5,000	\$5,000	\$0
Member Handbook	\$5,000	\$5,000	\$0
Business Outlook Breakfast	\$2,500	\$2,500	\$0
Mid-Year Report	\$3,500	\$0	\$3,500
Economic Summit	\$5,000	\$5,000	\$0
Small Business Conference	\$5,000	\$5,000	\$0
Business After Hours	\$16,500	\$10,500	\$6,000
Chamber Business Showcase	\$5,000	\$5,000	\$0
Leading Business Banner	\$1,000	\$1,000	\$0
Chamber Choice Awards	\$10,000	\$9,750	\$250
World Class Employee Breakfast	\$10,000	\$7,000	\$3,000
Federal Luncheon	\$1,000	\$1,000	\$0
MetroOne Emerging Leaders	\$1,000	\$1,000	\$0
Total	\$70,500	\$57,750	\$12,750

Progress Advertising	Amount	Sold	Needed
Winter 2011	\$10,000	\$8,900	\$1,100
Spring/Summer 2011	\$10,000	\$6,150	\$3,850
Fall 2011	\$10,000	\$5,750	\$4,250
Total	\$30,000	\$20,800	\$9,200

Ambassadors Report

Retention Rate in 2010:

- First year renewals was 79%
- Second year renewals was 48%

Target area for retention in 2011:

- Member Crashers
- Leading Business of the Week

Operation Thank You:

More than 50 volunteers
Delivered 1,000+ packets

**Economic Development
Division Reports**



**Jay Prince
(Vice Chairman)**



Monthly Activity Report
Period: January 2011

	<u>2011</u>	<u>2010</u>	<u>Cum</u>
<u>RELOCATIONS:</u>	3	1	340
Lowndes: 303	Brooks: 24	Lanier: 13	
Website: 232	Chambers: 41	Ads: 10	Other: 55

LEADS: 3819

RELOCATED FROM:

FL: 50% GA: 17% SE: 7% NE: 20% MW: 6%

ECONOMIC IMPACT:

- Annual Income: 14.3 Million
- Annual Spending: 12.2 Million
- Liquid Assets: 1.4 Billion
- Indirect Jobs Created: 680



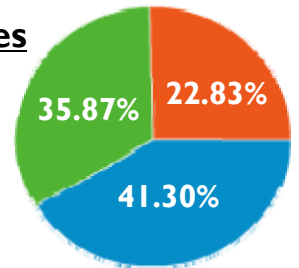
JANUARY 2011 REPORT

<u>Client Report</u>	<u>#</u>	<u>YTD</u>	<u>Resources Distributed</u>	<u>#</u>	<u>YTD</u>
Clients Assisted:	33	33	Sales Leads:	17	17
Start-ups:	13	13	How to Start Guides:	7	7
Existing/Expanding:	4	4	Demographics:	7	7
Chamber Members:	9	9	Industry Reports:	3	3
Returning:	1	1	Traffic Counts:	0	0
			Financing Info.:	2	2

<u>Website</u>	<u>#</u>	<u>YTD</u>
Visits:	92	92
Unique Visitors:	70	70
New Visits:	72.22%	72.22%

Website Traffic Sources

Direct Traffic	35.87%
Referring Sites	41.30%
Search Engines	22.83%



Guardian Bank Business Plan Competition Winner Announced

At Guardian Bank's Dec. 2 Business After Hours!

**Public Affairs Division
Reports**



**Jeff Hanson
(Vice Chairman)**



GAC

“Members to be Heard”

Meeting

Jan 6, 2011

Guest Speaker:

Chris Clark

CEO GA Chamber of Commerce



Military Affairs

Ron Wilson, 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.

2011 Red Carpet Dates:

Saturday, February 26

Saturday, May 14

Saturday, October 22



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

**Workforce Development & Education
Division Reports**



**Greg Justice
(Vice Chairman)**

Workforce Development & Education Division Reports

January 2011

DRUGS DON'T WORK

Members: 259

YTD: \$2700

Goal: 271

Goal: \$38,000

Supervisor Essentials Workshop (S.E.W.)

Attendees: 18

Goal: 100

Helping Your Child Succeed

Parents Reached: 1

Goal: 400

CHOICES

Students Reached: March 8, March 9, May 11, April 28

Goal: 1,500

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

Business Expansion Division Reports



**Sue Cox
(Vice Chairman)**

Business Expansion Division Report

January 2011

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

Transforming our local economy...

Expansion of Targeted Businesses: Opportunity Central



MetroOne: One Voice. One Vision. One Community.



- Hosted first networking event of the year at Stage 51 Coffee and Wine House with approx. 30 young professionals attending
- Chose an advocacy project of creating a list of "100 Opportunities in Metro Valdosta"



Pro-Business Enhancement

- SORT worked with local governments to develop a press release, drafted by the city and county, on SORT's progress

Organizational Excellence Division



**Tim Jones
(Vice Chairman)**

Community Development Division



Paul Nichols
(Vice Chairman)

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, March 22, 2011

12 – 1:30 pm

@ Holiday Inn & Suites

Meeting Adjourned