

June 17, 2010
Board of Directors
Meeting
@
Country Inn & Suites



Board of Directors Meeting
Thursday, June 17, 2010
9:00 – 10:30 a.m.
@ Country Inn & Suites

Agenda

- Call to order, establish a quorum, and review agenda
- Brief report from Mayor Wayne Bullard (Mayor of Hahira)

ITEMS TO CONSIDER

- Consider minutes of the May 20, 2010 meeting
- Consider May 2010 Financial Statements
- **Enhancement of Pro-Business Environment Initiative**
- **Talking Points:**
 - **What role should local/state government play in creating a pro-business environment?**
 - **If you had to name one thing that would improve our local business environment, what would it be?**

Chairman's Report

President'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



Upcoming Events:

July 7

Chamber 101
Barber House
8:00 – 9:00 a.m.

July 15

Mid-Year Membership Meeting
Rainwater Conference Center
11:30 a.m. – 1:00 p.m.
Tickets: \$20.00

July 22

Business After Hours
Valdosta Country Club
5:00 – 7:30 p.m.

August 4

Chamber 101
Barber House
8:00 – 9:00 a.m.

August 5

Boot Camp for Supervisors
Department of Labor
8:00 – 12:00 p.m.
Cost: \$20 Members; \$40 Non-members

➤ **Consider Minutes of May 20, 2010 Board of Directors meeting**

**Minutes of the Valdosta-Lowndes County Chamber Board meeting held
Thursday, May 20, 2010, 9:00 a.m. at Country Inn & Suites**

Members Present: Myrna Ballard, Tom Carroll, Tim Coombs, Sue Cox, David Durland, Stan Fillion, Kristia Gaines, Tom Gooding, Walter Hobgood, Carl Holley, Tim Jones, Terri Lupo, Paul Nichols, Jay Prince, Greg Reid, Jerome Riley, Phyllis Royal, and Al Turner

Also Present: Erika Biddix, Tara Nichols, Courtney Ruttinger, ReKasa Deen, Scott Manley, and Karil Brockington

Members Absent: Brian Antoine, Sally Bloom, Allan Dear, Jeff Fulp, Jeff Hanson, Greg Justice and James McGahee

Brief report from Mayor of Dasher (Mayor Kenny Allen) – no report.

Consider Minutes of the May 20, 2010 Board meeting – Minutes were reviewed. W. Hobgood made a motion to accept the minutes as presented. S. Cox seconded the motion and it passed unanimously. (see pg. 3 of handout)

Consider May 2010 Financial Statements – P. Nichols reviewed the Chamber financial statement. S. Fillion made a motion to accept the financial statements as presented. J. Prince seconded the motion and it passed unanimously. (see pgs. 5-31 of handout)

Consider proposal from South Georgia Travel for coordination of 2011 business trip – P. Nichols made a motion upon the recommendation of the Member Services Review Task Force to accept the proposal from South Georgia Travel for coordination of 2011 business trip as presented. Motion carried. (see pg. 32 of handout)

Consider Policy on Endorsement of Political Candidates – T. Gooding made a motion to adopt the Policy on Endorsement of Political Candidates as presented. C. Holley seconded the motion and it passed unanimously. (see pg. 33 of handout)

Economic Development Division Report – T. Jones (Vice Chairman), C. Ruttinger, P. Royal and G. Reid reported.

Talking Points: – Scott Manley facilitated.

- ✓ What do you see as the major impediments to survival and success in Valdosta-Lowndes County?
- ✓ What else can/should the Chamber do to support your success?

Chairman’s Report – T. Lupo reported.

President’s Report – No reported.

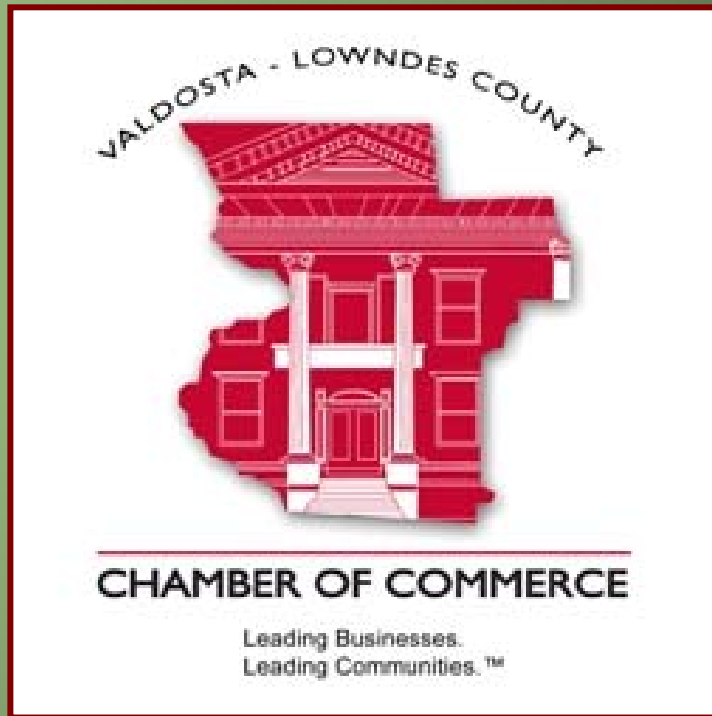
There being no further business, the meeting was adjourned at 10:30 a.m.

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



Operations & Administration

Financial Statements

May 31, 2010



Paul Nichols
(Treasurer)

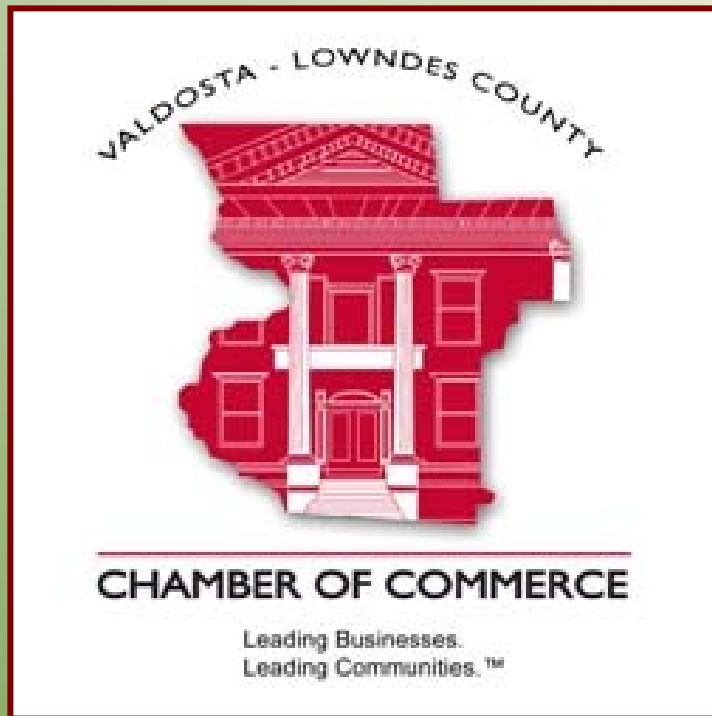
Please refer to your handout.....



➤ **Items to Consider**

- **Consider Minutes of the May 20, 2010 Meeting**
- **Consider May 2010 Financial Statements**

Chamber Activity Report



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



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

Mail Correspondence:

Newcomers Packets 24 (13)

Miscellaneous Information Requested:

Request for BBB:	<u>10 (13)</u>
Email Information Requested:	<u>5 (9)</u>
Request for Events:	<u>16 (30)</u>
Civic Club Lists:	<u>6 (15)</u>
Web site Referrals by Phone:	<u>5 (10)</u>
Manufacturers List:	<u>1 (0)</u>
Request for Directions:	<u>14 (33)</u>
Maps:	<u>141 (13)</u>
Request for Wild Adventures:	<u>0 (12)</u>
Membership Application:	<u>4 (3)</u>
Phone Books:	<u>39 (45)</u>
Membership List/Email:	<u>0 (2)</u>
Total Miscellaneous:	<u>241 (185)</u>



Member Referrals May 2010

Total Categories: 79

Top 10

Building Contractors:	12
Real Estate:	563
Hotels:	17
Organizations:	19
Restaurants:	12
Cleaning - Interior:	9
Churches:	48
Government:	27
Conference Center:	12
Auctioneers:	9
Other:	52
Total Member Referrals:	<u>780 (906)</u>

Year to Date: January – May

Member Referrals (2009 figures in parentheses)

Referrals: 1,696* (2,822)

*Database conversion lost January data

May 2010 Web Site Activity Report

www.valdostachamber.com

Valdosta - Lowndes County Chamber of Commerce - ...

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

UNITED STATES CHAMBER OF COMMERCE
ACCREDITED
★ ★ ★ ★ ★

THINK
BIG

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

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

Web Site Hits:

Nov. 2009	96,131
Dec. 2009	73,817
Jan. 2010	101,212
Feb. 2010	110,710
March 2010	122,767
April 2010	108,643
May 2010	103,537

Page Views:

Nov. 2009	14,367
Dec. 2009	11,486
Jan. 2010	16,128
Feb. 2010	18,639
March 2010	22,408
April 2010	18,736
May 2010	16,279

Web Site Activity Report continued

Search Engine Position for Chamber Site as of May 12, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	First page in 7 th place	First Page in 1 st place	First page in 1 st place
bing	Second page in 6 th place	First page in 1 st place	First page in 1 st place
YAHOO	Second page in 6 th place	First page in 1 st place	First page in 1 st place

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

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 8 th 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	Second page in 5 th place	First page in 1 st place	First page in 1 st 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)**



The IT Professionals Network

invites you to

Get Connected. Stay Informed.

2010

Technology Forum

Tuesday, June 15, 2010

8 – 9:30 a.m.

Valdosta Technical College
Bldg. 500, Auditorium

Hear from local telecom providers AT&T, Mediacom and alternative service providers.

Learn about:

- **Current high-speed Internet connectivity services available**
- **The future of high-speed Internet connectivity**
- **Cost for high-speed connectivity**

All local businesses and technology providers and local government officials are invited to attend this event to discuss the future of Valdosta's high-speed internet networks and their impact on business.



MetroOne May Events



MetroOne presented "CEOs Unplugged" on May 3. The CEO guest was Eric Hahn, Director of the Valdosta-Lowndes Parks & Recreation Authority.

Eric shared with MetroOne his journey to becoming Director. He advised the young professionals to never give the response: "That is not in my job description." He then answered questions from the group.

CEOs Unplugged was designed to give future entrepreneurs, executives, and CEOs the opportunity to interact with, and learn from those who have already seen success in their fields, and Eric allowed everyone to do just that.



Member Services Division Reports



**Jay Prince
(Vice Chairman)**



Dues Collection Report Monthly

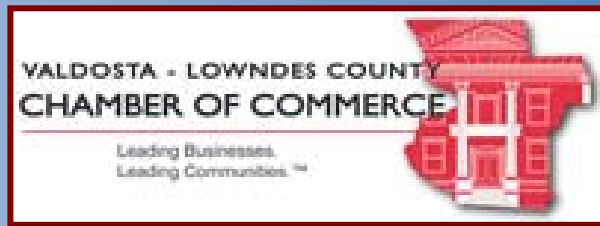
2009 & 2010

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

Dues Collection Report, Continued

2009 & 2010

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



Membership Summary Report As of May 31, 2010

DUES COLLECTED YEAR TO DATE: \$149,165.58
2010 goal for Dues Collection: \$360,000.00

NEW MEMBERS YEAR TO DATE: 73
2010 Goal: 258

TOTAL MEMBERSHIP: 1,517
2010 Goal: 1,540

NET MEMBERSHIP GAIN IN May: (17)
NET MEMBERSHIP GAIN IN 2010: (19)
2009 Goal: 4

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

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



New Members

	2006	2007	2008	2009	2010
Jan	16	16	22	9	12
Feb	18	14	16	16	10
Mar	20	20	13	13	24
April	20	16	22	33	16
May	41	26	23	16	11
Total	115	92	96	87	73
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	73



New Members May 2010

AFLAC-Cameron Prevost

Cameron Prevost
1208 Linda Drive
Valdosta, GA 31602
229-506-1442
Insurance

Buddy's Home Furnishings

Mark Matheny
2019 Marion Street
Valdosta, GA 31602
229-241-1122
Rental Service-Stores & Yards

Dosta Laboratories, LLC

Ailis Gregory
1207 Williams Street
Valdosta, GA 31601
229-247-4630
Environmental Consultants

Four Seasons Chocolates

Benton Christine
745 Hwy 135 South
Naylor, GA 31641
229-241-7585
Gift Baskets & Parcels

Homes and Land of Valdosta and Surrounding Areas

Kennedy Patrick
509 University Drive
Valdosta, GA 31602
229-834-0303
Advertising-Magazine

Jason Shaw

Shaw Jason
P O Box 245
Lakeland, GA 31635
229-482-3505
Associate Members

Remax Realty of Valdosta - Lisia M. Bjorklund

Lisia Bjorklund
209 S Gordon Street
Lake Park, GA 31636
229-630-2606
Real Estate Investments



New Members May 2010

Rivendell USA, LLC

Becky Parker-Hall
400 E Jane St
Valdosta, GA 31601
229-247-4640
Consultants

Southwest Georgia Cancer Coalition

Fletcher Diane
P O Box 1962
Albany, GA 31702
229-312-1700
Organizations

Sean Strickland-IT Guy

Sean Strickland
1194 JoRee Street Apt K-3
Valdosta, GA 31601
229-834-5680
Computer Dealers

Valdosta Allergy Clinic

Fauzia Durrani
3308 Greystone Way
Valdosta, GA 31602
229-247-7753
Physicians & Surgeons



Dues Account Status Report May 2010

<u>Billing Period</u>	<u>Accounts</u>		<u>Collection Rate</u>
	<u>Receivable</u>	<u>Collections</u>	
Current	\$32,149.38	\$ 5,127.08	16%
Previously Collected for current month		\$14,857.50	46%
Total Current	\$32,149.38	\$19,984.58	62%
1-30 Days	13,006.42	1,465.00	11%
31-60 Days	8,617.63	125.00	1%
61-90 Days	13,029.40	145.00	1%
91-120 Days	10,759.26	178.75	2%
120+ Days	<u>37,353.06</u>	<u>3,777.00</u>	10%
Subtotal	\$114,915.15	\$25,675.33	22%
New Members	\$1,810.00	\$1,810.00	
Total	<u>\$116,725.15</u>	<u>\$27,485.33</u>	24%



Dues Account Status, continued

Previously collected for current months:

February	0.00
March	7,523.75
April	7,333.75
Total	<u>\$14,857.50</u>

Pre-Paid Dues for future months:

June	9,135.00
July	6,623.25
August	.00
Deferred Revenue	<u>\$15,758.25</u>

Other Information:

Direct Debit Accounts to Date	42
Members On Online Billing	1,436

*We started online billing in April 2010. All but 81 members have an email address for a total of 1,436 members on online billing.



Write-Offs May 2010

NAME	JOIN DATE	REASON DROPPED	AMOUNT
All Star International Trucks	11/10/2003	Business Sold	\$320.00
Arthur Herndon Company Real Estate, Anne Elmore	7/1/1959	Out of Business	\$35.00
Bennett Trust, Estate & Elder law	2/26/2002	Requested Cancel	\$500.00
Big Brother Big Sister Learning Center	7/15/2009	Out of Business	\$225.00
Body Bronzer, LLC	10/27/2008	Business Sold	\$243.75
Cool Running Express	3/31/2008	Non-Payment	\$240.00
David G. Beasley, LLC Real Estate & Auctions-David Beasley	2/14/2008	Out of Business	\$225.00
David G. Beasley, LLC Real Estate & Auctions-Don Thompson	2/14/2008	Out of Business	\$30.00
David G. Beasley, LLC Real Estate & Auctions-Mark Beasley	2/14/2008	Out of Business	\$30.00
Deltacom	1/1/2001	Non-Payment	\$255.00
Ellison Interiors-Wilkinson The Home Store	10/8/2004	Out of Business	\$37.50
ERA Joyner Realty-Rhonda Taylor	5/27/2007	Out of Business	\$35.00
Goldco, Inc. (Bruger King)	6/9/2003	Requested Cancel	\$305.00
Goldco, Inc. (Bruger King)	6/9/2003	Requested Cancel	\$100.00
Hunter Harper	4/15/2009	Member Moved	\$90.00
Hygafem	2/3/2006	Out of Business	\$255.00
Jill Higgins Photography	8/4/2007	Out of Business	\$240.00
Lesalon	3/14/2003	Out of Business	\$230.40
McGhee's Lawn Service & Pressure Washing	4/27/2009	Out of Business	\$286.25
Organic Milling	3/19/2007	Out of Business	\$275.00
Quality Solutions	12/10/2009	Requested Cancel	\$63.75
Real Estate Mortgage Network	2/28/2006	Out of Business	\$0.00
Remax Realty of Valdosta-Faye Bass	4/30/2003	Out of Business	\$35.00
Shear Excitement Salon & Spa	9/17/2009	Out of Business	\$226.25
Sis May	5/21/2001	Requested Cancel	\$90.00
Southern Lamp & Shade Company	8/24/2005	Out of Business	\$0.00
The Sign Factory Outlet	12/5/2008	Out of Business	\$187.50
Valdosta PC & IT Services	5/5/2007	Out of Business	\$255.00

\$4,815.40

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



Write-Offs May 2010 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions			9	1,362.50
Business Sold	2	563.75	5	1,044.22
Consolidated Business				
No Benefit Seen			1	82.50
Member Deceased				
Member Moved	1	90.00	1	90.00
Member Retiring			1	90.00
Non-Payment of Dues	2	495.00	5	1,415.00
Out of Business	18	2,607.90	47	8,009.15
Other				
Requested Cancellation-No Reason	5	1,058.75	23	5,857.50
Unhappy/Angry				
TOTAL	28	4,815.40	92	17,950.87

Write-Offs 2009	14	3,812.50	121	24,424.48
-----------------	----	----------	-----	-----------

Difference 2010 vs. 2009	14	1,002.90	-29	-6,473.61
---------------------------------	-----------	-----------------	------------	------------------



Chamber 101:

How to get the most out of your
Chamber membership

2010 Attendance Sheet

Month	1 st Invitation	2 nd Invitation	Attended
Jan. 6	12	75	11
Feb. 3	8	40	10
Mar. 3	11	27	9
Apr. 7	20	25	12
May 5	11	28	14
June 2	13	29	5
July 7			
Aug. 4			
Sept. 1			
Oct. 6			
Nov. 3			
Dec. 1			
TOTAL	75	224	61

June 2, 2010 invitation list for CHAMBER 101
consists of members that joined from
Feb. 19, 2010 – April 19, 2010 (2nd time invites) &
April 20, 2010 – May 20, 2010 (1st time invites)

28

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



Chamber 101:

How to get the most out of your
Chamber membership

Board Members:

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

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

May 2010

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

Chamber In Motion weekly
e-newsletter

Sent every Monday

Open Rate: 25.4%* (March 27.1%)

Events Update sent Tuesday

Open rate: 25.5%* (March 27.4%)

E-blasts

Special sends

Open Rate: 27.5%* (25.4%)

** Percentages represent data accumulated between 5/1-5/31/10*

**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

MAY 2010

YEAR TO DATE

Television Stories: 16 (20 total 2009)
Radio Presentations: 40 (61 total 2009)
Print Articles: 32 (52 total 2009)
Presentations: 12 (35 total 2009)

BUSINESS EXPANSION

TV-MetroOne CEOs Unplugged (Channel 17)

PUBLIC AFFAIRS DIVISION

MEMBER SERVICES DIVISION

Radio-Ribbon Cutting: (WAAC)
Radio-Ribbon Cutting: (WAAC)
Radio-Ribbon Cutting (WAAC)
Radio-Ribbon Cutting (WAAC)
Print-B2B Ad (VDT, American Classifieds)
TV-B2B (Commercial)

Radio-B2B (Commercial)
Radio-B2B (Talk 92.1, News Talk 105.9)
Print-B2B Coverage (VDT)
Print-BAH Summit Pointe (VDT)

WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

ECONOMIC DEVELOPMENT DIVISION

Radio-SGPRD-(Talk 92.1)
Print-SGPRD-(VDT)
Presentation-S.E.E.D.S. Center (Lions Club)

Presentation-S.E.E.D.S. Center (CCB Bank)
Radio-Customer Service Seminar (Talk 92.1)
Radio-Customer Service Seminar (On Your Business)

MISCELLANEOUS

TV-THINK B.I.G. (WALB, WCTV)
Presentation-MB (Valdosta Board of Realtors)
Print-Mystery Shopper Results (VDT)

TV-Mystery Shopper Results (WALB, WCTV)
Print-Mystery Shopper Results (Valdosta Today)
Print-Mystery Shopper Blog

May Ribbon Cuttings



The Tax Doctor



Pammy Cakes

May Ribbon Cuttings



Inspired by Elegance

Ambassadors Report

May 2010

MAY STATISTICS

Ribbon Cuttings for May: 3
Groundbreakings for May: 0
Business After Hours for May: 1
Early Bird Breakfasts for May: 0
Accumulated Points for May: 1080

2010 STATISTICS

2010 Ribbon Cuttings: 29 (Goal: 85)
2010 Groundbreakings: 1 (Goal: 5)
2010 Business After Hours: 5 (Goal: 12)
2010 Early Bird Breakfasts: 1 (Goal: 2)
Total Accumulated Points for 2010: 9140

UPCOMING EVENTS

July 15, 2010
Mid Year Membership Meeting
James H. Rainwater Conference Center

July 22, 2010
Business After Hours
Valdosta Country Club

Member Crashers Report

May 2010



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

American Rent-A-Car
2704 Bemiss Road
229-245-8939

Atlantic Southeast Airlines
1750 Airport Road
229-241-2298

The Cutting Edge
310 Janet Street
229-245-8939

Hertz Rent-A-Car
1750 Airport Road
229-242-7070

Steve Hall Flooring
3740 Inner Perimeter Road
229-244-4341

Anna Lee's Gift Shop
1750 Airport Road
229-292-9244

Wallace Truck & Equipment Sales
5107 Inner Perimeter Road
229-219-7641

Enterprise Rent-A-Car
803 North Patterson Street
229-241-8560

Wright Retirement Services
1009 North Patterson Street
229-259-9686

Southern States Toyota Lift
1865 Business Parkway
229-247-8377

William E. Moore
1008 North Patterson Street
229-244-8830

Avis Rent-A-Car
1750 Airport Road, Suite 2
229-242-4242

Economic Development Division Reports



**Tim Jones
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™





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

Monthly Activity Report
Period: May 2010

	<u>2010</u>	<u>2009</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	9,448	10,079	1,829,145
Web page requests:	2,176	1,847	41,811
Web site leads:	8	11	1,468
Brochure leads:	0	0	20
Other TCH leads:	1	3	239
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	1	2	209
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	10	16	3,744



RELOCATIONS

- **Relocations (Households): 303**

Lowndes: 267 Brooks: 22 Lanier: 12

- **May Relocations: 2**
- **2010 Relocations: 6**
- **States inquiring: 47**
- **Relocations from: FL: 147, GA: 47, NY: 18, AL: 3, CA: 8, CO: 4, IL: 9, MI: 14, VA: 3, IN: 1, MD: 3, ME: 1, OR: 1, AZ: 2, UT: 1, NM: 3, MA: 1, TN: 4, NJ: 4, MN: 1, LA: 3, MS: 8, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**
- **Newcomers sources:**
 - TCH-Web site/Call in/Brochure: 211
 - B-Q Chamber: 6
 - V-L Chamber: 32
 - L-L Chamber 0
 - Advertising: 8
 - Other: 46



ECONOMIC IMPACT

- **Annual Income: \$12,726,000**
- **Annual Spending: \$10,908,000**
- **Liquid Assets: \$1,272,600,000**
- **Indirect Jobs Created: 606**

(average according to industry standards)



May 2010 S.E.E.D.S. Center Report

CLIENTS

Clients Seen

Lowndes: 38

Region: 5

Month total: 43

Monthly Goal: 50

2010 So far: 207

2010 Goal: 600

Client Types

Start-ups: 16

Existing/Expanding: 3

Developers: 4

Info: 2

Returning: 3

Chamber Members: 18

Outcomes

New Members: 7

Started: 5

Expanded: 13

RESOURCE DISTRIBUTION

ABC's: 19

Sales Leads: 18

Demographics: 10

Traffic Counts: 2

Loan Info: 1

Mosaic Reports: 0

First Research: 2

Total: 52

WEB SITE

Unique Visitors: 290

Total Visits: 713

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



Community leaders and business owners from our region attended the South Georgia Partnership for Regional Development dinner at Horse Creek Winery in Nashville, Ga. on May 4. Commissioner Vance C. Smith, Jr., Georgia Department of Transportation, expressed how strong regional partnerships can lead to abundantly successful communities.



Award Winning Customer Service Seminar

Presented by



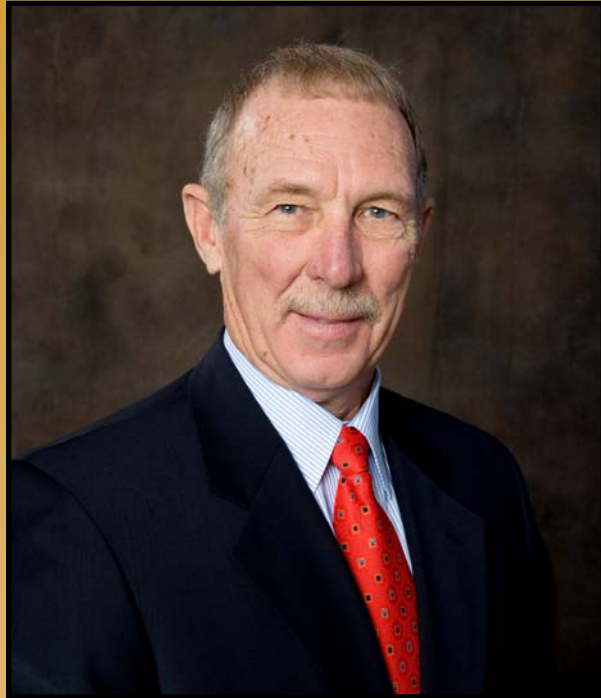
An esteemed panel of the Top 10 Finalists for the Members' Choice Award and Winner of the Best Customer Service in Town from the *Valdosta Daily Times* Best of South Georgia shared award winning customer service tips with our local workforce.

Topics included:

- Making your customers feel special
- Being friendly and down to earth
- Being community minded
- No client too small
- Putting yourself in your customer's shoes
- Quality concepts for clients
- Telephone etiquette
- Building a customer service team
- Properly training your employees
- Creating an inviting atmosphere
- Personalizing the customer experience



Public Affairs Division Reports



**James McGahee
(Vice Chairman)**





The Chamber made their annual trip to Washington, DC May 24-26 visiting U.S. Air Force officials at the Pentagon, receiving a briefing from the U.S. Chamber, and meeting with U.S. Sen. Johnny Isakson and U.S. Representatives Jack Kingston and Sanford Bishop to present the Chamber's 2010 Federal Legislative Principle Statement and Policy Priorities.

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, August 14
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)**



DRUGS DON'T WORK IN SOUTH GA

DRUGS DON'T WORK Summary May 2010

Total # of DDW Partners as of 12/31/09:	257
Total # of DDW Partners as of 04/30/10:	252
2010 New Members:	3
2010 Losses:	5
YTD Net Gain:	-2

Goal for 2010: 271

<u>YTD</u>	<u>May</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$12,350	\$4,310	\$16,660	\$38,000	(\$21,340)

Boot Camp for Supervisors 2010 Report

	Goal Attendance	Actual Attendance
March 18, 2010	30	20
May 6, 2010	30	28
August 5, 2010	30	
November 4, 2010	30	
GOAL TOTAL	120	48





Helping Your Child Succeed 2010 Presentations

	Company	Business Presenter	School Presenter	Parents
1	Dept. of Family & Children's Services	Carrie Hickman	LaVerne Rome	30
2	Choices for Life LLC (June 15, 2010)	Greg Justice	LaVerne Rome	
3	Langdale Place (June 17, 2010)	Greg Justice	LaVerne Rome	

Parents Reached **30**

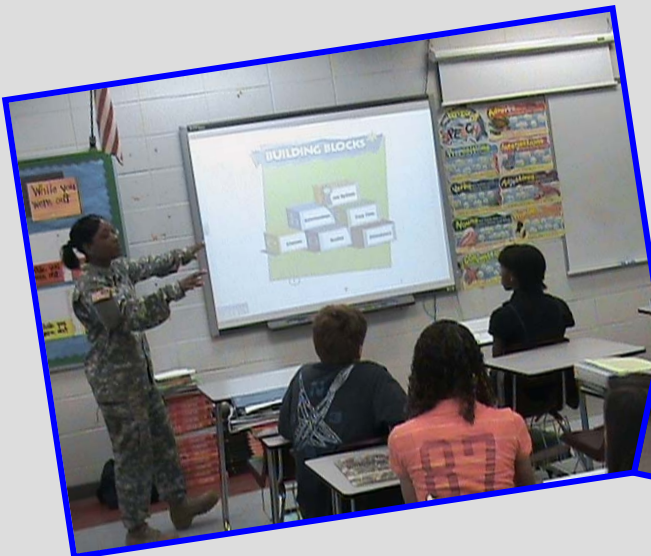




Impacting our future workforce, one student at a time.



School	Dates	Students
Lowndes Middle	April 26, 27	286
Lowndes Parks & Recreation	June 22, 23	



VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses,
Leading Communities.™



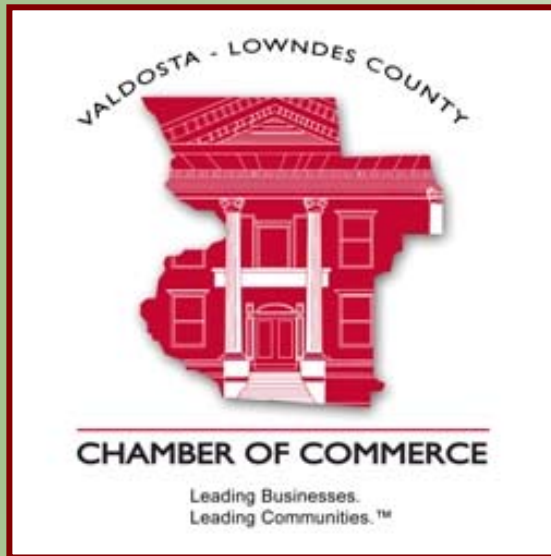
Chairman's Report: Terri Lupo

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



President's Report: Myrna Ballard



Next Meeting Date:

**Mid-Year Meeting
Thursday, July 15, 2010
11:30 a.m. – 1 p.m.
@ Rainwater Conference
Center**



Meeting Adjourned