

**Board of Directors Meeting**  
**March 22, 2011**  
**@ Holiday Inn Hotel**

VALDOSTA - LOWNDES COUNTY



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**CHAMBER OF COMMERCE**

Leading Businesses.  
Leading Communities.™



**Board of Directors Meeting**  
**Tuesday, March 22, 2011**  
**12 – 1:30 pm**  
**@ Holiday Inn Hotel**

**Agenda**

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

**ITEMS TO CONSIDER**

- **Consider minutes of the February 22, 2011 meeting**
- **Consider February 2011 Financial Statements – *Carl Holley, Treasurer***
- **Consider proposed By-Laws amendments**

**FULL REPORT(S)**

- **SORT** – *Sue Cox, Vice Chairman*

**ABBREVIATED REPORTS**

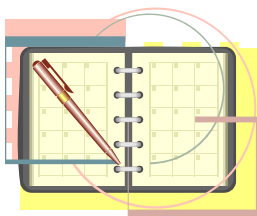
- **PUBLIC AFFAIRS DIVISION** – *Jeff Hanson, Vice Chairman*
- **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – *Greg Justice, Vice Chairman*
- **BUSINESS EXPANSION DIVISION** – *Sue Cox, Vice Chairman*
- **ORGANIZATIONAL EXCELLENCE DIVISION** – *Tim Jones, Vice Chairman & Chairman Elect (2012)*
- **COMMUNITY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

**Meeting adjourn**

To access your PowerPoint on the Web Site click the following link <http://www.ValdostaChamber.com/about/Boardmeeting.html> or visit [www.ValdostaChamber.com](http://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**

April 6            Aug. 3            Dec. 7

May 4             Sept. 7

June 1            Oct. 5

July 6             Nov. 2

## **Business After Hours**

**5 -7:30 pm**

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 February 22, 2011 Board of Directors meeting**

**Minutes of the Valdosta-Lowndes County Chamber Board meeting held Tuesday, February 22, 2011, 8 a.m. at the Country Inn & Suites**

**Member Present:** Myrna Ballard, Clinton Beeland, Sally Bloom, Tom Carroll, Sue Cox, Tom Gooding, Jeff Hanson, Mike Hill, Carl Holley, Greg Justice, Paul Nichols, Jay Prince, Ken Ricket, Megan Smith and Baha Zeidan

**Also Present:** Brittany Foster-Hull, Betty Morgan, Erika Bennett, Sandy Prentiss, Alison Stokes, ReKasa Deen and Karil Brockington

**Members Absent:** David Durland, Jeff Fulp, Tim Jones, Terri Lupo, Greg Reid, Phyllis Royal and Bill Simmons

**Consider minutes of the January 25, 2011 Board meeting** – Clinton Beeland made a motion to accept the minutes as presented. Jay Prince seconded the motion and it passed unanimously. (see pgs. 4-5 of Board packet)

**Chamber January 2011 Financial Statements** – Carl Holley reviewed the Chamber financial statements. Tom Carroll made a motion to accept the financial statements as presented. Megan Smith seconded the motion and it passed unanimously. (see pgs. 8-32 of Board packet)

**Review Proposed By-Laws amendments** – Tom Gooding presented proposed amendments to the By-Laws with updates (to be voted on at next scheduled Board Meeting) (see pgs. 33-43 of original Board packet)

**Consider GAC Legislative Principle Statement** – Jeff Hanson reported. Sally Bloom made a motion to accept the Legislative Principle Statement regarding the Government Affairs Council as presented. Clinton Beeland seconded. Motion carried. (see pg. 44 of original Board Packet)

**Consider GAC Policy Positions** – Jeff Hanson reported. Greg Justice made a motion to adopt the Policy Positions regarding the Government Affairs Council as presented. Sue Cox seconded. Motioned carried. (see pgs. 45-46 of original Board packet)

**FULL REPORT**

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

- ◆ Membership Survey – Betty Morgan reported, (see pgs. 62-64 of original Board packet)
- ◆ Communications Committee – Erika Bennett reported. (see pgs. 65-66 of original Board packet)
- ◆ Ambassadors Committee – Sandy Prentiss reported. (see pg. 67 of original Board packet)

## **ABBREVIATED REPORTS**

- ◆ **ECONOMIC DEVELOPMENT DIVISION** – Jay Prince, Vice Chairman and Chairman-Elect (2013) reported. (see pgs. 68-70)
- ◆ **PUBLIC AFFAIRS DIVISION** – Jeff Hanson, Vice Chairman, reported. (see pgs. 71-73 of original Board packet)
- ◆ **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – Greg Justice, Vice Chairman reported. (see pg. 75)
- ◆ **ORGANIZATIONAL EXCELLENCE DIVISION** – Myrna Ballard reported.
- ◆ **COMMUNITY DEVELOPMENT DIVISION** – Paul Nichols, Vice Chairman reported.
- ◆ **BUSINESS EXPANSION DIVISION** – Sue Cox, Vice Chairman reported. (see pgs. 76-77 of original Board packet)

There being no further business, the meeting was adjourned at 9:20 a.m.

To access your PowerPoint on the Web Site ([www.ValdostaChamber.com](http://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**  
**February 28, 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 1: 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

**Public Affairs Division  
Reports**



**Jeff Hanson  
(Vice Chairman)**

THE VALDOSTA-LOWNDES CHAMBER  
GOVERNMENT AFFAIRS COUNCIL  
**1 BUSINESS ✓ VOICE**  
*LOUDER, CLEARER, STRONGER.*

**GAC**  
**State Listening Session**  
**Luncheon**

**Feb. 16, 2011**



# 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.

## **Upcoming Red Carpets:**

**May 14, 2011**

**October 22, 2011**



For more information contact Karil Brockington at 247-8100 or email: [kbrockington@valdostachamber.com](mailto:kbrockington@valdostachamber.com)

# Red Carpet Party @ Ocean Pond February 26, 2011



**Workforce Development & Education  
Division Reports**



**Greg Justice  
(Vice Chairman)**

# Workforce Development & Education Division Reports

*February 2011*

## **DRUGS DON'T WORK**

Members: 260

YTD: \$7,566

Goal: 271

Goal: \$38,000

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## **Supervisor Essentials Workshop (S.E.W.)**

Upcoming : June 8 "The Survival Guide for Supervisors"

Attendees: 18

Goal: 100

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## **Helping Your Child Succeed**

Parents Reached: 3

Goal: 400

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## **CHOICES**

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

Goal: 1,500

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## **5-STAR EMPLOYER PROGRAM**

Members: 7

Goal: 20

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

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# **Organizational Excellence Division**

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**Tim Jones  
(Vice Chairman)**

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## **Community Development Division**

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**Paul Nichols  
(Vice Chairman)**

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# **Business Expansion Division Reports**



**Sue Cox**  
**(Vice Chairman)**

# Business Expansion Division Report

## February 2011

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

*Transforming our local economy...*

### Expansion of Targeted Businesses: Opportunity Central



Opportunity Central Book Club hosted its first meeting. Ken Ricket (Ellis, Ricket & Associates) led discussion on Frederick Allen's *Atlanta Rising*. Dr. Ronald Zaccari will lead the April 18 discussion of Charles Landry's *The Creative City*.

### Pro-Business Enhancement



Wiregrass Georgia Technical College sponsored the Chamber's Business Outlook Breakfast Feb. 15 at the Rainwater Conference Center. Nearly 130 top business leaders heard the 2011 Outlook from national, regional state and local perspectives.

# Member Services Division Reports



**Greg Reid  
(Vice Chairman)**

### Monthly Dues Collection Report

				<b>2010 &amp; 2011</b>
	<b><u>2009</u></b>	<b><u>2010</u></b>	<b><u>2011</u></b>	<b><u>Variance</u></b>
<b>Dec.</b>	36,261.41	34,326.54		
<b>Nov.</b>	27,823.82	27,720.66		
<b>Oct.</b>	27,591.92	26,872.32		
<b>Sep.</b>	25,916.58	36,308.15		
<b>Aug.</b>	28,135.34	18,321.41		
<b>July</b>	41,713.49	22,414.66		
<b>June</b>	24,681.68	33,173.92		
<b>May</b>	26,871.88	24,240.25		
<b>Apr.</b>	31,001.57	31,003.80		
<b>Mar.</b>	29,445.03	35,878.36		
<b>Feb.</b>	34,192.00	23,327.84	48,430.91	25,103.07
<b>Jan.</b>	36,062.83	34,715.33	34,066.08	-649.25

### Year To Date Dues Collection Report

				<b>2010 &amp; 2011</b>
	<b><u>2009</u></b>	<b><u>2010</u></b>		<b><u>Variance</u></b>
<b>Dec.</b>	369,697.19	348,303.24		
<b>Nov.</b>	333,435.78	313,976.70		
<b>Oct.</b>	305,611.96	286,256.04		
<b>Sep.</b>	278,020.04	259,383.72		
<b>Aug.</b>	252,103.82	223,075.57		
<b>July</b>	223,968.48	204,754.16		
<b>June</b>	182,254.99	182,339.50		
<b>May</b>	157,573.31	149,165.58		
<b>Apr.</b>	130,701.43	124,925.33		
<b>Mar.</b>	99,699.86	93,921.53		
<b>Feb.</b>	70,254.83	58,043.17	82,496.99	24,453.82
<b>Jan.</b>	36,062.83	34,715.33	34,066.08	-649.25

2011 goal for dues collection: \$370,000

9% collected

# New Members

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

**2011 Goal for New Members: 156**

**Total Membership: 1,510**

**2011 Goal for Total Membership: 1,511**

# New Members

## February 2011

### **ACS-Prudential ACS Real**

Jeff Wooley  
521 Lakes Blvd  
Lake Park, GA 31636  
229-834-9845  
Real Estate

### **America's Best Contacts & Eyeglasses**

Leticia Gould  
1700 Norman Drive Suite  
Valdosta, GA 31601  
229-247-1600  
Optical Goods

### **Amy and Pinky's**

Amy Withers  
2131 Bemiss Road  
Valdosta, GA 31601  
229-630-3716  
Clothing-Women's

### **Caliente Arts Center**

Hannah Moore  
1500 E. Park Ave  
Valdosta, GA 31602  
229-234-1347  
Dance Instruction

### **Cotton States -Tracie Hart Tracie Hart**

1801 Canterbury Drive-Suite C  
Valdosta, GA 31602  
229-247-1888  
Insurance

### **Cotton States-Steven Hall**

Steven Hall  
1801 Canterbury Drive-Suite C  
Valdosta, GA 31602  
Insurance

### **FootLocker**

Cheryl Little  
1700 Norman Drive  
Valdosta, GA 31602  
229-247-4761  
Sporting Goods

### **Habibi Imports, LLC**

Amy Aronson  
503 Sunnymeade Drive  
Valdosta, GA 31605  
229-244-8026  
Home Centers

### **Harvey's Supermarkets**

Lisa Overman  
Ga Hwy 122 & W Main St  
Hahira, GA 31632  
Grocers

### **Legends Barbershop**

Roberto Washington  
428 South Lee Street  
Valdosta, GA 31601  
229-469-4256  
Barber Shop

### **Military Media, Inc.**

Rick Smith  
417 Racetrack Road NW  
Fort Walton Beach, FL 32547  
850-864-2550  
Publishers-Directory & Guide

### **Real Living Realty Advisors-Tammy Borders**

Tammy Borders  
1010 Slater Street  
Valdosta, GA 31601  
229-333-4622  
Real Estate

### **Southern Carpet & Tile, LLC**

Calvin Stubbs  
3259-H Inner Perimeter Road  
Valdosta, GA 31602  
229-242-5668  
Floor Materials

### **Xstream**

Johnny Knowles  
801 Randolph Street  
Valdosta, GA 31602  
229-740-0378  
Internet Marketing & Advertising

## 2011 Ribbon Cuttings/Groundbreakings

### **ActivEar Hearing Aid Center**

3470 North Valdosta Road  
Suite B  
Valdosta, Georgia 31602  
229-245-1122  
Michael and Lorissa Miller  
Hearing Aids

### **Allgreen Services**

P.O. Box 681  
Hahira, Georgia 31632  
229-794-2954  
Alicia News  
Waste Reduction

### **Azalea City Chiropractic**

2231 Bemiss Road Suite B  
Valdosta, Georgia 31602  
229-241-9300  
Dr. Mitch Mink  
Physician

### **Drug Testing of South Georgia**

1802 Plum Street  
Valdosta, Georgia 31601  
229-253-0125  
Larry Kenzel  
Drug Abuse & Addiction Information

### **Golden Leaf Cigar Café**

101 A South Patterson Street  
Valdosta, Georgia 31601  
803-760-9556  
Paul Cronin  
Cigar, Cigarette and Tobacco Dealers

### **Hardee's**

816 South Patterson Street  
Valdosta, Georgia 31601  
229-244-9628  
Jacqueline Medina  
Restaurant

### **Legends Barbershop**

428 South Lee Street  
Valdosta, Georgia 31601  
229-469-4256  
Roberto Washington  
Barbers

### **Megan's House**

Easter Seals of Southern Georgia  
1714 Williams Street  
Valdosta, Georgia 31601  
229-247-6912  
December Smith  
Non-Profit Organization

### **The LPA Group**

311 North Patterson Street  
Suite A  
Valdosta, Georgia 31601  
229-506-8280  
Claudia Holliday

### **Transportation Consultants**

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

## **2011 Member Crashers**

### **Dairy Queen**

Mike Momin  
701 North Ashley Street  
Valosta, Georgia 31601

### **Langdale Honda**

Tom Kelly  
1508 North Ashley Street  
Valdosta, Georgia 31601

### **Baytree Pizza**

Jessica Torres  
607 Baytree Road  
Valdosta, Georgia 31601

### **Las Banderas Mexican Restaurant**

Lisandro Cruz  
904 Baytree Road  
Valdosta, Georgia 31602

### **State Farm**

Bubba Highsmith  
1303 Baytree Road  
Valdosta, Georgia 31602

### **Jimmy Johns**

Brandi Shinkle  
1337 Baytree Road  
Valdosta, Georgia 31602

### **Buffalo Wild Wings**

Melissa Stonestreet  
1553 Baytree Road  
Valdosta, Georgia 31602

### **Embroid Me Valdosta**

Brian Foskey  
1900 Gornto Road  
Valdosta, Georgia 31602

## Dues Account Status Report February 2011

Billing Period	Accounts Receivable	Collections	Collection Rate
Current	23,796.96	7,277.91	31%
Previously Collected for current month		8,334.16	35%
<b>Total Current</b>	<b>23,796.96</b>	<b>15,612.07</b>	<b>66%</b>
1-30 Days	14,807.31	4,463.33	30%
31-60 Days	14,228.17	6,825.50	48%
61-90 Days	11,029.23	1,677.27	15%
91-120 Days	12,225.40	1,265.00	10%
120+ Days	44,402.88	7,273.07	16%
<b>Subtotal</b>	<b>120489.95</b>	<b>37,116.24</b>	<b>31%</b>
New Members	1,664.50	1,664.50	
<b>Total</b>	<b>122,154.03</b>	<b>38,780.32</b>	<b>32%</b>
<b>Previously collected for current month:</b>			
<b>November</b>	.00		
<b>December</b>	3,019.58		
<b>January</b>	5,314.58		
<b>TOTAL</b>	<b>8,334.16</b>		



# Write-Offs February 2011

NAME	JOIN DATE	REASON DROPPED
Allcell Wireless	07/31/2009	Out of Business
ASAP Employee Leasing	04/27/2005	Out of Business
Barfield's Best Flooring and Design , LLC	06/30/2007	Out of Business
Blazers Tavern	01/14/2010	Business Sold
Georgia Auto Exchange, LLC	10/07/2010	Out of Business
Georgia Probation Management, Inc.	01/26/2001	Budget Restriction
Get Active	06/16/2005	Out of Business
Millwork Sales of Valdosta, LLC	02/13/2005	Out of Business
Mindful Massage & Bodyworks	03/03/2006	Budget Restrictions
Name Droppers, LLC	03/17/2010	Budget Restrictions
Silotte \$7.99 & Up Shoes	09/23/2010	Out of Business
Ti Lina & Company Jewelers	07/31/2009	Out of Business
Voigt Sheet Metal Works, Inc	10/01/1995	Requested Cancel

## Write-Offs February 2011 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	3	825.00	3	825.00
Business Sold	1	265.00	2	570.00
Consolidated Business				
No Benefit Seen				
Member Deceased				
Member Moved			1	90.00
Member Retiring				
Non-Payment of Dues				
Out of Business	8	1,276.25	16	1,906.25
Other				
Requested Cancellation-No Reason	1	305.00	2	371.25
Unhappy/Angry				
<b>TOTAL</b>	<b>13</b>	<b>2,671.25</b>	<b>24</b>	<b>3,762.50</b>

<b>Write-Offs 2010</b>	<b>23</b>	<b>4,879.00</b>	<b>30</b>	<b>6,704.00</b>
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<b>Difference 2011 vs. 2010</b>	<b>-10</b>	<b>2,207.75</b>	<b>-6</b>	<b>-2,941.50</b>

## Membership Statistics

Net Membership Gain in February	1
Net Membership Gain in 2011	5
2011 Goal	5
YTD Retention Rate	98%
2011 Goal	90%

# Chamber Monthly Activity & Referrals Reports

February 2011

## Monthly Activity Tracking Report

Newcomer's Packets:	20	(29)
Better Business Bureau:	8	(5)
Phone Books:	26	(59)
Maps:	325	(57)
Directions:	14	(33)
Civic Club list:	4	(5)
Manufacturers List:	1	(0)
Website referrals by phone:	15	(30)
Email information request:	5	(8)
Events request:	15	(1)
Membership Application:	1	(5)
<b>Total:</b>	<b>434</b>	<b>(232)</b>

**Total YTD: 706 (625)**

## Monthly Referrals Manually

### Contact Type Counts:

Email Request	90
General Contact	10
Telephone Referrals	249
Walk-In Referrals	45
<b>Staff</b>	<b>394</b>

### By Categories:

Total Categories:	57
Top 3:	
Government:	30
Real Estate:	215
Hotels:	45

Total Member Referrals: 394

**Total YTD: 1,013**

\*2010 figures in parentheses



## Search Engine Position: as of March 15

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
<b>Google</b>	2 <sup>nd</sup> (3 <sup>rd</sup> page) In 10 <sup>th</sup> (3 <sup>rd</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 1 <sup>st</sup> (1 <sup>st</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 4 <sup>th</sup> (4 <sup>th</sup> ) place
<b>Bing</b>	2 <sup>nd</sup> (3 <sup>rd</sup> page) In 11 <sup>th</sup> (10 <sup>th</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 1 <sup>st</sup> (1 <sup>st</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 1 <sup>st</sup> (1 <sup>st</sup> ) place
<b>Yahoo</b>	3 <sup>rd</sup> (3 <sup>rd</sup> page) In 8 <sup>th</sup> (9 <sup>th</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 1 <sup>st</sup> (1 <sup>st</sup> ) place	1 <sup>st</sup> (1 <sup>st</sup> page) In 1 <sup>st</sup> (1 <sup>st</sup> ) place

(last month in parentheses)

## Website Activity Report:

February Website hits: 2,521

YTD Website hits: 4,675

February Page views: 7,397

YTD Page views: 13,858

# Valdosta Chamber Online Statistics 2011

Month	TCS Web sites	Community Calendar	Event Registration	Member Coupons	New Members	Press Releases	Job Board	Info Requests	Store Purchases	Online Payments	
	262										
January	11	34	8	0	2	0	1	0	0	12	\$833.73
February	14	5	0	0	1	0	1	1	0	16	\$452.50
March											
April											
May											
June											
July											
August											
September											
October											
November											
December											
<b>Totals</b>	<b>287</b>	<b>39</b>	<b>8</b>	<b>0</b>	<b>3</b>	<b>0</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>28</b>	<b>1,286.23</b>

\*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: 62**  
**Amnesty Program Participants: 13**



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

**2011 Attendance Sheet**

<b>Month</b>	<b>1<sup>st</sup> Invitation</b>	<b>2<sup>nd</sup> Invitation</b>	<b>Attended</b>
Jan. 5	12	47	9
Feb. 2	11	38	9
Mar. 2	12	35	4
Apr. 6			
May 4			
June 1			
July 6			
Aug. 3			
Sept. 7			
Oct. 5			
Nov. 2			
Dec. 7			
<b>TOTAL</b>	<b>35</b>	<b>120</b>	<b>22</b>

**March 2, 2011 invitation list for CHAMBER 101**

consists of members that joined from  
Nov. 17, 2010 – Jan. 16, 2011 (2<sup>nd</sup> time invites) &  
Jan. 17, 2011 – Feb. 17, 2011 (1<sup>st</sup> 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 (2)    Greg Reid (3)    Paul Nichols (1)    Myrna Ballard (3)  
Tom Carroll (1)    Phyllis Royal (1)    Bill Simmons (1)    Tim Jones (1)

# MARKETING REPORT

February

## YEAR-TO-DATE

TV: 4 (22 total 2010)

RADIO: 6 (84 total 2010)

PRINT: 25 (56 total 2010)

PRESENTATIONS: 7 (28 total 2010)

## BUSINESS EXPANSION

Print- Opportunity Central (Rota-Reel)

Presentation- RD (Rotary Club)

Print- S.O.R.T. (VDT)

Print- Opportunity Central (American Classifieds)

Print- MetroOne (Nexxtep Newsletter)

Print- SORT (City of Valdosta)

TV- Opportunity Central (Fox 49)

TV- Opportunity Central (WALB)

TV- Opportunity Central (ABC)

Billboard- Opportunity Central (LAMAR)

Print- Business Outlook Breakfast (VDT)

TV- Opportunity Central (Metro Channel 17)

## GOVERNMENT AFFAIRS

Radio- GAC (92.1)

Print- Sec. of State- GAC (VDT)

Print- Legislative Luncheon (VDT)

Internet- Bird Supper (Valdostatoday)

## MEMBER SERVICES

Presentation- BM (Womtech)

Print- Ground Breaking (Valdosta Scene)

Print- Business After Hours (VDT)

## WORKFORCE DEVELOPMENT AND EDUCATION

Print- DRUGS DON'T WORK (VDT Classifieds)

Presentation- KH (Coffee Regional Medical Center)

Print- Supervisor Essentials (VDT Online)

## ECONOMIC DEVELOPMENT

Presentation- JD (VSU)

Billboard- Triple Crown Hometowns (Fairway)

Radio- Business Plan Competition (92.1)

# **Ambassadors Report**

**February 2011**

## **FEBRUARY STATISTICS**

**Ribbon Cuttings for February: 10**  
**Groundbreakings for February: 0**  
**Business After Hours for February: 1**  
**Early Bird Breakfasts for January: 0**  
**Accumulated Points for February: 2710**

## **2011 STATISTICS**

**2010 Ribbon Cuttings: 17 (Goal: 85)**  
**2010 Groundbreakings: 2 (Goal: 5)**  
**2010 Business After Hours: 1 (Goal: 11)**  
**2010 Early Bird Breakfasts: 0 (Goal: 2)**  
**Total Accumulated Points for 2011: 5300**

## **UPCOMING EVENTS**

**March 24, 2011**

**Business After Hours**  
**Valwood School**

**March 31, 2011**

**Chamber Choice Award Breakfast**  
**James H. Rainwater Conference Center**

**April 6, 2011**

**Chamber 101: Getting the Most Out of Chamber Membership**

**April 14, 2011**

**Chamber Business Showcase**  
**James H. Rainwater Conference Center**

**Economic Development  
Division Reports**



**Jay Prince  
(Vice Chairman)**



**Monthly Activity Report**  
**Period: February 2011**

	<u>2011</u>	<u>2010</u>	<u>Cum</u>
<b><u>RELOCATIONS:</u></b>			
February	1	1	
Total	4	2	341
Lowndes: 304	Brooks: 24	Lanier: 13	
Website: 232	Chambers: 41	Ads: 10	Other: 56

**LEADS: 3819**

**RELOCATED FROM:**

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

**ECONOMIC IMPACT:**

Annual Income: \$14.3 Million

Annual Spending: \$12.3 Million

Liquid Assets: \$1.4 Billion

Indirect Jobs Created: 682

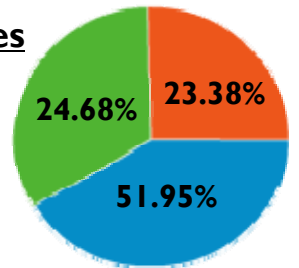


## February 2011 REPORT

<u>Client Report</u>	<u>#</u>	<u>YTD</u>	<u>Resources Distributed</u>	<u>#</u>	<u>YTD</u>
Clients Assisted:	34	67	Sales Leads:	10	27
Start-ups:	9	22	How to Start Guides:	7	14
Existing/Expanding:	7	11	Demographics:	6	13
Chamber Members:	10	19	Industry Reports:	8	11
Returning:	1	1	Traffic Counts:	5	5
			Financing Info.:	1	3

<u>Website</u>	<u>#</u>	<u>YTD</u>	<u>Website Traffic Sources</u>
Visits:	77	169	Direct Traffic 24.68%
Unique Visitors:	65	135	Referring Sites 51.95%
New Visits:	81.82%	81.82%	Search Engines 23.38%



**Registration Deadline:**  
Wednesday, April 6, 5 p.m.

**Kick Off**

Thursday, April 7, 5:30 p.m. at the Chamber

Visit [www.ValdostaChamber.com](http://www.ValdostaChamber.com) for application and details

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# **Chairman's Report**

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

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# President's Report



**Myrna Ballard**  
**(President)**

**VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE**

Leading Businesses.  
Leading Communities.™



**Next Meeting Date:**

**Tuesday, April 26, 2011**

**8 – 9:30 am**

**@ Country Inn & Suites**

**Meeting Adjourned**