

**October 21, 2010
Board of Directors
Meeting
@
Country Inn & Suites**



**Board of Directors Meeting
Thursday, October 21, 2010
9 a.m. – 10:30 a.m.
@ Country Inn & Suites**

Agenda

- Call to order, establish a quorum, and review agenda
- Brief report from Lowndes County Commission Ashley Paulk

◆ ITEMS TO CONSIDER

- Consider minutes of the September 16, 2010 meeting
- Consider September 2010 Financial Statements
- Report from Election Judges

◆ Workforce Development & Education Division Report Update

◆ Strategic Plan Task Force Report

Chairman's Report – Terri Lupo

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 "Member 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.

Upcoming Events:



October 21

Business After Hours
Valdosta Main Street
5 – 7:30 p.m.

November 3

Chamber 101
@ Barber House
8 – 9 a.m.

November 4

Boot Camp for Supervisors
@ Georgia Department of Labor
8 – 12 noon



November 9

World Class Recognition Breakfast
@ James H. Rainwater Conference Center
7:30 – 9 a.m.

December 1

Chamber 101
@ Barber House
8 – 9 a.m.

December 2

Business After Hours
@ Guardian Bank
5 – 7:30 p.m.



➤ **Items to Consider**

- **Consider Minutes of the September 16, 2010 Meeting**
- **Consider September 2010 Financial Statements**
- **Report from Election Judges**

- **Consider Minutes of September 16, 2010 Board of Directors meeting**

Minutes of the Valdosta-Lowndes County Chamber Board meeting held Thursday, September 16, 2010, 9 a.m. at Country Inn & Suites.

Members Present: Brian Antoine, Sally Bloom, Sue Cox, Allan Dear, Jeff Fulp, Tom Gooding, Jeff Hanson, Walter Hobgood, Tim Jones, Greg Justice, Terri Lupo, James McGahee, Jay Prince, and Myrna Ballard

Also Present: Emily Browning, Marcie Dennard, Betty Morgan, Sarah Kirby, and Karil Brockington

Members Absent: Tom Carroll, Tim Coombs, David Durland, Stan Fillion, Kristia Gaines, Carl Holley, Paul Nichols, Greg Reid, Jerome Riley, Phyllis Royal and Al Turner

Chairman Lupo called meeting to order and established a quorum.

Report from Honorable Keith Sandlin (Mayor of Lake Park) – No report.

➤ **Consider Minutes of the August 19, 2010 Board Meeting.** S. Bloom made a motion to accept the minutes as presented. S. Cox seconded the motion and it passed unanimously. (see pg. 3 of original Board packet)

➤ **Consider August 2010 Financial Statements:** M. Ballard reported. J. Prince made a motion to accept the financial statements as presented. J. Fulp seconded the motion and it passed unanimously. (see pgs. 4-31 of original Board packet)

▪ **Report from Nominating Committee –** T. Gooding reported. (see pg. 32 of original Board packet)

▪ **Appoint Election Judges -** Chairman Lupo appointed six 2011 Election Judges. (see pg. 33 of original Board packet)

➤ **Consider amendments to policies on Contracted Services –** M. Ballard reported. W. Hobgood made a motion to accept Amendments to Policies on Contracted Services as presented. T. Gooding seconded motion and it passed unanimously. (see pg. 34 of original Board packet)

Membership Campaign and “Promotion In Motion” – Jay Prince (Vice Chairman), Marcie Dennard and Sarah Kirby reported.

➤ **Consider Minutes of September 16, 2010 Board of Directors meeting**

Talking Points: Jay Prince Facilitated.

- ⇒ Why do you think businesses are joining the Chamber? Do you think it is for different reasons when compared to previous years?
- ⇒ What would entice you to purchase a Promotion In Motion package?

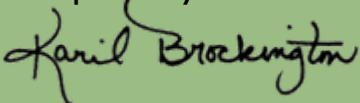
Division Reports: For the complete Board Packet content please visit the Chamber's Web Site www.valdostachamber.com click "Members Area" tab and click Board of Directors Meeting and select the current meeting. To find a specific item click bookmark and scroll down to that item or click the following link (<http://www.valdostachamber.com/board-of-directors-meeting.htm>).

Chairman's Report – T. Lupo

President's Report – M. Ballard

There being no further business, the meeting was adjourned at 10:21 a.m.

Respectfully submitted,



Karil Brockington
Senior Director of Administration

Financial Statements September 30, 2010



**Paul Nichols
(Treasurer)**

Please refer to your handout.....

• **Report from Election Judges**

Nominating Committee for 2011 Board and Officers

Tom Gooding, Chairman

Tim Jones

Walter Hobgood

Terri Lupo

Myrna Ballard

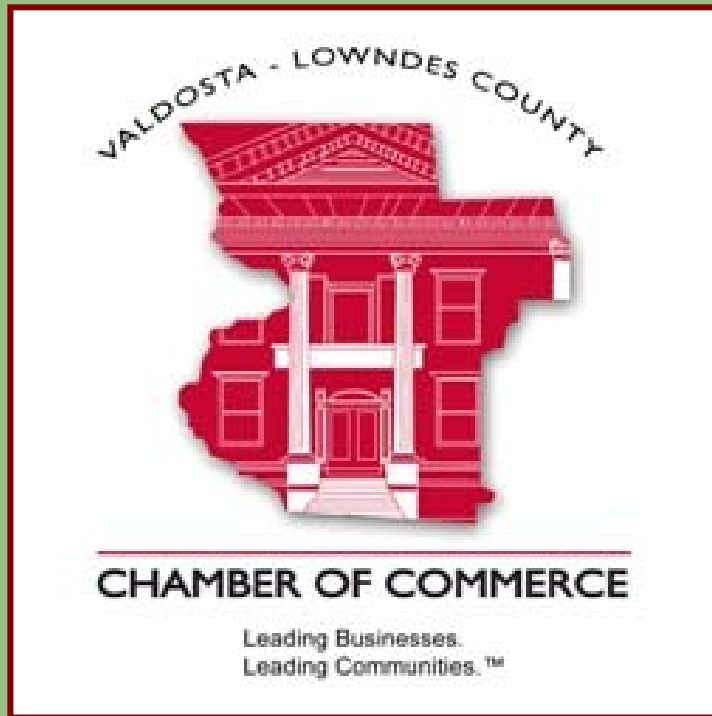
Election 2011

Official Ballot for Office of Director

Three-year term Board of Directors

<p>Clinton Beeland Owner CJB Industries</p>	<p>Jeff Fulp Plant Manager ERCO Worldwide, Inc.</p>	<p>Greg Justice Plant Manager</p>	<p>Mike Hill Owner Mike Hill Real Estate</p>
<p>Jay Prince Owner Prince Automotive of Valdosta, Inc.</p>	<p>Bill Simmons Plant Manager Archer Daniels Midland Co. (ADM)</p>	<p>Megan Smith Partner SmithBarnas & Associates</p>	<p>Baha Zeidan CEO Azalea health Innovations, Inc.</p>

This is to certify that ballots were counted on Oct. 8, 2010 by the following judges with the results of **226** votes for the slate as presented and **0** opposed: John & Peggy Gates (Humane Society of Valdosta/Lowndes County), Sandra Jones (Georgia Power Company), Ron Wilson (Holiday Inn Hotel & Conference Center), and Tim Oliver (Associate Member)



Operations & Administration

Chamber Activity Report



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



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

Mail Correspondence:

Newcomers Packets 24 (12)

Miscellaneous Information Requested:

Request for BBB:	<u>15 (13)</u>
Email Information Requested:	<u>2 (9)</u>
Request for Events:	<u>7 (0)</u>
Civic Club Lists:	<u>7 (4)</u>
Web site Referrals by Phone:	<u>14 (16)</u>
Manufacturers List:	<u>2 (5)</u>
Request for Directions:	<u>16 (18)</u>
Maps:	<u>75 (25)</u>
Request for Wild Adventures:	<u>0 (1)</u>
Membership Application:	<u>4 (0)</u>
Phone Books:	<u>45 (24)</u>
Membership List/Email:	<u>3 (4)</u>
Total Miscellaneous:	<u>190 (119)</u>



Member Referrals September 2010

Total Categories: 108

Top 10

Real Estate:	100
Marketing Consultants:	16
Hotels:	38
Organizations:	14
Restaurants:	115
Banks:	20
Advertising:	18
Government:	35
Caterers:	23
Top Employers:	26
Other:	205
Total Member Referrals:	<u>610 (8,746)</u>

Year to Date: January – September

Member Referrals (2009 figures in parentheses)

Referrals: 4,963* (13,235)

*Database conversion lost January data

September 2010 Web Site Activity Report

www.valdostachamber.com

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™

ACCREDITED

Home | Directory | Events | Members Area | Contact | Our Chamber | Our Community | Resources | Chamber Programs

Upcoming Events for October:

7-Talent Connection Forum
6-7:30 p.m.
City Hall Annex- Multipurpose Room
To RSVP, [click here](#).

13-Advertise Smarter Workshop
12-1 p.m.
South Georgia Regional Library
To RSVP, [click here](#).

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: 1,512

Click here to create your Traffic Catcher Web Site

Think B.I.G.

Businesses the Chamber Recommends

Beijing City Trip Information

Because of our new tracking system the numbers reflect different measuring methods. (Google Analytics)

June 2010	Visits 1,685	Page views 6,340
July 2010	Visits 2,052	Page views 7,054
Aug. 2010	Visits 2,499	Page views 8,006
Sept. 2010	Visits 2,274	Page views 7,417

Web Site Activity Report continued

Search Engine Position for Chamber Site as of September 10, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 8th place	First Page in 1 st place	First page in 1 st place
bing	Fourth page in 5th place	First page in 1 st place	First page in 1 st place
YAHOO	Fourth page in 7th place	First page in 1 st place	First page in 1 st place

Search Engine Position for Chamber Site as of October 15, 2010

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Third page in 1 st place	First Page in 1 st place	First page in 1 st place
bing	Third page in 4 th place	First page in 1 st place	First page in 1 st place
YAHOO	Third page in 4 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

Valdosta Chamber Online Statistics

2010

Month	TCS Web sites	Community Calendar	Event Registration	Member Coupons	New Members	Job Board	Info Requests	Store Purchases	Online Payments	
	195			10						
January	na	0	0	na	0	0	0	0	0	\$0.00
February	na	0	0	na	0	0	0	0	0	\$0.00
March	na	0	0	na	0	0	0	0	0	\$0.00
April	na	0	0	na	0	0	0	0	5	\$483.75
May	na	0	0	na	0	0	0	0	10	\$1,740.00
June	na	2	6	na	1	2	0	0	5	\$925.00
July	na	9	25	na	2	0	2	0	11	\$763.75
August	na	8	0	na	1	0	1	1	13	\$1,568.75
September	5	17	0	na	1	0	0	0	2	\$128.75
October										
November										
December										
Totals	200	36	31	10	5	2	3	1	46	\$5,610.00

*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.

Business Expansion Division Reports



**Tom Gooding
(Vice Chairman)**



IT Pros



The IT Professionals Network's quarterly meeting was hosted by South Georgia Medical Center. Twenty local IT Professionals were in attendance to hear about problems with implementing IT in health care presented by SGMC CIO, Bob Foster.



MetroOne September Events

Emerging Leaders Announced



Nikki Forman (City of Valdosta, Metro 17), Anne Shenton (Nexxtep Technologies, Inc.), Scott Orenstein (Pinnacle Prime Construction) and Trey Taylor (Taylor Insurance Services).

Networked With the Georgia Young Planners Group



Member Services Division Reports



Jay Prince
(Vice Chairman)



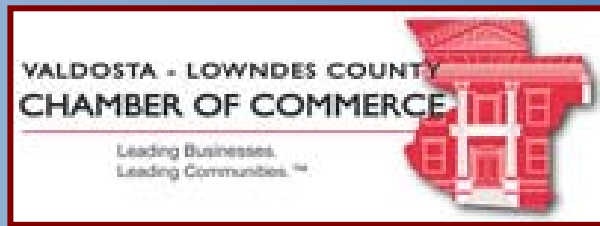
Dues Collection Report Monthly

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	36,308.15	10,391.57
Aug.	29,645.75	28,135.34	18,321.41	(9,813.93)
July	38,982.60	41,713.49	22,414.66	(19,298.83)
June	27,454.84	24,681.68	33,173.92	8,492.24
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	259,383.72	(18,636.32)
Aug.	244,967.16	252,103.82	223,075.57	(29,028.25)
July	215,321.41	223,968.48	204,754.16	(19,214.32)
June	176,338.81	182,254.99	182,339.50	84.51
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 September 30, 2010

DUES COLLECTED YEAR TO DATE: \$259,383.72
2010 goal for Dues Collection: \$360,000.00

NEW MEMBERS YEAR TO DATE: 127
2010 Goal: 258

TOTAL MEMBERSHIP: 1,505
2010 Goal: 1,540

NET MEMBERSHIP GAIN IN September: (7)
NET MEMBERSHIP GAIN IN 2010: (31)
2009 Goal: 4

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

MemberCare Alliance participation for 2010:
57 members - 677 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
June	12	29	25	16	18
July	10	13	15	21	12
Aug	16	17	22	24	14
Sept	54	41	19	38	10
Total	207	192	177	186	127
Oct	13	48	16	26	
Nov	11	14	12	17	
Dec	12	9	11	18	
Total	243	263	216	247	127



New Members September 2010

Allgreen Services

J.C. Gillenwater
7976 Webb Road North
Hahira, GA 31632
912-293-0099

Liberty National

Patrick L. Davis
509 N. Patterson Street Suite 305
Valdosta, GA 31601
229-269-7258

Automotive Transfers, Inc.

Dona Doutt
801 West Hill Ave.
Valdosta, GA 31601
Automobile Locator Service

LLT Building Corporation

Chip Hall
1632 Metropolitan Circle
Tallahassee, FL 32308
850-222-5062

I Have a Dream Childcare & Learning Center

Netarsha Gibson
2900 N. Oak Street
Valdosta, GA 31602
229-506-4813
Child Care

Silotte \$7.99 & Up Shoes

Edson Telusmond
2155A Bemiss Road
Valdosta, GA 31602
229-415-1446
Retail

J. Allen Lawson

505 North Patterson Street
Valdosta, GA 31601
229-241-1340
Attorney

Steamhouse Seafood Restaurant

Brian Antoine
3008 James Road
Valdosta, GA 31602
229-232-0827
Restaurant

Trio Therapy Services, Inc.

Michael Hanna, PT
311 N. Dawson Street
Thomasville, GA 31792
229-226-4114
Physical Therapists

Vega Media Partners

Wes Krivanek
303 Hartsfield Lane
Valdosta, GA 31602
229-292-2018
Digital Advertising



Dues Account Status Report September 2010

<u>Billing Period</u>	<u>Accounts</u>		<u>Collection Rate</u>
	<u>Receivable</u>	<u>Collections</u>	
Current	\$33,192.63	\$8,441.90	25%
Previously Collected for current month		6,780.00	20%
Total Current	33,192.63	15,221.90	46%
1-30 Days	17,110.39	4,504.58	26%
31-60 Days	14,235.06	1,793.33	13%
61-90 Days	8,576.61	661.25	8%
91-120 Days	8,641.68	168.25	2%
120+ Days	49,790.05	4,053.34	8%
Subtotal	131,546.42	26,402.65	20%
New Members	2,212.25	2,212.25	
Total	133,758.67	28,614.90	21%



Dues Account Status, continued

Previously collected for current months:

June	.00
July	3,493.75
August	3,286.25
Total	<u>3,286.25</u>

Pre-Paid Dues for future months:

October	7,528.75
November	2,718.25
December	5,310.00
January	255.00
Deferred Revenue	<u>255.00</u>
	<u>\$15,812.00</u>

Other Information:

Direct Debit Accounts to Date	47
Amnesty Program Participants	6
	26



Write-Offs September 2010

NAME	JOIN DATE	REASON DROPPED	AMOUNT
ActionCoach	01/31/2005	Out of Business	255.00
Antoinet's The Flavor of New Orleans	09/04/2007	Out of Business	113.25
Cowart Air Compressor & Generator	10/01/1991	Budget Restrictions	265.00
Home & Property Solutions	12/07/2009	Out of Business	0.00
Loco's Deli & Pub	02/03/2004	Non-payment of Dues	240.00
Melissa M. Clyatt & Associates, Inc.	05/19/2004	Non-Payment of Dues	300.00
Merrill Lynch	05/19/2004	Requested Cancel	305.00
Odum Telecommunications	08/23/2000	Requested Cancel	265.00
Reliable Courier & Delivery, inc.	09/12/2007	Out of Business	240.00
ShredEX	05/29/2006	Out of Business	255.00
Solo Space Plus	06/13/2008	Out of Business	255.00
Southeastern Records Management & Shredding Service	04/18/2000	Non-Payment of Dues	240.00
Southland Contractors, Inc.	06/08/1998	Requested Cancel	445.00
Superb Lawn Care	05/19/2009	Budget Restrictions	255.00
Whatever Handyman	05/23/2006	Deceased	127.50
Wright Retirement Services	01/28/2000	Requested Cancel	515.00
Xstream Marketing	10/06/2009	Out of Business	187.50
			4,263.25

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Write-Offs September 2010 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	2	520.00	18	3,230.40
Business Sold			8	1,480.47
Consolidated Business				
No Benefit Seen			2	337.50
Member Deceased	1	127.50	2	127.50
Member Moved			3	502.75
Member Retiring			1	90.00
Non-Payment of Dues	3	780.00	15	3,960.00
Out of Business	7	1,305.75	68	12,493.65
Other				
Requested Cancellation-No Reason	4	1,530.00	40	10,221.00
Unhappy/Angry				
TOTAL	17	4,263.25	157	32,443.27

Write-Offs 2009	23	3,861.00	192	36,819.52
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Difference 2010 vs. 2009	-6	402.25	-35	-4,376.25
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Chamber 101:

How to get the most out of your
Chamber membership

2010 Attendance Sheet

Month	1 st Invitation	2 nd Invitation	Attended
Jan. 6	12	75	11
Feb. 3	8	40	10
Mar. 3	11	27	9
Apr. 7	20	25	12
May 5	11	28	14
June 2	13	29	5
July 7	19	26	5
Aug. 4	13	35	7
Sept. 1	12	35	5
Oct. 6	9	31	11
Nov. 3			
Dec. 1			
TOTAL	128	352	89

October 6, 2010 invitation list for CHAMBER 101

consists of members that joined from

July 23, 2010 – Aug. 19, 2010 (2nd time invites) &

Aug, 20 2010 – Sept. 23, 2010 (1st time invites)

29

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, October 6, 2010

8 - 9 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 (9)	Sue Cox (4)	Walter Hobgood (3)
Jay Prince (7)	Allan Dear (4)	Brian Antoine (2)
David Durland (1)	Stan Fillion (1)	Tim Jones (2)
Phyllis Royal (1)	Greg Justice (3)	Paul Nichols (1)
Greg Reid (2)	Tom Gooding (4)	Myrna Ballard (8)
Tom Carroll (2)	Kristia Gaines (1)	Tim Coombs (1)
James McGahee (2)		

September 2010

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

Chamber In Motion weekly
e-newsletter

Sent every Monday

Open Rate: 26.3%* (August 25.3%)

Events Update sent Tuesday

Open rate: 26.2%* (August 26.2%)

E-blasts

Special sends

Open Rate: 28.3%* (August 26.2%)

** Percentages represent data accumulated between 9/1-9/30/10*

**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 SEPTEMBER 2010

YEAR TO DATE

TV: 21 (20 total 2009)

Radio : 70 (61 total 2009)

Print : 49 (52 total 2009)

Presentations: 20 (35 total 2009)

BUSINESS EXPANSION

Radio-Women-Owned Business Luncheon
(Talk 92.1)

TV-WCTV-Women-Owned Business
Luncheon

PUBLIC AFFAIRS DIVISION

MEMBER SERVICES DIVISION

Radio-Ribbon Cutting (WAAC)
Radio-Ribbon Cutting (WAAC)
Radio-Ribbon Cutting (WAAC)
Radio-Traffic Catcher Web Site (Talk 92.1)

TV-Membership Drive Commercial
Radio-Membership Drive Commercial
Print-Membership Drive ad

WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

Print-World Class Recognition (American Class.) ad
Presentation-Community Partners In Education
Print-VDT online-Community Partners In Education

ECONOMIC DEVELOPMENT DIVISION

Radio-YP Day (Talk 92.1)
Print-GACCE Newsletter-Secrets to Success
Presentation-Bank Lending at Regions

Print-VDT-Emerging Leaders
Print-VDT online-Emerging Leaders
Print-VDT-40 Under 40

MISCELLANEOUS

Young Planner Association Web Site-Metro One

September Ribbon Cuttings



Griffin's Handyman Services



I Have a Dream Child Care and Learning Center

September Ribbon Cuttings



J. Allen Larson



On-Site I

September Ribbon Cuttings



The RCL Company



The Gateway Project

Ambassadors Report

September 2010

September STATISTICS

Ribbon Cuttings for September: 6
Groundbreakings for September: 0
Business After Hours for September: 1
Early Bird Breakfast for September: 0
Accumulated Points for September: 990

2010 STATISTICS

2010 Ribbon Cuttings: 56 (Goal: 85)
2010 Groundbreakings: 1 (Goal: 5)
2010 Business After Hours: 9 (Goal: 12)
2010 Member Breakfasts: 1 (Goal: 2)
Total Accumulated Points for 2010: 16,030

UPCOMING EVENTS

October 21, 2010
Business After Hours
Main Street

November 3, 2010
Chamber 101
Chamber

Member Crashers Report September 2010

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



**Anderson Power Services
Chad Arrendale**

**Loco's Pub & Deli
Wright Kimbrough**

**Mass Mutual Financial
John Page**

**SoloSpace Plus
Teri Wilson**

**Pita Pit
Justin Nijem**

**Set-in-Stone
Teresa Garner**

**WAAC, WGOV
Loretta Grecco**

**World Hi-Fi & Appliance
Jim Hilburn**

**Fruity Bouquets
Karlisa Bradley**

**Azalea Women's Center
Sharon Michael**

**Five Points Liquor
Thomas Fazekas**

**Porter Paints
Paula McLaggan**

**Three Oaks Apartments
Teresa Merritt**

**Allan Dear Real Estate
Allan Dear**

**Auto Repair Experts
Ben Culpepper**

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: September 2010

	<u>2010</u>	<u>2009</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	10,896	13,976	1,880,824
Web page requests:	2,657	2,489	52,376
Web site leads:	9	12	1,494
Brochure leads:	0	0	20
Other TCH leads:	1	2	242
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	0	1	211
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	9	17	3,784 39



RELOCATIONS

- **Relocations (Households): 315**

Lowndes: 278 Brooks: 24 Lanier: 13

- **September Relocations: 3**

- **2010 Relocations: 17**

- **States inquiring: 47**

- **Relocations from: FL: 154, GA: 48, 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: 4, MA: 1, TN: 4, NJ: 4, MN: 2, LA: 3, MS: 8, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**

- **Newcomers sources:**

- TCH-Web site/Call in/Brochure: 216
- B-Q Chamber: 6
- V-L Chamber: 34
- L-L Chamber 0
- Advertising: 9
- Other: 49



ECONOMIC IMPACT

- **Annual Income: \$13,230,000**
- **Annual Spending: \$11,400,000**
- **Liquid Assets: \$1,323,300,000**
- **Indirect Jobs Created: 630**

(average according to industry standards)



September 2010 SEEDS Business Resource Center Report

31 clients were assisted in September 2010

331 clients have been assisted from Jan. 1, 2010 to Sept. 30, 2010

2,964 clients have been assisted since 2004

52 total resources were distributed in September 2010

4,108 total resources have been distributed since 2004

Advanced Traffic Catcher Web site Workshop



On September 21, Chamber members attended the “Advanced Traffic Catcher Web Site Workshop.” Fellow Chamber members Cindy and Paul Hotchkiss (E-travel Anytime), Mary Courson (Express Employment Professionals) and Steven Heddon and Renee Parker (Fusion Marketing) taught the workshop. They shared the things they had done to better their pages and how important a Web presence like this one is.

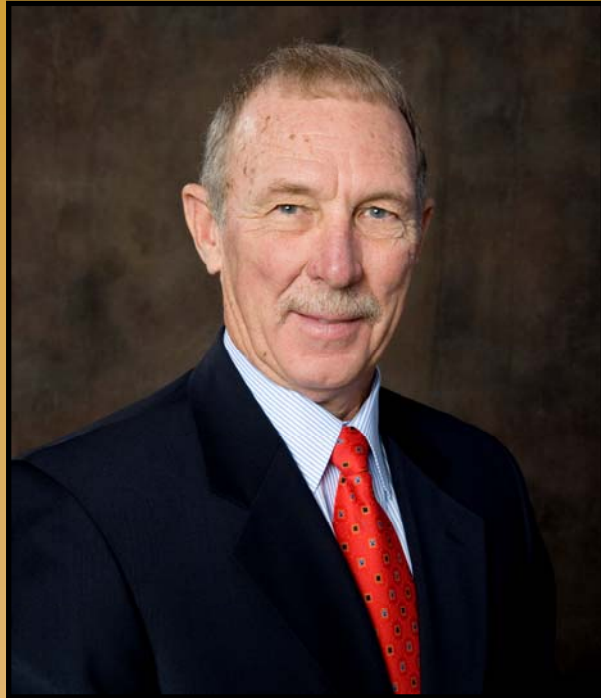
Presented by:

BUSINESS UNIVERSITY

SEEDS BUSINESS RESOURCE CENTER



Public Affairs Division Reports



**James McGahee
(Vice Chairman)**





**MILITARY AFFAIRS
COMMITTEE**

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.

Red Carpet Party
Saturday, October 9, 2010

Thank You to our Sponsors:

ADT Security Services, Inc.

Bemiss Citizens Bank

Catfish One

Coleman Talley LLP, Russell D. Henry

Eye Associates of South GA LLC

Farmers Home Furniture

First State Bank/Synovus Mortgage Corp.

Georgia Gulf Sulfur Corp.

Georgia Printco

Greenleaf Center

iBERIA Bank Mortgage

J. Randal Hicks Attorney

Johnson Distributing Company

Kentucky Fried Chicken

Langdale Ford

Moody Law Firm LLC

Pearl Executive Shuttle

Quinn Construction

SMITH Northview Hospital

Southeastern Federal Credit Union

Steel's Jewelry

The Links

The LPA Group Incorporated

Valdosta Daily Times

Wiregrass Georgia Technical College

Valdosta-Lowndes Co. Conf. Center &
Tourism Authority

Vallorbe, Inc.

Wilson Eye Center

WAL-MART Supercenter

Georgia Power Company

Valdosta-Lowndes Co, Industrial
Authority

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



Military Affairs

Brian Geary, Chairman



**MILITARY AFFAIRS
COMMITTEE**

Red Carpet Party
Saturday, October 9, 2010



To view more photos visit our photo gallery on the Chamber's Web Site
www.valdostachamber.com or click link <http://www.valdostachamber.com/photo-gallery.htm>

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 September 2010

Total # of DDW Partners as of 12/31/09:	257
Total # of DDW Partners as of 09/30/10:	256
2010 New Members:	9
2010 Losses:	10
YTD Net Gain:	-1

Goal for 2010: 271

<u>YTD</u>	<u>Sept</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$24,410	\$5,875	\$30,285	\$38,000	(\$7,715)

Boot Camp for Supervisors 2010 Report

	Goal Attendance	Actual Attendance
March 18, 2010	25	20
May 6, 2010	25	28
August 5, 2010	25	25
Nov. 4, 2010	25	
GOAL TOTAL	100	73



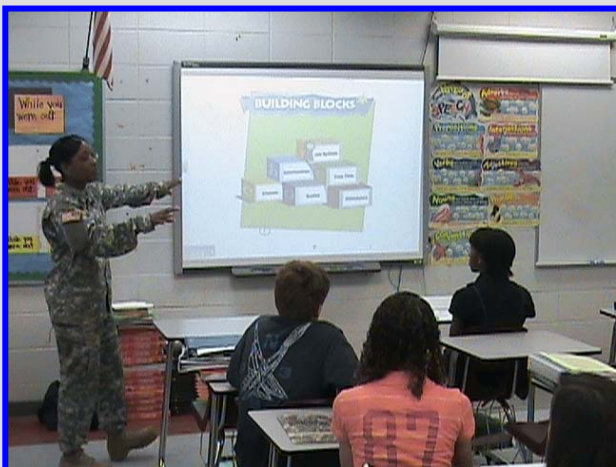


Impacting our future workforce, one student at a time.



School	Dates	Students
Lowndes Middle	April 26, 27	286
VLPR	June 22, 23	15
Pinevale Learning Center	August 26, 27	130

Currently **431** Students Reached



VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses,
Leading Communities.™



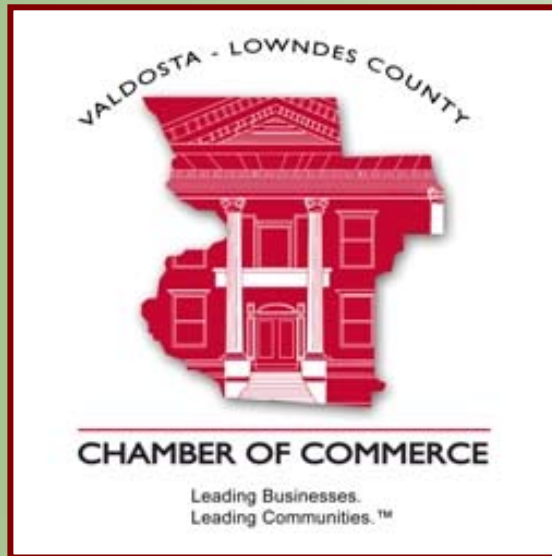
Chairman's Report: Terri Lupo

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



President's Report: Myrna Ballard



Next Meeting Date:

Thursday, Nov. 18, 2010

9-10:30 a.m.

@ Country Inn & Suites



Meeting Adjourned