

September 16, 2010
Board of Directors
Meeting
@
Country Inn & Suites



**Board of Directors Meeting
Thursday, September 16, 2010
9 a.m. – 10:30 a.m.
@ Country Inn & Suites**

Agenda

- Call to order, establish a quorum, and review agenda
- Brief report from Honorable Keith Sandlin (Mayor of Lake Park)

◆ ITEMS TO CONSIDER

- Consider minutes of the August 19, 2010 meeting
- Consider August 2010 Financial Statements
- Report From Nominating Committee
- Appoint Election Judges
- Consider amendments to policies on contracted services

◆ Membership Campaign and “Promotion In Motion”

Talking Points:

- ⇒ 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?

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:

September 21

Business After Hours
Georgia Power
Rainwater Conference Center
5 – 7:30 p.m.

October 6

Chamber 101: Getting the most out of your
Chamber membership
Barber House
8 – 9 a.m.

October 21

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



➤ **Items to Consider**

- **Consider Minutes of the August 19, 2010 Meeting**
- **Consider August 2010 Financial Statements**
 - **Report from Nominating Committee**
- **Appoint Election Judges**
- **Consider amendments to policies on contracted services**

Minutes of the Valdosta-Lowndes County Chamber Board meeting held Thursday, August 19, 2010, 9 a.m. at Country Inn & Suites.

Members Present: Brian Antoine, Sally Bloom, Tom Carroll, Tim Coombs, Sue Cox, Allan Dear, Jeff Fulp, Kristia Gaines, Tom Gooding, Jeff Hanson, Tim Jones, Greg Justice, Terri Lupo, James McGahee, Paul Nichols, Jay Prince, Greg Reid, Phyllis Royal, and Myrna Ballard

Also Present: Emily Browning, Brad Lofton, Marshall Conner, Sarah Kirby, Courtney Ruttinger, Betty Morgan, Alison Stokes and Karil Brockington

Members Absent: David Durland, Walter Hobgood, Carl Holley, Jerome Riley, Stan Fillion and Al Turner

Chairman Lupo called meeting to order and established a quorum.

Brief report from Valdosta-Lowndes County Industrial Authority – Brad Lofton reported.

➤ **Consider Minutes of the August 19, 2010 Board Meeting.** J. Hanson made a motion to accept the minutes as presented. J. Fulp seconded the motion and it passed unanimously.

➤ **Consider Chamber August 2010 Financial Statements:** P. Nichols reported. J. McGahee made a motion to accept the financial statements as presented. J. Prince seconded the motion and it passed unanimously. *(see pgs. 4-30 of original Board packet)*

Traffic Catcher Site – S. Kirby reported.

Update on Gateways Initiative – Marshall Conner Reported

➤ **Consider Position Statement concerning City of Valdosta Gateways Conceptual Plan:** With several recommended, T. Carroll made motion to adopt the Revised Position Summary for Board Action. B. Antoine seconded the motion and it passed unanimously. *(see pg. 31 of original Board packet)*

➤ **Consider Minutes of August 19, 2010 Board of Directors meeting**

Talking Points:

⇒ You have seen other communities that appear to have capitalized on gateways initiatives and made progress on beautification improvements. What are the elements these communities that stand out the most?

⇒ Knowing what gateways improvements other communities have done and looking at our gateways how would you rank the Gateways Initiative as a priority for our community?

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 10:20 a.m.

Respectfully submitted,

Karil Brockington

Karil Brockington
Senior Director of Administration

Financial Statements August 31, 2010



**Paul Nichols
(Treasurer)**

Please refer to your handout.....



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 Daniel Midland Co. (ADM)</p>	<p>Megan Smith Partner SmithBarnas & Associates</p>	<p>Baha Zeidan CEO Azalea health Innovations, Inc.</p>

➤ **Appoint Election Judges**

The Chamber by-laws require that an independent group of Election Judges be appointed each year to oversee the counting of ballots for elections to the Chamber Board of Directors. The Election Judges meet on the second Friday in October, have lunch together, and then count ballots. The entire process requires about 90 minutes.

The Election Judges will meet:
Friday, October 8, 2010
12 – 1:30 p.m.
Chamber Office

Below are the 6 candidates for our 2011 Election Judges:

Mr. John Gates
Humane Society of
Valdosta/Lowndes County
307 E. Jane Street
Valdosta, GA 31601
Phone: (229) 247-3266

Ms. Sandra Jones
Georgia Power Company
509 S. Patterson Street
Valdosta, GA 31601
Phone: (229) 241-2215

Mr. Tim Oliver
5632 Cypress Lake Trail
Lake Park, GA 31601
Phone: (229) 561-5251

Mr. Brian Andrews
Redwire
1709 A Gornto Road #274
Valdosta, GA 31601
Phone: (229) 259-9500

Mr. Ron Wilson
Holiday Inn Hotel &
Conference Center
1805 West Hill Avenue
Valdosta, GA 31601
Phone: (229) 244-1111

Ms. Connie Lamb
Avon Products, Inc.
431 Roundtree Street
Cecil, GA 31627
Phone: (229) 834-6840

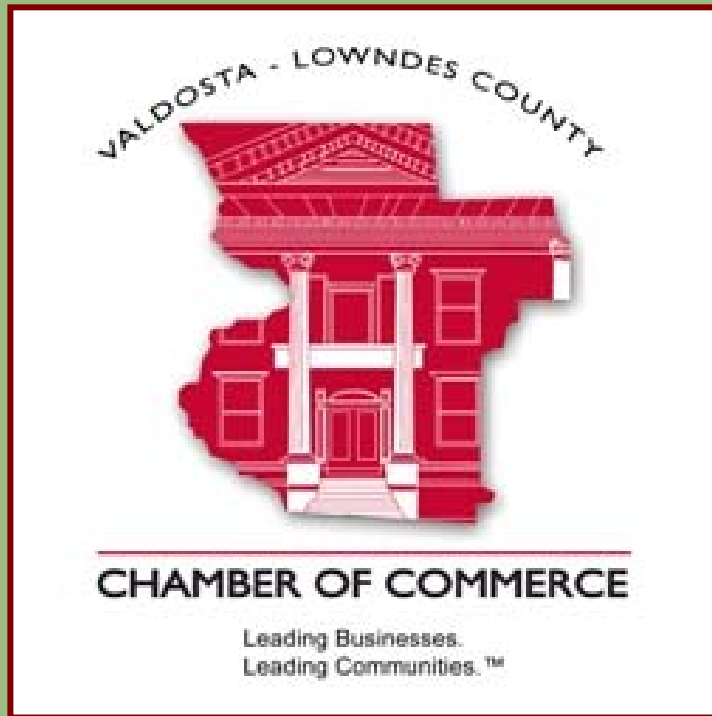


- **Consider amendments to policies on contracted services**

Valdosta-Lowndes County Chamber of Commerce Proposal for Contracted Services

September 16, 2010

Due to the time involved in moving the Chamber's network maintenance services, we propose to leave these services in place for a period of 3 years, at which time bids will be received from Chamber members in this classification. The Chamber will continue to maintain our account with Virtual World Technologies until December 31, 2010. The next opportunity to bid on this service will be for the calendar years 2011-2012-2013.



Operations & Administration

Chamber Activity Report



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



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

Mail Correspondence:

Newcomers Packets 21 (13)

Miscellaneous Information Requested:

Request for BBB:	<u>20</u>	<u>(10)</u>
Email Information Requested:	<u>6</u>	<u>(9)</u>
Request for Events:	<u>12</u>	<u>(0)</u>
Civic Club Lists:	<u>5</u>	<u>(2)</u>
Web site Referrals by Phone:	<u>12</u>	<u>(10)</u>
Manufacturers List:	<u>3</u>	<u>(2)</u>
Request for Directions:	<u>20</u>	<u>(10)</u>
Maps:	<u>94</u>	<u>(23)</u>
Request for Wild Adventures:	<u>1</u>	<u>(5)</u>
Membership Application:	<u>6</u>	<u>(3)</u>
Phone Books:	<u>45</u>	<u>(20)</u>
Membership List/Email:	<u>2</u>	<u>(9)</u>
Total Miscellaneous:	<u>226</u>	<u>(103)</u>



Member Referrals August 2010

Total Categories: 111

Top 10

Real Estate Management	19
Real Estate:	361
Hotels:	35
Organizations:	115
Restaurants:	136
Schools:	100
Churches:	28
Government:	36
Caterers:	33
Top Employers:	46
Other:	306
Total Member Referrals:	<u>1,215 (103)</u>

Year to Date: January – August

Member Referrals (2009 figures in parentheses)

Referrals: 4,353* (4,489)

*Database conversion lost January data

August 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

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

Web Site Activity Report continued

Search Engine Position for Chamber Site as of August 13, 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 9 th place	First page in 1 st place	First page in 1 st place
YAHOO	Seventh page in 4 th place	First page in 1 st place	First page in 3 rd place

Search Engine Position for Chamber Site as of September 10, 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	Fourth page in 5 th place	First page in 1 st place	First page in 1 st place
YAHOO	Fourth page in 7 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)**



SORT

Special Ombudsman Response Team

Mission:

To enhance the pro-business environment in Valdosta-Lowndes County by acting as an ombudsman between businesses and local governments to identify obstacles in the business development process and facilitate mutually beneficial resolutions.

Progress:

- SORT had its first meeting with Builders and Developers Aug. 31.
- 12 builders/developers attended the meeting
- 8 broad issue areas were identified along with possible solutions for the issues
- The next meeting will be with business owners, Sept. 14
- After all issue areas are identified, a meeting will be held with local governments to share the findings

Member Services Division Reports



**Jay Prince
(Vice Chairman)**



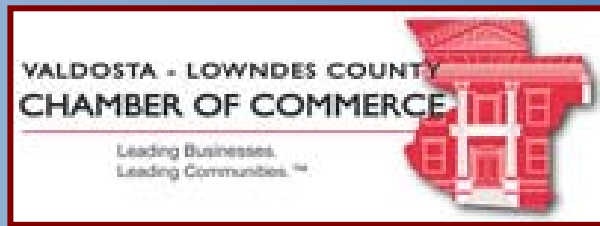
Dues Collection Report Monthly

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	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		
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 August 31, 2010

DUES COLLECTED YEAR TO DATE: \$223,075.57
2010 goal for Dues Collection: \$360,000.00

NEW MEMBERS YEAR TO DATE: 117
2010 Goal: 258

TOTAL MEMBERSHIP: 1,512
2010 Goal: 1,540

NET MEMBERSHIP GAIN IN August: 0
NET MEMBERSHIP GAIN IN 2010: (24)
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
Total	153	151	158	148	117
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	117



New Members August 2010

Artists on Ashley

Annette Crosby
203 N. Ashley St.
Valdosta, GA 31601
229-560-8800
Art Gallery

Bennett Trust, Estate & Elder Law

Walter Moody
2502 N. Oak Street
Valdosta, GA 31602
229-333-0860
Law Office

Clear Channel Airport

Justin Tonis
Allentown, PA 18104
610-395-8002
Advertising

Coombs Appliances

Tim Coombs
509 West Hill Avenue
Valdosta, GA 31602
229-245-9980
Appliance Sales/Repair

Eats and Streets

Shane Hay
4485 Quarterman Estates Dr.
Valdosta, GA 31601
229-251-8364
Marketing/Advertising

First Presbyterian Church

Rev. Jerry Long
313 N. Patterson St.
Valdosta, GA 31601
229-242-8376
Non-Profit/Church

Bill Eger

2542 Winnwood Circle
Valdosta, GA 31601
229-460-7444
Associate Member

Foot & Ankle Care

Pearce Futch
2410 N. Oak St.
Valdosta, GA 31602
229-293-8337
Medical/Podiatrist



New Members August 2010

Honey Baked Ham

Daniel Dorsett
1601 Baytree Road
Valdosta, GA 31602
229-244-6833
Restaurant/Catering

On Site I

Sharon Lawlor
3470 N. Valdosta Rd Suite F-3
Valdosta, GA 31602
229-269-5311
On site Drug Testing

Safetec Security

J.D. Wood
1479 B. Hwy. 19 S.
Leesburg, GA 30339
229-412-2606
Security Control Equipment

The RCL Company

Chuck Lawlor
5043 Hickory Grove Rd.
Valdosta, GA 31606
229-565-1524
Painting Contractor

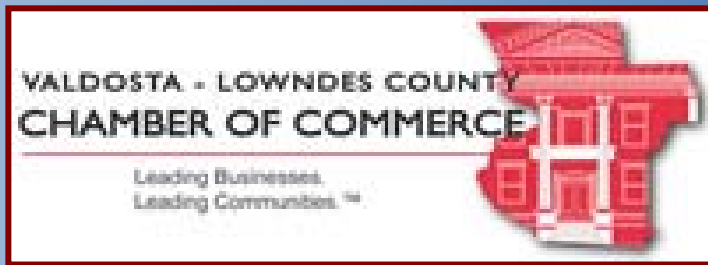
Whisk Organic Food Market

Gracie Douglas
3009 N. Ashley St.
Valdosta, GA 31602



Dues Account Status Report August 2010

<u>Billing Period</u>	<u>Accounts</u>		<u>Collection Rate</u>
	<u>Receivable</u>	<u>Collections</u>	
Current	\$29926.13	\$5,876.91	20%
Previously Collected for current month		3,865.00	13%
Total Current	29,926.13	9,741.91	33%
1-30 Days	15,913.81	2,271.25	14%
31-60 Days	11,162.89	796.25	7%
61-90 Days	9,404.06	485.75	5%
91-120 Days	8,471.97	942.50	11%
120+ Days	47,739.24	997.50	2%
Subtotal	122,618.10	15,535.16	21%
New Members	1,331.25	1,331.25	
Total	123,949.35	16,866.41	13%



Dues Account Status, continued

Previously collected for current months:

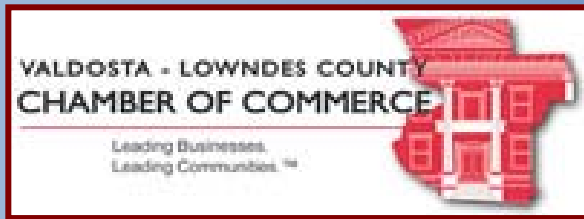
May	.00
June	1,413.75
July	2,451.25
Total	\$3,865.00

Pre-Paid Dues for future months:

September	6,780.00
October	3,482.50
November	.00
Deferred Revenue	\$10,262.50

Other Information:

Direct Debit Accounts to Date	46
Amnesty Program Participants	3



Write-Offs August 2010

NAME	JOIN DATE	REASON DROPPED	AMOUNT
American Realty of Valdosta	05/06/2003	Non-Payment of Dues	228.75
Armor Powder Coating, LLC	02/14/2001	Requested Cancel	191.25
Arthur Herndon Company-Lisa Greene	10/26/2004	Requested Cancel	35.00
Elliott, Blackburn, Barnes & Gooding-Richard Barnes	04/26/2001	Out of Business	125.00
Honey Baked Ham-Valdosta	11/02/2009	Business Sold	123.75
Kona-Kini Productions	11/07/2008	Out of Business	240.00
Logo Pro	04/09/2009	Out of Business	221..25
McCoggle Travel	12/19/2008	Out of Business	220.00
Moody Law Firm, LLC	10/08/2007	Business Sold	57.50
Salon 106	03/22/1999	Requested Cancel	255.00
Secure Health	02/10/2010	Non-Payment of Dues	160.00
Susie Q's Multi-Cultural Beauty Salon	01/29/2009	Requested Cancel	240.00
Valdosta MS Support Group	12/29/2009	Budget Restriction	57.90
			2,155.40

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Write-Offs August 2010 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	1	57.90	16	2,710.40
Business Sold	2	181.25	8	1,480.47
Consolidated Business				
No Benefit Seen			2	337.50
Member Deceased			1	
Member Moved			3	502.75
Member Retiring			1	90.00
Non-Payment of Dues	2	388.75	12	3,180.00
Out of Business	4	806.25	61	11,187.90
Other				
Requested Cancellation-No Reason	4	721.25	36	8,691.00
Unhappy/Angry				
TOTAL	13	2,155.40	140	28,180.02

Write-Offs 2009	23	3,861.00	192	36,819.52
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Difference 2010 vs. 2009	-10	-1,705.60	-52	-8,639.50
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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			
Nov. 3			
Dec. 1			
TOTAL	119	320	78

September 1, 2010 invitation list for CHAMBER 101
consists of members that joined from

May 21, 2010 – July 22, 2010 (2nd time invites) &

July 23, 2010 – Aug. 19, 2010 (1st time invites)

30

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 (8)	Sue Cox (4)	Walter Hobgood (3)
Jay Prince (6)	Allan Dear (3)	Brian Antoine (2)
David Durland (1)	Stan Fillion (1)	Tim Jones (2)
Phyllis Royal (1)	Greg Justice (2)	Paul Nichols (1)
Greg Reid (2)	Tom Gooding (4)	Myrna Ballard (7)
Tom Carroll (2)		

August 2010

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

Chamber In Motion weekly
e-newsletter
Sent every Monday
Open Rate: 25.3%* (July 26.6%)

Events Update sent Tuesday
Open rate: 26.2%* (July 26.2%)

E-blasts
Special sends
Open Rate: 26.2%* (July 26.9%)

** Percentages represent data accumulated between 8/1-8/31/10*

**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 AUGUST 2010

YEAR TO DATE

TV: 20 (20 total 2009)

Radio : 63 (61 total 2009)

Print : 42 (52 total 2009)

Presentations: 18 (35 total 2009)

BUSINESS EXPANSION

PUBLIC AFFAIRS DIVISION

Print-Red Carpet Party (Steel's Jewelry)

MEMBER SERVICES DIVISION

Radio-Ribbon Cutting (WAAC)

Radio-Ribbon Cutting (WAAC)

Radio-Ribbon Cutting (WAAC)

Radio-Ribbon Cutting (WAAC)

Radio-Ribbon cutting (WAAC)

TV-THINK B.I.G. Commercial

Radio-BIG Thinker (Talk 92.1)

WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

Print-World Class Recognition (VDT) ad
Presentation-World Class Recognition (Rotary)

Presentation-Choices (Rotary)

Print-World Class Recognition (VDT) ad
Radio-World Class Recognition (Talk 92.1)

ECONOMIC DEVELOPMENT DIVISION

Print-TCH (SGMC's Widow Magazine)

Presentation-S.E.E.D.S. Center (VSU)

Print-THINK B.I.G. (American Classified)

MISCELLANEOUS

Print-Guest Editorial (VDT)

August Ribbon Cuttings



Higher Heights Learning Center



Pine Grove Elementary School



Choice Family Medical Clinic



Pierce Parts and Service, Inc.

August Ribbon Cuttings



University Gifts and Apparel



California Sun



Imperial Auto Sales



Eats and Streets

August Ribbon Cuttings



Southwest Georgia Bank



Coombs Appliance Repair



Valdosta Allergy Clinic

Ambassadors Report

August, 2010

AUGUST STATISTICS

Ribbon Cuttings for August: 11
Groundbreakings for August: 0
Business After Hours for August: 1
Accumulated Points for August: 2,310

2010 STATISTICS

2010 Ribbon Cuttings: 50 (Goal: 85)
2010 Groundbreakings: 1 (Goal: 5)
2010 Business After Hours: 8 (Goal: 12)
2010 Member Breakfasts: 1 (Goal: 2)
Total Accumulated Points for 2010: 17,340

UPCOMING EVENTS

September 21, 2010
Business After Hours
Hosted by Georgia Power
James. H. Rainwater Conference Center

October 6, 2010
Chamber 101
Chamber of Commerce

Member Crashers Report

August 2010



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

Daugharty's Service Station
Robert Daugharty

Second Harvest of South GA
Frank Richards

Kiddie Korral Daycare
Jessica Warren

**Southeastern Records
Management Specialty**
Bart Greer

LODAC
David Troy

Storey Machining Services
Joy Storey

Master Automotive & Body Shop
Jasper Daniels

Trans Power, Inc.
Tullis Allen

Southern Plaster Design
Scott Doub

Wells Fargo Home Mortgage
David Parker

Union Tank Car
Steve Dowling

Unihealth Source of Valdosta
Trina Still

Therapy Center Valdosta
Robin Dees

**Intrepid USA Home Health
Services**

Mindful Massage & Bodywork
Pat Santas

Tommy Bussey

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: August 2010

	<u>2010</u>	<u>2009</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	17,402	13,976	1,857,723
Web page requests:	3,076	2,489	47,040
Web site leads:	8	14	1,485
Brochure leads:	0	0	20
Other TCH leads:	1	2	241
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	1	1	211
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	10	17	3,765 40



RELOCATIONS

- **Relocations (Households): 312**

Lowndes: 273 Brooks: 24 Lanier: 13

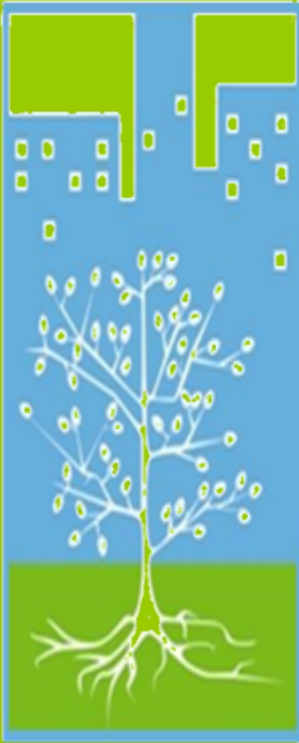
- **August Relocations: 2**
- **2010 Relocations: 15**
- **States inquiring: 47**
- **Relocations from: FL: 153, GA: 48, NY: 18, AL: 3, CA: 8, CO: 4, IL: 9, MI: 14, VA: 3, IN: 1, MD: 3, ME: 1, OR: 1, AZ: 2, UT: 1, NM: 3, MA: 1, TN: 4, NJ: 4, MN: 1, LA: 3, MS: 8, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**
- **Newcomers sources:**
 - TCH-Web site/Call in/Brochure: 215
 - B-Q Chamber: 6
 - V-L Chamber: 33
 - L-L Chamber 0
 - Advertising: 9
 - Other: 48



ECONOMIC IMPACT

- **Annual Income: \$13,104,000**
- **Annual Spending: \$11,232,000**
- **Liquid Assets: \$1,310,400,000**
- **Indirect Jobs Created: 624**

(average according to industry standards)



August 2010 S.E.E.D.S. Center Report

32 clients were seen in **August 2010**

297 clients have been seen from **Jan. 1, 2010** to **Aug. 31, 2010**

2,933 clients have been assisted since **2004**

45 total resources were distributed in **August 2010**

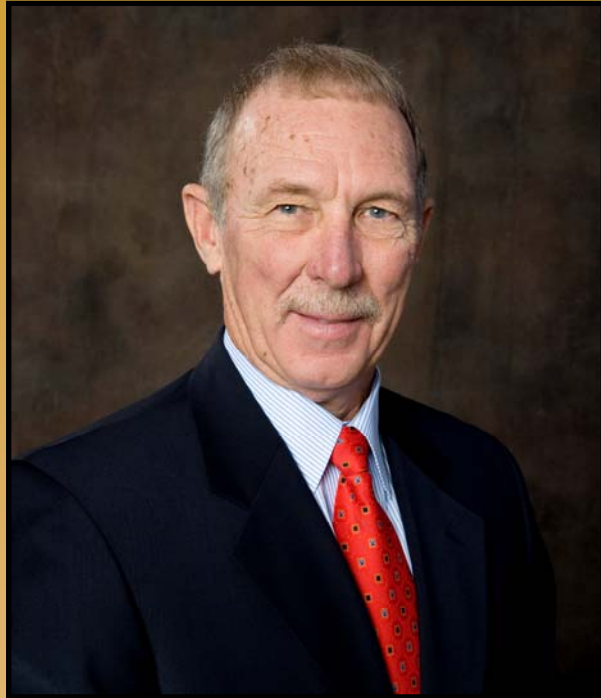
4,056 total resources have been distributed since **2004**

BIG Thinker Seminar



On August 17, Chamber members, established small business owners and those looking to start their own business attended the S.E.E.D.S. Center's Business University seminar "Secrets to Success; Advice for Today's Entrepreneur". The esteemed panel included Kent Buescher (US Press), Mike Godwin (Ambling Company), Sue Cox (Covington's Dining & Catering and 306 North Restaurant) and James Lee Herndon for Arthur Herndon, Jr. (The Herndon Company) who are all prior BIG Thinker award recipients.

Public Affairs Division Reports



**James McGahee
(Vice Chairman)**



Business After Hours



Hosted by the Gateways Committee

Sponsored by



Rainwater Conference Center
Tuesday, Sept. 21 • 5-7:30 p.m.
4:30 p.m. Networking 101



Virtual Ribbon Cutting



Visit www.ValdostaChamber.com to RSVP by Friday, Sept. 17



**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.

Upcoming Red Carpet:

Saturday, October 9

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

Workforce Development & Education Division Reports



**Greg Justice
(Vice Chairman)**



DRUGS DON'T WORK IN SOUTH GA

DRUGS DON'T WORK Summary August 2010

Total # of DDW Partners as of 12/31/09:	257
Total # of DDW Partners as of 08/30/10:	259
2010 New Members:	7
2010 Losses:	5
YTD Net Gain:	2

Goal for 2010: 271

<u>YTD</u>	<u>August</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$22,910	\$1,500	\$24,410	\$38,000	(\$13,590)

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
November 4, 2010	25	
GOAL TOTAL	100	73



Helping Your Child Succeed




	Company	Business Presenter	School Presenter	Parents
1	Dept. of Family & Children's Services	Carrie Hickman	LaVerne Rome	63
2	Choices for Life LLC (June 15, 2010)	Greg Justice	LaVerne Rome	16
3	Langdale Place (June 17, 2010)	Greg Justice	LaVerne Rome	20
4	Langdale Place (September 7, 2010)	Greg Justice	LaVerne Rome	13
5	Parent Summit (September 14, 2010)	Greg Justice	LaVerne Rome	
6	St. John H&S Assoc (September 23, 2010)	Greg Justice	LaVerne Rome	
7	Georgia Power (October 5, 2010)	Greg Justice	LaVerne Rome	
Parents Reached				112





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



VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses,
Leading Communities.™



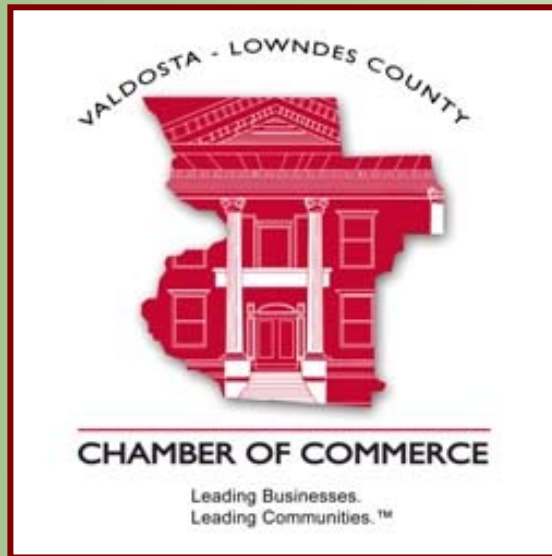
Chairman's Report: Terri Lupo

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



President's Report: Myrna Ballard



Next Meeting Date:

Thursday, October 21, 2010

9-10:30 a.m.

@ Country Inn & Suites



Meeting Adjourned