

Board of Directors Meeting

September 27, 2011

@ Colquitt EMC

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



**Board of Directors Meeting
Tuesday, September 27, 2011
12 – 1:30 p.m.
@ Colquitt EMC**

Agenda

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

ITEMS TO CONSIDER

- **Consider minutes of the August 23, 2011 meeting**
- **Consider minutes of the September 8, 2011 Special Called Board meeting**
- **Consider August 2011 Financial Statements – *Carl Holley, Treasurer***
- **Consider renewal of Chamber line of credit**
 - **Report from Nominating Committee – *Tim Jones, Chairman***
- **Appoint Election Judges**

FULL REPORT(S)

- **Report from the “Vote Yes For Our Children” Campaign Committee**

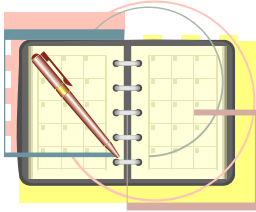
Chairman’s Report – Tom Gooding

President’s Report – Myrna Ballard

Meeting adjourn

To access your PowerPoint on the website click the following link <http://www.ValdostaChamber.com/about/Boardmeeting.html> or visit www.ValdostaChamber.com click on the tab “Members Area”. Click “Board of Directors Meeting” and select the current meeting. To find a specific item click bookmark and scroll down to that item.

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 Hotel

Business After Hours

5 -7:30 pm

December 8 @ Guardian Bank (701 Wildwood Plantation Dr.)

Chamber 101 Getting the most out of Chamber Membership

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

Nov. 2

Member Breakfasts

November 8: World Class Employee Recognition Breakfast

- **Consider Minutes of August 23, 2011 Board of Directors meeting**

Minutes of the Valdosta-Lowndes County Chamber Board of Directors meeting held Tuesday, August 23, 2011, 8 – 9:30 a.m. at Country Inn & Suites

Members Present: Myrna Ballard, Clinton Beeland, Sally Bloom, Tom Carroll, Sue Cox, Jeff Fulp, Tom Gooding, Jeff Hanson, Mike Hill, Carl Holley, Tim Jones, Greg Justice, Terri Lupo, Paul Nichols, Jay Prince, Greg Reid, Bill Simmons, Megan Smith and Baha Zeidan

Also Present: Joe Cozart, Betty Morgan, Mike Stalvey, Erika Bennett and Karil Brockington

Members Absent: Ken Ricket and Phyllis Royal

Chairman Gooding called meeting to order and establish a quorum.

Consider minutes of the July 26, 2011 Board meeting – Terri Lupo made a motion to accept the minutes as presented. Sue Cox seconded the motion and it passed unanimously. (see pgs. 4-5 of Board packet)

Consider July 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. 7-17 of Board packet)

Consider Proposed Amendments to Chamber Policies and Procedures – Tim Jones reported. Terri Lupo motioned to adopt the proposed Amendments to Chamber Personnel Policies and Procedures Manual effective August 23, 2011. Jay Prince seconded the motion. Motion carried.

FULL REPORT

- **MEMBER SERVICES DIVISION** – Greg Reid, Vice Chairman, Joe Cozart, and Erika Bennett reported. Cozart presented the results of his focus group meetings, and presented a draft of the proposed tiered dues structures.

ABBREVIATED REPORTS (For a printed report please visit the website www.ValdostaChamber.com)

- ◆ **PUBLIC AFFAIRS DIVISION** – Jeff Hanson, Vice Chairman reported. (see pg. 32 of original Board packet)
- ◆ **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – Greg Justice, Vice Chairman reported. (see pg. 34 of original Board packet)
- ◆ **ORGANIZATIONAL EXCELLENCE DIVISION** – Tim Jones, Vice Chairman reported

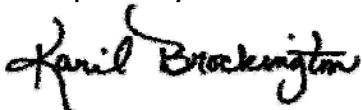
Minutes of August 23, 2011 Board of Directors meeting continues

- ◆ **COMMUNITY DEVELOPMENT DIVISION** – Paul Nichols, Vice Chairman reported
- ◆ **BUSINESS EXPANSION DIVISION** – Sue Cox, Vice Chairman reported. (see pg. 41 of original Board packet)
- ◆ **ECONOMIC DEVELOPMENT DIVISION** – Jay Prince, Vice Chairman and Chairman Elect (2013) (see pgs 38-39 of original Board packet)
- ◆ **Chairman's Report** – Tom Gooding reported. He expressed his full support for Chamber President Myrna Ballard but, while acknowledging her request for a formal investigation and review of some recent anonymous allegations concerning certain personnel matters, he did not believe such an investigation was warranted at this time. Separately, Chairman Gooding appointed Terri Lupo, Tim Jones, Jay Prince, and himself as chair for a Task Force to develop a performance review process for the Chamber executive each year. Walter Hobgood has agreed to serve as a consultant to this Task Force.
- ◆ **President's Report** – Myrna Ballard reported. She expressed her appreciation to Chairman Gooding for his support, and noted that she welcomed a more regular review process for our Chamber executive, as this is in the best interest of the Chamber.

There being no further business, the meeting was adjourned at 9:30 a.m.

To access your PowerPoint on the Web Site (www.ValdostaChamber.com) click on the tab "Members Area". Click "Board of Directors Meeting" and select the current meeting. To find a specific item click bookmark and scroll down to that item.

Respectfully submitted,



Karil Brockington
Senior Director of Administration

Minutes of September 8, 2011 Special Called Meeting of the Board of Directors

**Valdosta-Lowndes County Chamber of Commerce
Special Called Meeting of the Board of Directors
1 p.m., Thursday, Sept. 8, 2011
Chamber Office**

Members present: Tom Gooding, Chairman, Tom Carroll, Clinton Beeland, Jay Prince, Bill Simmons, Terri Lupo, Phyllis Royal, Sue Cox, Paul Nichols, Tim Jones, Mike Hill, Myrna Ballard

Others present: Jud Rackley

Chairman Gooding called the meeting to order and established that a quorum was present. He shared a copy of the December 2, 2008 minutes of a Special Called Meeting of the Chamber Board of Directors, which included the recommendations from the School System Study Task Force and the Chamber Board's unanimous decision to support school system unification. He also shared a PowerPoint presentation dated October 2008 which provided a summary of the Task Force's due diligence and a summary of a survey of Chamber members regarding school system unification which found that some 78% of Chamber members supported school system unification.

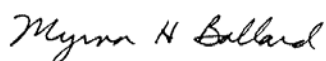
Also shared was a draft letter from the Chamber to all members of both school boards and both school superintendents (with a copy to the Chamber's membership and the Valdosta Daily Times) explaining the Chamber's opinion regarding the recent official stands of both school boards and both school superintendents against school system unification and calling on both school boards to begin a dialogue on unification planning. Consideration was given to whether the draft letter should be revised regarding Lowndes High not making AYP and to explain more clearly that the cohort method of calculating high school graduation rates is a federal-level measurement that will be more accurate and uniform.

Because this was a special called meeting without the opportunity to notify the Board in advance that there would be an action item on today's agenda (as per Board Policy), Gooding asked for an indication of the Chamber Board's consensus on sending the letter with any appropriate minor modifications and there was strong consensus to do so.

Gooding also asked for an indication of the Chamber Board's continuing support for the Board's original decision in 2008 in support of school system unification. After additional discussion, there was strong consensus from the Board for the Chamber's continuing support for school system unification.

There being no further business, meeting adjourned at 2:10 p.m.

Respectfully submitted,



Myrna H. Ballard
President

Financial Statements
August 2011

See original Board Packet for printed report



Carl Holley
(Treasurer)

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



➤ **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 14, 2011
12 – 1:30 p.m.
Chamber Office

Below are the 5 candidates for our 2012 Election Judges:

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

Ms. Gretchen Fricks
Elliot, Blackburn & Gooding P.C.
3016 N Patterson Street
Valdosta, GA 31601
Phone: (229) 242-3333

Mr. Mike Foster
Crescent Inn at the Mall
1705 Gornto Road
Valdosta, GA 31601
Phone: (229) 244-8800

Ms. Violet Sherry
Sparkles Weddings & Special Events
100 Garden Drive Apt K-245
Valdosta, GA 31602
Phone: (229) 632-6009

Mr. Chris Nichols
Jumpin Jack 4 Kids
3671 Coleman Road
Valdosta, GA 31602
Phone: (229) 242-7778



**Guest Speaker: Dr. Terry Jenkins
Former Superintendent of Troup County Schools**

***Dr. Terry Jenkins will discuss school unification,
its impact to Troup County schools and how
the decision to unify their two school systems
in 1992 has helped transform their community
for the better.***

**Workforce Development & Education
Division Reports**



**Greg Justice
(Vice Chairman)**

Workforce Development & Education Division Reports

August 2011

DRUGS DON'T WORK

Members: 264

YTD: \$26,614

Goal: 271

Goal: \$38,000

Supervisor Essentials Workshop (S.E.W.)

Attendees: 83

Goal: 100

Helping Your Child Succeed

Parents Reached: 143

Goal: 400

CHOICES

Students Reached: 729

Goal: 1,250

5-STAR EMPLOYER PROGRAM

Members: 12

Goal: 20

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

Organizational Excellence Division



**Tim Jones
(Vice Chairman)**

Community Development Division



Paul Nichols
(Vice Chairman)

Business Expansion Division Reports



**Sue Cox
(Vice Chairman)**

Business Expansion Division Report

August 2011

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

Transforming our local economy...



Coming Soon...

Mark your calendars for Oct. 13, 1- 4 p.m. at Bas Bleu for Peter Kageyama's visit to Valdosta. Kageyama will lead an interactive workshop about showing love for our community.

Expansion of Targeted Businesses: Opportunity Central

Councilman Tim Carroll (Farmers Home Furniture) led discussion at the August Opportunity Central Book Club meeting. Richard Florida's article, *How the Crash Will Reshape America* was the selection. Matt Martin (City of Valdosta) also joined Carroll to lead discussion on the Greater Lowndes 2030 Comprehensive plan.



**Economic Development
Division Reports**



**Jay Prince
(Vice Chairman)**



Monthly Activity Report
Period: AUGUST 2011

	<u>2011</u>	<u>2010</u>	<u>Cum</u>
<u>RELOCATIONS:</u>			
August	0	5	
YTD	10	5	350
Lowndes: 313	Brooks: 24	Lanier: 13	
Website: 233	Chambers: 44	Ads: 10	Other: 72

LEADS: 3,826

ECONOMIC IMPACT:

Annual Income: \$14.7 Million

Annual Spending: \$12.6 Million

Liquid Assets: \$1.5 Billion

Indirect Jobs Created: 700



August 2011 REPORT

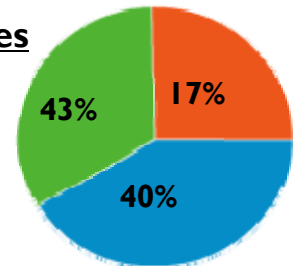
<u>Client Report</u>	<u>#</u>	<u>YTD</u>
Clients Assisted:	62	383
Start-ups:	22	142
Existing/Expanding:	11	98
Chamber Members:	19	90
Other:	10	53

<u>Resources Distributed</u>	<u>#</u>	<u>YTD</u>
Sales Leads:	26	131
How to Start Guides:	15	79
Demographics:	5	63
Industry Reports:	13	55
Traffic Counts:	10	25
Financing Info.:	3	14

<u>Website</u>	<u>#</u>	<u>YTD</u>
Visits:	352	1345
Unique Visitors:	261	1012
New Visits:	63%	71%

Website Traffic Sources

Direct Traffic	40%
Referring Sites	43%
Search Engines	17%



2011 Chamber Small Business Conference sponsored by Southwest Georgia Bank



**Public Affairs Division
Reports**



**Jeff Hanson
(Vice Chairman)**



Washington D.C. Trip

Kevin McCraney (Georgia Power Company), **Col. Clarence Parker** (retired Air Force), **Megan Smith** (SmithBarnas and Associates), **Jeff Hanson** (Southwest Georgia Bank) and Chamber President **Myrna Ballard**



Met with leaders at the Pentagon, U.S. Chamber of Commerce and U.S. Sens. Saxby Chambliss and Johnny Isakson, and U.S. Reps. Jack Kingston, Sanford Bishop and Austin Scott.



Member Services Division Reports



**Greg Reid
(Vice Chairman)**

Monthly Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Variance</u>
Dec.	36,261.41	34,326.54		
Nov.	27,823.82	27,720.66		
Oct.	27,591.92	26,872.32		
Sep.	25,916.58	36,308.15		
Aug.	28,135.34	18,321.41	26,267.44	7,946.03
July	41,713.49	22,414.66	\$27,411.08	4,996.42
June	24,681.68	33,173.92	30,034.58	-3,139.34
May	26,871.88	24,240.25	36,378.59	12,138.34
Apr.	31,001.57	31,003.80	26,496.74	-4,507.06
Mar.	29,445.03	35,878.36	35,382.13	-496.23
Feb.	34,192.00	23,327.84	48,430.91	25,103.07
Jan.	36,062.83	34,715.33	34,066.08	-649.25

Year To Date Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>		<u>Variance</u>
Dec.	369,697.19	348,303.24		
Nov.	333,435.78	313,976.70		
Oct.	305,611.96	286,256.04		
Sep.	278,020.04	259,383.72		
Aug.	252,103.82	223,075.57	264,567.55	41,491.98
July	223,968.48	204,754.16	238,200.11	33,445.95
June	182,254.99	182,339.50	210,789.03	28,449.53
May	157,573.31	149,165.58	180,754.45	31,588.87
Apr.	130,701.43	124,925.33	144,375.86	19,450.53
Mar.	99,699.86	93,921.53	117,879.12	23,957.59
Feb.	70,254.83	58,043.17	82,496.99	24,453.82
Jan.	36,062.83	34,715.33	34,066.08	-649.25

2011 goal for dues collection: \$370,000

72% collected

New Members

	2007	2008	2009	2010	2011
Jan	16	22	9	12	15
Feb	14	16	16	10	14
Mar	20	13	13	24	20
April	16	22	33	16	18
May	26	23	16	11	21
June	29	25	16	18	23
July	13	15	21	12	24
Aug	17	22	24	14	14
Total	151	158	148	117	149
Sept	41	19	38	10	
Oct	48	16	26	30	
Nov	14	12	17	15	
Dec	9	11	18	18	
Total	263	216	247	190	149

2011 Goal for New Members: 156

Total Membership: 1,537

2011 Goal for Total Membership: 1,511

New Members August 2011

Acosta Design, LLC

Jose Acosta
904 E. Park Ave.
Valdosta, GA 31602
407-925-4541
Remodeling-Renovations

Adams Garage & Used Cars

Robbie Adams
1330 W. Hill Ave.
Valdosta, GA 31601
229-247-1122
Used Car Sales/Title Pawns

Advantage Staffing

Keri Rowe
810 N. Tift Ave.
Tifton, GA 31794
229-388-9675
Staffing Agency

Exit Realty In Touch

Morgan Campbell
4386 River Road
Valdosta, GA 31605
229-563-5903
Realtor

First Valdosta Realty, Inc.

Gogi Bowden
3470 N. Valdosta Rd.
Valdosta, GA 31602
Rental Property Management Co.

Al Howell

502 Hunters Glen
Valdosta, GA 31602
229-249-8090
Associate Member

Juice Plus

Callie Miller
307 Highland Place
Valdosta, GA 31602
229-548-5449
Health & Wellness

Leapin' Lizards Party and Fun Zone

Barbara Fender
3307 Teal Ln.
Lake Park, GA 31636
229-292-6616
Party/Amusement

New Members August 2011

Marcos Pizza Store

Remi Tessier
N. Valdosta Road
Valdosta, GA
229-561-5093
Restaurant

Stratas Foods

Bill Simmons
1841 Clay Road
Valdosta, GA 31601
229-293-2660
Packaged Edible Oils

Nationwide Insurance

Greg Mashburn
2420 Bemiss Road Suite A
Valdosta, GA 31602
229-244-6774
Insurance/Home/Auto/Life

Wood Lawn Terrace Apt.

Nancy Collingwood
1211 N. Forrest St.
Valdosta, GA 31601
850-819-8557
Apartments

Real Living Realty Advisors

Paige Walker
1010 Slater
Valdosta, GA 31601
229-292-5774
Real Estate

Joan C. Wilkinson

12423 135 Place
South Ozone Park, New York 11420
347-968-9536
Associate Member

August 2011 Ribbon Cuttings/Groundbreakings

First State Bank and Trust

1522 Baytree Road
Valdosta, Georgia 31602
229-245-5615
Tammy Goodin
Bank

Ms. V's Downtown Diner

202 West Hill Avenue
Valdosta, Georgia 31601
229-305-5990
Veronica Williams
Restaurant

Nature's Best Health Food Store

DBA Ma Perkins
2110 North Ashley Street
Valdosta, Georgia 31601
229-244-5440
Eric Mathis
Health and Nutrition

Pregnancy Support Clinic

Park Avenue at Oak Street
Valdosta, Georgia 31602
229-460-8490
Marilois Campa
Non-Profit Organization

The Mix

1803 Jerry Jones Drive
Valdosta, Georgia 31602
229-563-2813
Summer Clark
Restaurant

Two Guys Pies, LLC DBA

Marcos Pizza Store
4320 Kings Way
Valdosta, Georgia 31602
229-561-5093
Remi Tessier
Restaurant

August 2011 Member Crashers

Lighting Concepts

Shannon Hurst
11619 Troupville Road
Valdosta, GA 31602

AT & T Retail

Heather Hamilton
1833 Norman Drive
Valdosta, GA 31601

Luxor Nails

Jason Nguyen
1700 Norman Drive
Valdosta, GA 31601

Valdosta Women's Health Center

Anthony Courson
3811 Old U.S. Highway 41 North
Valdosta, GA 31602

Morris Insurance Agency

Ken LaMontange
2180 North Ashley St.
Valdosta, GA 31602

Dues Account Status Report August 2011

Billing Period	Accounts Receivable	Collections	Collection Rate
Current	28,915.70	6,331.34	22%
Previously Collected for current month		12,952.66	45%
Total Current	28,915.70	19,284.00	67%
1-30 Days	11,225.55	980.83	9%
31-60 Days	9,610.30	1,153.75	12%
61-90 Days	4,730.31	1,017.50	22%
91-120 Days	6,974.98	823.75	12%
120+ Days	51,184.64	3,610.84	7%
Subtotal	114,641.48	26,870.67	23%
New Members	2,006.33	2,006.33	
Total	116,647.81	28,877.00	25%
Previously collected for current month:			
May	518.33		
June	6,978.08		
July	5,456.25		
TOTAL	12,952.66		



Write-Offs August 2011

NAME	JOIN DATE	REASON DROPPED
America HomeKey	10/08/2008	Non-Payment of Dues
American Animal Foundation	04/14/2010	Out of Business
American Rent-A-Car	04/17/2008	Business Sold
Davis Industrial Electric, Inc.	04/22/1997	Budget Restrictions
E-Travel Anytime	08/30/2008	Out of Business
Innovative Rehab Solutions, LLC	01/27/2009	Requested Cancel
Kaeser & Blair-Sonny Waller	09/22/2009	Out of Business
Landscape Doctor, LLC	04/02/2007	Budget Restrictions
Pierce Parts and Service, Inc.	07/27/2010	Out of Business
Premier Home Inspection	05/26/2005	Budget Restrictions
Prentice Taylor Construction, Inc.	10/29/2001	Out of Business
R.W. Alexander Contractors, Inc.	08/01/1984	Out of Business
Richard Raines	02/16/2010	Member Moved
Serenity Palliative & Hospice Care	08/22/2009	Out of Business
Smitty's Package Store #2	05/07/1999	Requested Cancel
The Park Avenue Bank	07/01/1957	Business Sold
USA Dance	08/23/2009	Requested Cancel
Vega Media Partners	09/22/2010	Out of Business
Village Metalworks, Inc.	06/21/2007	Budget Restrictions
Weezie BBQ	07/22/2009	Out of Business

Write-Offs August 2011 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	4	895.00	18	3,982.50
Business Sold	2	5,815.00	9	7,830.00
Consolidated Business			1	63.75
No Benefit Seen			2	70.00
Member Deceased				
Member Moved	1	90.00	3	270.00
Member Retiring				
Non-Payment of Dues	1	265.00	15	4,065.40
Out of Business	9	1,972.75	51	8,240.48
Other				
Requested Cancellation-No Reason	2	345.00	18	3936.25
School Unification Issue	1	105.00	1	105.00
Unhappy/Angry				
TOTAL	20	9,487.75	118	28,563.38

Write-Offs 2010	10	1,916.25	110	25,469.62
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Difference 2011 vs. 2010	10	7,571.50	8	3,093.76
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Membership Statistics

Net Membership Gain in August	-6
Net Membership Gain in 2011	31
2011 Goal	5
YTD Retention Rate	92%
2011 Goal	90%

Chamber Monthly Activity & Referrals Reports

August 2011

Monthly Activity Tracking Report

Newcomer's Packets:	26	(21)
Better Business Bureau:	12	(20)
Phone Books:	34	(45)
Maps:	95	(94)
Directions:	20	(20)
Civic Club list:	5	(5)
Manufacturers List:	3	(3)
Website referrals by phone:	12	(12)
Email information request:	3	(6)
Events request:	8	(12)
Membership Application:	7	(6)
Total:	225	(244)

Total YTD: 2,136 (2,222)

*2010 figures in parentheses

Monthly Referrals Manually

Contact Type Counts:

Email Request	205
General Contact	132
Telephone Referrals	176
Walk-In Referrals	269
Staff	782

By Categories:

Total Categories: 111

Top 3:

Restaurants:	103
Building Contractors:	75
Churches:	59
Total Member Referrals:	782

Total YTD: 5,650



Search Engine Position: as of Sept. 19

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	2 nd (2 nd) page In 8 th (5 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 6 th (4 th) place
Bing	3 rd (2 nd) page In 5 th (6 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 4 th (1 st) place
Yahoo	3 rd (2 nd) page In 5 th (5 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 3 rd (1 st) place

(last month in parentheses)

Website Activity Report:

August Website hits: 2,785

YTD Website hits: 20,270

August Page views: 6,736

YTD Page views: 55,132

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	10	19	0	0	2	0	0	0	0	14	\$235.00
April	10	9	0	0	1	2	1	0	0	4	\$477.50
May	10	1	0	0	4	0	0	0	0	4	\$132.08
June	23	2	0	0	5	0	0	0	0	15	\$753.75
July	9	3	0	0	3	0	0	0	0	5	\$332.50
August	7	12	0	5	2	0	0	2	1	10	\$318.75
September											
October											
November											
December											
Totals	353	85	8	41	20	2	3	3	1	80	3,575.41

*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: 43
Amnesty Program Participants: 15



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

2011 Attendance Sheet

Month	1st Invitation	2nd Invitation	Attended
Jan. 5	12	47	9
Feb. 2	11	38	9
Mar. 2	12	35	4
Apr. 6	21	29	5
May 4	13	36	2
June 1	23	34	10
Sept. 7	44	18	12
Nov. 2			
TOTAL	136	237	51

September 7, 2011 invitation list for CHAMBER 101

consists of members that joined from
May 20, 2011 – June 17, 2011 (2nd time invites) &
June 20, 2011 – Aug. 25, 2011 (1st time invites)
Goal for 2011 is to have 75% of new members to attend.

The **CHAMBER 101** is designed for the new members to meet the Chamber staff as well as the Board of Directors and to give new members the opportunity to learn more about what the Chamber has to offer their business.

Board Member are asked to attend at least two (2) **CHAMBER 101** events:

The following have attended

September 2011:

Tom Gooding (5)	Greg Reid (6)	Paul Nichols (1)	Myrna Ballard (7)
Tom Carroll (2)	Phyllis Royal (1)	Bill Simmons (2)	Tim Jones (2)
Terri Lupo (2)	Baha Zeidan (1)	Jay Prince (2)	Clinton Beeland (1)
Sue Cox (2)	Carl Holley (1)	Jeff Fulp (1)	Jeff Hanson (1)

Ambassadors Report

August 2011

August STATISTICS

Ribbon Cuttings for August : 5
Groundbreakings for August : 1
Business After Hours for August : 0
Breakfast for August : 0
Accumulated Points for August : 2,120

2011 STATISTICS

2011 Ribbon Cuttings: 63 (Goal: 85)
2011 Groundbreakings: 4 (Goal: 5)
2011 Business After Hours: 4 (Goal: 11)
2011 Breakfast: 1 (Goal: 2)
Total Accumulated Points for 2011: 17,550

UPCOMING EVENTS

October 12, 2011
Supervisor Essentials
Department of Labor

November 2, 2011
Chamber 101
Chamber of Commerce

November 8, 2011
World Class Employee Recognition Breakfast
Rainwater Conference Center

Chairman's Report



Tom Gooding
(Chairman of the Board)

President's Report



Myrna Ballard
(President)

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Next Meeting Date:

Tuesday, October 25, 2011

8 – 9:30 a.m.

@ Country Inn & Suites

Meeting Adjourned