

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™

August 20, 2009
Board of Directors
Meeting
@
The Park Avenue Bank



**Board of Directors Meeting
Thursday, August 20, 2009
8:30 am – 10:00 am
@ The Park Avenue Bank**

Agenda

Call to order, establish a quorum, and review agenda

Consider minutes of the July 16, 2009 meeting

ITEMS TO CONSIDER

- Consider July 2009 Financial Statements
- Consider Ratification of Corporate Resolution for Line of Credit
- Consider Amendment to 2009 General Fund Budget

Member Service Division

- 2009 Chairman's Challenge

President's Report

Chairman's Report

Meeting adjourn

To access your PowerPoint on the Web Site

(<http://www.valdostachamber.com/about/Boardmeeting.html>) click on the tab Our Chamber. Click Board of Directors Meeting and select the current meeting. To find a specific item click bookmark and scroll down to that item.

➤ **Consider Minutes of July 16, 2009 Board of Directors meeting**



Minutes of the Valdosta-Lowndes County Chamber Board of Directors meeting held Thursday, July 16, 2009, 11:30 a.m. at The James H. Rainwater Center

Members Present: Sally Bloom, Tim Coombs, Allan Dear, Stan Fillion, Jeff Fulp, Tom Gooding, Jeff Hanson, Walter Hobgood, Tim Jones, Greg Justice, Terri Lupo, Lee Morgan, David Newbern, Paul Nichols, Debra Tann, Jay Prince, Walt Gill, James McGahee, Jerome Riley and Myrna Ballard

Members Absent: Phyllis Royal, John Manning, Ed Cockman and Giovanni Panizzi
Chairman Hanson called meeting to order and established a quorum. Chairman Hanson acknowledged the Conference Center for hosting the Chamber's event.

Consider Minutes of the June 18, 2008 Board Meeting. J. Riley made a motion to accept the minutes as presented. T. Gooding seconded the motion and it passed unanimously.

Chamber June 2009 Financial Statements: P. Nichols reviewed the Chamber financial statement. S. Fillion made a motion to accept the financial statements as presented. L. Morgan seconded the motion and it passed unanimously. (*see original Board packet*)

➤ **Appointment of Nominating Committee for 2009 Board and Officers:** The Chamber By-Laws require that a Nominating Committee be appointed at the July meeting. This committee will be responsible for nominating 2010 Board members and officers. Chairman Hanson appointed Tom Gooding, Jay Prince, Jeff Hanson, Terri Lupo and Myrna Ballard, with Lupo as committee chairman.

“Ambassador of the Year” Award: Jerry Kozuch, Ambassadors Chairman, presented the Ambassador of the Year Award to Rhonda Miller (Fox 49)

Recognition of Silver & Gold Members

Chairman’s “State of the Chamber” Address:

Chairman Hanson shared the highlights of the progress the Chamber has made during the first half of 2009. Chairman Hanson noted the outstanding efforts of our Division Vice Chairmen, the leaders of our committees, programs, and task forces, and the more than 500 volunteers who currently serve on these committees.

The “BIG Thinker” Award: Lee Gordon, News Director for WCTV-6, presented the award to the BIG Thinker on behalf of the Chamber. “The BIG Thinker” of the Year is Stan & Sue Cox (Covington's Dining & Catering).

Minutes continued

Division Reports: (For the complete Board Packet contents please visit the Chamber's Web Site (<http://www.valdostachamber.com/about/Boardmeeting.html>). Click Board of Directors Meeting and select the current meeting. To find a specific item click bookmark and scroll down to that item.)

There being no further business, the meeting was adjourned at 1:00 p.m.

Next meeting: Thursday, August 20, 2009

Respectfully submitted,

Karil Brockington

Karil Brockington
Administrative Director

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Operations & Administration

VALDOSTA - LOWNDES COUNTY



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Financial Statements

July 31, 2009



Please refer to your handout.....

Chamber Activity Reports

VALDOSTA - LOWNDES COUNTY



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



July 2009
Correspondence/Activity Report
(2008 Figures in Parentheses)

Mail Correspondence:

Newcomers Packets 19 (41)

Miscellaneous Information Requested:

Request for BBB: 15 (16)

Email Information Requested: 17 (31)

Request for Events: 15 (25)

Civic Club Lists: 7 (3)

Web site Referrals by Phone: 18 (5)

Manufacturers List: 2 (5)

Request for Directions: 25 (15)

Maps: 27 (318)

Request for Wild Adventures: 10 (5)

Membership Info. Packets: 3 (0)

Phone Books: 33 (45)

Membership List/Email: 9 (3)

Total Miscellaneous: 181 (471)



Member Referrals July 2009

Total Categories: 23

Top 10

Hotels:	92
Party Supplies:	84
Real Estate:	127
Apartments:	79
Advertising:	30
Accountants:	22
Food Products:	20
Caterers:	18
Restaurants:	32
Employment Agencies:	18
Other:	147

Total Member Referrals: 669 (465)

July 2009 Web Site Activity Report

www.valdostachamber.com

VALDOSTA - LOWNDES COUNTY CHAMBER OF COMMERCE
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Business Directory | Our Chamber | Our Community | Relocation Info | Chamber News & Events | Business Resources | Member Services | Contact Us

Welcome to the Valdosta-Lowndes County Chamber of Commerce

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

[Click Here to sign up for Chamber events.](#)

[Click Here to update your Chamber contact information.](#)

Current Chamber Membership: 1,506

Featured Events
AUGUST 11, 2009
May 7, 2009
Boot Camp for Supervisors
@ Georgia Department of Labor
8:00 a.m. - 12:00 noon
Chamber 101

Legislative Alert
UNITED STATES CHAMBER OF COMMERCE
ACCREDITED
★ ★ ★ ★ ★

Web Site Hits:

Jan. 2009	122,950
Feb. 2009	117,464
Mar. 2009	not available
Apr. 2009	not available
May 2009	113,563
June 2009	125,494
July 2009	118,902

Page Views:

Jan. 2009	15,490
Feb. 2009	14,412
Mar. 2009	not available
Apr. 2009	not available
May 2009	14,977
June 2009	17,232
July 2009	16,592

Web Site Activity Report continued

Search Engine Position for Chamber Site as of July 13, 2009

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 3 rd place	First Page in 1 st place	First page in 1 st place
bing	Third page in 6 th place	First page in 1 st place	First page in 2 nd place
YAHOO	Third page in 5 th place	First page in 1 st place	First page in 2 nd place

Search Engine Position for Chamber Site as of Aug 17, 2009

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 5 th place	First Page in 1 st place	First page in 1 st place
bing	Second page in 5 th place	First page in 1 st place	First page in 2 nd place
YAHOO	Tenth page in 3 rd place	First page in 1 st place	First page in 3 rd 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



**Terri Lupo
(Vice Chairman)**

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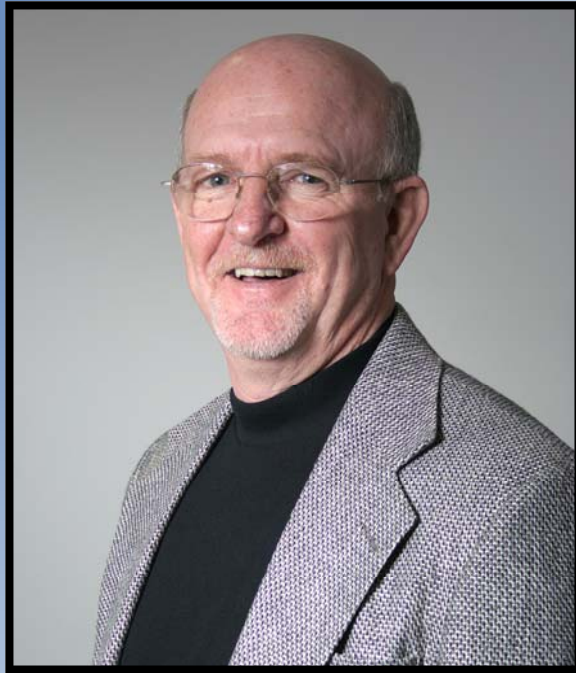
EXPANSION OF TARGETED BUSINESS



Chris Miller and Taylor Pittman
crunching employment data for
TBEC Benchmarks.

- Presented TBEC Benchmark information at MetroOne Task Force meeting.
- Also proposed an idea matrix to assist with the future development of MetroOne initiatives.

Member Services Division Reports



**David Newbern
(Vice Chairman)**

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Dues Collection Report

Monthly

2008 & 2009

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>Variance</u>
Dec.	32,103.00	37,430.63		
Nov.	24,189.45	21,856.85		
Oct.	25,788.36	25,698.51		
Sep.	33,359.83	29,955.86		
Aug.	29,994.19	29,645.75		
July	29,223.75	38,982.60	41,713.49	2,730.89
June	33,757.94	27,454.84	24,681.68	(2,773.16)
May	20,674.42	30,457.34	26,871.88	(3,585.46)
Apr.	23,849.84	31,264.43	31,001.57	(262.86)
Mar.	39,974.04	14,879.68	29,445.03	14,565.35
Feb.	29,199.04	22,314.50	34,192.00	11,877.50
Jan.	45,297.34	49,968.02	36,062.83	(13,905.19)

Dues Collection Report, continued

Year-to-Date

2007 & 2008

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>Variance</u>
Dec.	367,411.20	360,009.01		
Nov.	335,308.20	322,478.38		
Oct.	311,118.75	300,621.53		
Sep.	285,330.39	274,923.02		
Aug.	251,970.56	244,967.16		
July	221,976.37	215,321.41	223,968.48	8,647.07
June	192,752.62	176,338.81	182,254.99	5,916.18
May	158,994.68	148,883.97	157,573.31	8,689.34
Apr.	138,320.26	118,426.63	130,701.43	12,274.80
Mar.	114,470.42	87,162.20	99,699.86	12,537.66
Feb.	74,496.38	72,282.52	70,254.83	(2,027.69)
Jan.	45,297.34	49,968.02	36,062.83	(13,905.19)



Membership Summary Report As of July 31, 2009

DUES COLLECTED YEAR TO DATE: \$223,968.48
2009 goal for Dues Collection: \$400,000.00

NEW MEMBERS YEAR TO DATE: 124
2009 Goal: 100

TOTAL MEMBERSHIP: 1,501
2009 Goal: 1,556

NET MEMBERSHIP GAIN IN July: (4)
NET MEMBERSHIP GAIN IN 2009: (45)
2009 Goal: 10

2009 Retention Goal: 88%
(Industry Average: 80%)



New Members

	2005	2006	2007	2008	2009
Jan	16	16	16	22	9
Feb	22	18	14	16	16
Mar	16	20	20	13	13
April	34	20	16	22	33
May	23	41	26	23	16
June	16	12	29	25	16
July	8	10	13	15	21
Total	135	137	134	136	124
Aug	18	16	17	22	
Sept	75	54	41	19	
Oct	7	13	48	16	
Nov	13	11	14	12	
Dec	7	12	9	11	
Total	255	243	263	216	124



New Members July 2009

Allcell Wireless
Jason Lombardi
4030 A Bemiss Rd.
Valdosta, GA 31605
229-232-8236
Verizon Wireless
Cell/Sales/Accessories

Bemiss Bar-B-Q
Ricky McKinnon
4920 Bemiss Road
Valdosta, GA 31605
229-242-9770
Restaurant/Catering

**Big Brother Big Sister Learning
Center**
Tanya Franklin
502 A North Patterson St.
Valdosta, GA 31601
229-630-9545
Tutorial/Education

Crowders Cozey Cottage
Melanie Crowder
1107 E. Park Avenue
Valdosta, GA 31602
229-561-1125
Antiques/Art/Thrift/ Consignments
Essence of Beauty Salon

Coopercraft Communications
Jason Taylor
620 E. Franklin St., Suite F
Sylvester, GA 31791
229-777-9157
Security Control
Equipment/Consultants/Telephone
Equipment/Sales and
Repair/Surveillance Equipment

Essence of Beauty Salon
Carmen Bauknight
3403 A Bemiss Road
Valdosta, GA 31605
229-242-5021
Beauty Salons/Services

Fruity Bouquets
Karlisa Bradley
4340 East Park Ave.
Valdosta, GA 31602
229-241-0116
Eatable Fruit
Arrangements/Gifts/Floral/
Party & Weddings

Hahira Laundromat
Tim Coombs
103 E. Park Street
Hahira, GA 31632
229-794-1712
Laundry/Coin Operated



New Members July 2009

Prudential ACS Real Estate

Karen Pleasant

5108 Northwind Blvd.

Valdosta, GA 31605

229-630-1762

Real Estate

Ron Borders GMAC Real Estate

Bill Hart

P.O.Box 1534

Valdosta, GA 31603

229-563-5419

Real Estate

Shapiro Properties, LLC

Micah Shapiro

2925 N. Ashley St. Suite 108

Valdosta, Ga 31602

229-242-1014

State Farm, Bubba Highsmith

Bubba Highsmith

2214 N. Patterson St.

Valdosta, GA 31602

229-671-9980

**Insurance/Life/Health/Auto/
Homeowners**

Real Estate Development/Brokerage

Steak n Shake

Leon Roubekas

980 N. St. Augustine Road

Valdosta, GA 31601

229-242-5000

Restaurant

Stephan Joseph

611 Pineview Dr. Apt. A3

Valdosta, GA 31602

678-849-5825

Associate Member

Sunglasses on Main

Tracy Hendrix

1900 Gornto Road Suite I

Valdosta, GA 31602

229-244-0603

**Sunglasses/Clothing/
Accessories**

TiLina & Company Jewelers

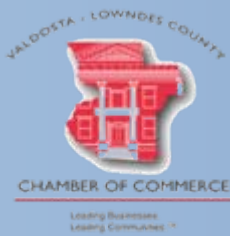
Lina Griner

1733 Gornto Road

Valdosta, GA 31602

229-242-7322

Jewelry/Sales/Service



New Members July 2009

USA Dance

Annie Russell
4413 Cranston Circle
Valdosta, GA 31605
229-251-0676

**Non Profit/Ballroom Dance
Instruction**

Waldenbooks

Doug Duvan
2715 Scott St.
Valdosta, GA 31601
229-247-0332

**Book Store/Children's
Toys/School Supplies**

Weezie BBQ

Lewis & Lizzie Gordon
736 E. Hill Avenue
Valdosta, GA 31601
229-247-4110

Restaurant

Zaxby's

Wes Kennedy
3250 Inner Perimeter Road
Valdosta, GA 31602
706-433-2310

Restaurant

Zaxby's

Wes Kennedy
1211 Baytree Road
Valdosta, GA 31602
706-433-2310

Restaurant

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**Dues Account Status
Report July 2009**

<u>Billing Period</u>	<u>Accounts Receivable</u>	<u>Collections</u>	<u>Collection Rate</u>
Current	\$32,397.06	\$20,861.63	64%
Previously Collected for current month		\$10,706.45	33%
Total Current	\$32,397.06	\$31,568.08	97%
1-30 Days	8,679.96	2,260.00	26%
31-60 Days	10,112.83	975.00	10%
61-90 Days	6,701.25	158.75	2%
91-120 Days	6,259.95	910.00	15%
120+ Days	36,969.71	4,124.16	11%
Subtotal	\$101,120.76	\$39,995.99	40%
New Members	\$1,717.50	\$1,717.50	
Total	\$102,838.26	\$41,713.49	41%

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Dues Account Status, continued

Previously collected for current months:

April	0.00
May	6,157.70
June	4,548.75
Total	<u>\$10,706.45</u>

Pre-Paid Dues for future months:

August	31,255.00
September	3,786.45
October	0.00
Deferred Revenue	<u>\$35,041.45</u>

Other Information:

Direct Debit Accounts to Date	49
Online Billing Accounts to Date	23



Write-Offs July 2009

REASON DROPPED	NAME	JOIN DATE	AMOUNT
Budget Restrictions	Azalea City Interiors	09/26/2008	\$240.00
Business Sold	ALLTEL Communications	6/4/1996	\$360.00
Business Sold	Ti Lina & Company Jewelers	9/17/2007	\$0.00
Consolidated Business	Convenient Care South	11/20/2000	\$500.00
Nonpayment of Dues	Downhome Pizza, Inc.	9/20/2000	\$375.00
Nonpayment of Dues	Firehouse Subs	5/20/2003	\$250.00
Nonpayment of Dues	In Town Suites	5/22/1997	\$380.00
Nonpayment of Dues	Lowndes High School Youth Apprenticeship Program	2/3/2004	\$85.00
Out of Business	ACS-Prudential ACS Real Estate Services -Elena Tagle	3/26/2009	\$30.00
Out of Business	Barker Realty & Auction Company, Inc.-David Brown	1/31/2008	\$30.00
Out of Business	Barker Realty & Auction Company, Inc.-Edna Cooper	1/31/2008	\$30.00
Out of Business	Barker Realty & Auction Company, Inc.-Johnny Barker	1/31/2008	\$30.00
Out of Business	Barker Realty & Auction Company, Inc.-Shane Mathis	1/31/2008	\$30.00
Out of Business	Barker Realty & Auction Company, Inc.-Stacy DeBie	2/27/2008	\$30.00
Out of Business	Healthy Living Technology, LLC	11/16/2008	\$180.00
Out of Business	Kennedy Communications	7/19/2004	\$240.00
Out of Business	Luna Ristorante	9/13/2007	\$45.72
Out of Business	Pack House Flowers	4/23/2009	\$0.00
Out of Business	R & T Custom Pools	6/20/2008	\$300.00
Out of Business	Valdosta Imaging and Portraiture	8/25/2008	\$240.00
Requested Cancel	AJ Caribbean & American Groceries	6/18/2008	\$240.00
Requested Cancel	Kidd Group	6/18/2007	\$320.00
Requested Cancel	NationsLink Communications, Inc.	3/4/1996	\$300.00
Requested Cancel	South Georgia Cleaning Services, Inc.	4/29/2005	\$300.00
Requested Cancel	Tax Shop, The	6/9/2007	\$240.00
			\$4,535.72
			24



Write-Offs July 2009 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	1	\$240.00	25	\$4,847.50
Business Sold	2	\$360.00	7	\$1,955.00
Consolidated Business	1	\$500.00	1	\$500.00
No Benefit Seen			4	\$1,030.00
Member Deceased			1	\$0.00
Member Moved			4	\$255.00
Member Retiring			2	\$335.00
Nonpayment of Dues	4	\$1,090.00	7	\$2,210.00
Out of Business	13	\$1,185.72	85	\$13,326.02
Requested Cancellation-No Reason	4	\$1,400.00	33	\$8,500.00
TOTAL	25	\$4,775.72	169	\$32,958.52

Write-Offs 2008	11	\$3,385.00	93	\$17,514.38
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Difference 2008 vs. 2009	14	\$1,390.72	76	\$15,444.14
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Chamber 101:

How to get the most out of your
Chamber membership

2009 Attendance Sheet

Month	1 st Invitation	2 nd Invitation	Attended
Jan. 7	7	31	4
Feb. 4	12	25	10
Mar. 4	8	20	12
Apr. 1	10	27	6
May 6	32	26	19
June 3	35	63	7
July 8	15	32	5
Aug. 5	16	39	9
Sept. 2			
Oct. 7			
Nov. 4			
Dec. 2			
TOTAL	135	263	72

Aug. 5, 2009 invitation list for CHAMBER 101 consists of members that joined from April 16, 2009 – June 22, 2009 (2nd time invites) & June 23, 2009 – July 23, 2009 (1st time invites) Goal for 2009 is to have 75% of new members to attend. 26



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, Sept. 2, 2009

8:00 - 9:00 a.m.

Chamber of Commerce

For more information call 247-8100

I would like to attend:

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

Board Member are asked to attend at least three (3) **CHAMBER 101** events:

The following have attended:

David Newbern (7)

James McGahee (1)

Jane Shelton (1)

Jeff Hanson (6)

Terri Lupo (2)

Tim Jones (1)

Tom Gooding (1)

Walter Hobgood (1)

Debra Tann (2)

MARKETING REPORT—JULY 2009

YEAR TO DATE

Television Stories: 9 (47 total 2008)
Radio Presentations: 36 (89 total 2008)
Print Articles: 34 (58 total 2008)
Presentations: 13 (26 total 2008)

ECONOMIC DEVELOPMENT DIVISION

Television

VALET—WCTV

Presentation

TCH—Homebuilders Association

BUSINESS EXPANSION DIVISION

Radio

TCH—Talk 92.1
TCH—Black Crow

PUBLIC AFFAIRS DIVISION

Radio

Sales Tax Holiday—Black Crow
Sales Tax Holiday—Talk 92.1

Presentation

Gov. Affairs—Dasher City Council
Gov. Affairs—Michael Jetter
Board Members—U.S. Chamber
Gov. Affairs—Lowndes Co. Board of Commissioners

MEMBER SERVICES DIVISION

Radio

DDW—Talk 92.1
Mid-Year—Black Crow

Television

Mid-Year—WCTV

Print

Mid-Year—VDT
BAH—VDT

WORKFORCE DEVELOPMENT & EDUCATION DIVISION

Presentation

Melissa Wheeler—GACTE

MISCELLANEOUS

Presentation

Myrna-GACCE Panel

Open Rates of Current Chamber e-Publications

Chamber In Motion weekly e-newsletter

Sent every Monday

Open Rate: 25.4%*

Daily Update daily e-newsletter

Sent Tuesday-Thursday

Open rate: 23.1%*

Legislative Update e-notices

Sent as important Legislative Issues arise

Open Rate: 23.3%*

Legislative Alerts e-notices

Sent when Legislative Issues require urgent action

Open Rate: 22.7%*

Chamber Board Insight newsletter

Sent weekly to Board members to keep them informed about important Chamber issues

Open Rate: 30.4%*

(7 opened of 23 sent)

* Percentages represent data accumulated between 7/1-7/31/09



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%

July Ribbon Cuttings



Better Mood Clinic



Bojangles



Jessie's Eats & Treats



Shapiro Properties, LLC



U-Can Man



VTC-HAAS Technical Education Training Center

Ambassadors Report

July 2009

RIBBON CUTTING STATISTICS

Ribbon Cuttings for July: 5
Groundbreakings for July: 0
Business After Hours for July: 1
Early Bird Breakfasts for July: 0

2009 RIBBON CUTTING STATISTICS

2009 Ribbon Cuttings: 46 (Goal: 75)
2009 Groundbreakings: 2
2009 Business After Hours: 7
2009 Early Bird Breakfasts: 2

UPCOMING EVENTS

September 2

Chamber 101: Getting the most
out of Chamber Membership
8 – 9 am @ Chamber

September 4

3rd Annual Young Professionals Day
Talk 92.1 @ 118 N Patterson Street

September 22

MetroOne Professional Development Seminar
VSU University Center

September 24

Business After Hours
Holiday Inn Express & Comfort Suites
5 – 7 pm

Member Crashers



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

Members Visited in July

Anytime Fitness

Adam Gatzemeier
515 N. St. Augustine Road

Circuitboard Computers

Marcus Ray
1593 Baytree Road

Marco Polo

May Gung
1400 Baytree Road

Serendipity Hair

Joy Lindsey
813 Baytree Road

Armor Powder Coating

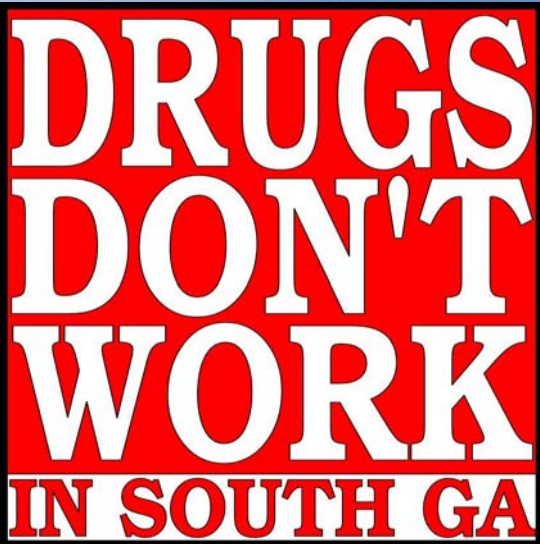
Jenny Warren
1758 Poplar Street

Jordan's Salon & Day Spa

Cassie Mancil
111 W. Gordon Street

Mac's Automotive

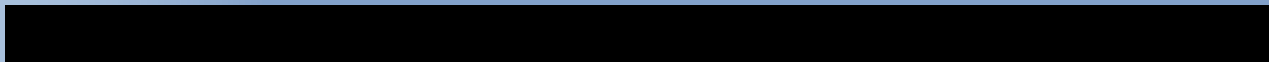
Lorene McKinney
206 1/2 E. Gordon Street



DRUGS DON'T WORK Summary July 2009

Total # of DDW Partners as of 12/31/08:	266
Total # of DDW Partners as of 07/31/09:	269
2009 New Members:	10
2009 Losses:	7
YTD Net Gain:	3

Goal for 2009: 271



<u>YTD</u>	<u>July</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$16,900	\$2,600	\$19,500	\$40,000	(\$20,500.00)

Post Office Box 790 Valdosta, Georgia 31603-0790
 (229) 242-4624 Fax (229) 245-0071
bmorgan@valdostachamber.com

Economic Development Division Reports



**Tom Gooding
(Vice Chairman)**

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July 2009 S.E.E.D.S. Center Report

CLIENTS

2009 Goal: 600

Lowndes: 52

Region: 3

YTD Total: 244

Client Types

Start-ups: 34

Existing/Expanding: 15

Developers: 1

Info: 2

Outcomes

New Members: 1

Started:

Expanded: 1

RESOURCE DISTRIBUTION

ABC's: 31

Sales Leads: 26

Demographics: 15

Retail Lease Trac: 0

Traffic Counts: 2

Loan Info: 13

WEB SITE

Total Hits: 14,957

Unique Visitors: 481

Total Visits: 1,353

Page Rank Google: **2nd**

(Seeds center, Valdosta)

PROFESSIONAL CONSULTANTS PROGRAM

Quarter Goal: 21

Hours Provided: 18

2009 Goal: 80

YTD Total: 39

Most Demand

Marketing /Account

GUARDIAN BANK BUSINESS PLAN COMPETITION

***Registration forms now available online, at VSU-SBDC,
Valdosta Tech and all Guardian Bank Location.***



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

Monthly Activity Report
Period: July 2009

	<u>2009</u>	<u>2008</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	13,976	NA	1,699,139
Web page requests:	2,489	NA	18,767
Web site leads:	14	21	1,358
Brochure leads:	0	1	20
Other TCH leads:	2	2	228
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	1	2	204
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	17	21	3,525
			36



RELOCATIONS

- **Relocations (Households): 281**

Lowndes: 252 Brooks: 21 Lanier: 12

- **July Relocations: 3**

- **2009 Relocations: 26**

- **States inquiring: 47**

- **Relocations from: FL: 140, GA: 43, NY: 17, AL: 3, CA: 6, CO: 4, IL: 5, MI: 8, VA: 3, IN: 1, MD: 3, ME: 1, OR: 1, AZ: 2, UT: 1, NM: 2, MA: 1, TN: 4, NJ: 4, MN: 1, LA: 3, MS: 6, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**

- **Newcomers sources:**

- TCH-Web site/Call in/Brochure: 192
- B-Q Chamber: 6
- V-L Chamber: 29
- L-L Chamber 0
- Advertising: 4
- Other: 45



ECONOMIC IMPACT

- **Annual Income: \$11,082,000**
- **Annual Spending: \$10,116,000**
- **Liquid Assets: \$1,180,200,000**
- **Indirect Jobs Created: 562**

(average according to industry standards)



Triple Crown Hometowns
RETIREMENT DEVELOPMENT PARTNERSHIP
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Hometown Happenings

RETIREMENT LIVING SOUTH GEORGIA STYLE



Barnes Drugs Celebrates 100 years

as a family-owned business in Valdosta

Vinson & Barnes Drugs began operation in 1909 on Patterson Street in Valdosta. Charlie Barnes' grandfather and Mr. Vinson were the pharmacists at the time. Within a year, the business

In This Issue

[Barnes Drugs Celebrates 100 Years!](#)

[New Exhibit](#)

[Alzheimer's Care Needs Increasing](#)

[Community Calendar](#)

[Rythym at Noon](#)

[Location](#)

[Triple Crown Hometowns Investors](#)

[Theatre Guild Valdosta](#)

[Travel Tips & Trips](#)

[Contact us . . .](#)

[Recommended Relocation Services](#)

NOW SHOWING!

Theatre Guild Valdosta
presents **Set in an island**



**Triple Crown
Hometowns
Reception
July 30, 2009
Valdosta
Country Club**



Public Affairs Division Reports



Tim Jones
(Vice Chairman)

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Belk Thanks Sen. Golden for Great Sales Tax Holiday!



"This year's [B-T-S Sales Tax Holiday](#) sales exceeded the great year we had last year. The mall parking lot was packed!" said [Belk](#) store manager Paul Clingan.

[Sen. Tim Golden](#), original author of the Sales Tax Holiday in 2000, fights hard along with the Chamber's [Government Affairs Council](#) to get the legislation passed again each year.

"Former Belk manager Bubba Campbell was [THINKING B.I.G.](#) when he came up with the Sales Tax Holiday idea for Georgia and approached me about it. Sales Tax Holiday is a win-win for businesses and consumers, and there is no doubt that it stimulates our economy," said Golden.



Local Legislative Agenda presentations to Cities and County



Government Affairs Council Chair, Paula Goff ([SMITH Northview Hospital](#)) presented the Chamber's 2009 [Local Legislative Agenda](#) during the Aug. 4 Lake Park City Council Meeting.

Goff stated, "This is the first year the Chamber has developed an official local agenda, and we are pleased to present it to all of our local governments and stakeholders. This is a 'living' document and will be updated as needed. We are very excited about the organization of our Gateways Committee which will be chaired by Marshall Conner ([Georgia Power Co.](#)) along with vice-chair Aaron Strickland ([Keep Lowndes-Valdosta Beautiful](#)). We are asking all of the stakeholders to appoint a representative and come together as a committee to make our Gateways more appealing."



The Chamber's State Legislative Committee met with the "Let's Get Georgia Moving" Coalition regarding development of 2010 legislation on how to fund transportation for the state of Georgia.

Workforce Development & Education Division Reports



**Greg Justice
(Vice Chairman)**

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2009

World Class Recognition



Amanda Garland

**Small Business World Class
Employee Winner**



Margo Smith

**Small Business World Class
Supervisor Winner**



Leroy Godfrey

**Large Business World Class
Employee Winner**



Ron Lowery

**Large Business World Class
Supervisor Winner**



**World Class Small Business
Employer**



**World Class Large Business
Employer**

BOOT CAMP FOR SUPERVISORS

Boot Camp Report 2009

	Goal Attendance	Actual Attendance
February 5, 2009	25	13
May 7, 2009	25	36
August 6, 2009	25	27
November 5, 2009	25	
GOAL TOTAL	100	76





Upcoming Events:

MetroOne Young Professionals Day-Sept. 4

Metro Valdosta Emerging Leader Reception-

Sept. 14

MetroOne Professional Development Seminar-Sept. 22

Helping Your Child Succeed



REGAL

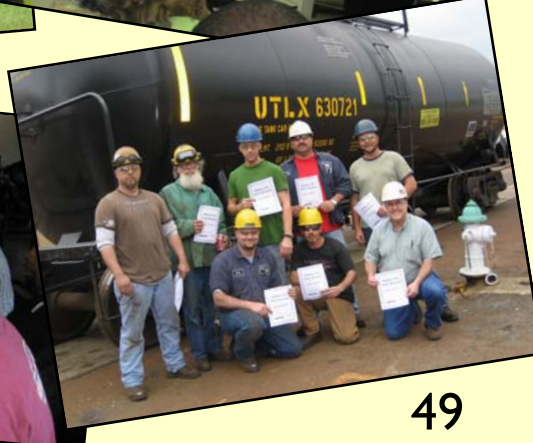
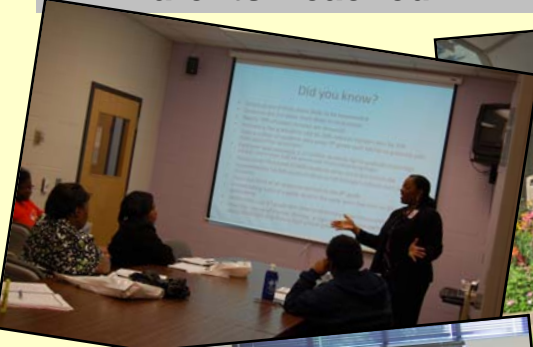
Luxury Performance Boats

Helping Your Child Succeed 2009 Presentations

	Company	Business Presenter	School Presenter	Parents
1	Dept. of Family & Children's Services	Carrie Hickman	LaVerne Rome	62
2	Parent University-March 7		LaVerne Rome	19
3	Doctor's Laboratory-May 19	Greg Justice	LaVerne Rome	8
4	SGMC-June 18		LaVerne Rome	65
5	City of Valdosta-Aug 20	Greg Justice	LaVerne Rome	
6	SGMC-Sept. 18	Greg Justice	LaVerne Rome	
7	VECA Parent Orientation-Fall 09			

Parents Reached

154



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President's Report: Myrna Ballard

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Chairman's Report: Jeff Hanson

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Next Meeting Date:

Thursday, Sept. 17, 2009
8:30 a.m. – 10:00 a.m.
@ The Park Avenue Bank

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Meeting Adjourned