

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™

June 18, 2009
Board of Directors
Meeting
@ The Park Avenue
Bank



**Board of Directors Meeting
Thursday, June 18, 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 May 28, 2009 Board of Directors meeting**

ITEMS TO CONSIDER

- **Consider May 2009 Financial Statements – Paul Nichols, Treasurer**
- **Election to fill the unexpired term of Jane Shelton**

Business Expansion Division

- **Knowledge-based jobs in Lowndes County and projected growth**
- **Innovators & Inventors Network**

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 May 28, 2009 Board of Directors meeting**



**Minutes of the Valdosta-Lowndes County Chamber
Board of Directors meeting held
Thursday, May 28, 2009, 10:30 a.m. – 12:00 p.m.
at The Park Avenue Bank**

Members Present: Myrna Ballard, Sally Bloom, Ed Cockman, Tim Coombs, Allan Dear, Jeff Fulp, Tom Gooding, Jeff Hanson, Walter Hobgood, Tim Jones, Greg Justice, Terri Lupo, John Manning, James McGahee, Lee Morgan, David Newbern, Giovanni Panizzi, Jay Prince and Phyllis Royal

Also Present: Karil Brockington

Members Absent: San Fillion, Walt Gill, Paul Nichols, Jerome Riley, and Debra Tann

Consider Minutes of the April 16, 2009 Board meeting were reviewed. L. Morgan made a motion to accept the minutes as presented. T. Jones seconded the motion and it passed unanimously. (see slides 3-4 of original Board packet)

ITEMS TO CONSIDER:

1. **Discussion regarding changing our meeting start times from 10:30 a.m. to 8:30 a.m.** - L. Morgan made a motion to change The Board of Directors meeting start times from 10:30 a.m. to 8:30 a.m. starting June 18. S. Bloom seconded the motion and it passed unanimously.
2. **Review of Chamber Finances** – Paul Nichols, Treasurer
 - **Consider April 2009 Financial Statements** – M. Ballard reported. W. Hobgood made a motion to accept the April 2009 Financial as presented. J. McGahee seconded the motion and it passed unanimously. (see original Board packet for review of Chamber finances)
 - **Consider Budget Amendment** – M. Ballard reported. T. Lupo made a motion to amend the 2009 general Fund budget as follows: Reduce the staffing line item by \$28,520 and add new line item called Communications & Marketing Expense for \$22,500. Delete Legislative Overview Lunch Revenue and Legislative Lunch Expense line items. W. Hobgood seconded the motion and it passed unanimously.
3. **Update on THINK B.I.G. Campaign** – Jay Prince & Phyllis Royal reported.

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.



President's Report – M. Ballard reported.

Chairman's Report – J. Hanson reported.

There being no further business, the meeting was adjourned at 11.35 a.m.

Next meeting: Thursday, June 18, 2009

Respectfully submitted,

Karil Brockington

Karil Brockington
Administrative Director

VALDOSTA - LOWNDES COUNTY



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Operations & Administration

VALDOSTA - LOWNDES COUNTY



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Financial Statements

May 2009



Please refer to your handout.....

Chamber Activity Reports

VALDOSTA - LOWNDES COUNTY



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



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

Mail Correspondence:

Newcomers Packets 13 (32)

Miscellaneous Information Requested:

Request for BBB:	<u>13</u> (10)
Email Information Requested:	<u>9</u> (35)
Request for Events:	<u>30</u> (0)
Civic Club Lists:	<u>15</u> (4)
Web site Referrals by Phone:	<u>10</u> (12)
Manufacturers List:	<u>0</u> (1)
Request for Directions:	<u>33</u> (18)
Maps:	<u>13</u> (110)
Request for Wild Adventures:	<u>12</u> (15)
Membership Info. Packets:	<u>3</u> (0)
Phone Books:	<u>45</u> (66)
Membership List/Email:	<u>2</u> (10)
Total Miscellaneous:	<u>185</u> (281)

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Member Referrals:

Total Categories: 49

Top 10

Restaurants:	319
Manufacturers:	268
Electric Contractors:	137
Amusement Places:	28
Machine Shops:	26
Liquor Stores:	22
Ice Cream & Frozen Dessert:	19
Building Contractors:	16
Caterers:	14
Metal Fabricators:	11
Other:	46

Total Member Referrals: 906 (417)

May 2009 Web Site Activity Report

www.valdostachamber.com

Business Directory **Our Chamber** **Our Community** **Relocation Info** **Chamber News & Events** **Business Resources** **Member Services** **Contact Us**

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE
Leading Businesses
Leading Communities™

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, 2008
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:

Oct. 2008	161,584
Nov. 2008	128,210
Dec. 2008	106,266
Jan. 2009	122,950
Feb. 2009	117,464
Mar. 2009	not available
Apr. 2009	not available
May 2009	113,563

Page Views:

Oct. 2008	18,626
Nov. 2008	15,557
Dec. 2008	13,130
Jan. 2009	15,490
Feb. 2009	14,412
Mar. 2009	not available
Apr. 2009	not available
May 2009	14,977

Search Engine Position for Chamber Site as of May 19, 2009

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 1 st place	First Page in 1 st place	First page in 1 st place
MSN	Third page in 9 th place	First page in 1 st place	First page in 6 th place
YAHOO	Eighth page in 1 st place	First page in 1 st place	First page in 1 st place

Search Engine Position for Chamber Site as of June 15, 2009

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	First page in 9 th place	First Page in 1 st & 2 nd place	First page in 2 nd place
bing	Third page in 3 rd place	First page in 1 st place	First page in 5 th place
YAHOO	Second page in 9 th place	First page in 1 st & 1 st place	First page in 2 nd 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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Business Expansion Division Reports

refer to handout

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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		
June	33,757.94	27,454.84		
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		
June	192,752.62	176,338.81		
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 May 31, 2009

DUES COLLECTED YEAR TO DATE: \$157,573.31
2009 goal for Dues Collection: \$400,000.00

NEW MEMBERS YEAR TO DATE: 87
2009 Goal: 100

TOTAL MEMBERSHIP: 1,509
2009 Goal: 1,556

NET MEMBERSHIP GAIN IN May: 2
NET MEMBERSHIP GAIN IN 2009: (37)
2009 Goal: 10

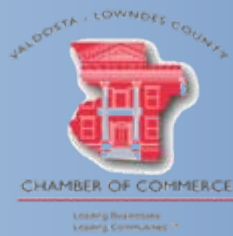
2009 Retention Goal: 88%
(Industry Average: 80%)



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
Total	111	115	92	96	87
June	16	12	29	25	
July	8	10	13	15	
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	87



New Members

May 2009

American Realty of Valdosta

Clyde King
2935 N. Ashley St.
Suite 114
Valdosta, GA 31602
912-520-8070
REAL ESTATE

DeLoach Automotive

Robbie DeLoach
3122 B. North Oak St. Ext.
Valdosta, GA 31602
229-244-2421
AUTOMOBILE REPAIR

Brighter Day International Ministries, Inc.

Kenneth B. Rosier
512 South Troup Street
Valdosta, GA 31601
229-219-7662
NON-PROFIT

Howard Motors

Jerald A. Howard
603 North Ashley St.
Valdosta, Ga 31601
229-241-0458
AUTOMOBILE DEALER

Choice Family Medicine, PC

Richard W.A. Rickman, MD
2301 Bemiss Road
Valdosta, GA 31602
229-241-0041
FAMILY PHYSICIAN

Judy Martin Trexler, LCSW

Judy Trexler
101 Northside Dr. Suite 7
Valdosta, GA 31602
229-242-8893
COUNSELING/
PROFESSIONAL SERVICES

Las Banderas Mexican Restaurant

Lisandro Cruz
904 Baytree Road
Valdosta, GA 31602
229-245-9797
RESTAURANT

Quality Inspections

Dawn Mashburn
2852 Fawnwood Cir.
Valdosta, GA 31602
229-257-0577
PROPERTY
INSPECTIONS/RESIDENTIAL/COMMERCIAL



New Members May 2009

Mims Computers & Networking

Scott Mims
106 Webster Street Suite A
Valdosta, GA 31602
229-251-12743
COMPUTER SERVICE/COMPUTER
REPAIR/WEB DESIGN

Rapid Press

Val Kibler
1015 Huron Trail
Tallahassee, Fla. 32317
850-339-3684
PRINTER/MAILING SERVICES

Professional Signs and Designs

Lance Spangler
434 Cedar Hill Drive
Valdosta, GA 31602
229-740-2185
SIGNS/BANNERS/PRINTING

Roto Rooter Plumbers

William T. Ebert, Jr.
P.O. Box 1403
Valdosta, GA 31603
229-247-6830
PLUMBING/DRAIN CLEANING/REPAIR

Sailkot Corp (Dairy Queen, Stuckey)

Muhammad Nisar
4598 N. Valdosta Rd.
Valdosta, GA 31602
229-219-7772
RESTAURANT/GAS STATION

Total Technology Integrators. LLC

Tim Camp
3323-F Bemiss Rd
Valdosta, GA 31605
229-242-5613
COMPUTER CONSULTING/
PRINTER REPAIR

Superb Lawn Care, LLC

J.D. Duboise
2326 Melrose Dr.
Valdosta, GA 31602
229-253-9241
LAWN CARE

Timeless Art Custom Painting

Chris Bachman
1758 Poplar Street
Valdosta, GA 31601
229-242-2079
AUTOMOBILE BODY/REPAIRING/
PAINTING

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**Dues Account Status Report
May 2009**

Billing Period	Accounts		Collection Rate
	Receivable	Collections	
Current	\$38,537.83	\$11,885.83	31%
Previously Collected for current month		\$13,258.75	34%
Total Current	\$38,537.83	\$25,144.58	65%
1-30 Days	9,078.11	1,022.50	11%
31-60 Days	7,125.77	610.00	9%
61-90 Days	9,424.58	320.00	3%
91-120 Days	4,299.79	0.00	0%
120+ Days	30,302.14	3,078.35	10%
Subtotal	\$98,768.22	\$30,175.43	31%
New Members	\$757.50	\$757.50	
Total	\$99,525.72	\$30,932.93	31%

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Dues Account Status, continued

Previously collected for current months:

February	0.00
March	7,062.50
April	6,196.25
Total	\$13,258.75

Pre-Paid Dues for future months:

June	9,007.50
July	6,157.70
Aug	0.00
Deferred Revenue	\$15,165.20

Other Information:

Direct Debit Accounts to Date	68
Online Billing Accounts to Date	24

Write-Offs May 2009

REASON DROPPED	NAME	JOIN DATE	AMOUNT
Budget Restrictions	Eyeglass Factory	6/30/2008	\$412.50
Budget Restrictions	Hilda W. Allen Real Estate, Inc.	7/1/1995	\$240.00
Budget Restrictions	Uniquely Yours Portraits by Susan Tyler	9/15/2005	\$160.00
Member Moved	AAA Auto Club South	08/22/2005	\$85.00
Nonpayment of Dues	Kids Shots	9/30/2006	\$240.00
Nonpayment of Dues	Xiao Lee Imports, Inc.	9/10/2007	\$380.00
Out of Business	AllComm, Inc.	5/27/2007	\$160.00
Out of Business	Cisco Systems, Inc.	9/26/2005	\$240.00
Out of Business	Divas Apparel	5/31/2008	\$60.00
Out of Business	Shaw Industries	5/1/1986	\$775.00
Out of Business	Signs Now	11/1/1995	\$80.00
Out of Business	Trusted Data Solutions, LLC	7/12/2007	\$240.00
Requested Cancel	Miles Sign Company	5/9/2005	\$240.00
Requested Cancel	Pulido, Quinton M.	5/1/1982	\$500.00
			\$3,812.50



Write-Offs May 2009 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	3	\$812.50	21	\$4,312.50
Business Sold			3	\$625.00
No Benefit Seen			4	\$1,030.00
Member Moved	1	\$85.00	4	\$255.00
Member Retiring			2	\$335.00
Nonpayment of Dues	2	\$620.00	3	\$1,120.00
Out of Business	6	\$1,555.00	61	\$10,951.98
Requested Cancellation-No Reason	2	\$740.00	23	\$5,795.00
TOTAL	14	\$3,812.50	121	\$24,424.48

Write-Offs 2008	19	\$5,351.25	71	\$11,983.38
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Difference 2008 vs. 2009	-5	(\$1,538.75)	50	\$12,441.10
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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			
Aug. 5			
Sept. 2			
Oct. 7			
Nov. 4			
Dec. 2			
TOTAL	104	192	58

May 6, 2009 invitation list for CHAMBER 101
consists of members that joined from
Feb. 16, 2009 – Apr. 15, 2009 (2nd time invites) &
Apr. 16, 2009 – May 15, 2009 (1st time invites) Goal for
2009 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, July 8, 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 (5)

James McGahee (1)

Jane Shelton (1)

Jeff Hanson (5)

Terri Lupo (2)

Tim Jones (1)

Tom Gooding (1)

MARKETING REPORT—MAY 2009

YEAR TO DATE

Television Stories: 4 (47 in all 2008)
Radio Presentations: 27 (89 in all 2008)
Print Articles: 24 (58 in all 2008)
Presentations: 6 (26 in all 2008)

ECONOMIC DEVELOPMENT DIVISION

Presentation
Lanier County Board Meeting-S.E.E.D.S.

Radio
Talk 92- SBON and Leads Group

BUSINESS EXPANSION DIVISION

PUBLIC AFFAIRS DIVISION

RADIO
Newstalk 105.9— Govt. Affairs

Presentation
Valdosta Rotary Club

MEMBER SERVICES DIVISION

Radio
Talk 92— SBOY Winner

Print
Valdosta Scene—Business After Hours
VDT—SBOY Winner
VDT—Ribbon Cutting
VDT—Summit Pointe BAH

WORKFORCE DEVELOPMENT & EDUCATION DIVISION

PRINT
• VDT—WCER

MISCELLANEOUS

RADIO

PRESENTATION

TELEVISION

May Open Rates of Current Chamber e-Publications

Chamber In Motion weekly
e-newsletter
Sent Out every Monday
Open Rate: 27.4%*

Daily Update daily e-newsletter
Sent Out Tuesday-Thursday
Open rate: 26.6%*

*Percentages represent data accumulated
between 5/11—5/31/2009*



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%

Ribbon Cuttings-May 2009



Everett's Computer
Phone: 229-444-1391



Silas Mahone School
Scott Craven Cafe



Conservative Neurology Services
Phone: 229-244-1192



SEGA Medical Research
Phone: 229-794-1730



Pine State Mortgage
Phone: 229-244-0525



Hilton Garden Inn
Phone: 229-219-1011



Weekend Fashion
Phone: 229-245-0424



The Fellowship Home at Brookside
Phone: 229-244-1192

AMBASSADORS REPORT

MAY 2009

MAY RIBBON CUTTING STATISTICS

Ribbon Cuttings for May: 8
Groundbreakings for May: 0
Business After Hours for May: 1
Early Bird Breakfasts for May: 1

2009 RIBBON CUTTING STATISTICS

2009 Ribbon Cuttings: 33 (Goal: 75)
2009 Groundbreakings: 2
2009 Business After Hours: 5
2009 Early Bird Breakfasts: 2

UPCOMING EVENTS

June 25-Small Business After Hours
Hosted by Holiday Inn/Azalea's Restaurant
1805 W. Hill Avenue
5:00-7:00 p.m.

July 16-The Park Avenue Bank Welcomes You to the 2009
Mid-Year Membership Meeting
James H. Rainwater Conference Center
11:30 a.m.-1:00 p.m.

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 May

All States Moving & Storage

John Fretti
1009 W. Hill Avenue

Jessie's Eats & Treats

Kim Newman
111 W. Central Avenue

American Classifieds

Kurt Flaherty
502 N. Patterson Street

Loco's

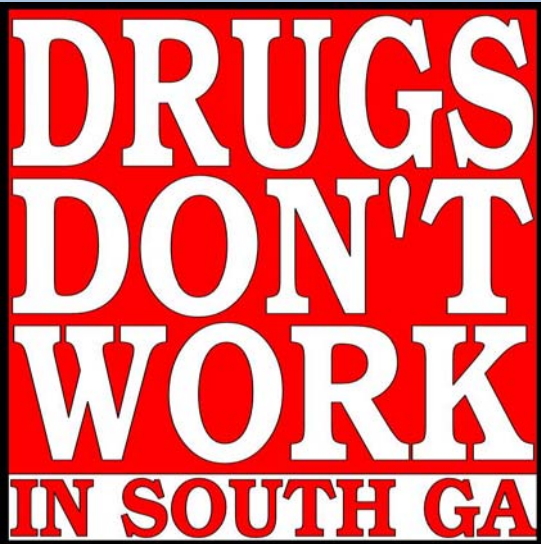
Myron Paulk
1703 Gornto Road

J. Carbone

Joanne Carter
1595 Baytree Road

Lowe's

Corbin Neeley
1106 N. St. Augustine Rd.



DRUGS DON'T WORK Summary May 2009

Total # of DDW Partners as of 12/31/08:	266
Total # of DDW Partners as of 05/31/09:	264
2009 New Members:	4
2009 Losses:	6
YTD Net Gain:	(2)

Goal for 2009: 271



<u>YTD</u>	<u>May</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$8,800	\$3,750	\$12,550	\$40,000	(\$27,450.00)

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)**

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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May 2009

CLIENTS

<u>May Goal: 50</u>	<u>Client Types</u>	<u>Outcomes</u>
Lowndes: 31	Start-ups: 13	New Members: 1
Region: 2	Existing/Expanding: 11	Started: 1
YTD Total: 180	Developers: 1	Expanded: 0
	Info: 6	

RESOURCE DISTRIBUTION

ABC's: 11	Demographics: 5	Traffic Counts: 1
Sales Leads: 18	Retail Lease Trac: 0	Loan Info: 4

WEB SITE

Unique Visitors: 262	Page Rank Google: 3rd
Page Views: 1,594	(Seeds center, Valdosta)

PROFESSIONAL CONSULTANTS PROGRAM

<u>2nd Quarter Goal: 21</u>	<u>2009 Goal: 75</u>	<u>Most Demand</u>
Hours Provided: 3	YTD Total: 27	Marketing /Account

GUARDIAN BANK BUSINESS PLAN COMPETITION

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



SPROUTS

Watering the Seeds of
Business Development



Vol. VI, Issue 5
May 1, 2009



Professional Consultants Corner
From the Desk of Julie Killian
Director of Advertising
Valdosta Daily Times

Mark Your Calendar!

What's happening this month for entrepreneurs:



To RSVP, call 229-247-8100 or email
tnichols@valdostachamber.com

How Not To Go Out Of Business In Six Months

I am always very impressed with people who open their own business. Discovering a need in a community, figuring out how to meet that need, finding a location, ordering the right inventory, hiring the right people, getting utilities connected, business cards, business permits, signage - all of the little things that must be considered. All before the first dime of revenue is realized. Entrepreneurs spend days and weeks and months planning for that first day of business - then have no idea why no one shows up. New business owners often forget the most important part of their "party"; the invitation! Lost in all of the careful planning and budgeting was there any thought of a marketing and advertising plan? New businesses should set aside at least 10% of anticipated first year revenue for marketing and advertising. This must be allocated right along with the electric and the water bill. Meet with professionals to design a marketing campaign. Use multiple media outlets. Be consistent with your look and message. The chance of still being around six months from now will increase with every dollar you invest.

Tools for Business Success

Over 300 pages of resources are available to give entrepreneurs in the community! Get information that is relevant to any personal idea for a business!

Go to <http://www.seedscenterofsga.com/>
CLICK ON TOOLS FOR BUSINESS!

May 6

Chamber 101

May 11

GBBPC Registration Open

May 20

Small Business Owners Network

May 21

Business After Hours

What the Small Business Administration Can Offer You!!!

- ◆ *Loans to pay debt service*
- ◆ *Reduction or elimination of SBA loan fees*
- ◆ *\$30 million additional loan funds*
- ◆ *Immediate tax write-off of equipment purchases*
- ◆ *Tax credits for hiring unemployed veterans and disaffected youth*
- ◆ *Industrial development bonds*
- ◆ *Creation of Recovery Zones*

Learn More by Visiting
<http://www.seedscenterofsga.com/>

Entrepreneur's Quote of the Month

"There is only one success—
to be able to spend your life in your own way."
-Christopher Morley

Come in today and challenge the S.E.E.D.S. Center to grow your business!!!

- Confidential Consultations
- Custom Demographics
- Targeted Sales Leads
- Professional Consultants Program
- Market Research Tools

S.E.E.D.S. Center of South Georgia

A Regional Partnership among Berrien, Brooks, Cook, Lanier, Lowndes and Turner Counties
Powered by a grant from Georgia Power Contact your local Chamber of Commerce for more information



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

Monthly Activity Report
Period: May 2009

	<u>2009</u>	<u>2008</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	10,519	NA	1,672,769
Web page requests:	1,859	NA	14,171
Web site leads:	13	19	1,329
Brochure leads:	0	0	20
Other TCH leads:	3	2	223
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	2	5	201
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	18	26	3,488



RELOCATIONS

- **Relocations (Households): 274**

Lowndes: 249 Brooks: 21 Lanier: 12

- **May Relocations: 4**
- **2009 Relocations: 19**
- **States inquiring: 47**
- **Relocations from: FL: 137, GA: 39, 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: 185
 - B-Q Chamber: 6
 - V-L Chamber: 29
 - L-L Chamber 0
 - Advertising: 4
 - Other: 45



ECONOMIC IMPACT

- **Annual Income: \$39,182,000**
- **Annual Spending: \$9,864,000**
- **Liquid Assets: \$1,113,000,000**
- **Indirect Jobs Created: 530**

(average according to industry standards)



Triple Crown Hometowns
 RETIREMENT DEVELOPMENT PARTNERSHIP
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In This Issue

- Best of Spring into Art**
- Valdosta Open**
- Peach State Summer Theatre!**
- Staying Home Safely Through Technology**
- Calendar of Events**
- Relocation Services**
- Triple Crown Investors**



BARBARA P. WARD
 FAY HYATT
 BEST OF SPRING INTO ART
 BOYS AND GIRLS CLUB
 VALDOSTA PHOTO COMPETITION
 OPENING JUNE 1ST, 2009

Attention Newsletter Newcomers:
 Triple Crown Hometowns is a retirement development partnership of the Chambers of Commerce of Lowndes, Brooks, and Lanier Counties. We would like to offer you our assistance as you relocate and get settled in your new hometown. We hope you will take advantage of our invitation to come learn more about what South Georgia has to offer to you retirement.
 Don't forget to take note of our investor listing and use it as a resource when planning your visit or relocation. To find out and/or receive more information about Triple Crown Hometowns and the South Georgia region, contact us toll free at 1-866-Retire2 (866.738.4732) or visit our website at www.georgiaretire.com.



Retiree Newcomers

Please contact us when you relocate and supply us with your new contact information. We would like to welcome you to the community and present you with a newcomer GIFT!

(229) 247-6706 or
astokes@georgiaretire.com



PEACH STATE SUMMER THEATRE



The Official Musical Theatre of the State of Georgia



Public Affairs Division Reports



Tim Jones
(Vice Chairman)

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Leading Communities.™





Chamber leads regional meeting with Congressman Bishop



**Chamber advises Bishop
" VOTE NO on EFCA "**

BUSINESS 2009
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Washington Fly-in Federal Legislative Champions



**Chamber champions present
2009 Federal Legislative Agenda
to U.S. Delegation, U.S.
Chamber of Commerce and
the Pentagon**



Workforce Development & Education Division Reports



**Greg Justice
(Vice Chairman)**

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2009

World Class Recognition



World Class Recognition Breakfast

Thursday, August 13, 2009

at the James H. Rainwater Conference Center

with Keynote Speaker: Karla Heath-Sands

Nomination deadline June 30, 2009

Sponsorships Available!

FIRST STATE BANK
AND TRUST CO.

MEMBER FDIC

a SYNOVUS[®] bank

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	39
2	Parent University-March 7		Laverne Rome	19
3	Doctor's Laboratory-May 19	Greg Justice	Laverne Rome	8
4	VSU Reading Clinic-July			
5	Convergys-Summer			
6	SGMC-TBD			
7	VECA Parent Orientation-Fall 09			

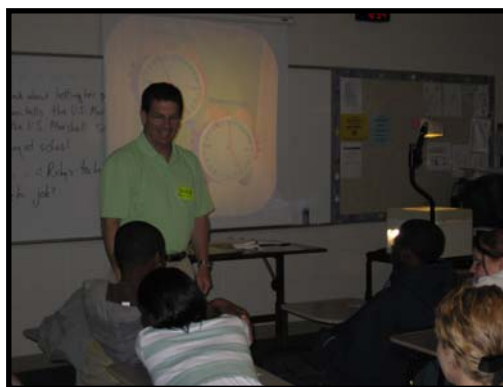
Parents Reached

66





School	Dates	Classes	Number of Students
Southland Christian School	November 3-4, 2008	1	20
Open Bible Christian School	November 11-12, 2008	1	27
Lowndes Alternative School	December 15-16, 2008	1	7
Georgia Christian School	8-9, 2009	1	15
Valwood Middle School	Jan 21 & Jan 29, 2009	1	37
Lowndes Middle School	April 28-29, 2009	12	310
Hahira Middle School	May 11-12, 2009	11	422
Valdosta Middle School	May 14-15, 2009	14	336
VLPRCA-Teen Camp	Summer 09	1	20
Total		43	1194





Presenter	Business	Presenter	Business
Alison Stokes	Chamber of Commerce	Greg Justice	Regal Marine
Allan Dear	Allan Dear Real Estate	Iris Brown	Regions Bank
Alyssa Weldon	Valdosta Technical College	Jill Higgins	Jill Higgins Photography
Leigh Broomberg	Colony Bank	Lacey Walker	State Farm Insurance
Bill Tillman	Valdosta Technical College	Lacy Dixon	James H. Rainwater Conference Center
Carrie Reed	Wild Adventures	Margaret Brogdon	Valdosta Technical College
Charmane Thomas	The Paxen Group/WIA	Marty Rodgers	Blanton & Griffin Insurance
Chris Baltrus	New York Life	Richard Ramsey	Department of Labor
Daren Waters	Valdosta Coaching Network	Shannon Vinson	Sam's Club
Anne-Marie Wolff	City of Valdosta	Bill Simmons	ADM
Emily Browning	Fowler, Holley, Rambo and Stalvey	Monica Boyd	Smith Northview Hospital
Evan Butler- Sands	Chamber of Commerce	Michael Anderson	Express Employment Professionals
Maggie Roberts	Valdosta State Univeristy	John Trombetta	Valdosta State Univeristy
Gloria Butler	Senior Volunteer Connection	Jacque Wheeler	Valdosta State Univeristy
Frederick Polkinghorne	Valdosta State Univeristy	Christina Moore	Valdosta Technical College





Upcoming Events:

MetroOne Task Force Meeting: June 24

MetroOne Monday at the new Judicial Complex-July 13

MetroOne Progressive Dinner-July 16

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	
November 5, 2009	25	
GOAL TOTAL	100	49



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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:
Mid Year Membership
Thursday, July 16, 2009
11:30 a.m. – 1:00 p.m.
@ James H. Rainwater
Conference Center

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Meeting Adjourned