

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™

***March 19, 2009***

***Board of Directors  
Meeting***

***@ Park Avenue Bank*** |



**Board of Directors Meeting**  
**Thursday, March 19, 2009**  
**10:30 am – 12:00 pm**  
**@ Park Avenue Bank**

**AGENDA**

- **Call to order, establish a quorum, and review agenda** (*slides 1-5*)
- **Consider minutes of the February 19, 2009 meeting** (*slides 6-8*)
- **OPERATIONS & ADMINISTRATION**
- **Consider Chamber February 2009 Financial Statements** (*see handout*)
- **Chamber Activity Report** (*slides 11-15*)
- **IMPACT 2012 Oversight Committee**  
(*slide 16*)

➤ **ACTION ITEMS**

- **Consider proposed Federal Legislative Agenda** (slides 18-19)

*Agenda continues* —————→



# Division Reports

## Public Affairs Division

Tim Jones (Vice Chairman)

- Government Affairs Council (*slides 21-24*)
  - **Update on State Legislative Agenda**

## Workforce Development & Education Division

Greg Justice (Vice Chairman)

- B.E.S.T. Program (*slides 27-28*)
  - **Update on CHOICES**

**Agenda continues** →

## **Business Expansion Division**

Terri Lupo (Vice Chairman)

- Targeted Business Expansion Committee (*slides 37-38*)
  - **Update on Metro In Motion Speakers Series**

## **Member Services Division**

David Newbern (Vice Chairman)

- Ambassadors Committee (*slides 57-59*)
  - **Update on Ambassadors Committee**

## **Economic Development Division**

Tom Gooding (Vice Chairman)

- S.E.E.D.S. Center of South Georgia (*slide 62*)
  - **New S.E.E.D.S. Web “Tools for Business”**

## ➤ **Consider Minutes of February 19, 2009 Board of Directors meeting**

Minutes of the Valdosta-Lowndes County Chamber of Commerce Board of Directors meeting held Thursday, February 19, 2009, 10:30 a.m. at Park Avenue Bank.

**Members Present:** Myrna Ballard, Sally Bloom, Ed Cockman, Tim Coombs, Allan Dear, Stan Fillion, Tom Gooding, Jeff Hanson, Walter Hobgood, Tim Jones, Greg Justice, Terri Lupo, John Manning, James McGahee, Paul Nichols, Jay Prince, Jerome Riley, Phyllis Royal, and Jane Shelton

**Members Absent:** Jeff Fulp, Walt Gill, Lee Morgan, David Newbern, Giovanni Panizzi, and Debra Tann

**Also Present:** Karil Brockington

**Minutes of the January 15, 2009 Board meeting** were reviewed. **W. Hobgood** made a motion to accept the minutes as presented. **T. Lupo** seconded the motion and it passed unanimously. (see slides 6-10 of original Board packet)

## **OPERATIONS & ADMINISTRATION**

**Chamber December 2008 & January 2009 Financial Statements – P. Nichols reported.** (see *handout pgs 1-58 of original Board packet*)

**Chamber Activity Reports – J. Hanson reported. (see slides 13-17 of original Board packet)**

**IMPACT 2012 Oversight Committee – M. Ballard reported. (see slide 18 of original Board packet)**

**TOPICS FOR DISCUSSION IN EXECUTIVE SESSION:**

- **Update on Chamber finances (see slide 19 of original Board packet)**
- **Update on the progress of the Organization Committee of the Community Unification for Education Excellence – W. Hobgood reported. (see handout of original Board packet)**
- **Update on Think B.I.G. campaign – J. Prince and P. Royal reported. (see slides 19 of original Board packet)**

## **DIVISION REPORTS:**

**Due to time constraints, the Division Reports were not given:**

### **WORKFORCE DEVELOPMENT & EDUCATION**

**DIVISION** – *Greg Justice, Vice Chairman (see slides 20-31 of original Board packet)*

**BUSINESS EXPANSION DIVISION** – *Terri Lupo, Vice Chairman/Chairman-Elect 2010 (see slides 32-35 of original Board packet)*

**MEMBER SERVICES DIVISION** – *David Newbern, Vice Chairman (see slides 36-53 of original Board packet)*

**ECONOMIC DEVELOPMENT DIVISION** – *Tom Gooding, Vice Chairman and Chairman-Elect-Elect 2011 (see slides 54-59 of original Board packet)*

**PUBLIC AFFAIRS DIVISION** – *Tim Jones, Vice Chairman (see slides 60-63 of original Board packet)*

There being no further business, the meeting was adjourned at 12:00 noon.

Respectfully submitted,

*Karil Brockington*

Karil Brockington  
Administrative Director

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™

# Operations & Administration

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™

# Financial Statements

## February 2009



Please refer to your handout.....

# Chamber Activity Reports



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



# February 2009 Correspondence/Activity Report (2008 Figures in Parentheses)

## Mail Correspondence:

**Newcomers Packets**                    16 (47)

## Miscellaneous Information Requested:

Request for BBB:	<u>6</u> (5)
Email Information Requested:	<u>10</u> (35)
Request for Events:	<u>0</u> (21)
Civic Club Lists:	<u>0</u> (5)
Web site Referrals by Phone:	<u>20</u> (8)
Manufacturers List:	<u>0</u> (6)
Request for Directions:	<u>0</u> (10)
Maps:	<u>59</u> (117)
Request for Wild Adventures:	<u>0</u> (7)
Membership Info. Packets:	<u>3</u> (8)
Phone Books:	<u>14</u> (70)
Membership List/Email:	<u>4</u> (6)
<b>Total Miscellaneous:</b>	<b><u>116</u> (298)</b>

**VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE**

Leading Businesses.  
Leading Communities.™



**Member Referrals:**

**Total Categories: 42**

**Top 10**

Restaurants:	<b>83</b>
Organizations/Non-Profit:	<b>106</b>
Hotel/Motels:	<b>330</b>
Government:	<b>33</b>
Real Estate:	<b>220</b>
Banks:	<b>37</b>
Hospitals:	<b>5</b>
Beauty Salon & Service:	<b>7</b>
Building Contractors:	<b>6</b>
Tourism:	<b>5</b>
Other:	<b>49</b>
<b>Total Member Referrals:</b>	<b><u>781 (481)</u></b>

# February 2009 Web Site Activity Report

[www.valdostachamber.com](http://www.valdostachamber.com)

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: 1,546

**Featured Events**

Hawthorn Suites  
5:00 - 7:00 p.m.

March 4, 2009  
Chamber 101

SCHOOL SYSTEM STUDY

UNITED STATES CHAMBER OF COMMERCE  
**ACCREDITED**

## Web Site Hits:

Aug. 2008	142,842
Sept. 2008	152,540
Oct. 2008	161,584
Nov. 2008	128,210
Dec. 2008	106,266
Jan. 2009	122,950
Feb. 2009	117,464

## Page Views:

Aug. 2008	15,507
Sept. 2008	16,752
Oct. 2008	18,626
Nov. 2008	15,557
Dec. 2008	13,130
Jan. 2009	15,490
Feb. 2009	14,412

## Search Engine Position for Chamber Site as of February 16, 2009

	<b>Valdosta</b>	<b>Valdosta Chamber</b>	<b>Valdosta-Lowndes</b>
<b>Google</b>	Second page in 1 <sup>st</sup> place	First Page in 1 <sup>st</sup> place	First page in 1 <sup>st</sup> place
<b>MSN</b>	Second page in 8 <sup>th</sup> place	First page in 1 <sup>st</sup> place	First page in 1 <sup>st</sup> place
<b>YAHOO</b>	Fourth page in 8 <sup>th</sup> place	First page in 1 <sup>st</sup> place	First page in 4 <sup>th</sup> place

## Search Engine Position for Chamber Site as of Mar. 17, 2009

	<b>Valdosta</b>	<b>Valdosta Chamber</b>	<b>Valdosta-Lowndes</b>
<b>Google</b>	First page in 1 <sup>st</sup> place	First Page in 3 <sup>rd</sup> place	First page in 1 <sup>st</sup> place
<b>MSN</b>	Second page in 7 <sup>th</sup> place	First page in 3 <sup>rd</sup> place	First page in 1 <sup>st</sup> place
<b>YAHOO</b>	Third page in 8 <sup>th</sup> place	First page in 6 <sup>th</sup> place	First page in 1 <sup>st</sup> place

## Web Site Button Advertisers

Arthur Herndon Company Real Estate, Inc.  
 Coombs Heating & Air Conditioning, Inc.  
 Park Avenue Bank  
 Precision Pumps  
 South Georgia Medical Center



**IMPACT 2012**  
**Oversight Committee**  
**Report**



➤ **Action Items to Consider**

- **Consider Proposed Federal Legislative Agenda**

**Please see slides 18 & 19**



# Proposed 2009 Federal Legislative Agenda

## Alternative Energy & Conservation

The Chamber supports the development of a National Energy Policy for energy supply & demand involving both the public and private sectors. To ensure that our energy needs are met, bolster our economy, and enhance our national security, we should reduce our dependence on foreign sources of energy by stepping up our domestic conservation and efficiency efforts, develop alternative energy sources, and increase our own domestic production.

## Affordable Healthcare

The Chamber supports the following efforts to reduce cost drivers that lead to increases in healthcare costs:

Federally supported incentive programs for wellness, prevention, and disease management; Small-business insurance purchasing groups; and The creation of tax incentives for those who purchase their own healthcare.

## Housing Relief

The Chamber encourages legislation that offers additional tax credits on all primary residence home purchases, monetizes credit for availability at closing and can be used in conjunction with mortgages financed by state or local banks in order to stimulate the housing market and the economy.

## Electronic Medical Records

The Chamber supports federally supported incentives for the use of electronic medical records and other technological devices to improve quality, increase efficiency and reduce costs of healthcare. The Chamber considers the use of electronic medical records a vehicle for job creation in the Information Technology Field in Valdosta-Lowndes County.



# Proposed 2009 Federal Legislative Agenda

## Taxes on Internet & Catalog Sales

The Chamber supports a fair collection of sales tax: Traditional retailers are placed at a price disadvantage because of an inequity in the collection of taxes that provides a windfall benefit to online and catalog retailers. This practice gives the online and other remote retailers an “un-level playing field” with Georgia based businesses. Hundreds of million of dollars are lost in tax revenue and, placing at risk many vital public services provided by state and local governments. 39 states have begun discussions to simplify the tax system in order to ease collections of previously complex state sales and use tax systems. If Georgia were to join these states with simplified sales tax systems, Congress would have to give them the authority to expand the collection authority.

## Employment Laws

The Chamber will continue to monitor proposed legislation at the Federal level affecting employers, including Employee Free Choice Act; Fair Labor Standards Act revisions; Family and Medical Leave Act revisions; RESPECT Act; Healthy Families Act; Equal Remedies Act; and other proposals to modify or expand existing Federal employment and labor laws. The Chamber seeks to encourage measures that are cognizant of costs to business and do not place undue new restrictions or regulations on business

## Standing Positions

- Monitor progress on I-75 and SR 133
- Protect our economic engines: Moody AFB, education, and healthcare facilities
- Support efforts to provide veterans good healthcare and benefits in a timely manner.

# Public Affairs Division Reports



**Tim Jones  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™





# Georgia General Assembly

## *Crossover Update*

### **TAXES**

✓ **HB 120** Sales Tax Holiday “Back to School” and “Water and Energy Efficient Products”. Status: House passed, Senate Read Second Time, Favorable.

\*Sales Tax Exemption on Energy Used in Manufacturing

✓ **HB 481** "Jobs, Opportunity, and Business Success Act of 2009." provide tax relief and encourage employment; to provide for a period of time for the waiver of certain filing fees & to provide a tax credit to employers who hire persons receiving employment security benefits. House Passed, Senate Read and Referred

✓ **HB 482** – Inventory Exemption - All tangible personal property constituting the inventory of a business shall be exempt from state ad valorem taxation. Status House Passed, Senate Read & Referred

✓ **HB 438, 439** “The Business Expansion Support” Act (BEST Act) -income tax credits for qualified jobs, investment, investment property, and projects. Status House Passed, Senate Read and Referred

### **ENERGY & ENVIRONMENT**

✓ Wesley Langdale and Rusty McCall were appointed to the Water Council. The first meeting was held March 13.

## **ENERGY & ENVIRONMENT**

✓ **SB 31** Allowing the Georgia Power Co. to charge customers the financing costs of nuclear plants before they begin operation. Status: Awaiting governor's signature.

## **TRANSPORTATION**

✓ **SB 200** Transfer state transportation construction from the Department of Transportation to the new State Transportation Authority. Status: Passed the Senate, House Transportation Committee

✓ **HB 277 & SB 39** *The Georgia 2020 Transportation Act* to create the Georgia 2020 Transportation Trust Fund Oversight Committee. Levy a 1% sales tax statewide for specified transportation projects over 10 years. Fund transportation projects in special transportation districts within the state Status: Passed House, Senate Finance Committee

✓ **SR 44** Constitutional amendment to create T-SPLOST, a 1 percent special-purpose, local-option sales tax for transportation. Status: Passed the Senate, House Transportation Committee

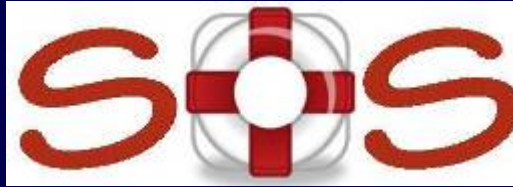
## **TRAUMA CARE FUNDING**

✓ **HB 160** Perdue's "super speeder" bill to boost fines \$200 for drivers exceeding 85 mph on Interstate highways and 75 on other roads. Status: Passed the House, awaiting committee assignment in the Senate

✓ **SR277**– a proposed Constitutional amendment that would allow voters to decide to add a \$10 fee to license plate registrations

✓ **HB 480** Replaces annual car tax with a lump-sum, \$2,000 tax due at purchase Status: Passed House, awaiting committee assignment in the Senate.

# STIMULUS OR STYMIED:



## IS YOUR BUSINESS READY FOR THE COMING CHANGES IN EMPLOYMENT LAWS?



### **SOS Seminar**

**Friday, March 20, 2009**

**Hilton Gardens Inn**

**Lunch: 11:30a.m. - 12:00p.m. Session: 12:00-2:00p.m.**

**Admission: \$10.00 (includes lunch)**

*Presentations by Jason Willcox and G. Robert Ryan, Jr.  
(Moore, Clarke, DuVall & Rodgers, P.C) &  
Megan Smith & Anne Barnas (SmithBarnas & Associates, Inc.)  
in association with the Federal Legislative Committee*



# Federal Legislative Overview Luncheon with U.S. Senator Johnny Isakson



Friday, April 17

12:00p.m.-1:30p.m.

Hilton Garden Inn

Cost: \$15.00



R.S.V.P.

229-247-8100

Seating is  
Limited



**MILITARY AFFAIRS  
COMMITTEE**

## **Military Affairs Committee**

Plans are under way for the Chamber of Commerce continuation of our traditional Red Carpet parties. The 2009 Red Carpet Committee **NEEDS YOUR PARTICIPATION!**

The cost to sponsor this event is \$150 (1 star sponsor – one dinner) or \$450 (3-star sponsor, all three dinners) which allows two people from your company to participate. Your company name will also be listed on a Sponsor board at the dinner at Ocean Pond. The sponsorship fee includes the dinner at Ocean Pond.

### **Guidelines for Red Carpet Sponsorship**

- Cost per event is \$150
- Sponsors can host one, two, or all three events
- Sponsorships include 2 guests (total). This means a sponsor will be allowed to bring one person including himself/herself.

### **Red Carpet Party dates:**

\_\_\_\_\_ 1st Red Carpet March 28, 2009

\_\_\_\_\_ 2nd Red Carpet June 20, 2009

\_\_\_\_\_ 3rd Red Capet October 24, 2009

Sponsor Name/Company: \_\_\_\_\_

**Return completed form to: Karil Brockington**

Fax: (229) 242-8023 Email: [brockington@valdostachamber.com](mailto:brockington@valdostachamber.com)

# Workforce Development & Education Division Reports



**Greg Justice  
(Vice Chairman)**

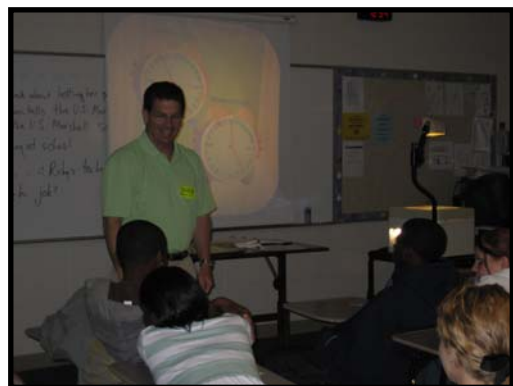
VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™





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	1	37
Lowndes Middle School	April 28-29	12	
Newbern Middle School	Spring 2009	11	
Hahira Middle School	May 11-12, 2009	11	
DFACS	Spring 2009	1	
Valdosta Middle School	First week of May, 2009	13	
<b>Total</b>		<b>53</b>	<b>106</b>





**Thank you to all of our presenters!**

<b>Name</b>	<b>Business</b>	<b>Name</b>	<b>Business</b>
Alison Stokes	Chamber of Commerce	Greg Justice	Regal Marine
Allan Dear	Allan Dear Real Estate	Iris Brown	Regions Bank
Alysa Weldon	Valdosta Technical College	Jill Higgins	Jill Higgins Photography
Amber Dowd	Big Brothers Big Sisters	Jim Roberts	South Georgia Regional Library
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
Tara Nichols	Chamber of Commerce		
Emily Browning	Fowler, Holley, Rambo and Stalvey		
Evan Butler- Sands	Chamber of Commerce		
Gala Jackson	Valdosta State University		
Gloria Butler	Senior Volunteer Connection		





# NATIONAL GROUNDHOG JOB SHADOW DAY 2009



**98 students participated with  
25 business hosts!**

# Student Teacher Achievement Recognition Program



Regional STAR Banquet  
held March 17  
Regional Winner:  
Ian Gay, Lowndes High School



# World Class Recognition



**World Class Recognition Breakfast**

**Thursday, August 13, 2009**

**At 7:30 a.m. at the James H. Rainwater Conference  
Center**

**Dawn Hobby, WALB NEWS, Keynote Speaker**



***FIRST STATE BANK***  
***AND TRUST CO.***

a SYNOVUS bank

# BOOT CAMP FOR SUPERVISORS

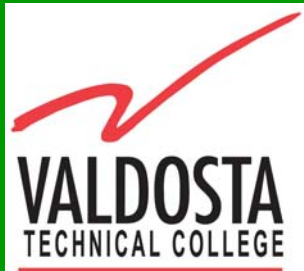
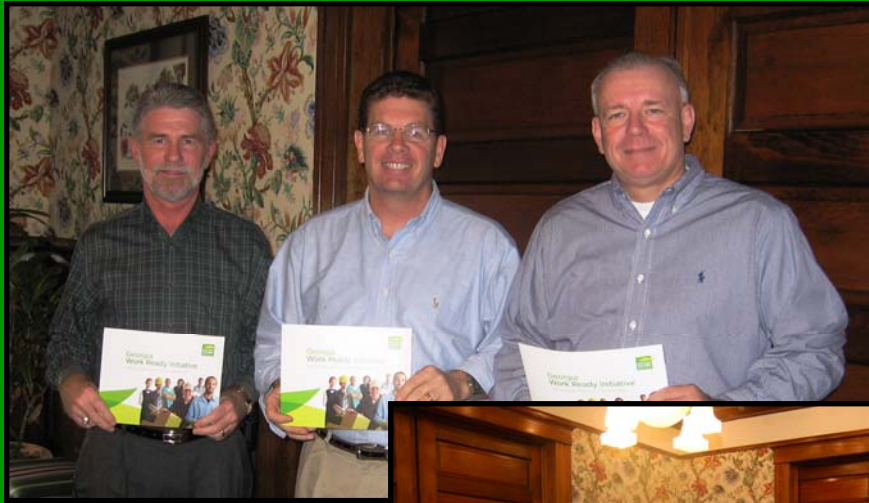
## Boot Camp Report 2009

	Goal Attendance	Actual Attendance
February 5, 2009	25	13
May 7, 2009	25	
August 6, 2009	25	
November 5, 2009	25	
<b>GOAL TOTAL</b>	<b>100</b>	<b>13</b>





# Work Ready



**Six targeted industry sessions  
scheduled First held March 12**



## **UPCOMING EVENTS:**

**Task Force Meeting: March 25**

**Lunch & Learn featuring Curtis Fowler: March 27**

**MetroOne Monday: Apr. 6; Second Harvest Food Bank**

**Preview Performance of VSU Theatre's "Footloose":  
April 15**

**Habit for Humanity Build Day: April 25**

# Business Expansion Division Reports



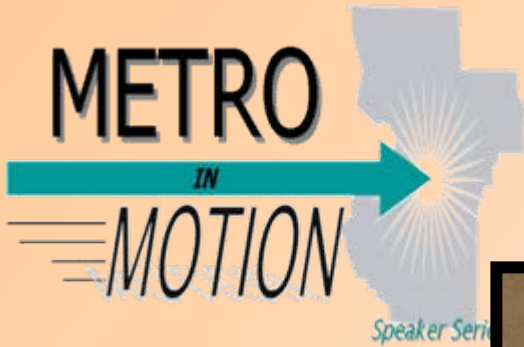
**Terri Lupo  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



# EXPANSION OF TARGETED BUSINESS



- The Chamber and VSU hosted Chris Miller with Creative Cities Consulting for the Metro In Motion Speaker Series on March 3 at VSU.
- The Metro In Motion Speaker Series was introduced in late 2008 and hosts distinguished experts skilled in making communities attractive to young professionals and knowledge-based businesses.
- The next presentation in the series will be in June.

# ENHANCEMENT OF PRO-BUSINESS

## Valdosta And Lowndes Expansion Team

- ***VALET Members have begun to compile information that will be incorporated into an interactive Web site portal that will streamline the business start-up and growth process.***

### The Team

The Chamber

The City of Valdosta

Department of Labor

Fusion Creative Marketing

Jodi's Accessories

Lowndes County

Industrial Authority

MainStreet

ReMax of Valdosta

SBDC

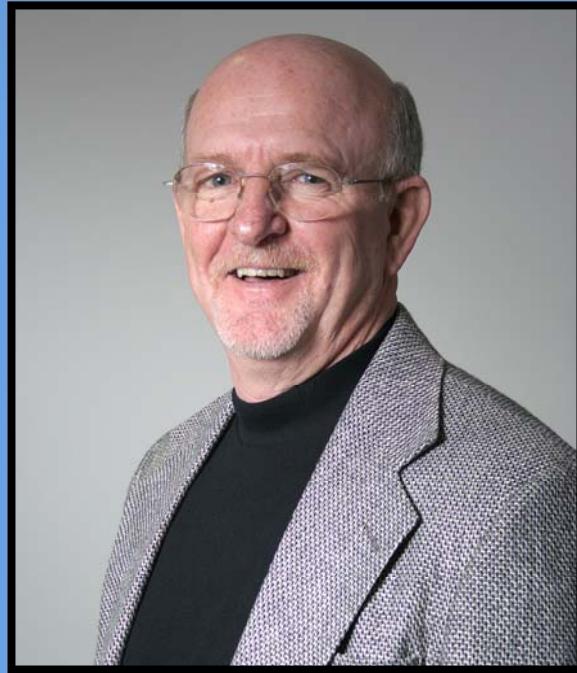
SGRDC

South GA Regional Library

Valdosta Technical College

**“No Wrong Door”**

# Member Services Division Reports



**David Newbern  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™



# Dues Collection Report

## Monthly

**2008 & 2009**

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>Variance</u>
<b>Dec.</b>	32,103.00	37,430.63		
<b>Nov.</b>	24,189.45	21,856.85		
<b>Oct.</b>	25,788.36	25,698.51		
<b>Sep.</b>	33,359.83	29,955.86		
<b>Aug.</b>	29,994.19	29,645.75		
<b>July</b>	29,223.75	38,982.60		
<b>June</b>	33,757.94	27,454.84		
<b>May</b>	20,674.42	30,457.34		
<b>Apr.</b>	23,849.84	31,264.43		
<b>Mar.</b>	39,974.04	14,879.68		
<b>Feb.</b>	29,199.04	22,314.50	34,192.00	11,877.50
<b>Jan.</b>	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>Variance</u>
<b>Dec.</b>	367,411.20	360,009.01		
<b>Nov.</b>	335,308.20	322,478.38		
<b>Oct.</b>	311,118.75	300,621.53		
<b>Sep.</b>	285,330.39	274,923.02		
<b>Aug.</b>	251,970.56	244,967.16		
<b>July</b>	221,976.37	215,321.41		
<b>June</b>	192,752.62	176,338.81		
<b>May</b>	158,994.68	148,883.97		
<b>Apr.</b>	138,320.26	118,426.63		
<b>Mar.</b>	114,470.42	87,162.20		
<b>Feb.</b>	74,496.38	72,282.52	70,254.83	(2,027.69)
<b>Jan.</b>	45,297.34	49,968.02	36,062.83	(13,905.19)



## **Membership Summary Report As of February 28, 2009**

DUES COLLECTED YEAR TO DATE: \$ 70,254.83  
2008 goal for Dues Collection: \$400,000.00

NEW MEMBERS YEAR TO DATE: 25  
2009 Goal: 100

TOTAL MEMBERSHIP: 1,524  
2009 Goal: 1,556

NET MEMBERSHIP GAIN IN February: (13)  
NET MEMBERSHIP GAIN IN 2009: (22)  
2009 Goal: 10

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



# New Members

**2005      2006      2007      2008      2009**

<b>Jan</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>22</b>	<b>9</b>
<b>Feb</b>	<b>22</b>	<b>18</b>	<b>14</b>	<b>16</b>	<b>16</b>
<b>Total</b>	<b>38</b>	<b>34</b>	<b>30</b>	<b>38</b>	<b>25</b>
<b>Mar</b>	<b>16</b>	<b>20</b>	<b>20</b>	<b>13</b>	
<b>April</b>	<b>34</b>	<b>20</b>	<b>16</b>	<b>22</b>	
<b>May</b>	<b>23</b>	<b>41</b>	<b>26</b>	<b>23</b>	
<b>June</b>	<b>16</b>	<b>12</b>	<b>29</b>	<b>25</b>	
<b>July</b>	<b>8</b>	<b>10</b>	<b>13</b>	<b>15</b>	
<b>Aug</b>	<b>18</b>	<b>16</b>	<b>17</b>	<b>22</b>	
<b>Sept</b>	<b>75</b>	<b>54</b>	<b>41</b>	<b>19</b>	
<b>Oct</b>	<b>7</b>	<b>13</b>	<b>48</b>	<b>16</b>	
<b>Nov</b>	<b>13</b>	<b>11</b>	<b>14</b>	<b>12</b>	
<b>Dec</b>	<b>7</b>	<b>12</b>	<b>9</b>	<b>11</b>	
<b>Total</b>	<b>255</b>	<b>243</b>	<b>263</b>	<b>205</b>	<b>25</b>



# New Members

## February 2009

### **AT & T Advertising Solutions**

Tori Lemke  
678-406-2371  
ADVERTISING

### **AT & T Telecommunications**

Courtney Brinson  
(229) 888-4750  
TELECOMMUNICATIONS-  
WIRELESS/SYSTEMS/SERVICES

### **AT & T Mobility**

Allen Davis  
1833 Norman Drive  
Valdosta, GA 31601  
(229) 293-9309  
CELLULAR PHONE

### **AT & T Internet Service**

Courtney Brinson  
(229) 888-4750  
INTERNET SERVICES

### **AT & T Directory**

Advertising Solutions  
Tori Lemke  
(678-406-2371  
DIRECTORIES

### **AT & T Internet Business**

Courtney Brinson  
(229) 888-4750  
INTERNET BUSINESS  
SERVICES

### **AT & T Retail Mobility**

Allen Davis  
(229) 293-9309  
RETAIL/PRODUCTS SERVICES



# New Members February 2009

## **Advanced ATC**

Donna LeTellier  
4089 Val Tech Road Bldg  
100, #132  
Valdosta, GA 31602  
(229) 219-1238  
SCHOOL

## **Prepaid Superstore**

Floyd Rose  
2017 North Ashley Street  
Valdosta, GA 31602  
(229) 241-1602  
RETAIL

## **FS Investments, LLC D/B/A Catfish One**

Bruce Ponder  
3960 Macey Drive  
Valdosta, GA 31602  
(229) 242-4200  
RESTAURANT

## **Smith Drug Company**

Bruce Allred  
1500 Commerce Drive  
Valdosta, GA 31601  
(229) 244-4412  
WHOLESALE DISTRIBUTOR

## **Phi Alpha Delta Law Fraternity**

Candice Fletcher  
Valdosta State Campus  
Valdosta, GA 31698  
(229) 563-1516  
NON-PROFIT ORGANIZATION

## **Southern Skin & Wellness Center**

Dr. Richard Ambrozic  
3321-B North Valdosta Road  
Valdosta, GA 31602  
(229) 242-9310  
PHYSICIANS & SURGEONS



## New Members February 2009

### **Temple Israel**

Rabbi Elbaz

511 Baytree Road  
Valdosta, GA 31602

(229) 244-1813

JEWISH

TEMPLE/SYNAGOGUE

### **Valdosta State University- LCOB**

David B. Kuhlmeier  
Langdale College of Business  
Admin.

Valdosta State University

Valdosta, GA 31698

(229) 245-3823

SCHOOL

### **Winn Dixie**

Dennis Gaskins

3200 N. Ashley Street

Valdosta, GA 31602

(229) 242-0913

GROCER

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



**Dues Account Status Report  
February 2009**

<b>Billing Period</b>	<b>Accounts</b>		<b>Collection Rate</b>
	<b>Receivable</b>	<b>Collections</b>	
Current	\$35,247.98	\$12,269.50	35%
Previously Collected for current month		\$10,511.75	30%
<b>Total Current</b>	<b>\$35,247.98</b>	<b>\$22,781.25</b>	<b>65%</b>
1-30 Days	20,134.67	7,451.25	37%
31-60 Days	14,715.90	1,392.50	9%
61-90 Days	5,667.52	0.00	0%
91-120 Days	7,353.81	140.00	2%
120+ Days	26,294.03	2,980.00	11%
<b>Subtotal</b>	<b>\$109,413.91</b>	<b>\$34,745.00</b>	<b>32%</b>
New Members	\$1,190.00	\$1,190.00	
<b>Total</b>	<b>\$110,603.91</b>	<b>\$35,935.00</b>	<b>32%</b>

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



## Dues Account Status, continued

### Previously collected for current months:

November	0.00
December	4,413.00
January	6,098.75
<b>Total</b>	<b>\$10,511.75</b>

### Pre-Paid Dues for future months:

March	9,169.60
April	5,431.25
May	0.00
Deferred Revenue	\$14,600.85

### Other Information:

Direct Debit Accounts to Date	66
Online Billing Accounts to Date	23



# Write-Offs February 2009

<b>Reason Dropped: Out of Business</b>
--

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
A Fitting Place	05/29/2008	\$0.00
CheckCare Systems	8/24/1999	\$250.00
Chris Mon Publications	4/12/2007	\$240.00
Coody Construction Company	2/1/1995	\$240.00
Heartland Payment Systems	1/9/2007	\$240.00
Jay's Florist	9/10/2007	\$320.00
Long & Associates	12/17/2007	\$0.00
Mad Dog's	9/19/2007	\$250.00
Magpie's	6/30/2008	\$62.50
S Harmon Enterprises	10/29/2007	\$240.00
Sunglasses on Main	11/30/2007	\$250.00
The Pink Poodle French Market	10/10/2007	\$240.00



# Write-Offs February 2009

<b>Reason Dropped: Requested Cancel</b>
---

<b><u>Name</u></b>	<b><u>Join Date</u></b>	<b><u>Amount</u></b>
Bobby Bonner Construction	1/16/2008	\$240.00
Cable Communications and Engineering, Inc.	6/22/2000	\$250.00
City Cuts	1/16/2008	\$250.00
Dynamic Solutions	10/25/2007	\$100.00
ECG Networks	3/7/2006	\$250.00
Millington Business Group	9/30/2006	\$240.00
Printing Dies Unlimited	1/14/2002	\$240.00
Valdosta Asian Cultural Association, Inc.	9/30/2006	\$85.00
Wiregrass Engraving Co.	10/28/2005	\$180.00



# Write-Offs February 2009

## Reason Dropped: Budget Restriction

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
American Cancer Society	1/30/2005	\$85.00
Fantastic Sams	8/9/2005	\$250.00
McCord Air Conditioning, Inc.	4/12/2005	\$290.00
N & J Transportation Co.	4/3/2007	\$60.00
Richardson Brothers Sheet Metal	12/9/1997	\$0.00
The Bistro	5/14/2008	\$125.00

## Reason Dropped: No Benefit Seen

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Blanton Commons Apartment	1/31/2005	\$490.00
G & R Auto Service	4/12/2005	\$240.00



# Write-Offs February 2009 Summary

<b>Summary</b>	<b>Month #</b>	<b>Month \$</b>	<b>YTD #</b>	<b>YTD \$</b>
Budget Restrictions	6	\$810.00	9	\$1,470.00
No Benefit Seen	2	\$730.00	3	\$790.00
Out of Business	12	\$2,332.50	25	\$4,517.50
Requested Cancellation- No Reason	9	\$1,835.00	10	\$2,075.00
<b>TOTAL</b>	<b>29</b>	<b>\$5,707.50</b>	<b>47</b>	<b>\$8,852.50</b>
Write-Offs 2008	8	\$225.00	24	\$1,755.43
<b>Difference 2008 vs. 2009</b>	<b>21</b>	<b>\$5,482.50</b>	<b>23</b>	<b>\$7,097.07</b>



## CHAMBER 101:

How to get the most out of your  
Chamber membership

### 2009 Attendance Sheet

Month	1 <sup>st</sup> Invitation	2 <sup>nd</sup> Invitation	Attended
Jan. 7	7	31	4
Feb. 4	12	25	10
Mar. 4	8	20	12
Apr. 1			
May 6			
June 3			
July 8			
Aug. 5			
Sept. 2			
Oct. 7			
Nov. 4			
Dec. 2			
<b>TOTAL</b>	<b>27</b>	<b>76</b>	<b>26</b>

March 4, 2009 invitation list for CHAMBER 101 consists of members that joined from Nov. 16, 2008 – Jan. 15, 2009 (2<sup>nd</sup> time invites) & Jan. 16, 2009 – Feb. 15, 2009 (1<sup>st</sup> time invites) Goal for 2009 is to have 75% of new members to attend. 53



## 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, April 1, 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 (3)

James McGahee (1)

Jane Shelton (1)

Jeff Hanson (1)

Terri Lupo (1)

# MARKETING REPORT—FEBRUARY 2009

## YEAR TO DATE

- Television Stories: 1 (47 in all 2008)
- Radio Presentations: 9 (89 in all 2008)
- Print Articles: 10 (58 in all 2008)
- Presentations: 5 (26 in all 2008)

## ECONOMIC DEVELOPMENT DIVISION

### PRESENTATION

- TCH—Rotary North Presentation
- City of Valdosta: Youth Leadership Program
- S.E.E.D.S. Center presentation to VSU Business Class

## BUSINESS EXPANSION DIVISION

### PRINT

- VDT—Business Outlook 2009 Overview

### RADIO

- Talk 92.1—MetroOne
- Newstalk 105.9—Business Outlook 2009

## MEMBER SERVICES DIVISION

### RADIO

- Talk 92.1—Flavor of New Orleans, winner of 2009 MOBoY

### PRINT

- VDT—Annual Dinner Overview
- VDT—Ribbon Cutting for SEFCU
- VDT—RC for Smith Drug Co.
- VDT—Groundbreaking for Wilson Eye Center
- VDT—Flavor of New Orleans wins MOBoY

### TELEVISION

- WALB—Flavor of New Orleans wins MOBoY

## MISCELLANEOUS

### RADIO

- Newstalk 105.9—Wilson Eye Center spoke about Businesses expanding during recessionary times

## 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: 25.5%\*

**Legislative Update** e-notices  
Sent out as Important Legislative Issues Arise  
Open Rate: 24.3%\*

\* Percentages represent data accumulated between 1/1—3/13/2009



## Open Rates by Average/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—FEBRUARY 2009



**Valdosta Technical College, Bldg 700**  
4089 Val Tech Road  
Phone: (229) 333-2100



**Southeastern Federal Credit Union**  
3501 North Valdosta Rd.  
Phone: (229) 293-1221



**Smith Drug Co.**  
1500 Commerce Drive  
Phone: (229) 244-4412



**Ray & Son Heating and Air Conditioning, Inc.**  
3971 Inner Perimeter Road  
Phone: (229) 686-5531



**Hawthorn Suites Valdosta**  
4025 Northlake Dr.  
Phone: (229) 241-9221



**Pine Grove Elementary**  
4175 River Road  
Phone: (229) 245-2250



**Barnett Fronczak Barlowe Architects**  
106-B West Hill Ave.  
Phone: (229) 244-1492



**Wilson Eye Center**  
2108 N. Patterson Street  
Phone: (229) 244-3000

## AMBASSADORS REPORT—FEBRUARY 2009

### FEBRUARY RIBBON CUTTING STATISTICS

Ribbon Cuttings for February: **6**

Groundbreakings for February: **2**

Business After Hours for February: **1**

Early Bird Breakfasts for February: **1**

### 2009 RIBBON CUTTING STATISTICS

2009 Ribbon Cuttings: **10**(Goal: 75)

2009 Groundbreakings: **2**

2009 Business After Hours: **2**

2009 Early Bird Breakfasts: **1**

### UPCOMING EVENTS

March 31—THINK B.I.G. Business After Hours  
Park Avenue Bank, 3102 North Oak Street Ext.  
5:00—7:00 p.m.

April 23—Business After Hours  
Azalea Center for Plastic Surgery, P.C.  
2810 N. Oak Street  
5:00—7:00 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 February

### **Greek Row & Alpha Embroidery**

Randy Steedley  
1412 Baytree Road  
Valdosta, GA 31602  
(229) 247-7874

### **ATT Mobility**

Sean Johnson  
1833 Norman Drive  
Valdosta, GA 31601  
(229) 293-9309

### **Express Care Medical Clinic**

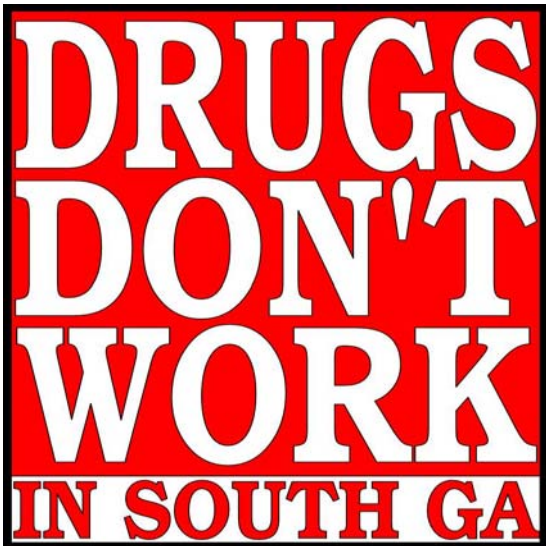
Regina McGlynn  
1514 Harmon Drive  
Valdosta, GA 31601  
(229) 242-9993

### **ALLTEL Communications**

Ginger Connell  
1185 N. St. Augustine Road  
Valdosta, GA 31602  
(229) 560-0004

### **Red Velvet Bakery**

Charlie Bowden  
1900 Gornto Road Suite  
Valdosta, GA 31602  
(229) 247-4600



**DRUGS DON'T WORK**  
**Summary**  
**February 2009**

Total # of DDW Partners as of 12/31/08:	<b>266</b>
Total # of DDW Partners as of 02/28/09:	<b>263</b>
2009 New Members:	<b>2</b>
2009 Losses:	<b>5</b>
YTD Net Gain:	<b><u>(3)</u></b>

***Goal for 2009: 271***

<u>YTD</u>	<u>Feb.</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$550	\$1,600	\$2,150	\$40,000	<b>(\$37,850)</b>

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

# Economic Development Division Reports



**Tom Gooding  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™





## February 2009

### CLIENTS

February Goal: 50

Lowndes: 40

Region: 0

YTD Total: 87

Client Types

Start-ups: 19

Expanding: 8

Developers: 2

Info: 11

Outcomes

New Members: 3

Started: 2

Expanded: 3

### RESOURCE DISTRIBUTION

ABC's: 7

Sales Leads: 23

Demographics: 13

Retail Lease Trac: 1

Traffic Counts: 6

### WEB SITE

Unique Visitors: 349

Page Views: 818

New "Tools for Business"

[Link](#)

### PROFESSIONAL CONSULTANTS PROGRAM

February Goal: 7

Hours Provided: 6

2009 Goal: 85

YTD Total: 13

Most Demand

Marketing and Legal

### GUARDIAN BANK BUSINESS PLAN COMPETITION

- 6 Contestants Remain
- Final Drafts Due March 20
- Judging held on March 25
- Winner Announced April 4 at "Entrepreneurs In Action"



**Monthly Activity Report**  
**Period: February 2009**

	<u>2009</u>	<u>2008</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	15,961	NA	1,673,357
Web page requests:	2,747	NA	8,118
Web site leads:	12	22	1,289
Brochure leads:	0	0	20
Other TCH leads:	4	2	214
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	2	8	195
Lakeland Chamber leads:	0	0	1
Other source leads:	0	2	1,490
<b>Total leads active</b>	<b>18</b>	<b>34</b>	<b>3,433</b>



## RELOCATIONS

- **Relocations (Households): 259**

Lowndes: 226      Brooks: 21      Lanier: 12

- **February Relocations: 2**

- **2009 Relocations: 5**

- **States inquiring: 47**

- **Relocations from: FL: 130, GA: 39, NY: 15, 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: 1, NH: 1, TX: 3, UN: 10**

- **Newcomers sources:**

- TCH-Web site/Call in/Brochure: 175
- B-Q Chamber: 6
- V-L Chamber: 29
- L-L Chamber 0
- Advertising: 4
- Other: 45



## **ECONOMIC IMPACT**

- **Annual Income:       \$37,037,000**
- **Annual Spending:     \$9,324,000**
- **Liquid Assets:     \$1,087,800,000**
- **Indirect Jobs Created:       518**

(average according to industry standards)

# Hometown Happenings

The South Georgia Retiree Premier Newsletter

MARCH 2009

Volume 7, Issue 3

## In This Issue

Azalea Festival 2009  
 Travel Tips & Opportunities  
 The New Shanghai Circus  
 Peter Pan The Musical  
 On the Verge  
 Calendar of Events  
 Relocation Services  
 Triple Crown Investors

## Spring Planting

### How To Plant Your Garden

*First, you come to the garden alone, while the dew is still on the roses...*

FOR THE GARDEN OF YOUR DAILY LIVING,  
 PLANT THREE ROWS OF PEAS:

1. Peace of mind
2. Peace of heart
3. Peace of soul

PLANT FOUR ROWS OF SQUASH:

1. Squash gossip
2. Squash indifference
3. Squash grumbling
4. Squash selfishness

PLANT FOUR ROWS OF LETTUCE:

1. Lettuce be faithful
2. Lettuce be kind
3. Lettuce be patient
4. Lettuce really love one another

NO GARDEN IS WITHOUT TURNIPS:

1. Turnip for meetings
2. Turnip for service
3. Turnip to help one another

TO CONCLUDE OUR GARDEN WE MUST HAVE THYME:

1. Thyme for each other
2. Thyme for family
3. Thyme for friends

WATER FREELY WITH PATIENCE AND CULTIVATE WITH LOVE. THERE IS MUCH FRUIT IN YOUR GARDEN BECAUSE YOU REAP WHAT YOU SOW.

### 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](http://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](mailto:astokes@georgiaretire.com)

**Azalea Festival**  
**2009**  
**March 14 - 15**  
**Free Admission**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



# President's Report:

# Myrna Ballard

# Leading in Turbulent Times: What Your Board Can Do Now

Presented & Facilitated by David Styers  
Senior Governance Consultant,  
BoardSource

*“It’s only when the tide goes out that you learn who’s been swimming naked.”*

*Warren Buffett*

## **Primary Board Responsibilities:**

1. Establish strategic direction
2. Ensure the necessary resources
3. Provide financial oversight

## **Smart Things Our Board Members Can Do:**

1. Don’t panic ... This is a time to lead, not retreat
2. Make certain the Board members’ relationship with the CEO is built on openness and trust
3. Be a mission guardian – recommit to the chamber’s mission

4. Get a realistic picture of the Chamber's finances
5. Examine the feasibility of reducing expenses, know that there are repercussions of cutting certain costs
6. Create a contingency plan and specify "tripwires" that prompt action
7. Step up your fund-raising efforts

**MOST Important:**

8. *Think strategically...ASK:*
  - a. **"How do we best serve our mission despite changes in the economy?"**  
*instead of just "How do we slash costs?"*
  - b. Consider: **"How do we want to come out of this crisis?"**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™



# Chairman's Report:

## Jeff Hanson

**VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE**

Leading Businesses.  
Leading Communities.™



## **Next Meeting Date:**

**Thursday, April 23, 2009  
10:30 a.m. – 12:00 p.m.  
@ Park Avenue Bank**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

---

Leading Businesses.  
Leading Communities.™



# Meeting Adjourned