

VALDOSTA - LOWNDES COUNTY



**CHAMBER OF COMMERCE**

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**November 19, 2009  
Board of Directors  
Meeting  
@  
The Park Avenue Bank**



**Board of Directors Meeting  
Thursday, November 19, 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 October 15, 2009 meeting
- Consider October 31, 2009 Financial Statements

## **ITEMS TO CONSIDER**

- Election of 2010 Officers
- Consider recommendation of B.E.S.T. Board concerning By-Laws
- Consider request from Community Unification for Education Excellence for Chamber assistance
- Consider statement regarding Valdosta City Schools
- Consider the 2010 State Legislative Agenda for Business
  - Review 2010 Budget
- Public Affairs Division Update

## **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 October 15, 2009 Board of Directors meeting**



**Minutes of the Valdosta-Lowndes County Chamber Board of Directors meeting held Thursday, Oct. 15, 2009, 8:30 a.m. at The Park Avenue Bank**

**Members Present:** Ed Cockman, Tim Coombs, Stan Fillion, Walt Gill, Tom Gooding, Jeff Hanson, Walter Hobgood, Tim Jones, Greg Justice, Terri Lupo, John Manning, Lee Morgan, David Newbern, Paul Nichols, Jay Prince, Phyllis Royal, Debra Tann and Myrna Ballard

**Also present:** Lynn Wilson, Shannon Vinson, Robbin Miller, Tara Nichols, Melissa Wheeler, Courtney Ruttinger, Alison Stokes and Karil Brockington

**Members Absent:** Sally Bloom, Allan Dear, James McGahee, Giovanni Panizzi and Jerome Riley

**Consider Minutes of the September 17, 2009 Board Meeting.** T. Lupo made a motion to accept the minutes as presented. E. Cockman seconded the motion and it passed.

**Chamber September 2009 Financial Statements:** M. Ballard reviewed the Chamber financial statements. L. Morgan made a motion to accept the financial statements as presented. *S. Fillion seconded the motion and it passed unanimously. (see pgs. 2-27 of hand out)*

- **Report from Election Judges:** Chairman Hanson announced that the 2009 Election Judges (Calvin Graham, Jim Morgan, Jerry Kuzoch, Annette Russell and Lisa Register) certify that the ballots were counted on Oct. 9, 2009 with the results of 347 votes for the slate of Directors as presented (and 4 opposed). *(see slide 8 of original PowerPoint)*

- **Appoint 2010 Committee Chairmen:** Chairman Hanson appointed the 2010 Committee Chairmen as presented. *(see slide 9 of original PowerPoint)*

- **Consider recommendation from Dues Structure Task Force:** M. Ballard reported. T. Coombs made motion to accept the recommendation of the Dues Structure Task Force as presented. T. Gooding seconded the motion and it passed. *(see page 30 of hand out)*

- **Economic Development Division Update:** T. Gooding reported. Robbin Miller, Tara Nichols, Courtney Ruttinger and Alison Stokes reported. *For the complete report please visit the Chamber's Web Site (<http://www.valdostachamber.com/about/Boardmeeting.html>) click Economic Development Division Update.*

- **Update on Chamber Board "Foot in the Door" Membership Campaign – J. Hanson reported.** *(see slide 11-12 of original PowerPoint)*

## Minutes of September 17, 2009 Board of Directors meeting continues

**President's Report:** M. Ballard reported.

**Chairman's Report:** J. Hanson reported.

**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 9:40 a.m.

**Next meeting: Thursday, November 19, 2009**

Respectfully submitted,

**Karil Brockington**

Karil Brockington  
Administrative Director

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# Operations & Administration

VALDOSTA - LOWNDES COUNTY



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# **Financial Statements**

## **October 31, 2009**



**Please refer to your handout.....**



## ➤ **Items to Consider**

- Election of 2010 Officers
- Consider recommendation of B.E.S.T. Board concerning By-Laws
- Consider Request from Community Unification for Education Excellence for Chamber Assistance
- Consider statement regarding Valdosta City Schools
- Consider the 2010 State Legislative Agenda for Business
- Review 2010 Budget



## ➤ Election of 2010 Officers

Report from the Nominating Committee  
for 2010 Officers  
Terri Lupo, Chairman

The Nominating Committee respectfully presents the following slate of officers for 2010 for the consideration of the Board of Directors:

Chairman

VC for Business Expansion and Chairman-Elect (2011)

VC for Economic Development and Chairman-Elect-Elect (2012)

VC for Workforce Development and Education

VC for Member Services

VC for Public Affairs

Treasurer

Immediate Past Chairman

Chairman's Choice

President

Terri Lupo

Tom Gooding

Tim Jones

Greg Justice

Jay Prince

James McGahee

Paul Nichols

Jeff Hanson

Brian Antoine

Myrna Ballard

# ➤ Consider recommendation of B.E.S.T. Board concerning By-Laws

## Bylaws of The Education Council, Inc.

### ARTICLE I. ORGANIZATION

#### Section 1. Name

The name of this organization shall be The Education Council, Inc. d.b.a. the Workforce Development Support Team. The corporation, The Education Council, Inc., is incorporated as a 501(c) 3 under the Georgia Non-Profit Corporation Code.

#### Section 2. Mission Statement

To support programs that link education, work, and training to improve quality and global competitiveness within the workforce. Business resources will be utilized to assist public and independent schools in their efforts to enhance the educational experience for students while promoting increased cooperation and understanding between the business and educational communities thereby ensuring a viable continuous workforce pipeline for Valdosta-Lowndes County.

#### Section 3. Goals & Objectives

1. Assisting with developing necessary job skills and work ethics so the Valdosta area workforce can remain competitive in the job market (through existing school programs);
2. Assisting and acting as a liaison among the education institutions, government agencies, and business community to promote partnerships among educational institutions and businesses to support workforce development initiatives.
3. Maintaining on-going initiatives which benefit the elementary, secondary, and post-secondary students in Valdosta and Lowndes County;
4. Pursue increased independent school involvement in B.E.S.T. programs.

#### Section 4. Board of Directors

The Education Council will be governed by a Board of Directors consisting of eight members. Any action item or issue of the Education Council, Inc. that would normally require approval under Valdosta-Lowndes County Chamber of Commerce Board policy or practice will be presented to the Valdosta-Lowndes County Chamber of Commerce Board for approval or rejection.

#### Section 5. Governance and Management

The Corporation shall have an Executive Director who shall be an employee of the Valdosta-Lowndes County Chamber of Commerce. The Executive Director's title will be the Workforce Development & Education Director (or a substantially similar position). The government and management of the Corporation and its affairs and property shall be entrusted

## ➤ Consider recommendation of B.E.S.T. Board concerning By-Laws

to the Corporation Board of Directors and the Executive Director. with the Director of the Corporation under contract, an employee of the Valdosta-Lowndes County Chamber of Commerce. The Director of the Corporation's title will be the Workforce Development & Education Director.

### Section 6. Fiscal Year

The fiscal year of the Corporation shall be from January 1 through December 31.

### Section 7. Place of Business

The principal office of the Corporation shall be 416 N. Ashley Street, Valdosta, Georgia, 31603, the location of the Valdosta-Lowndes County Chamber of Commerce.

## ARTICLE II. MEMBERSHIP

### Section 1. Composition

The Education Council, Inc., d.b.a. the Workforce Development Support Team, shall consist of 8 Directors.

### Section 2. Membership

#### A. Compensation

Directors shall serve without compensation.

#### B. Appointment

Three representatives of business will initially be appointed by the Chamber of Commerce Board of Directors in 2010. Thereafter, the Corporation will appoint representatives as needed based on term limit expirations and vacancies. The appointed representatives (3) are voting members and shall be as follows:

#### (1-3) Business Directors (3) – Appointed by the Corporation

The ex-officio Directors (5), because of their position, shall serve as long as they occupy these positions. These are voting advisors. The teachers shall be selected by the respective school superintendent. The independent school representative shall be appointed by the Board of Directors of the Chamber of Commerce.

#### (4) Valdosta City School Public Relations Director

#### (5) Lowndes County School Public Relations Director

## ➤ Consider recommendation of B.E.S.T. Board concerning By-Laws

- (6) Independent School Public Relations Director
- (7) President of Valdosta-Lowndes County Chamber of Commerce
- (8) Vice-Chairman Workforce Development & Education Division of the Valdosta-Lowndes County Chamber of Commerce.

### C. Term of Office

Appointed members shall serve three year staggered terms. The term of office for a Director shall run from January 1 to December 31. Members, if appointed, may serve two consecutive 3 year terms.

### D. Attendance

All Directors are expected to attend each meeting. ~~Absence by any appointed member for three consecutive meetings without having been personally excused by the Chair may be considered as having resigned their position from the Corporation.~~

### E. Alternates

Ex-Officio Directors may designate an alternate to attend in their absence. This alternate will have an automatic proxy vote.

### F. Vacancy

Vacancies for appointed Directors created by death, resignation, or other disability shall be filled in accord with Article II, Section 2(B) for the remainder of the term.

## ARTICLE III. OFFICERS

### Section I. Officers

~~Advisors shall elect from the ten Chamber appointees, A~~ Chair, Vice-Chair/Chair-Elect and Secretary/Treasurer will serve as the officers of the Corporation from January 1 to December 31. Duties of the officers of the Corporation shall be as follows:

- A. Chair:** The Chair of the Board shall preside at all meetings ~~of the Advisors~~, shall have and exercise the powers and duties of a president under the Georgia Nonprofit Corporation Code.
- B. Vice Chair/Chair-Elect:** In the absence of the Chair, the Vice Chair shall preside at all meetings ~~of the Advisors~~. The Vice-Chair shall automatically be Chair after the Chair's term is completed. ~~The Vice-Chair shall chair an Officers Nominating Committee to nominate officers for the following year.~~

## ➤ Consider recommendation of B.E.S.T. Board concerning By-Laws

- C. **Secretary/Treasurer:** The Secretary/Treasurer shall have oversight of the minutes, correspondence, and annual reports. Additionally he/she shall have the authority and responsibility of the handling of all funds and financial reporting at each meeting and shall make the financial records available to the officers at all times.

### Section 2. **Election of Officers**

~~The Chair shall appoint, at the regular 3<sup>rd</sup> quarter Advisors meeting, an Officers Nominating Committee consisting of the Vice-Chair and two members.~~

~~Following the presentation of the Officers Nominating Committee's report at the regular 4<sup>th</sup> quarter Advisors meeting, other nominations will be accepted from the floor.~~

**Corporation officers must be among the elected members and will serve from January 1 to December 31.**

### Section 3. **Vacancy**

Vacancies created by death, resignation, or other disability shall be filled in accord with Article II, Section 2(B) for the remainder of the term.

## ARTICLE IV. MEETINGS

### Section 1. **Board Meetings**

Advisors will meet **at least annually** and meetings shall be open to the public.

The agenda for these meetings will be set by the Chair and the **Executive** Director of the Corporation. **Five Directors** at the time holding office shall constitute a quorum for any quarterly meeting.

## ARTICLE V. STAFFING

The **Executive** Director of the Corporation will be an employee of the Valdosta-Lowndes County Chamber of Commerce.

## ARTICLE VI. BUDGET

A proposed budget for the upcoming calendar year will be presented at the **annual meeting for consideration and approval with any modifications as the Directors deem appropriate.**

## ➤ Consider recommendation of B.E.S.T. Board concerning By-Laws

### ARTICLE VII. INDEMNIFICATION

The Corporation shall indemnify its **Directors**, officers, employees, and agents against liability for their acts and omissions to the fullest extent authorized by Part 5 of Article 8 of the Georgia Nonprofit Corporation Code as adopted by Act No. 318 of the 1991 Georgia General Assembly, the provision of which Part hereby are incorporated by reference, as authorized by Section 14-3-858(c) of said Code, as fully and with the same effect as though such language were set forth verbatim herein. Such incorporation by reference shall be deemed to include future amendments to the said Part 5, and these Bylaws shall be deemed to be amended from time to time to the extent permitted by law to conform to any amendments to the said Part 5.

### ARTICLE VIII. AMENDMENTS

These Bylaws may be amended, repealed, added to, or altered in whole or in part by a majority vote of **these then serving Directors** at any regular or special meeting of said **Directors**, provided that notification of the proposed change(s) must be given to the **Directors** in writing at least two weeks in advance of the date when the vote will be taken.

These Bylaws were approved by the Advisors of the Corporation on the 23<sup>rd</sup> day of the month of October in the year of 1995.

These Bylaws were amended and approved by the Advisors of the Corporation on the 11<sup>th</sup> day of August 1997.

These Bylaws were amended and approved by the Advisors of the Corporation on the 24<sup>th</sup> day of November 1997.

These Bylaws were amended and approved by the Advisors of the Corporation on the 19<sup>th</sup> day of July 2000.

These Bylaws were amended and approved by the Advisors of the Corporation on the 18<sup>th</sup> day of February 2004.

**These Bylaws were amended and approved by the Advisors of the Corporation on the 5<sup>th</sup> day of August 2008.**

**These Bylaws were amended and approved by the Advisors of the Corporation on \_\_\_\_\_.**

- Consider Request from Community Unification for Educational Excellence for Chamber assistance

## **Community Unification for Education Excellence Task Force**

### **Policies & Procedures**

**November 2009**

It is the request of CUEE Task Force that the Task Force be considered as a semi-independent entity of the Valdosta-Lowndes Chamber of Commerce. Additionally, CUEE requests that this Task Force be placed on the Organization Chart being linked to the Board directly, rather through a Division Vice Chairman.

#### **I. Membership**

##### **a. Additional members:**

- i. New members may be proposed by CUEE Task Force members at any regular meeting**
- ii. Proposed new members will be discussed by the CUEE Task Force to determine the nominee's commitment to unification and interest in serving**
- iii. Proposed new members will be voted upon by the CUEE Task Force; if approved, the proposed member will be formally invited to join the CUEE Task Force**
- iv. CUEE Task Force members do not have to be Chamber members**
- v. The CUEE Task Force must continue to be equally balanced regarding race and residence (i.e., City/County)**
- vi. The CUEE Task Force should give consideration to balanced representation by gender**

##### **b. Terms of service may be two consecutive three-year terms**

##### **c. The size of Task Force should be no fewer than nine nor more than 25**

##### **d. The CUEE Chairman may appoint sub-committees or task forces as needed; members need not be CUEE Task Force members or Chamber members**

- **Consider Request from Community Unification for Educational Excellence for Chamber assistance**
  - e. **CUEE Task Force Chairman will be recommended by the CUEE Task Force to the Chairman of the Chamber Board for approval**
  - f. **Other officers, to be elected by the CUEE Task Force, will include a Vice Chairman and a Treasurer**
  - g. **The Chamber will provide a Recording Secretary**
  - h. **Members who miss more than 50% of the meetings during a 12-month period will be considered to have resigned**
  - i. **A majority will be 50% plus one of the total membership; e-mail or telephone votes may be accepted on an issue by issue basis with approval from the CUEE Task Force**
- 2. **Campaign Plan of Action. The CUEE Task Force will submit to the Chamber Board a Campaign Plan of Action to work towards public school system unification at the Chamber's Annual Planning Retreat each January.**
- 3. **Financial Considerations**
  - a. **The CUEE Task Force will prepare a budget each calendar year to submit to the Chamber Board, pursuant to Chamber budget policies.**
  - **A separate checking account will be established under Chamber's EIN, called Community Unification for Education Excellence. Consistent with Chamber policy, Chamber president and treasurer will be signatories.**
  - **The Chamber's Purchase Order process will be utilized for authorizing funds to be expended from the CUEE bank account.**
  - **The CUEE account will be included in Chamber audit/review and tax return.**
  - **Unbudgeted expenditures of less than \$1,000 must be approved by the Chairman, Vice Chairman, and Treasurer of CUEE Task Force; unbudgeted expenditures of more than \$1,000 must be recommended by a majority of the CUEE Task Force and approved by the Chamber Board.**
    - **Note: Correspondence will use a separate CUEE Task Force letterhead. Donation checks will be made to the CUEE Task Force. Checks and correspondence will utilize the CUEE Task Force address: CUEE Task Force, P.O. Box 790, Valdosta, GA 31603.**

- **Consider Request from Community Unification for Educational Excellence for Chamber assistance**

**What the Chamber will do:**

- **Provide staff coordination assistance**
  - **Meeting notices and reminders**
  - **Meeting arrangements**
  - **Recording Secretary for minutes and correspondence**
- **Provide a strong foundation for support, without being “out front” on the issue**
- **Assist the CUEE Task Force Chairman as he leads the group to make (and achieve) realistic goals and timelines (i.e., commit to Annual Yearly Progress)**
- **NOT speak on behalf of CUEE**

**What CUEE Task Force will do:**

- **Develop an annual Campaign Plan of Action and budget to accomplish the unification of the public school systems**
- **Update the Chamber Board regularly on progress**
- **Be the “face” of the initiative**
- **Commit to AYP**
- **NOT speak on behalf of the Chamber**

➤ Consider Statement regarding Valdosta City School

----- D R A F T -----

Draft Position on Valdosta City School System  
Presented by John Manning and Walter Hobgood

During this school year, we have seen and read about controversies surrounding the Valdosta City School system. The Superintendent has been widely criticized and lacks the support of many parents in the system, the SCLC has called for his dismissal, and a football coach with a winning record has been told his contract will not be renewed.

The Chamber of Commerce believes that these are symptoms of underlying problems within our community that are having a negative impact on our economic future and the future of our children. We also believe that these underlying problems exist throughout our community, not just in the Valdosta City School system. Most of these issues cut across racial and socio-economic lines.

However it is clear that our community has not come together to identify and work collectively toward long term solutions that will benefit all children, families, organizations and businesses in our community.

Unfortunately, what is happening in the Valdosta City School System has a negative impact on how our entire community is viewed. When issues and rhetoric divide us, rather than bringing us together, the entire community loses.

When people outside of our region see the division between races, between socio-economic groups and between county and city residents it says loudly and clearly that this is not a place to locate a business or to bring a family.

During the current economic downturn, we have experienced plant closings, a loss of jobs and the lives of individuals and families being turned upside down. When the economy turns around, as it inevitably will, those jobs are not likely to come back. Rather, we will be counting on existing and new companies to create new and better jobs. If we fail to address these issues proactively and together, the probability that these jobs will be created in the Valdosta Metropolitan Area goes down dramatically.

Some might ask, what does this have to do with education? It is simple; these are the jobs our children will be looking for and counting on when they finish their education. If they are not prepared and/or the jobs go elsewhere, what kind of future will they have?

Our community and especially our children deserve an educational experience that is better than they are getting from the two school systems that are divided along racial and socio-economic lines. We are calling for a unified Vision and Action Plan that will provide an education experience for all children in our community that competes with the best schools in America (not just Georgia).



# Proposed State Legislative Agenda 2010

## ENERGY & ENVIRONMENT

### Alternative Energy & Conservation

The Chamber supports legislation implementing public policies that promote: (1) efforts to optimize energy efficiency that will lead to long-term conservation practices, (2) conversion to more environmental friendly forms of energy generation, including nuclear and clean coal technologies, (3) research and development of alternative energy sources such as bio-fuels, solar power, tidal energy and other renewable fuels produced by agronomic crops and new energy technologies, (4) energy and environmental issues that are sensitive to their short-term and long-term economic impact and that utilize proven and effective technology.

### Monitor Water Council

The Chamber supports the Suwannee - Satilla Regional Water Council's vision of managing water resources in a sustainable manner under Georgia's regulated riparian and regulated reasonable use laws. Our common goal is to support the State and Region's economy, to protect public health and natural resources and to enhance the quality of life for all citizens while preserving the private property rights of Georgia's landowners and in consideration of the need to enhance resource augmentation and efficiency opportunities. The Chamber will monitor the progress of the Suwannee - Satilla Regional Water Council and the Regional Advisory Committees with the goal of sustainable Agricultural, Industrial and Municipal water use and water quality.



# Proposed State Legislative Agenda 2010

## TAXES

### Sales Tax Exemption on Energy Used for Manufacturing

The Chamber supports providing an exemption with respect to State (not local) sales and use tax for the cost of energy (natural or artificial gas, electricity, or any other energy) used directly in the production of manufactured goods.

### Sales Tax Holidays

The Chamber supports providing a sales tax holiday at the beginning of the school year that would exempt sales tax on back-to-school items. The exemption would last at least four days. An additional sales tax holiday would exempt tax on energy efficient products for at least four days in 2010.

## HEALTH CARE

### Trauma Care

The Chamber supports an increase in the number and funding of level one and level two Trauma Care Centers in the State of Georgia, particularly in South Georgia. Further, the Chamber believes the allocation of such funds should be made in accordance with the formula recently established by the Georgia Trauma Care Commission.

### Clinic for the Working Uninsured

The Chamber supports public and private funding options for safety net clinics that provide access to health care for the working uninsured to ensure that present and future needs are met.



# Proposed State Legislative Agenda 2010

## Civil Justice Reform

The Chamber supports monitoring and protecting the important legal and civil justice reforms that were adopted in 2005.

## Wellness Statement

The Chamber supports the creation of insurance products that provide incentives to reward healthy lifestyles.

## EDUCATION

The Chamber supports improvement strategies that link education and workforce development in a seamless manner, preparing a student for whatever future they might choose and ensuring the long-term viability of our local economy. The Chamber's goal is to build the best workforce and ensure our companies have the talent they need to stay competitive.

## TRANSPORTATION

The Chamber supports the development of a thoughtful strategy that will provide the needed funding to address transportation funding needs at both the state and local level. The funding solution strategy should provide increased, dedicated, and reliable long-term funding for transportation maintenance and improvements. The Chamber will continue to actively promote top priority projects identified in the City of Valdosta's Transportation Master Plan, as well as our long-standing support for the widening of State Road 133. The Chamber also supports repealing the pickup truck exemption regarding the use of safety belt.



- **Review 2010  
Budget  
see handout**

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# Public Affairs Division Update

# Chamber Activity Reports

VALDOSTA - LOWNDES COUNTY



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



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

## Mail Correspondence:

**Newcomers Packets**                    11 (17)

## Miscellaneous Information Requested:

Request for BBB:	<u>13</u> (18)
Email Information Requested:	<u>10</u> (0)
Request for Events:	<u>4</u> (10)
Civic Club Lists:	<u>4</u> (11)
Web site Referrals by Phone:	<u>13</u> (0)
Manufacturers List:	<u>17</u> (8)
Request for Directions:	<u>31</u> (10)
Maps:	<u>46</u> (39)
Request for Wild Adventures:	<u>8</u> (5)
Membership Info. Packets:	<u>4</u> (5)
Phone Books:	<u>78</u> (71)
Membership List/Email:	<u>4</u> (5)
<b>Total Miscellaneous:</b>	<b><u>232</u> (182)</b>



## Member Referrals October 2009

**Total Categories: 207**

### Top 10

Manufacturers:	<b>1,079</b>
Air Conditioning Contractors:	<b>237</b>
Accountants:	<b>403</b>
Apartments:	<b>694</b>
Organizations:	<b>304</b>
Building Contractors:	<b>986</b>
Advertising:	<b>565</b>
Automobile Repair & Service:	<b>457</b>
Banks:	<b>284</b>
Automobile Dealers:	<b>350</b>
Other:	<b>7,939</b>

**Total Member Referrals: 13,298 (213)**

# October 2009 Web Site Activity Report

www.valdostachamber.com

The screenshot shows the website's header with a navigation menu including Business Directory, Our Chamber, Our Community, Relocation Info, Chamber News & Events, Business Resources, Member Services, and Contact Us. The main content area features a large image of a classical building and a list of mission statements: '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', and 'Providing a platform of opportunity where individuals and businesses can make a difference'. Two call-to-action buttons are visible: 'Click Here to sign up for Chamber events.' and 'Click Here to update your Chamber contact information.'

## Web Site Hits:

Apr. 2009	not available
May 2009	113,563
June 2009	125,494
July 2009	118,902
Aug. 2009	124,721
Sept. 2009	114,118
Oct. 2009	105,550

## Page Views:

Apr. 2009	not available
May 2009	14,977
June 2009	17,232
July 2009	16,592
Aug. 2009	16,921
Sept. 2009	15,856
Oct. 2009	16,408

## Web Site Activity Report continued

### Search Engine Position for Chamber Site as of Oct. 12, 2009

	<b>Valdosta</b>	<b>Valdosta Chamber</b>	<b>Valdosta-Lowndes</b>
<b>Google</b>	Second page in 5 <sup>th</sup> place	First Page in 1 <sup>st</sup> place	First page in 1 <sup>st</sup> place
<b>bing</b>	Second page in 5 <sup>th</sup> place	First page in 1 <sup>st</sup> place	First page in 3 <sup>rd</sup> place
<b>YAHOO</b>	Seventh page in 5 <sup>th</sup> place	First page in 1 <sup>st</sup> place	First page in 2 <sup>nd</sup> place

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

	<b>Valdosta</b>	<b>Valdosta Chamber</b>	<b>Valdosta-Lowndes</b>
<b>Google</b>	Second page in 3 <sup>rd</sup> place	First Page in 1 <sup>st</sup> place	First page in 1 <sup>st</sup> place
<b>bing</b>	Six page in 5 <sup>th</sup> place	First page in 1 <sup>st</sup> place	First page in 1 <sup>st</sup> place
<b>YAHOO</b>	Fifth page in 2 <sup>nd</sup> place	First page in 1 <sup>st</sup> place	First page in 2 <sup>nd</sup> 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

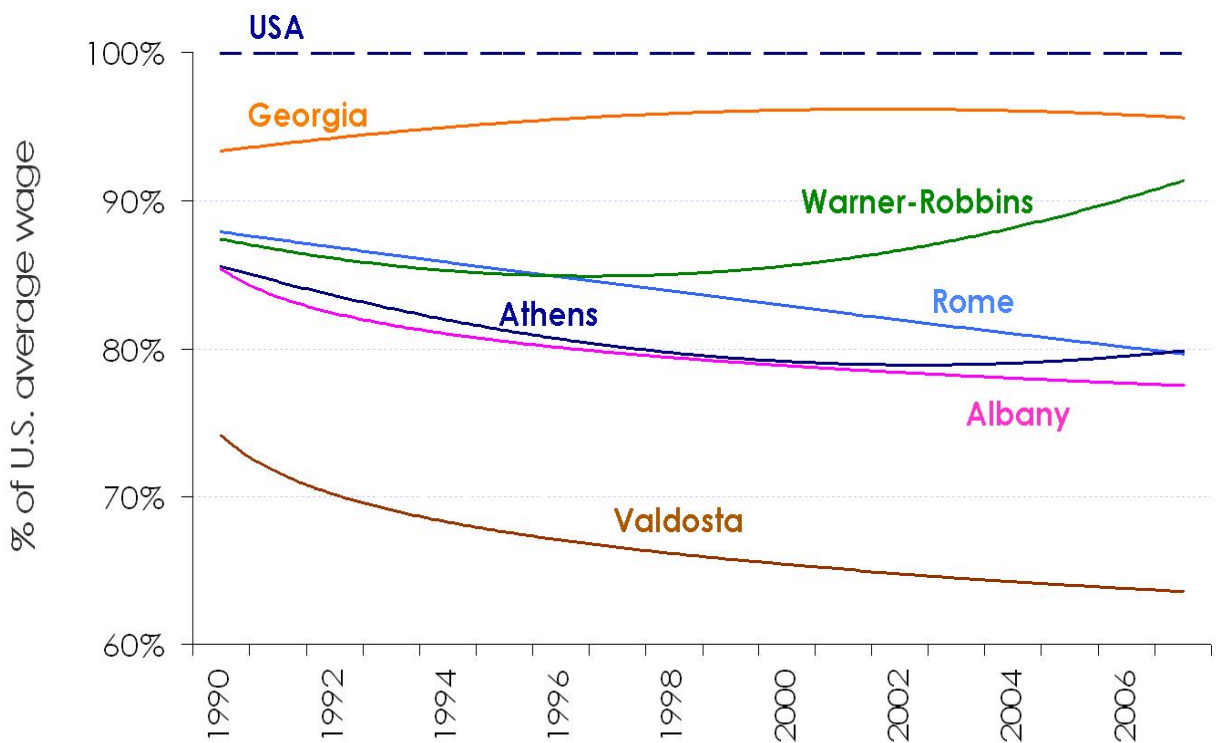
Finished final extended Employment and Wage analysis for the Valdosta MSA. Analysis provides the trends from 1990 to 2007. 2008 data has been requested and will be presented at the April Board meeting.

## Average Wage Comparisons

(long-term)

average wages as a % of U.S. avg. wage

various MSA's, 1990-2007



# Excalibur Awards

**Nexstep Technology Services, Valdosta Technical College, Valdosta State University, and The Chamber sponsored the 2009 Excalibur Awards on Friday, Oct. 23.**

**Nominee: Valdosta Technical College**



**Nominee: Valdosta State University**



**Nominees: SMITH Northview Hospital and Azalea Health Innovations, Inc.**

# 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>
<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	27,591.92	1,893.41
<b>Sep.</b>	33,359.83	29,955.86	25,916.58	(4,039.28)
<b>Aug.</b>	29,994.19	29,645.75	28,135.34	(1,510.41)
<b>July</b>	29,223.75	38,982.60	41,713.49	2,730.89
<b>June</b>	33,757.94	27,454.84	24,681.68	(2,773.16)
<b>May</b>	20,674.42	30,457.34	26,871.88	(3,585.46)
<b>Apr.</b>	23,849.84	31,264.43	31,001.57	(262.86)
<b>Mar.</b>	39,974.04	14,879.68	29,445.03	14,565.35
<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

	<b>2007 &amp; 2008</b>			
	<u><b>2007</b></u>	<u><b>2008</b></u>	<u><b>2009</b></u>	<u><b>Variance</b></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	305,611.96	4,990.43
<b>Sep.</b>	285,330.39	274,923.02	278,020.04	3,097.02
<b>Aug.</b>	251,970.56	244,967.16	252,103.82	7,136.66
<b>July</b>	221,976.37	215,321.41	223,968.48	8,647.07
<b>June</b>	192,752.62	176,338.81	182,254.99	5,916.18
<b>May</b>	158,994.68	148,883.97	157,573.31	8,689.34
<b>Apr.</b>	138,320.26	118,426.63	130,701.43	12,274.80
<b>Mar.</b>	114,470.42	87,162.20	99,699.86	12,537.66
<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 October 31, 2009**

DUES COLLECTED YEAR TO DATE: \$305,611.96  
2009 goal for Dues Collection: \$400,000.00

NEW MEMBERS YEAR TO DATE: 212  
2009 Goal: 100

TOTAL MEMBERSHIP: 1,527  
2009 Goal: 1,556

NET MEMBERSHIP GAIN IN October: 11  
NET MEMBERSHIP GAIN IN 2009: (19)  
2009 Goal: 10

2009 Retention Goal: 88%  
Current Retention Rate: 85%  
(Industry Average: 80%)



# New Members

	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Jan</b>	16	16	16	22	9
<b>Feb</b>	22	18	14	16	16
<b>Mar</b>	16	20	20	13	13
<b>April</b>	34	20	16	22	33
<b>May</b>	23	41	26	23	16
<b>June</b>	16	12	29	25	16
<b>July</b>	8	10	13	15	21
<b>Aug</b>	18	16	17	22	24
<b>Sept</b>	75	54	41	19	38
<b>Oct</b>	7	13	48	16	26
<b>Total</b>	<b>235</b>	<b>220</b>	<b>240</b>	<b>193</b>	<b>212</b>
<b>Nov</b>	13	11	14	12	
<b>Dec</b>	7	12	9	11	
<b>Total</b>	<b>255</b>	<b>243</b>	<b>263</b>	<b>216</b>	<b>212</b>



## **New Members October 2009**

### **AAA Auto Club South**

Judi Benedict  
712 Mall Blvd.  
Savannah, GA 41306  
912-352-8222  
Non-Profit

### **Ardyss Independent Distributors**

Rose Hargis/Deanna Smith  
605 Eagle Crest Drive  
Lake Park, GA 31636  
229-251-8662  
NATURAL HEALTH & BEAUTY/  
WELLNESS

### **AA Superior Transportation Co.**

Christine Williams  
511 N. Lee Street  
Valdosta, GA 31601  
229-253-4603

TAXI CAB/TRANSPORTATION

### **Auto Repair Experts**

Ben Culpepper  
4545 N. Valdosta Road  
Valdosta, GA 31602  
229-247-5867

AUTOMOTIVE REPAIR/BRAKES/  
OIL CHANGE/SERVICE

### **ACN**

Mary Ellen Weeks  
2808 Pebblewood Drive  
Valdosta, GA 31602  
229-259-9447  
TELECOMMUNICATIONS

### **Critter Solutions, LLC**

Rusty Johnson  
196 Wyatt Way  
Chula, GA 31733  
229-445-1388  
ANIMAL REMOVAL/PEST  
CONTROL

### **Anna Lee's Gifts & More**

Susan Bean  
1750 Airport Road  
Valdosta, GA 31602  
229-292-9244  
GIFTS/SOUVERNERS

### **Edward Jones**

**Michael Meeks**  
1900 B Gronto Road  
Valdosta, GA 31636  
229-244-2772  
FINANCIAL ADVISOR



## **New Members October 2009**

### **Girlfriends II Hair Salon**

Irean Jones

4333 Bemiss Road Suite 6

Valdosta, GA 31605

229-245-0906

HAIR SALON/HAIR CARE PRODUCTS

### **Corey Hull**

3833 N. Oak St. Ext.23

Valdosta, GA 31605

574-329-5745

ASSOCIATE MEMBER

### **Hopes and Dreams Riding Facility**

Mike Randall

4600 Knights Ferry Road

Quitman, GA 31643

229-263-4773

HORSE

BOARDING/TRAINING/THERAPY/  
RIDING LESSONS

### **Jaebeze Barber Shop and Salon**

James Bivins

2904 J. North Patterson St.

Valdosta, GA 31602

229-257-0055

BARBER/SALON

### **J.D.'s Door and Window Installations**

Javourous D. Daniels

1219 Ponderosa Drive

Valdosta, GA 31601

229-475-3653

DOORS WINDOW

INSTALLATION/PAINTING/  
HOME IMPROVEMENT

### **Nu-Smile Family Dentistry**

Dr. Sherry C. Calvin

3901 N. Forrest St. Ext.

Valdosta, GA 31605

229-244-8884

DENTISTRY

### **Kiddie Korral Daycare**

Jessica Warren

1611 Slater Street

Valdosta, GA 31602

229-244-7101

CHILDCARE/PRE-K

### **Barbara Miller**

P.O. Box 2594

Valdosta, GA 31604

ASSOCIATE MEMBER



# New Members October 2009

## **Liberty National Life Insurance Co.**

Sam Knight

3005 Asbury Cir.

Valdosta, GA 31602

229-560-3794

LIFE INSURANCE/CANCER/  
EMPLOYEE

BENEFITS/MORTGAGE PROTECTION

## **Phantom Media Productions, Inc.**

Terry M. Laster

3810 Bermuda Run Drive

Valdosta, GA 31605

229-630-7499

WEBSITE DESIGN/GRAPHIC DESIGN

## **Lowndes/Valdosta Commission for Children & Youth**

Seth Brown

930 Lake Park Road

Valdosta, GA 31601

229-333-8597

NON PROFIT

## **Ronald K. Reagin, Jr. DMD,P.C.**

Ron Reagin

2309 N. Patterson Street

Valdosta, GA 31602

229-244-4656

DENTISTRY

## **Shape Designers Medical Weight Loss Clinic**

Mary C. Holt

3338 Country Club Road Suite M-2

Valdosta, GA 31605

229-247-2585

WEIGHT LOSS

## **Shuffles Boutique**

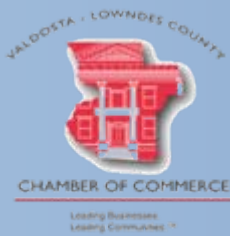
Terri Taylor

2001 W. Gordon Street

Valdosta, GA 31602

229-249-0414

CONSIGNMENT



# New Members October 2009

## **The Outlet Christian Life Worship Center, Inc.**

Vincent Brown  
207 Pendleton Avenue  
Valdosta, GA 31601  
229-269-1327  
CHURCH

## **Valdosta State University- Spectator**

Pat Miller  
1238 Hopper Hall  
Valdosta, GA 31698  
229-333-5688  
NON PROFIT

## **Xstream Marketing**

Renae Dearman  
4015 Collier Lane  
Valdosta, GA 31605  
229-415-8751  
INTERNET MEDIA/ONLINE  
ADVERTISING

## **Young, Thagard, Hoffman, Smith & Lawrence, LLP**

Daniel C. Hoffman  
801 Northwood Park Dr.  
Valdosta, GA 31602  
229-242-2520  
ATTORNEYS

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



## Dues Account Status Report October 2009

<u>Billing Period</u>	<u>Accounts</u>		<u>Collection Rate</u>
	<u>Receivable</u>	<u>Collections</u>	
Current	\$28,562.50	\$8,152.92	29%
Previously Collected for current month		\$13,722.70	48%
<b>Total Current</b>	<b>\$28,562.50</b>	<b>\$21,875.62</b>	<b>77%</b>
1-30 Days	180.00	60.00	33%
31-60 Days	6,460.25	345.00	5%
61-90 Days	20,084.19	2,508.50	12%
91-120 Days	4,076.65	300.00	7%
120+ Days	30,156.79	2,766.25	9%
<b>Subtotal</b>	<b>\$89,520.68</b>	<b>\$27,855.37</b>	<b>31%</b>
New Members	\$2,988.75	\$2,988.75	
<b>Total</b>	<b>\$92,509.13</b>	<b>\$30,844.12</b>	<b>33%</b>

**VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE**

Leading Businesses.  
Leading Communities.™



**Dues Account Status, continued**

**Previously collected for current months:**

July	0.00
August	10,641.45
September	3,081.25
<b>Total</b>	<b>\$13,722.70</b>

**Pre-Paid Dues for future months:**

November	8,375.00
December	6,980.50
January	0.00
<b>Deferred Revenue</b>	<b>\$15,355.50</b>

**Other Information:**

Direct Debit Accounts to Date	48
Online Billing Accounts to Date	101



## Write-Offs October 2009

REASON DROPPED	NAME	JOIN DATE	AMOUNT
Consolidated Business	Valdosta Lincoln-Mercury Jeep, Inc.	3/4/1996	\$0.00
Member Moved	Kelly Hernderson with Mary Kay Cosmetics	10/22/2007	\$0.00
No Benefit Seen	B & B Appraisal	3/4/1996	\$240.00
No Benefit Seen	RJC Enterprises	9/10/2007	\$300.00
Nonpayment of Dues	Barry R Chapman Law Firm	10/1/2004	\$300.00
Nonpayment of Dues	Beltone Hearing Care Resources, Inc.	10/5/2005	\$300.00
Nonpayment of Dues	Farmers and Merchants Bank-Valdosta	2/15/2006	\$4,070.00
Nonpayment of Dues	Mature Solutions, LLC	10/30/2007	\$240.00
Nonpayment of Dues	Michael's Deli	10/5/1998	\$290.00
Nonpayment of Dues	Miss Mothers Kiddie Care & Preschool, Inc.	9/28/2004	\$240.00
Out of Business	Hood Packaging Corporation	3/4/1996	\$224.70
Requested Cancel	Glenn Shepard Seminars, Inc.	05/12/2008	\$250.00
Requested Cancel	Hungry Howie's	8/26/2008	\$187.50
Requested Cancel	Insta-Lube	3/4/1996	\$200.00
Requested Cancel	Milo Sanitation, Inc.	10/5/2006	\$250.00
			<b>\$7,092.20</b>



## Write-Offs October 2009 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions			30	\$5,918.50
Business Sold			8	\$2,205.00
Consolidated Business	1	\$0.00	3	\$750.00
No Benefit Seen	2	\$540.00	7	\$1,810.00
Member Deceased			1	\$0.00
Member Moved	1	\$0.00	7	\$435.00
Member Retiring			3	\$560.00
Nonpayment of Dues	6	\$5,440.00	23	\$9,705.00
Out of Business	1	\$224.70	105	\$16,801.57
Requested Cancellation-No Reason	4	\$887.50	43	\$10,592.50
Unhappy/Angry			1	\$240.00
<b>TOTAL</b>	15	\$7,092.20	231	\$49,017.57

Write-Offs 2008	11	\$1,627.50	154	\$27,753.09
-----------------	----	------------	-----	-------------

<b>Difference 2008 vs. 2009</b>	<b>4</b>	<b>\$5,464.70</b>	<b>77</b>	<b>\$21,264.48</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	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	34	27	8
Oct. 7	44	30	9
Nov. 4	28	53	7
Dec. 2			
<b>TOTAL</b>	<b>213</b>	<b>320</b>	<b>89</b>

Oct. 7, 2009 invitation list for CHAMBER 101 consists of members that joined from July 17, 2009 – Aug 21, 2009 (2<sup>nd</sup> time invites) & Aug. 22, 2009 – Sept. 24, 2009 (1<sup>st</sup> time invites) Goal for 2009 is to have 75% of new members to attend. 44



## 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, Dec. 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 (10)	James McGahee (1)	Jane Shelton (1)
Jeff Hanson (9)	Terri Lupo (3)	Tim Jones (1)
Tom Gooding (2)	Walter Hobgood (2)	Debra Tann (2)
Stan Fillion (1)		

## Open Rates of Current Chamber e-publications

**Chamber In Motion** weekly e-newsletter

Sent every Monday

**Open Rate: 29.6%\***

**Events Update** sent Tuesday

**Open rate: 26.7% \***

**Legislative Update** e-notices

Sent as important Legislative Issues arise

**Open Rate: 23.6%\***

**Chamber Board Insight** newsletter

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

**Open Rate: 25%\***

*\* Percentages represent data accumulated between 10/1-10/31/09*



## 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%

# MARKETING REPORT OCTOBER 2009

## YEAR TO DATE

Television Stories: 16 (47 total 2008)  
Radio Presentations: 56 (89 total 2008)  
Print Articles: 48 (58 total 2008)  
Presentations: 34 (26 total 2008)

## ECONOMIC DEVELOPMENT DIVISION

Presentation-Entrepreneur Friendly Day-TN

Presentation-Leadership Lowndes-MB

## BUSINESS EXPANSION

Radio-Excalibur Awards (Talk 92.1)

## PUBLIC AFFAIRS DIVISION

Print-Listening Session (VDT)

TV-Census Kick-off (Channel 17)

Presentation-Listening Session-Rotary

## MEMBER SERVICES DIVISION

Radio-3 Ribbon Cutting Visits (WAAC)

Radio-B2B Promotion (Black Crow)

Radio-B2B Promotion (Talk 92.1)

Radio-Moody Promotion (Talk 92.1)

Radio-B2B Promotion (Michael Jetter Show)

Print-Business After Hours (VDT)

Radio-B2B Promotion (WAAC)

Print-Ground Breaking (VDT)

## WORKFORCE DEVELOPMENT AND EDUCATION DIVISION

Print-MetroOne (Valdosta Scene)

## MISCELLANEOUS

Print-THINK B.I.G. (Valdosta Magazine)

TV-MB Economic Outlook (WALB)

TV-MB Economic Outlook (ABC 27)

TV VSU Tailgate (ABC 27)

# October Ribbon Cuttings



**Wilkinson Textiles**



**North Ashley Center**



**Verizon Wireless**



**Fruity Bouquets**



**W.G.Nunn Elem.School**



**AllCell Wireless**

# October Ribbon Cuttings



**244-TAXI**



**Virtual World Tech.**



**Langdale Park**



**Serenity Palliative**

# Ambassadors Report

## OCTOBER 2009

### OCTOBER STATISTICS

Ribbon Cuttings for October: 9  
Groundbreakings for October: 1  
Business After Hours for October: 2  
Early Bird Breakfasts for October: 0

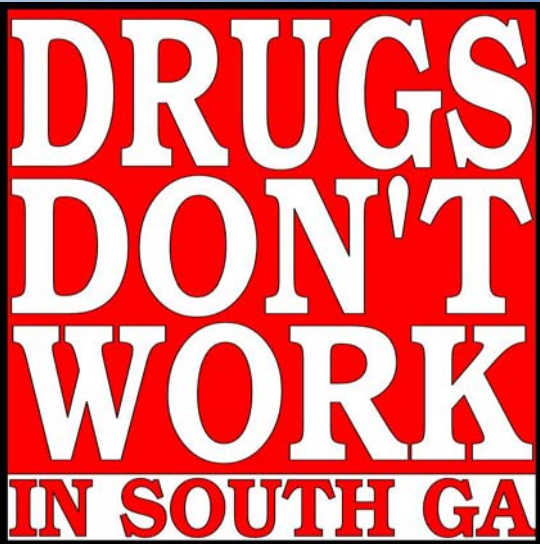
### 2009 STATISTICS

2009 Ribbon Cuttings: 72 (Goal: 75)  
2009 Groundbreakings: 4  
2009 Business After Hours: 10  
2009 Early Bird Breakfasts: 3

### UPCOMING EVENTS

Moody Fun Fair  
Moody Air Force Base  
December 3, 2009  
4-7 p.m.

**Business After Hours**  
**Guardian Bank**  
**December 15, 2009**  
**5-7 p.m.**



## DRUGS DON'T WORK Summary October 2009

Total # of DDW Partners as of 12/31/08:	266
Total # of DDW Partners as of 10/31/09:	265
2009 New Members:	14
2009 Losses:	15
YTD Net Gain:	<u>0</u>

**Goal for 2009: 271**

<u>YTD</u>	<u>Oct</u>	<u>Total</u>	<u>Goal</u>	<u>Fav/(Unfav)</u>
\$29,075	\$1,950	\$31,025	\$40,000	<b>(\$8,975)</b>

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

# 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 October

### **Country Hearth Inn & Suites**

Charley Patel  
2811 N. Ashley Street

### **Executive Travel**

Jaret Bloomberg  
3338-E Country Club Road

### **Azalea Center for Plastic Surgery**

Dr. Bridgett Moore  
2810 North Oak Street

### **Waller Insurance**

Ralph Waller  
3338-E Country Club Road

### **Pipkin's Motors**

David Pipkin  
4140 N. Valdosta Road

### **Home of 10,000 Frames**

Roy Rawlins  
3338-G Country Club Road

### **UPS Store**

James Daniel  
3338-L Country Club Road

### **Steel's Jewelry**

Chuck Steel  
3338-I Country Club Road 52

# Economic Development Division Reports



**Tom Gooding  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



# Valdosta Networking Professionals



**Now has thirty (30)  
members currently  
participating!**

# Inventors and Innovators

Surveyed more than 50 Inventors and Innovators about the opportunity and topics of discussions for an Inventors Network.





- **October**-Small Business Management & Human Resources by Megan Smith and Anne Barnas of SmithBarnas & Associates
- **November 11**-Legal Issues for Small Business with an emphasis on Workers' Compensation by Rob Ryan of Moore, Clark, DuVall and Rodgers





## October 2009 S.E.E.D.S. Center Report

### CLIENTS

2009 Goal: 600

Lowndes: 39

Region: 3

YTD Total: 473

Client Types

**Start-ups: 22**

**Existing/Expanding: 15**

**Developers: 0**

**Info: 3**

Outcomes

New Members: 2

Started: 1

Expanded: 2

### RESOURCE DISTRIBUTION

ABC's: 25

Sales Leads: 30

Demographics: 2

Retail Lease Trac: 0

Traffic Counts: 0

**Loan Info: 6**

### WEB SITE (SEPT & OCT)

Total Hits: 26,904

Unique Visitors: 533

Total Visits: 892

Page Rank Google: 1st

(Seeds center, Valdosta)

### PROFESSIONAL CONSULTANTS PROGRAM

Quarter Goal: 23/19

Hours Provided: 12/3

2009 Goal: 85

YTD Total: 47

Most Demand

Marketing /Account

### GUARDIAN BANK BUSINESS PLAN COMPETITION

***First Drafts Due to the Chamber by 5 p.m.***

***November 20, 2009***



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

**Monthly Activity Report**  
**Period: October 2009**

	<u>2009</u>	<u>2008</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	10,617	12,138	1,735,212
Web page requests:	2,239	NA	25,456
Web site leads:	16	15	1,402
Brochure leads:	0	0	20
Other TCH leads:	1	1	233
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	1	1	207
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
<b>Total leads active</b>	<b>18</b>	<b>17</b>	<b>3,577</b> <b>58</b>



## RELOCATIONS

- **Relocations (Households): 290**

Lowndes: 257      Brooks: 21      Lanier: 12

- **Oct Relocations: 2**
- **2009 Relocations: 35**
- **States inquiring: 47**
- **Relocations from: FL: 147, GA: 44, NY: 18, AL: 3, CA: 6, CO: 4, IL: 8, MI: 10, 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: 7, NJ: 1, NC: 2, NH: 1, TX: 3, UN: 10**
- **Newcomers sources:**
  - TCH-Web site/Call in/Brochure: 200
  - B-Q Chamber: 6
  - V-L Chamber: 32
  - L-L Chamber 0
  - Advertising: 8
  - Other: 46



## **ECONOMIC IMPACT**

- **Annual Income: \$12,180,000**
- **Annual Spending: \$10,440,000**
- **Liquid Assets: \$1,218,000,000**
- **Indirect Jobs Created: 580**

(average according to industry standards)

# Workforce Development & Education Division Reports



**Greg Justice  
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



# Congratulations to the 2009 Manufacturer of the Year: CJB Industries, Inc.



## Salute to Manufacturers Early Bird Breakfast

The 2009 Manufacturer of the Year will be announced and results from the Business Retention and Expansion Process Survey will be shared.



Special Keynote Speaker  
**Suzanne Sitherwood**  
President, Atlanta Gas Light &  
2010 Chair-Elect, Georgia  
Chamber of Commerce

2009  
Manufacturer of the Year  
Finalists are:



**Thursday, November 12, 2009**

**7:30-9 a.m.**

**Rainwater Conference Center**



# 2009 BREP Report



## Business Retention and Expansion Process Summary Report for Valdosta-Lowndes County, 2009

### Standard Industrial Code Classifications of Survey Participants

Packaged edible oil products	1
Concrete products	1
Canvas awnings	1
Animal feed	1
Fine art reproductions	1
Processed meat products	1
Manufacture potting soil	1
Disposable house materials	1
Wood products	1
Manufacture special chemical products	3
Industrial supplies	1
Printing	2
Bath Tubs	1
Safety lifting devices	1
Building products	1
Wooden storage buildings	1
<b>TOTAL</b>	<b>19</b>

### Impact on Product Development

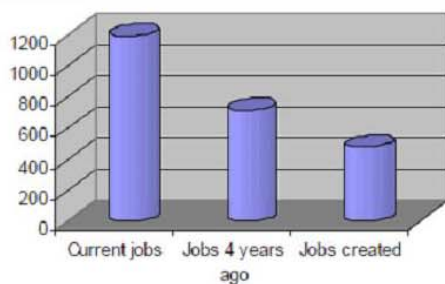
Survey participants were asked to indicate what factors have had the greatest impact on their current and future product development, such as machinery, labor, supplies, etc.:

<b>36.8%</b>	<b>Machinery</b>
<b>26.3%</b>	<b>Cost of Raw Materials and Supplies</b>
<b>36.8%</b>	<b>Labor: Availability and Quality</b>
<b>36.8%</b>	<b>Technology</b>
<b>26.3%</b>	<b>Other</b>

\*Participants could indicate more than one factor.

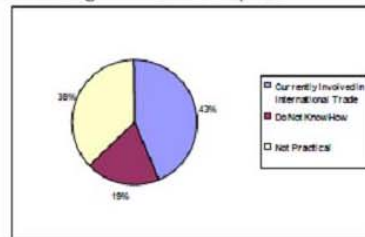
### Labor and Workforce Development

The 19 businesses participating in this survey reported that they currently employ 1192 persons, versus approximately 713 employees four years ago for a net gain of 479 jobs. This amounts to an annual average of 119 jobs over the last four years for the sampled industries.



### International Trade

Fifty-eight percent of companies surveyed are actively involved in international trade or have been within the past three years. Of the remaining 42 percent that have not been involved in international trade, 25 percent of the companies stated not knowing how to be involved in international trade as their reason for having not done so previously. Fifty percent stated it was not practical to engage in international trade because of the following reasons: the majority of their business is in and around Valdosta-Lowndes County, the product is not applicable to the international market, or the product does not sell out of the local facility. The remaining 25% did not respond.



### Expansion

Survey participants were asked to indicate their plans for expansion, relocation and/or modernization of their facility. Expansion and modernization plans represent significant potential for investment in the local economy and job growth over the next few years.

26.3% of the manufacturers surveyed are considering expansion  
80% of expansions will take place at the current site  
20% of expansions will take place in the same city at a different site

### Educational Requirements

Firms were asked to identify the type of educational training/ educational level that their firm currently needs, ranging from a high school/GED requirement to a college degree.

<b>63.1%</b>	<b>High School or GED Required</b>
<b>21%</b>	<b>College Degree</b>
<b>26.3%</b>	<b>Technical College Degree</b>
<b>36.8%</b>	<b>No Formal Tech Training/Education</b>
<b>15.7%</b>	<b>Certified Specialist</b>

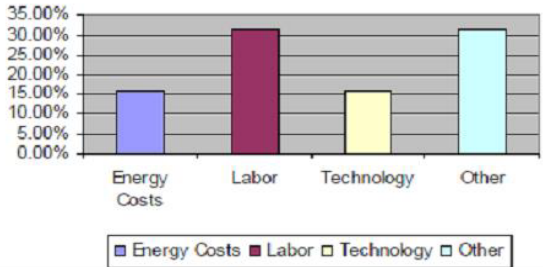
\*Participants could indicate more than one educational requirement.

# 2009 BREP Report continue



## Business Retention and Expansion Process Summary Report for Valdosta-Lowndes County, 2009

### Cost Factors Impacting Current Financial Condition

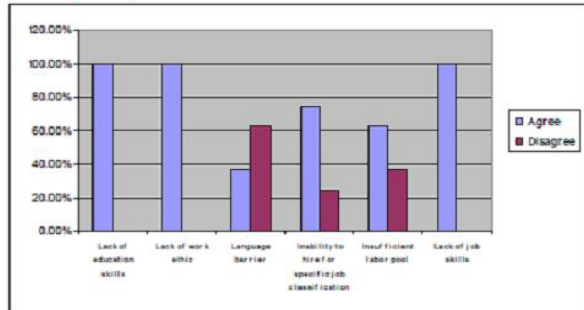


Survey participants were asked to identify cost factors impacting their current financial condition. The following graph represents the percentage of responses in the categories most often cited by respondents. Totals may exceed 100% due to the combined calculation of all responses and the occasional reporting of more than one factor per category.

Factors labeled as 'other' were identified as economy, lack of sales, tax increases, cost of materials, and cost of benefits packages.

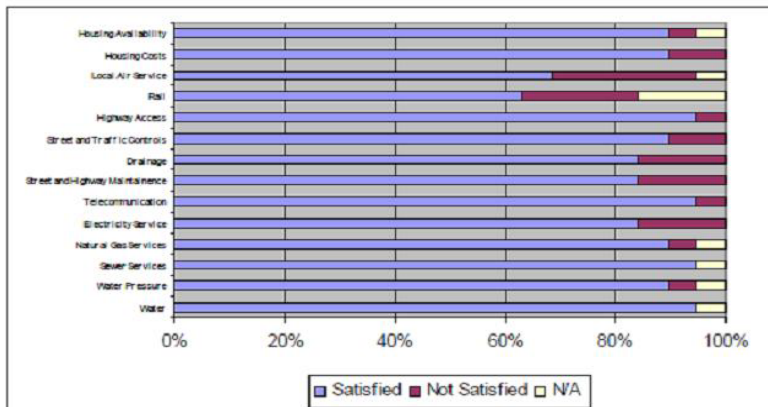
### Workforce Needs

Firms were asked whether they had difficulty obtaining qualified employees and to identify the possible cause for the difficulty. Of the surveyed participants, 42% indicated that they have problems obtaining qualified employees. The following graph indicates the percentage of firms that reported specific problems in this area.



Community	
84.3%	Valdosta-Lowndes County is an excellent or good place to do business.
15.7%	Valdosta-Lowndes County is a fair or poor place to do business.
State	
100%	Georgia is an excellent or good place to do business.
0%	Georgia is a fair or poor place to do business.

### Satisfaction with Local Services and Institutions



Firms were asked whether they were satisfied with a number of different local services and institutions. The Chamber, in cooperation with local government officials, must work to address specific problems identified by surveyed businesses.

\* Items coded N/A are not applicable to the business.

# 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	26
November 5, 2009	25	26
<b>GOAL TOTAL</b>	<b>100</b>	<b>101</b>





**Upcoming Events:**

**MetroOne Task Force Meeting-Nov. 23**

**MetroOne Holiday Party- Dec. 3**



# VALDOSTA - LOWNDES COUNTY CHAMBER OF COMMERCE

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

VALDOSTA - LOWNDES COUNTY  
CHAMBER OF COMMERCE

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# Meeting Adjourned