

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

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October 16, 2008

***Board of Directors
Meeting***

@ Country Inn & Suites



**Board of Directors Meeting
Thursday, October 16, 2008
10:30 am – 12:00 pm
@ Country Inn & Suites**

AGENDA

- **Call to order, establish a quorum, and review agenda**
- **Consider minutes of the September 18, 2008 meeting**
- **OPERATIONS & ADMINISTRATION**
- **Chamber September 2008 Financial Statements**
- **Chamber Activity Report**
- **IMPACT 2012 Oversight Committee**
- **Barber House Expansion Report**

Agenda continues →

➤ **Action Items to Consider**

- **Consider proposed amendment to By-Laws regarding Chairman-Elect-Elect**
- **Appoint 2009 Committee Chairmen**
- **Consider Membership in “Get Georgia Moving”**
- **Report from Election Judges**

Agenda continues 



Division Reports

Member Services Division

David Newbern (Vice Chairman)

- Membership Report
- Marketing Committee
- Ambassadors Committee
- Existing Industry Committee

Economic Development Division

Terri Lupo (Vice Chairman)

- Home Grown Entrepreneurs Program
- Triple Crown Hometowns Program
- Task Force to Study the Impacts of School System Organization on Economic Development in Our Community

Public Affairs Division

Tom Gooding (Vice Chairman)

- Government Affairs Council
- Military Affairs Committee

Agenda continues →

Workforce Development & Education Division

Tim Jones (Vice Chairman)

- B.E.S.T. Program
- Workforce Development Program
- DRUGS DON'T WORK Program

Business Expansion Division

Jeff Hanson (Vice Chairman)

- Targeted Business Expansion Committee
- MetroOne
- South Georgia Partnership for Regional Development

➤ **Consider Minutes of September 18, 2008 Board Meeting**

Minutes of the Valdosta-Lowndes County Chamber of Commerce Board of Directors meeting held Thursday, September 18, 2008, 10:30 a.m. at Park Avenue Bank.

Members Present: Sally Bloom, Ed Cockman, Allan Dear, Jodi Doss, Stan Fillion, Tom Gooding, Walter Hobgood, Greg Justice, Terri Lupo, David Newbern, Paul Nichols, Jay Prince, Jerome Riley, Phyllis Royal, Jane Shelton, Debra Tann, and Myrna Ballard

Members Absent: Tim Coombs, Trey Fausett, Jeff Fulp, Jeff Hanson, Tim Jones, Lee Morgan, Giovanni Panizzi and Nick Valenti

Also Present: F. D. Toth, Patrick Schloss, Carol Kimbrough, Scott James, Renee Parker, Lori Pohlgreen, Allen Grassman, Lyndi Soles, Darrel Wilder, Alison Stokes, Tara Nichols, Evan Butler-Sands, Sokanya Lanh, Hunter Harper, Mike Stalvey, Betty Morgan, Kati Boles, Diana McAlroy and Karil Brockington

Chairman Hobgood called meeting to order and established a quorum. Chairman Hobgood noted that this is Committee Chairmen report day. The Board packet will be presented with a PowerPoint presentation.

Minutes of the August 21, 2008 Board Meeting were reviewed. S. Fillion made a motion to accept the minutes as presented. J. Prince seconded the motion and it passed unanimously.

Chamber August 2008 Financial Statements: P. Nichols reviewed the Chamber financial statements. E. Cockman made a motion to accept the financial statements as presented. D. Newbern seconded the motion and it passed unanimously. *(see pgs. 1-25 of handout)*

Chamber Activity Reports: Chairman Hobgood reported. *(see slides 14-18 of original Board packet)*

Report from Nominating Committee – Chairman Hobgood reported *(see slide 19 of Board packet)*

IMPACT 2012 Report – Chairman Hobgood reported. *(see slides 20-22 of original Board packet)*

Barber House Expansion Report – T. Gooding reported. *(see slides 23-26 of Board packet)*

ACTION ITEMS TO CONSIDER:

Review proposed amendment to By-Laws regarding Chairman-Elect-Elect - W. Hobgood reported on behalf of the Nominating Committee, which is recommending that the By-Laws be amended to include the annual election of a Chairman Elect-Elect. The Board will consider the By-Laws amendment regarding Chairman-Elect-Elect at the October Board meeting. (*see slide 27 of original Board packet*)

➤ **Consider consolidating Barber Trust CD and Barber Trust bank account into money market account** – T. Gooding reported on behalf of the Barber Trust Advisory Board, which is recommending consolidation of the Trust CD and bank account at First State Bank & Trust. P. Royal made a motion to consolidate the Barber Trust CD and Barber Trust bank account into a money market account. P. Nichols seconded the motion and it passed unanimously. (*see slide 27 of original Board packet*)

➤ **Consider opening Barber House Expansion Fund Bank Account** – Treasurer P. Nichols made a motion to open a Barber House Expansion Fund Bank Account to accommodate future contributions for the expansion of the building. T. Lupo seconded the motion and it passed unanimously. (*see slide 27 of original Board packet*)

- **Appoint Election Judges** – Chairman Hobgood appointed the following to serve as 2008 Election Judges: Michael Anderson, Craig Moore, Jerry Kozuch, Gelaine Foster and Marcie Dennard.

DIVISION REPORTS:

ECONOMIC DEVELOPMENT DIVISION:

Terri Lupo, Vice Chairman

- **Home Grown Entrepreneurs Program** – T. Lupo reported. *(see slides 31-34 of original packet)*

Triple Crown Hometowns Program – A.

Stokes reported. *(see slides 35-38 of original packet)*

Task Force to Study the Impacts of School System Organization on Economic Development in Our Community –

Chairman Hobgood stated that he will calling a special called Board of Directors meeting early Oct. to bring Board members up to date on the Task Force's progress.

PUBLIC AFFAIRS DIVISION:

Tom Gooding, Vice Chairman

- **Government Affairs Council** – T. Gooding reported. *(see slides 41-42 of original Board packet)*
- **Military Affairs Committee** – T. Gooding reported. *(see slides 43-44 of original Board packet)*

**WORKFORCE DEVELOPMENT &
EDUCATION DIVISION:** *Tim Jones, Vice
Chairman*

- **B.E.S.T. Program** – D. Newbern reported. *(see slide 46 of original Board Packet)*
- **Workforce Development Program** – G. Justice reported.. *(see slides 47-48 of original Board packet)*
- **World Class Recognition Program** – W. Hobgood reported. *(see slide 49 of original Board packet)*
- **DRUGS DON'T WORK Program** – W. Hobgood reported. *(see slides 50-52 of original Board packet)*
- **BUSINESS EXPANSION DIVISION:** *Jeff Hanson, Vice Chairman*
- **Targeted Business Expansion Committee** – W. Hobgood reported. *(see slides 54-55 of original Board packet)*
- **MetroOne** – W. Hobgood reported. *(see slides 56-57 of original Board packet)*
- **South Georgia Partnership For Regional Development** – J. Doss reported. *(see slide 58 of original Board packet)*

BUSINESS EXPANSION DIVISION:

Jeff Hanson, Vice Chairman

- **Targeted Business Expansion Committee** – W. Hobgood reported. *(see slides 54-55 of original Board packet)*
- **MetroOne** – W. Hobgood reported. *(see slides 56-57 of original Board packet)*
- **South Georgia Partnership For Regional Development** – J. Doss reported. *(see slide 58 of original Board packet)*

MEMBER SERVICES DIVISION:

David Newbern, Vice Chairman

- **Membership Report - D. Newbern reported.** *(see slides 60-75 of original Board packet)*
- **Marketing Committee – P. Royal reported.** *(see slide 76 of original Board packet)*
- **Media Presentation** – P Royal recognized the media for their outstanding support to the Chamber for all it's publications. *(see slide 77 of original Board packet)*
- **Ambassador Report** – C. Kimbrough reported. *(see slides 78-79 of original Board packet)*
- **Existing Industry Committee** – D. Wilder reported. *(see slides 80-81 of original Board packet)* 11

- **President's Report:** M. Ballard informed the Board that the PowerPoint can be found on the Chamber's Web site. www.valdostachamber.com; select Our Chamber tab.
- **Chairman's Report:** W. Hobgood thanked the media for their outstanding support.

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

Respectfully submitted,

Karil Brockington

Karil Brockington
Administrative Director

VALDOSTA - LOWNDES COUNTY



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Operations & Administration

VALDOSTA - LOWNDES COUNTY



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Financial Statements

September 2008 and

2007



Please refer to your handout.....

Chamber Activity Reports



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



September 2008 Correspondence/Activity Report (2007 Figures in Parentheses)

Mail Correspondence:

Newcomers Packets	<u>29</u> (32)
Visitors Packets	<u>15</u> (1)
Students Packets	<u>0</u> (5)

Miscellaneous Information Requested:

Request for BBB:	<u>20</u> (0)
Email Information Requested:	<u>34</u> (32)
Request for Events:	<u>5</u> (0)
Civic Club Lists:	<u>5</u> (5)
Web site Referrals by Phone:	<u>6</u> (0)
Manufacturers List:	<u>7</u> (5)
Request for Directions:	<u>8</u> (26)
Maps:	<u>110</u> (307)
Request for Wild Adventures:	<u>0</u> (0)
Membership Info. Packets:	<u>5</u> (4)
Phone Books:	<u>63</u> (60)
Membership List/Email:	<u>1</u> (5)
Total Miscellaneous:	<u>264</u> (444)

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Member Referrals:

Total Categories: 48

Top 10

Restaurants:	<u>11 (na)</u>
Organizations/Non-Profit:	<u>17 (na)</u>
Hotel/Motels:	<u>26 (na)</u>
Cleaning Services:	<u>17 (na)</u>
Attorneys:	<u>22 (na)</u>
Government:	<u>37 (na)</u>
Automobile Repair Service:	<u>25 (na)</u>
Advertising:	<u>39 (na)</u>
Accountants:	<u>40 (na)</u>
Manufacturers:	<u>47 (na)</u>
Other:	<u>134 (na)</u>

Total Member Referrals: 415 (na)

September 2008 Web Site Activity Report

www.valdostachamber.com



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

Welcome to the Valdosta-Lowndes County Chamber of Commerce

Leading the way in improving economic opportunities for all businesses, large and small

Creating a climate of growth and laying a foundation for success that will be strong for years to come

Keeping businesses connected to important issues that affect the economy and lifestyle of our community

Providing a platform of opportunity where individuals and businesses can make a difference

Current Chamber Membership: 1,559

Featured Events

August 21, 2008
Salute to World Class Employees Early Bird Breakfast
James H. Rainwater Conference Center
7:30 a.m. – 9:00 a.m.

SCHOOL SYSTEM STUDY

UNITED STATES CHAMBER OF COMMERCE
ACCREDITED

Web Site Hits:

April 2008	101,762
May 2008	135,193
June 2008	146,785
July 2008	147,533
Aug. 2008	142,842
Sept. 2008	152,540

Page Views:

April 2008	15,035
May 2008	19,738
June 2008	16,398
July 2008	16,774
Aug. 2008	15,507
Sept. 2008	16,752

Search Engine Position for Chamber Site as of September 12, 2008

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	Second page in 1 st place	First Page in 1 st place	First page in 2 nd place
MSN	Third page in 3 rd place	First page in 1 st place	Second page in 1 st place
YAHOO	Fourth page in 8 th place	First page in 1 st place	First page in 7 th place

Search Engine Position for Chamber Site as of October 9, 2008

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	First page in 7 th place	First Page in 1 st place	First page in 1 st place
MSN	Second page in 1 st place	First page in 1 st place	First page in 1 st place
YAHOO	Third page in 6 th place	First page in 1 st place	First page in 3 rd place

Web Site Button Advertisers

Arthur Herndon Company Real Estate, Inc.

Coombs Heating & Air Conditioning, Inc.

Park Avenue Bank

Precision Pumps

South Georgia Medical Center



➤ **Action Item to Consider**

- **Consider amendment to By-Laws regarding Chairman-Elect-Elect**

ARTICLE V

Officers

Section I: Determination of Officers The Board of Directors (new and retiring) at its regular November meeting shall reorganize for the coming year. The Nominating Committee for Directors shall also nominate officers each year. At this meeting, the Board shall elect the Chairman of the Board, Vice Chairman - Administration, Vice Chairman-Economic Development, Vice Chairman-Membership & Marketing, Vice Chairman-Community Affairs, and Vice-Chairman-Business Promotions & Services, and the Treasurer. Officers will be elected from members of the new Board. A Chairman-Elect **and a Chairman-Elect-Elect** will be elected from among the Vice Chairmen and Treasurer. All officers shall take office on the first day of the new fiscal year (January 1) and serve for a term of one (1) year or until their successors assume the duties of office. They shall be voting members of the Board of Directors.

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➤ **Valdosta-Lowndes County Chamber of Commerce
2009 Committee/Program/Network/Task Force Chairmen**

Finance Committee
IMPACT 2012 Oversight Committee

Paul Nichols, Treasurer
Bill DeCoudres, Chmn.

Business Expansion Division

Targeted Business Expansion Committee
MetroOne Network

Bill DeCoudres, Chmn.
Emily Browning and
Erika Biddix, Co-Chmn.

So. Ga. Partnership for Regional Development Jodi Doss, Chmn.
VALET (Valdosta and Lowndes Expansion Team) Jodi Doss, Chmn.

Member Services Division

Marketing Committee
Ambassadors Committee
Existing Industry Committee
Plant Manager Network

Evan Butler-Sands, Director
Lyndi Soles, Chmn.
Marcie Dennard, Chmn.
(To be elected by PMN)

2009 Committee Chairmen, continues →

2009 Committee Chairmen, continued

Economic Development Division

Home Grown Entrepreneurs Program	Terri Lupo, Chmn. (2 nd Year)
Professional Consultants Program	Greg Reid, Chmn. (2 nd Year)
Small Business Owners Network	Anne Barnas, Chmn.
Triple Crown Hometowns Program	Alison Stokes, Director
Task Force to Study the Impacts of School. System Organization on Economic Development in Our Community	Rusty Griffin, Chmn.

Public Affairs Division

Government Affairs Council	Paula Goff, Chmn.
Local Legislative Committee	Katie Boles, Coordinator
State Legislative Committee	Sherry Wood, Chmn.
Federal Legislative Committee	Sally Bloom, Chmn.
Military Affairs Committee	Brian Geary, Chmn. (2 nd year)

Workforce Development & Education Division

B.E.S.T. Program	David Newbern, Chmn. (2 nd Year)
Workforce Development Program	Greg Justice, Chmn. (2 nd Year)
World Class Recognition Program	Sherry Zipperer, Chmn.
DRUGS DON'T WORK	Katinka Kelly, Chmn. (2 nd Year)

➤ Consider Membership in “Get Georgia Moving”

Get Georgia Moving, Inc. is an historic, not-for-profit coalition that supports new resources for transportation, including a new transportation sales tax to generate funding to relieve congestion, improve air quality and promote environmentally responsible economic development.

The coalition believes a single “silver bullet” solution does not exist and that all proposed solutions have to be based upon clearly identified needs and priorities and include measurable benchmarks that ensure progress and guarantee accountability. There is no cost involved.

Your membership will include:

- Email Updates to Stay Informed
- Invited to coalition-wide meetings
- Invited to transportation-related events
- Have your voice heard through targeted calls to action



Nominating Committee for 2009 Board and Officers

Jeff Hanson, Chairman

Jodi Doss

Walter Hobgood

Nick Valenti

Myrna Ballard

Election 2009

Official Ballot for Office of Director Three-year term Board of Directors

<p>Sally Bloom Senior Manager Government Affairs Georgia Region Mediacom</p>	<p>Ed Cockman Co Owner Family Health Care</p>	<p>Walt Gill CEO Pinnacle Prime Contractor</p>	<p>Jeff Hanson Valdosta President Park Avenue Bank</p>
<p>John Manning Owner John's Body Shop, Inc</p>	<p>James McGahee CEO South Georgia Medical Center</p>	<p>Paul Nichols President Nexxtep Technology Services, Inc.</p>	<p>Phyllis Royal Owner Full Circle Marketing and Advertising Agency</p>

This is to certify that ballots were counted on Oct. 10, 2008 by the following judges with the results of **306 votes** for the slate (and 7 opposed) as presented: Michael Anderson (Express Employment Professionals), Craig Moore (Southeastern Freight Lines), Jerry Kuzoch (South Georgia Vein Center), Gelaine Foster (Eye Associates of South GA, LLC) and Marcie Dennard (Park Avenue Bank)

Member Services Division Reports



**David Newbern
(Vice Chairman)**

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Dues Collection Report

Monthly

2007 & 2008

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>Variance</u>
Dec.	33,953.84	32,103.00		
Nov.	27,940.34	24,189.45		
Oct.	34,530.00	25,788.36		
Sep.	30,053.25	33,359.83	28,545.42	(4,814.41)
Aug.	29,929.75	29,994.19	31,056.19	1,062.00
July	34,782.50	29,223.75	38,982.60	9,758.85
June	21,691.25	33,757.94	27,435.67	(6,322.27)
May	30,796.01	20,674.42	30,457.34	9,782.92
Apr.	25,242.35	23,849.84	31,264.43	7,414.59
Mar.	35,800.77	39,974.04	14,879.68	(25,094.36)
Feb.	34,679.77	29,199.04	22,659.50	(6,539.54)
Jan.	39,124.18	45,297.34	48,150.38	2,853.04

Dues Collection Report, continued

Year-To-Date

	<u>2006</u>	<u>2007</u>	<u>2008</u>	2007 & 2008 <u>Variance</u>
Dec.	378,524.01	367,411.20		
Nov.	344,570.17	335,308.20		
Oct.	316,629.83	311,118.75		
Sep.	282,099.83	285,330.39	273,431.21	(11,899.18)
Aug.	252,046.58	251,970.56	244,885.79	(7,084.77)
July	222,116.83	221,976.37	213,829.60	(8,146.77)
June	187,334.33	192,752.62	174,847.00	(17,905.62)
May	165,643.08	158,994.68	147,411.33	(11,583.35)
Apr.	134,847.07	138,320.26	116,953.99	(21,366.27)
Mar.	109,604.72	114,470.42	85,689.56	(28,780.86)
Feb.	73,803.95	74,496.38	70,809.88	(3,686.50)
Jan.	39,124.18	45,297.34	48,150.38	2,853.04



Membership Summary Report As of September 30, 2008

DUES COLLECTED YEAR TO DATE: \$273,431.21
2008 goal for Dues Collection: \$396,000.00

NEW MEMBERS YEAR TO DATE: 177
2008 Goal: 244

TOTAL MEMBERSHIP: 1,553
2008 Goal: 1,550

NET MEMBERSHIP GAIN IN SEPTEMBER: (2)
NET MEMBERSHIP GAIN IN 2008: 33
2008 Goal: 31

2008 Retention Goal: 86%
(Industry Average: 80%)



New Members

2004 2005 2006 2007 2008

Jan	18	16	16	16	22
Feb	17	22	18	14	16
Mar	39	16	20	20	13
April	20	34	20	16	22
May	21	23	41	26	23
June	15	16	12	29	25
July	16	8	10	13	15
Aug	14	18	16	17	22
Sept	67	75	54	41	19
Total	227	228	207	192	177
Oct	24	7	13	48	
Nov	11	13	11	14	
Dec	12	7	12	9	
Total	274	255	243	263	177



New Members

September 2008

AFLAC

Steven Hall
919 Pine Cone Circle
Valdosta, GA 31602
229-292-7046
INSURANCE

Amazing Huskie

Dan Bennett
4117 Pebble Creek Drive
Valdosta, GA 31605
888-514-9088
DOG TRAINING

Azalea City Interiors

Laura F. Neck
P.O. Box 2589
Valdosta, GA 31604
229-251-8545
INTERIOR DESIGN/HOME
DÉCOR/HOME STAGING

Black Crow Media, LLC

Mike Gebora
1711 Ellis Drive
Valdosta, GA 31602
229-244-8642
RADIO/MEDIA

C.J.'s Pub & Pool

Charley Hester
1201 Baytree Road
Valdosta, GA 31601
229-333-0903
RESTAURANT/POOL
HALL

Computech Valdosta

Scott and Stacy Von Dollen
4045 Mulligan Road
Valdosta, GA 31605
229-561-2695
COMPUTER REPAIR/WEB
SITE DESIGN/BUSINESS IT
SUPPORT/CUSTOM BUILD
COMPUTERS/LAPTOP
REPAIR/VIRUS REMOVAL



New Members

September 2008

Executive Custom Homes

Mikel Wisenbaker/Andy Thompson

1308 Baytree Road
Valdosta, GA 31602
229-247-2201

CUSTOM BUILT
HOMES/COMMERCIAL
CONSTRUCTION

Iskren Georgiev

1520 Williams Street Apt.5

Valdosta, GA 31602
229-506-3727

Associate Member

H2 Marketing

Tori Holmes/Jimmy Holmes

5506 Danieli Drive North
Lake Park, GA 31636
229-559-3642

MARKETING/PR/RADIO/
TV/BILLBOARDS/NEWSPAP
ER/PRINT/DIRECT MAIL

Jacuzzi Whirlpool Bath

Sherrie Tripp

512 Highland Drive
Valdosta, GA 31601
229-671-7990

MANUFACTURING

Kenny Dressel & Associates

Kenny Dressel

3 Winding Circle
Valdosta, GA 31602
229-242-8915

GIFT INCENTIVES/
HEALTH/WELLNESS/BEAUTY/
SPORTS/FITNESS/HOUSEHOLD
ITEMS

Liberty National

Earl W. Douglas

509 N. Patterson Street
Valdosta, GA 31601
229-242-0661

INSURANCE AGENT



New Members September 2008

Lissimore Carpet Cleaning

Russell and Ebonee Lissimore

5616 Nutmeg Circle

Lake Park, GA 31636

229-300-4774

CARPET

CLEANING/TILE/UPHOLSTERY/

PRESSURE WASHING/

RESIDENTIAL/COMMERCIAL

Ashley Perry

114 Turtle Pond Road

Bainbridge, GA 39819

407-697-4411

Associate Member

Southern Endodontic Center

Ed Lamb,DMD / Mark

Pearson,DMD

4370 Kings Way

Valdosta, GA 31602

229-247-2300

ENDODONTICS

NOW Productions Co.

David Neck

P.O. Box 2619

Valdosta, GA 31604

229-460-3966

VIDEO PRODUCTION

Sign A Rama

Sandra and Carter McDonald

1835 A Norman Drive

Valdosta, GA 31601

229-249-0032

**OUTDOOR & INDOOR
SIGNS/BANNERS/VEHICLE
WRAPS/MAGNETICS/
WINDOW GRAPHICS**

Spa and Salon on Ashley

Hayes Cook

306 N. Ashley Street

Valdosta, GA 31601

229-242-1111

**SPA/SALON/MASSAGE/
NAILS**



New Members September 2008

Tucker, Plymel & Davis, P.C.

Marc Davis

911 1st Street S.E.

Moultrie, GA 31769

229-985-4038

ACCOUNTANTS



Dues Account Status Report September 2008

<u>Billing Period</u>	<u>Accounts Receivable</u>	<u>Collections</u>	<u>Collection Rate</u>
Current	\$39,272.58	\$7,303.75	19%
Previously Collected for current month	_____	\$13,587.00	35%
Total Current	\$39,272.58	\$20,890.75	53%
1-30 Days	9,240.87	1,615.25	17%
31-60 Days	10,076.86	1,355.00	13%
61-90 Days	5,091.31	440.00	9%
91-120 Days	5,378.71	1,806.42	34%
120+ Days	<u>16,923.52</u>	<u>3,004.00</u>	18%
Subtotal	\$85,983.85	\$29,111.42	34%
New Members	\$2,709.75	\$2,709.75	
Total	<u><u>\$88,693.60</u></u>	<u><u>\$31,821.17</u></u>	36%

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Dues Account Status, continued

Previously collected for current months:

June	0.00
July	4,782.50
August	8,804.50
Total	<u>\$13,587.00</u>

Pre-Paid Dues for future months:

October	9,437.50
November	4,161.25
December	0.00
Deferred Revenue	<u>\$13,598.75</u>

Other Information:

Direct Debit Accounts to Date	64
Online Billing Accounts to Date	16



Write-Offs September 2008

Reason Dropped: Out of Business

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Adams Garage & Used Cars	10/24/2007	\$325.00
Barker Realty-Clara Taylor	1/1/1995	\$0.00
Barker Realty-Jeff Mathis	1/1/1995	\$0.00
Barker Realty-Pam Mathis	1/1/1995	\$0.00
A Cinderella Storey	6/13/2006	\$60.00
Deluxe Sweeping Service	5/31/2006	\$260.00
Micro Craft	2/18/2000	\$0.00
Overstreet's Graphics & More	6/4/2008	\$80.00
White Glove Painting & Drywall Company, Inc.	4/5/2006	\$276.26

Reason Dropped: Business Sold

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Exotic Pools	2/28/2007	\$240.00



Write-Offs September 2008

Reason Dropped: Budget Restrictions

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Breathe Easy Errand Service	3/5/2008	\$90.00
Georgia ENT and Facial Plastics, P.C.	9/30/2006	\$300.00
Kinderlou Forest Golf Club	9/29/2004	\$420.00
Knot Just Weddings	9/27/2006	\$240.00
Reflections Medical and Day Spa	4/27/2004	\$350.00

Reason Dropped: Members Moved

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
First Command Financial Planning- Fran Bailey	3/27/2008	\$60.00
Lairsey's Auto Glass	10/30/2007	\$200.00



Write-Offs September 2008

Reason Dropped: Requested Cancel

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Sutherland Physical Therapy	8/17/2007	\$29.17
Valdosta Dialysis Clinic	9/30/2006	\$250.00

Reason Dropped: Unhappy/Angry

<u>Name</u>	<u>Join Date</u>	<u>Amount</u>
Family Heritage Life Insurance- Beverly Rogers	12/14/2006	\$150.00
Feathering the Nest	9/21/2007	\$240.00



Write-Offs September 2008 Summary

Summary

Month
#

Month \$

YTD
#

YTD \$

Budget Restrictions	5	\$1,400.00	16	\$2,977.50
Business Sold	1	\$240.00	6	\$1,150.00
Member Moved	2	\$260.00	8	\$1,235.60
Nonpayment of Dues			31	\$9,441.70
Out of Business	9	\$1,001.26	50	\$6,577.44
Requested Cancellation- No Reason	2	\$279.17	30	\$4,353.35
Unhappy/Angry	2	\$390.00	2	\$390.00

TOTAL

21

\$3,570.43

143

\$26,125.59

Write-Offs 2007

18

\$3,575.00

198

\$37,986.27

If you returned your ballot or survey you're
qualified for a drawing

So...

BOARD MEMBERS PLEASE JOIN US AS
WE DRAW FOR A LUCKY WINNER



\$500

Worth of full color printing services

From

U.S. Press

drawing will be held on

October 23, 2008

5:00 at the Chamber Office

Must be present to Win!



CHAMBER 101:

How to get the most out of your
Chamber membership

2008 Attendance Sheet

Month	1 st Invitation	2 nd Invitation	Attended
Jan. 9	14	27	8
Feb. 6	11	75	8
Mar. 5	19	56	9
Apr. 2	12	45	7
May 7	21	37	12
June 4	10	34	7
July 9	22	44	8
Aug. 6	19	54	6
Sept. 3	16	52	3
Oct. 1	19	70	10
Nov. 5			
Dec. 3			
TOTAL	163	494	78

Oct 1, 2008 invitation list for CHAMBER 101
consists of members that joined from
Feb. 16, 2008 – Aug 15, 2008 (2nd time invites) &
Aug. 16 – Sept. 15, 2008 (1st time invites)



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, November 5, 2008

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 (9)

Walter Hobgood (8)

Allan Dear (1)

Jeff Hanson (1)

Debra Tann (2)

Jerome Riley (1)

Terri Lupo(2)

MARKETING REPORT—SEPTEMBER 2008

YEAR TO DATE

Television Stories: 31 (31 in 2007)
Radio Presentations: 73 (34 in 2007)
Print Articles: 45 (54 in 2007)
Presentations: 20 (17 in 2007)

ECONOMIC DEVELOPMENT DIVISION

PRESENTATION

S.E.E.D.S. Center Presentation—VSU

BUSINESS EXPANSION DIVISION

PRINT

MetroOne Young Professionals Day—VDT

RADIO

MetroOne Young Professionals Day—
Michael Jetter Show
MetroOne Young Professionals Day—Newstalk
ConnecTECH—Talk 92.1

MEMBER SERVICES DIVISION

RADIO

Verizon Wireless discusses sponsored events-Newstalk

WORKFORCE DEVELOPMENT & EDUCATION DIVISION

PRINT

Helping Your Child Succeed Story—VDT

MISCELLANEOUS

PRESENTATION

Chamber mentioned
during Douglas Swords
Langdale Lecture Series

Tara presented at
Leadership Lowndes

Myrna spoke to AAUW

RADIO

School System—Newstalk
School System—Talk 92.1

PRINT

School System—
Valdosta Daily Times

Chamber mentioned in
Atlanta Journal-
Constitution

TELEVISION

School System (Walter
Interview)-WCTV

RIBBON CUTTINGS—SEPTEMBER 2008



Mac's Automotive Service
206 1/2 E. Gordon Street
Phone: (229) 244-9958



City Market
101 N. Patterson St.
Phone: (229) 219-0007



Passage 2 India
2910 E North Ashley Street
Phone: (229) 219-7276



Hungry Howie's
118 A Northside Drive
Phone: (229) 251-2145



**South Georgia Medical
Center Surgery Center**
2501 N. Patterson Street
Phone: (229) 259-4107



**World Hi-Fi
Video & Appliance**
1407 West Hill Avenue, Unit C
Phone: (229) 333-8084

AMBASSADOR REPORT—SEPTEMBER 2008

AUGUST RIBBON CUTTING STATISTICS

Ribbon Cuttings for September: **6**

Groundbreakings for August: **0**

Business After Hours for August: **0**

Early Bird Breakfasts for September: **0**

2008 RIBBON CUTTING STATISTICS

2008 Ribbon Cuttings: **71**

2008 Groundbreakings: **4**

2008 Business After Hours: **4**

2008 Early Bird Breakfasts: **3**

UPCOMING EVENTS

October 30—Business <2> Business Showcase

Sponsored by Verizon Wireless

5:00—7:00 p.m.

James H. Rainwater Conference Center

November 13—Salute to Manufacturers Early Bird Breakfast

7:30—9:00 a.m.

James H. Rainwater Conference Center

November 13—Business After Hours

Hosted By SMITH Northview Hospital and Wingate by Wyndham

5:00—7:00 p.m.

2010 W. Hill Ave

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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Leading Communities.™



Cordially invites you to the
**2008 Salute to
Manufacturers Early
Bird Breakfast**

featuring



Michael Thurmond
Commissioner of the
Georgia Department of Labor

Thursday, November 13, 2008

7:30-9:00 a.m.

James H. Rainwater Conference Center

Call Katie Boles at (229)247-8100 to RSVP

Economic Development Division Reports



**Terri Lupo
(Vice Chairman)**

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2008 Goal: To serve 500 clients in the S.E.E.D.S. Center

*The S.E.E.D.S. Center has served
over 500 clients for the year!!!*



“The S.E.E.D.S. Center has helped my business develop new client relationships, set new goals and develop ways to grow my business during these uncertain economic times.”

**- Pieter DeMare, DeMare Wallcovering
500th S.E.E.D.S. Center client in 2008**



Regional Report - September 2008

	Lowndes	Region	Total (YTD)	Sept. 07 (YTD)
Clients				
Start-up	23	3	26(201)	17 (160)
Existing	19	0	19(135)	6 (78)
Returning	6	0	6 (56)	3 (44)
General Info	17	1	18 (89)	2 (31)
Developer/Realtor	4	2	6(31)	9 (39)
Overall	69	6	75 (512)	37 (352)

Outcomes				
Business Established	1	1	2 (12)	0 (10)
Business Expanded	0	0	3 (6)	0 (4)
Chamber Member	5	1	5 (24)	2 (17)



Regional Report - September 2008

	Lowndes	Region	Total (YTD)	Sept 07 (YTD)
Resources				
ABC's	18	3	21 (206)	10 (129)
Demographics	19	1	20 (128)	8 (125)
Mosaic	3	0	3 (12)	N/A
Traffic Counts	3	2	5 (20)	2 (19)
Mailing Lists	32	1	33 (220)	10 (67)
Retail Lease Trac	1	0	1 (6)	1 (16)
Loan/Grant Info	0	4	4 (17)	1 (12)

Web site Activity				
Visits			876 (25,758)	N/A
ABC Downloads			10 (51)	N/A

Professional Consultants Program



September 2008 Report

	Month	Quarter	Total YTD
Consulting Hours			
Accounting	1	4	13
Legal	1	6	20
Banking	0	0	0
Financial Planning	0	1	1
Org. Development	0	1	3
Marketing	3	11	29
Web Design	0	0	1
Insurance	0	0	1
Development / Planning	0	0	2
Architecture	0	0	0
Computer Networking	0	0	1
Mediation Services	0	0	0
Other	0	0	0
Overall	5	23	71

New Consultants Recruited (YTD)	6
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	Quarter	Year
Goals		
Consultation Hours	19	75
New Consultants	2.5	10

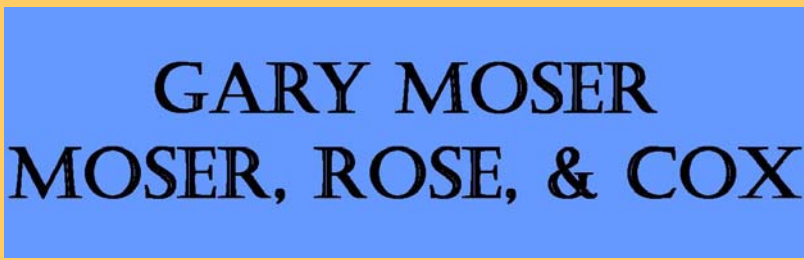
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- Successful Kick-off August 28
- Held SBDC Workshops
Sept. 9, 11, & 27
- **16** Contestants remain
- First Drafts Due Nov. 17
- Final Drafts Due March 21



Full Circle Marketing & Advertising Agency

Work! Work! Work!



Well, we are now beginning week 5 of the 2009 Guardian Bank Business Plan Competition and things are heating up!!! The Small Business Development Center has held the "How to Start a Business" and the "How to Write a Business Plan"

Workshops. And all contestants should have submitted a credit report. Now is the time to use the information from the valuable workshops along with the resources of S.E.E.D.S. Center to WRITE THOSE BUSINESS PLANS!

This week, contestants will be paired with competition coaches who will monitor progress and encourage contestants throughout the remainder of the competition.

The next step in the process is to have a "First Draft" completed and submitted to the Chamber of Commerce by Nov. 7 at 5:00p.m. These drafts will be reviewed and returned to the contestants to allow for valuable feedback that will assist in making the most comprehensive plans possible.

For any questions throughout the competition, please check out the official competition Web site at www.seedscenterofsga.com or call Hunter Harper at 229.247.8100. Keep up the hard work!!!

Avoid Time Management Problems

Many people experience time management problems. They feel over-busy, disorganized, stressed and that their lives are out of control. All the while, most people know that there's a better way - if only they could find it.

The feeling of overload is a normal experience for most people. It's something that even the most successful person will experience at some stage: It is extremely common for a person who does a job well to be given

even more work to accomplish.

While time works against most people, it can also be your biggest asset if you know how to manage it properly. If you can find ways to boost your productivity, you can accomplish more in your day, impress customers and employers and leave yourself more free time to enjoy life. It's just that simple.

On the other hand, if you



manage time poorly, you create a domino effect that causes you to be continually less productive. You work harder. You get more stressed. Your quality of work declines.

<http://www.mindtools.com>



Important Dates To Include In Your Business Calendar

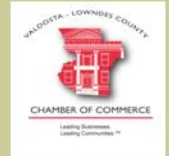
Nov. 7, 2008: 1st Draft of Business Plan due to Competition Officials

March 20, 2009: Final Submission of Business Plan Due

April 8, 2009: Finalists Pitch and Judging

April 11, 2008: Entrepreneur Extravaganza - The Guardian Bank Business Plan Competition Winner Announced!

Where To Find Us



Contact Hunter Harper

At the Valdosta-Lowndes County

Chamber of Commerce

416 North Ashley St.

Valdosta, GA 31603

Phone: 229-247-8100

FAX: 229-245-0071

hharper@seedscenterofsga.com

Angels



Valdosta Shared
OFFICE SPACE



Full Circle Marketing & Advertising Agency



Plug Into Profit

Gain an EDGE in today's economy

This workshop will show you
three ways to profit in the
Global Marketplace:

- Use Competitive Intelligence to make wise business decisions
- Optimize your website for fast revenue growth
- Increase sales through International Trade



Sponsored by the Georgia Department of Economic Development
Regional Small Business & Innovation Program

Valdosta
October 14

Byron
October 15

Athens
October 16

More than 35 businesses from the region attended this Web Optimization Seminar.

Speakers:

Terry O'Keefe - Web marketing educator and consultant from Asheville, NC

Christine Hamilton-Pennell – Founder and President of “Growing Local Economies”

Topics of Discussion Included:

- **Understanding the Search Engine Process**
- **The Four Paths to Web Success**
- **Measuring your Online Opportunity**

Sponsored by:

**The Valdosta-Lowndes County
Chamber of Commerce,
The Georgia Department of Economic
Development and the
OneGeorgia Authority**



Monthly Activity Report
Period: September 2008

	<u>2008</u>	<u>2007</u>	<u>Cum</u>
Advertising leads:	0	0	342
Web site hits:	11,710	10,848	1,648,493
Web page requests:	1,730	NA	3,727
Web site leads:	23	15	1,263
Brochure leads:	0	0	20
Other TCH leads:	3	1	210
Quitman Chamber leads:	0	0	27
Valdosta Chamber leads:	2	2	193
Lakeland Chamber leads:	0	0	1
Other source leads:	0	0	1,490
Total leads active	28	18	3,404



RELOCATIONS

- **Relocations (Households): 244**

Lowndes: 211 Brooks: 21 Lanier: 12

- **September 2008 Relocations: 4**

- **2008 YTD Relocations: 27**

- **States inquiring: 47**

- **Relocations from: FL: 127, GA: 34, NY: 14, AL: 2, CA: 6, CO: 4, IL: 4, MI: 6, VA: 3, IN: 1, MD: 3, ME: 1, OR: 1, AZ: 1, UT: 1, NM: 2, MA: 1, TN: 4, NJ: 3, MN: 1, LA: 3, MS: 6, NJ: 1, NC: 1, NH: 1, TX: 3, UN: 10**

- **Newcomers sources:**

- TCH-Web site/Call in/Brochure: 166
- B-Q Chamber: 6
- V-L Chamber: 28
- L-L Chamber 0
- Advertising: 1
- Other: 43



ECONOMIC IMPACT

- **Annual Income: \$34,892,000**
- **Annual Spending: \$8,784,000**
- **Liquid Assets: \$1,024,800,000**
- **Indirect Jobs Created: 488**

(average according to industry standards)

Hometown Happenings

THE SOUTH GEORGIA RETIREE
PREMIER NEWSLETTER

Monthly Publication
Volume 6, Issue 9

In This Issue

Just for Laughs

Retiree Reception

Fall Calendar of Events

Order NEW Retirement Living Magazine

Relocation Services

Triple Crown Investors

Attention Newsletter Newcomers:

Triple Crown Hometowns is a retirement development partnership of the Chambers of Commerce of Lowndes, Brooks, and Lanier Counties. We would like to offer you our assistance as you relocate and get settled in your new hometown. We hope you will take advantage of our invitation to come learn more about what South Georgia has to offer to you retirement.

Don't forget to take note of our investor listing and use it as a resource when planning your visit or relocation.

To find out and/or receive more information about Triple Crown Hometowns and the South Georgia region, contact us toll free at 1-866-Retire2 (866.738.4732) or visit our website at www.georgiaretire.com.

Retiree Newcomers

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

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

Just for Laughs

Maturity

After being married for 44 years, I took a careful look at my wife one day and said, "Honey, 44 years ago we had a cheap apartment, a cheap car, slept on a sofa bed, and watched a 19" black and white TV, but I got to sleep each night with a hot 25 year old gal."

Now, I have a \$500,000 home, a \$45,000 car, a nice big bed, and plasma screen TV; but I'm sleeping with a 65 year old woman. It seems to me that you're not holding up your side of things."

My wife is a reasonable woman. She told me to go out and find a hot 25 year old gal, and she would make sure that I would once again be living in a cheap apartment, driving a cheap car, sleeping on a sofa bed, and watching a 10" black and white TV.



You're Invited!

Triple Crown Hometowns
Retiree Reception

Mon., Oct. 27 4-5:30p.m.

Threatte Art & Civic Center
Lakeland, Georgia

RSVP 229-247-6706

You're Invited!

“Fall for South Georgia”

Retiree Reception

Monday, October 27

4:00–5:30 p.m.

Jim & Mary Threatte

Arts & Civic Center

209 S. U.S. Hwy. 221

Lakeland, Georgia

R.S.V.P. 247–6706

VALDOSTA - LOWNDES COUNTY
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- ✓ **Task Force to Study the Impacts of School System Organization on Economic Development in Our Community**

Please refer to your handout.....

Public Affairs Division Reports



**Tom Gooding
(Vice Chairman)**

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GET GEORGIA MOVING



September 29, 2008

Speakers: Mike Kenn (Georgians for Better Transportation)
Ryan Mahoney (Georgia Chamber of Commerce)
Seth Millican (Brock Clay)

Get Georgia Moving is focused on finding different ways to increase funding for transportation in the State of Georgia.

- Regional Control over funds
- Optimization of current revenue sources
- Transit/Transportation options for the state
- Tolling, Public-Private Partnerships

There were 12 guests in attendance



**Comments From
June, July, and August
2008
Newcomer
Orientation at MAFB**

Chamber of Commerce:

**June: “Come on, check out that package!”
“Outstanding..... Very welcoming.”**

How we rate: 68%

July: N/A How we rate: 66%

August: “A lot of this information is in the other briefings, it may be repetitive.” How we rate: 71%

Additional comments:

**“Very well organized.” “Good program.”
“Great.” “Much more helpful.” “It’s good
information.” “Possibly the best I’ve been to so
far!” “Very informative.” “A cut above.”
“Excellent.”**

Workforce Development & Education Division Reports



**Tim Jones
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY
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Sam's Club Literacy Fair September 20, 2008

Over 3,000 books were
donated for local
organizations!



Helping Your Child Succeed Presentations

Company	Date	Business Presenter	School Presenter	Parents
Union Tank Car Company	27-Mar-08	Jim Roberts	LaVerne Rome	7
Country Inn and Suites	10-Apr-08	Maggie Roberts	LaVerne Rome	12
Regal Marine	1-May-08	Jim Roberts	LaVerne Rome	22
Lowndes Teen Plus Center	13-May-08	Greg Justice	Judy Martin	13
Summer Educator Academy	2-Jun-08	Jim Roberts	Maggie Roberts	13
La Quinta Inn	24-Jun-08	Bill Tillman	LaVerne Rome	6
South Georgia Regional Library	28-Jul-08	Jim Roberts	Halley Little	11
Hudson Dockett and Ora Lee West	5-Aug-08	Greg Justice	LaVerne Rome	15
Department of Family and Child Services		Barbara Corbitt	LaVerne Rome	79
SAFT America	8-Oct-08	Jim Roberts	LaVerne Rome	10
Parents Reached				188
				Goal 400

VALDOSTA - LOWNDES COUNTY



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BOOT CAMP

For EXPERIENCED SUPERVISORS

DATE: Tuesday, Nov. 18, 2008

TIME: 8AM-12:30PM

PLACE: Department of Labor
221 S Ashley Street

COST: \$15- Chamber Members
\$30- Non- Members

**To Register, Please mail or
fax this form to:**

Diana McAlroy
PO Box 790
Valdosta, GA 31603-0790
FAX: 229.245.0071

LUNCH WILL BE PROVIDED!

Robert Ryan, Jr.
Law Firm of Moore, Clarke, DuVall and Rodgers
"Worker's Compensation Case Studies"

Megan Smith
SmithBarnas & Associates
"Performance Appraisals"

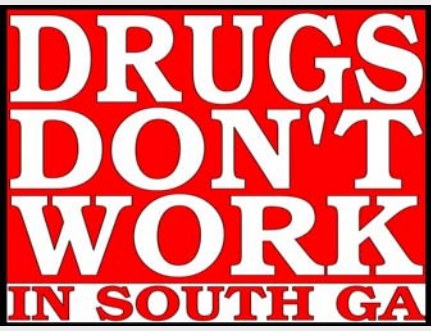
Angela Hobby
Valdosta Technical College
"Managing the Multi-Generational Workplace"

Jim Roberts
South Georgia Regional Library
"Dealing with Difficult Employees"

Jason Willcox
Law Firm of Moore, Clarke, DuVall and Rodgers
"Amendments to the Americans with
Disabilities Act"

BROUGHT TO YOU IN PARTNERSHIP BY:



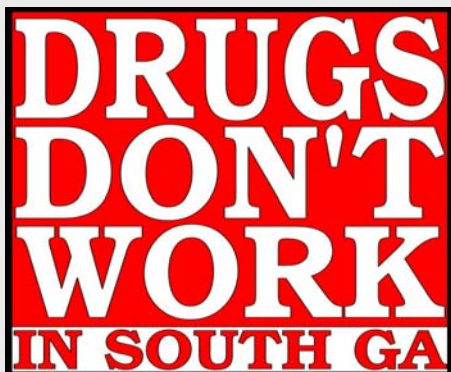


September 2008 Summary

Total # of DDW Partners as of 12/31/07:	260	
Total # of DDW Partners as of 09/30/08:	261	
2008 New Members:	10	
2008 Losses:	9	
YTD Net Gain:	1	
	14	<i>needed to meet goal (275)</i>

Valdosta-Lowndes County

Total # of DDW Partners as of 12/31/07:	220		
Total # of DDW Partners as of 09/30/08:	221		
YTD Net Gain:	1		
	<u>YTD</u>	<u>Sept.</u>	<u>Total</u>
Valdosta-Lowndes New Prospects:		6	6
Valdosta-Lowndes Aged Prospects:	31	15	46
Valdosta-Lowndes Contacts:	42	12	54
New members:	10	2	12
Losses:	9	6	15



September 2008 Summary, continued

Regional Program

Total # of DDW Partners as of 12/31/07: 40

Total # of DDW Partners as of 09/30/2008: 40

YTD Net Gain: 0

	<u>YTD</u>	<u>Sept.</u>	<u>Total</u>
Regional New Prospects:	2	0	2
Regional Aged Prospects:	118	23	141
Regional Contacts:	118	24	142
New members:	0	0	0
Losses:	0	0	0

	<u>YTD</u>	<u>Sept.</u>	<u>Total</u>
Training (hours)	481.7	87.0	568.7
Revenue	\$17,050.00	\$5,250	\$22,300.00

Business Expansion Division Reports



**Jeff Hanson
(Vice Chairman)**

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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Business Expansion Division

Targeted Business Expansion Committee

- Metro In Motion Speaker Series – Peter Kageyama of Creative Tampa Bay, will speak Nov. 17 at the James H. Rainwater Conference Center from 12:00 p.m.-1:30 p.m.

Peter will continue the conversation about building innovative and creative communities that will entice technical college and university graduates to remain or move to Valdosta-Lowndes County.

PETER KAGEYAMA

Creative Cities Productions: Consultant for Creative Economy

Please join us for lunch to hear Peter Kageyama discuss projects that have positive economic, social, cultural, and environmental outcomes



South Georgia Partnership for Regional Development

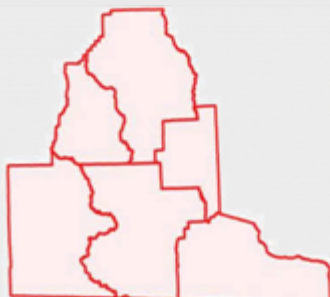
*“Identifying common threads within the region
that can translate into economic growth for the region”*

Please join us for a [Complimentary Lunch](#)
Keynote Speaker: Mike Beatty
Commissioner,
Georgia Department of Community Affairs

Monday, November 10, 2008
12:00 — 1:30 p.m.

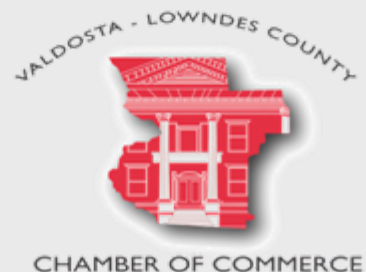
James H. Rainwater Conference Center, Valdosta, GA

You **MUST** register for lunch by calling the
Chamber, or e-mailing:
mporter@valdostachamber.com



South Georgia

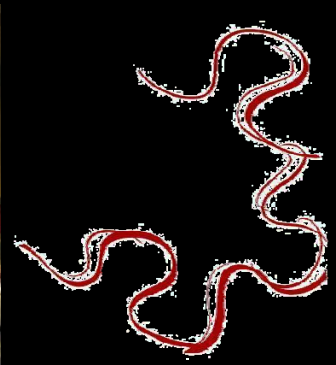
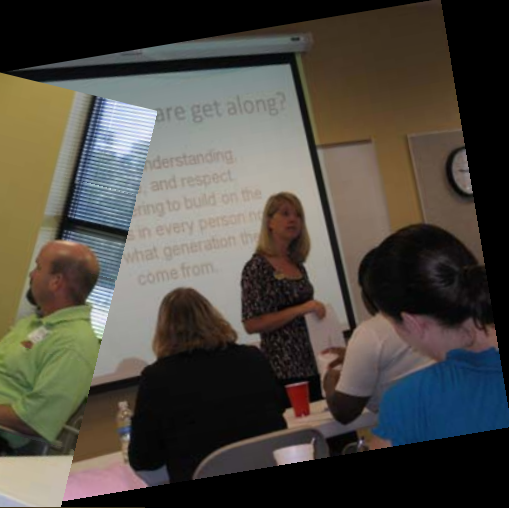
Partnership for Regional Development



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Critical Workplace Competencies

A MetroOne
Professional Development Seminar
September 24, 2008



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President Report:

Myrna Ballard

VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE

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Chairman's Report:

Walter Hobgood

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

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Next Meeting Date:

**Thursday, November 20
10:30 a.m. – 12:00 p.m.
@ Country Inn & Suites**

VALDOSTA - LOWNDES COUNTY
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Meeting Adjourned