

Board of Directors Meeting
April 26, 2011
@ Country Inn & Suites

VALDOSTA - LOWNDES COUNTY



CHAMBER OF COMMERCE

Leading Businesses.
Leading Communities.™



Board of Directors Meeting
Tuesday, April 26, 2011
8 – 9:30 a.m.
@ Country Inn & Suites

Agenda

- **Call to order, establish a quorum, and review agenda**

ITEMS TO CONSIDER

- **Consider minutes of the March 22, 2011 meeting**
- **Consider March 2011 Financial Statements (TCH & WEST) – Carl Holley, Treasurer**

FULL REPORT(S)

- **Opportunity Central**

ABBREVIATED REPORTS

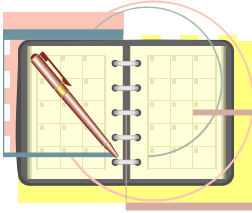
- **WORKFORCE DEVELOPMENT & EDUCATION DIVISION – Greg Justice, Vice Chairman**
- **ORGANIZATIONAL EXCELLENCE DIVISION – Tim Jones, Vice Chairman & Chairman Elect (2012)**
- **COMMUNITY DEVELOPMENT DIVISION – Paul Nichols, Vice Chairman**
- **BUSINESS EXPANSION DIVISION – Sue Cox, Vice Chairman**
- **MEMBER SERVICES DIVISION – Greg Reid, Vice Chairman**
- **ECONOMIC DEVELOPMENT DIVISION – Jay Prince, Vice Chairman and Chairman Elect (2013)**
- **PUBLIC AFFAIRS DIVISION – Jeff Hanson, Vice Chairman**
- **Report on School Unification Petition Drive – CUEE**
- **Chairman’s Report – Tom Gooding**
- **President’s Report – Myrna Ballard**

Meeting adjourn

To access your PowerPoint on the Web Site click the following link <http://www.ValdostaChamber.com/about/Boardmeeting.html> or visit www.ValdostaChamber.com click on the tab “Members Area”. Click “Board of Directors Meeting” and select the current meeting. To find a specific item click bookmark and scroll down to that item.

Thank you for turning off your electronic device!
In the interest of courtesy, efficiency and productivity, we will appreciate your full attention during the meeting!

Chamber 2011 Calendar of Events



Board Meeting Day: 4th Tuesday of each month
(except for the month of Dec.)

Board Meeting Dates & Time:
8 - 11 am (Jan. 25)

8 – 9:30 am (Feb. 22, Apr. 26, May 24, July 26, Aug. 23, Oct. 25, Nov. 22)

@ Country Inn & Suites

12 - 1:30 pm (Mar. 22, June 28, Sept. 27, Dec. 13)

@ Holiday Inn Hotel

Chamber 101 Getting the most out of Chamber Membership

(First Wednesday of Every Month) 8 – 9:30 am

May 4	Aug. 3	Dec. 7
June 1	Sept. 7	Nov. 2
July 6	Oct. 5	

Business After Hours

5 -7:30 pm

April 28 @ South Georgia Vein Center

Member Breakfasts

November 8: World Class Employee Recognition Breakfast

- **Consider Minutes of March 22, 2011 Board of Directors meeting**

Minutes of the Valdosta-Lowndes County Chamber Board meeting held Tuesday, March 22, 2011, 12 noon – 1:30 pm at the Holiday Inn Hotel & Conference Center

Member Present: Myrna Ballard, Clinton Beeland, Sally Bloom, Sue Cox, Jeff Fulp, Tom Gooding, Mike Hill, Carl Holley, Tim Jones, Greg Justice, Terri Lupo, Paul Nichols, Greg Reid, Phyllis Royal, Bill Simmons, Megan Smith and Baha Zeidan

Also Present: Erika Biddix, Wayne Bullard, Bill Cason, James Galloway III, Larry Hanson, Carla Penny, Al Turner, Walter Hobgood, Brandon Raddatz, Jud Rackley, Michael Jetter, Allan Ricketts, Joseph Pritchard, Jonathan Sumner, Dean Blevins, Tim Carroll, Allan Dear, Richard Hill, Bill Slaughter, Chuck Smith, Betty Morgan, Erika Bennett, Alison Stokes, ReKasa Deen, Varian Brown, Patty Martin, Mike Stalvey, Wanda Stanley, Keyara Hamilton and Karil Brockington

Members Absent: Tom Carroll, Jeff Hanson, Jay Prince, and Ken Ricket

Consider minutes of the February 22, 2011 Board meeting – Sue Cox made a motion to accept the minutes as presented. Megan Smith seconded the motion and it passed unanimously. (see pgs. 4-5 of Board packet)

Chamber February 2011 Financial Statements – Carl Holley reviewed the Chamber financial statements. Terri Lupo made a motion to accept the financial statements as presented. Sally Bloom seconded the motion and it passed unanimously. (see pgs. 7-31 of Board packet)

Consider By-Laws amendments – Tim Jones made motion to adopt the By-Laws amendments. Phyllis Royal seconded the motion and it passed unanimously. (see pgs. 33-43 of original Board packet)

FULL REPORT

- **SORT** Committee reported.

ABBREVIATED REPORTS (For a printed report please visit the Web Site www.ValdostaChamber.com)

- ◆ **PUBLIC AFFAIRS DIVISION** – *Jeff Hanson, Vice Chairman, reported. (see pgs. 43-48 of original Board packet)*
- ◆ **WORKFORCE DEVELOPMENT & EDUCATION DIVISION** – *Greg Justice, Vice Chairman reported. (see pgs. 47-48)*

Minutes of March 22, 2011 Board of Directors meeting continues

- ◆ **ORGANIZATIONAL EXCELLENCE DIVISION** – *Tim Jones reported.*
- ◆ **COMMUNITY DEVELOPMENT DIVISION** – *Paul Nichols, Vice Chairman reported.*
- ◆ **BUSINESS EXPANSION DIVISION** – *Sue Cox, Vice Chairman reported. (see pgs. 51-52 of original Board packet)*
- ◆ **MEMBER SERVICES DIVISION** – *Greg Reid, Vice Chairman reported. (see pgs. 53-66 of original Board packet)*
- ◆ **ECONOMIC DEVELOPMENT DIVISION** – *Jay Prince, Vice Chairman and Chairman-Elect (2013) reported. (see pgs. 68-69)*

Chairman's Report – Tom Gooding

President's Report – Myrna Ballard

There being no further business, the meeting was adjourned at 1:30 p.m.

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Respectfully submitted,



Karil Brockington
Senior Director of Administration

Financial Statements
March 2011

See original Board Packet for printed report



Carl Holley
(Treasurer)

**Workforce Development & Education
Division Reports**



**Greg Justice
(Vice Chairman)**

Workforce Development & Education Division Reports

March 2011

DRUGS DON'T WORK

Members: 262

YTD: \$12,199

Goal: 271

Goal: \$38,000

Supervisor Essentials Workshop (S.E.W.)

Upcoming : June 8 "The Survival Guide for Supervisors"

Attendees: 18

Goal: 100

Helping Your Child Succeed

Parents Reached: 3

Upcoming: April 20

Goal: 400

CHOICES

Students Reached: 52 Upcoming: LMS, HMS, VMS, Pinegrove,

Goal: 1,500 Pinevale, JL Newbern

5-STAR EMPLOYER PROGRAM

Members: 7 Upcoming: 6 prospects

Goal: 20

*...integrating education and workforce readiness for
economic development in Valdosta Lowndes County*

Organizational Excellence Division



**Tim Jones
(Vice Chairman)**

Community Development Division



**Paul Nichols
(Vice Chairman)**

Business Expansion Division Reports



**Sue Cox
(Vice Chairman)**

Business Expansion Division Report

March 2011

Vice Chair: Sue Cox (Covington's Dining & Catering)

Transforming our local economy...

Expansion of Targeted Businesses: Opportunity Central



MetroOne hosted its 3rd Annual Professional Development Seminar with nearly 40 young professionals attending. Participants learned about topics to help them better serve their employers.



Pro-Business Enhancement

SORT began looking at issue areas within the City of Valdosta's Land Development Regulations. SORT hosted the first meeting to gather information from area developers. SORT also plans to identify issues and potential solutions within Lowndes County's Unified Land Development Code.



Member Services Division Reports



**Greg Reid
(Vice Chairman)**

Monthly Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Variance</u>
Dec.	36,261.41	34,326.54		
Nov.	27,823.82	27,720.66		
Oct.	27,591.92	26,872.32		
Sep.	25,916.58	36,308.15		
Aug.	28,135.34	18,321.41		
July	41,713.49	22,414.66		
June	24,681.68	33,173.92		
May	26,871.88	24,240.25		
Apr.	31,001.57	31,003.80		
Mar.	29,445.03	35,878.36	35,382.13	-496.23
Feb.	34,192.00	23,327.84	48,430.91	25,103.07
Jan.	36,062.83	34,715.33	34,066.08	-649.25

Year To Date Dues Collection Report

				2010 & 2011
	<u>2009</u>	<u>2010</u>		<u>Variance</u>
Dec.	369,697.19	348,303.24		
Nov.	333,435.78	313,976.70		
Oct.	305,611.96	286,256.04		
Sep.	278,020.04	259,383.72		
Aug.	252,103.82	223,075.57		
July	223,968.48	204,754.16		
June	182,254.99	182,339.50		
May	157,573.31	149,165.58		
Apr.	130,701.43	124,925.33		
Mar.	99,699.86	93,921.53	117,879.12	23,957.59
Feb.	70,254.83	58,043.17	82,496.99	24,453.82
Jan.	36,062.83	34,715.33	34,066.08	-649.25

2011 goal for dues collection: \$370,000

32% collected

New Members

	2007	2008	2009	2010	2011
Jan	16	22	9	12	15
Feb	14	16	16	10	14
Mar	20	13	13	24	20
Total	50	51	38	46	49
April	16	22	33	16	
May	26	23	16	11	
June	29	25	16	18	
July	13	15	21	12	
Aug	17	22	24	14	
Sept	41	19	38	10	
Oct	48	16	26	30	
Nov	14	12	17	15	
Dec	9	11	18	18	
Total	263	216	247	190	49

2011 Goal for New Members: 156

Total Membership: 1,515

2011 Goal for Total Membership: 1,511

New Members

March 2011

Advent Christian Village

Ann Thompson
P O Box 4304
Live Oak, FL 32064
386-658-5400
Retirement Homes

Hampton Inn

Gina Cox
4906 Timber Drive
Lake Park, GA 31636
229-559-5565
Hotel

Azalea City Church of God

Brett Jarriel
1519 River Street
Valdosta, GA 31601
229-244-1855
Churches

Healthy Options of Days Gone By

Chasity Corriveau
2341 Pine Needle Drive
Valdosta, GA 31601
229-469-4399
Health & Wellness Products

Barthelemy's Optical, LLP

Anastasia Barthelemy-Snowden
2236 Bemiss Road Ste A
Valdosta, GA 31602
229-249-7901
Optical Goods

Helping Hands for Kids, Inc.

Sean Neliy
P O Box 4285
Valdosta, GA 31604
229-200-4298
Organizations

Blanton Common Apartments

Mark Cail
1505 Lankford Drive
Valdosta, GA 31601
229-293-0099
Apartments

Lowndes County Probate Court

Terri Adams
327 N. Ashley Street
Valdosta, GA 31601
229-671-2650
Government Offices

Charles M. Eidson

Charles Eidson
924 S. Lakeshore Drive
Valdosta, GA 31605
229-242-4887
Associate Members

Nelson & Company Movers

Kevin Nelson
1425 E Park Ave Apt D8
Valdosta, GA 31602
732-742-9336
Movers

ERA Joner Realty - Clint Joyner

Clint Joyner
231 Northside Drive
Valdosta, GA 31602
229-241-8884
Real Estate

Nolen Cox

1009 Cherry Creek Drive
Valdosta, GA 31605
229-247-4111
Associate Members

New Members

March 2011

Pro Service Staffing of South Georgia, LLC

Suzette Bruner
108 A West Hill Avenue
Valdosta, GA 31604
229-247-5588
Employment Agencies

Stella & Dot

Colbi Marks
3582 Club Villas Drive
Valdosta, GA 31602
229-834-7944
Jewelers

Roll Em Here Tobacco

Carl Stadler
1579 Baytree Road
Valdosta, GA 31602
229-259-9770
Cigar, Cigarette & Tobacco Dealers

The Herndon Company - Graham Fiveash

Graham Fiveash
1100 N. Patterson Street
Valdosta, GA 31601
229-460-8359
Real Estate

Simply Scrubs

Jessica Lasseter
345 Northside Drive
Valdosta, GA 31602
229-241-0401
Uniforms

Travelers Inn/Blue Bird Truck Center

Vijay Patel
3470 Madison Highway
Valdosta, GA 31601
229-242-4955
Hotels

Springleaf Financial Services

Bret Smith
2910 N Ashley Street
Valdosta, GA 31602
229-244-1797
Financing Services

Video Plus Tanning

Rhonda Sellars
601 W. Main Street
Hahira, GA 31632
229-794-3780
Tanning and Video Rental/Sales

2011 Ribbon Cuttings/Groundbreakings

America's Best Contact and Eyeglasses

1700 Norman Drive
Suite 680
Valdosta, Georgia 31601
229-247-1660
Leticia Gould
Eye Care

Amy and Pinky's

2131 Bemiss Road
Valdosta, Georgia 31601
2296-630-3916
Amy Withers
Retail Sales

Evergreen Landfill

Veolia Environmental Services
3163 Weatherington Lane
Valdosta, Georgia 31601
229-244-2466
Melanie Miller
Waste Reduction

Harvey's

Highway 122 at West Main Street
Hahira, Georgia 31632
229-237-2812
Lisa Overman
Grocery Store

Roll Em Here Tobacco

1579 Baytree Road
Valdosta, Georgia 31602
229-259-9770
Carl Stafler
Cigar, Cigarette and Tobacco Dealers

Simply Scrubs

345 Northside Drive
Valdosta, Georgia 31602
229-241-0401
Jessica Lesseter
Uniforms

2011 Member Crashers

Choice Family Medicine

Dr. Richard Rickman
201 Woodrow Wilson
Valdosta, Georgia 31602

Lincoln Realty

Stephen Lincoln
2935 North Ashley Street
Valdosta, Georgia 31302

Better Mood Clinic

Nancy Weingartner
2935 North Ashley Street
Valdosta, Georgia 31602

DeLoach Automotive

Robbie DeLoach
3122 North Oak Street
Extension
Valdosta, Georgia 31602

Chick-fil-A

Kenneth White
3147 Inner Perimeter Road
Valdosta, Georgia 31602

Blue Grace Logistics

Connie Ledbetter
3470 North Valdosta Road
Valdosta, Georgia 31602

Judy Martin Trexler

3470 North Valdosta Road
Valdosta, Georgia 31602

Dairy Queen

Mohammad Nisar
4595 North Valdosta Road
Valdosta, Georgia 31602

Village Shoe Repair

John Johnson
100 East Rogers Street
Valdosta, Georgia 31601

Kentucky Fried Chicken

Owen Harris
1203 North Ashley Street
Valdosta, Georgia 31601

Shapiro Properties

Micah Shapiro
2935 North Ashley Street
Valdosta, Georgia 31602

Essence of Beauty

Carmen Bouknight
3403 Bemiss Road
Valdosta, Georgia 31605

Bebe Nails

Michael Lee
4036 Bemiss Road
Valdosta, Georgia 31605

Seed of Faith

Myra Barker
4333 Bemiss Road
Valdosta, Georgia 31605

Girlfriends' Hair Salon

Iren Jones
4333 Bemiss Road
Valdosta, Georgia 31605

Bemiss Bar-B-Q

Ricky McKinnon
4930 Bemiss Road
Valdosta, Georgia 31605

Dues Account Status Report March 2011

Billing Period	Accounts Receivable	Collections	Collection Rate
Current	36,782.73	7,414.57	20%
Previously Collected for current month		15,028.58	41%
Total Current	36,782.72	22,443.15	61%
1-30 Days	50,132.18	1,650.99	3%
31-60 Days	24,657.70	1,868.75	8%
61-90 Days	8,864.24	1,038.75	12%
91-120 Days	4,679.05	515.00	11%
120+ Days	50,908.36	2,853.75	6%
Subtotal	176,024.26	30,370.39	17%
New Members	2,861.00	2,861.00	
Total	178,885.26	33,231.39	19%
Previously collected for current month:			
December	.00		
January	4,910.00		
February	10,118.58		
TOTAL	15,028.58		



Write-Offs March 2011

NAME	JOIN DATE	REASON DROPPED
Anna Kinsey, DC	08/31/2009	Ne Benefit Seen
B & W Home Repair, LLC	11/30/2010	Budget Restrictions
Cowart Water Treatment	03/02/2004	Budget Restrictions
Eric Connell Construction Company, Inc.	09/06/2005	Budget Restrictions
Hibachi Grill Buffet	03/03/2010	Out of Business
John Johnston	06/02/2006	Member Moved
National Apartment Services	09/08/2009	Out of Business
Pop Bellies Southern Cooking	10/27/2010	Out of Business
R & M Mid-South Restaurants, Inc.	08/30/2004	Out of Business
Real Living Realty Advisors-Bill Hart	07/28/2009	Out of Business
Regional Therapy Services	04/05/2005	Requested Cancel
Ronald K. Reagin, Jr, DMD, PC	10/06/2009	Requested Cancel
Serendipity Hair Salon	09/09/2007	Requested Cancel
Submarina California Subs	12/29/2008	Requested Cancel
The Cutting Edge	12/28/2001	Non-Payment of Dues
Girl Scouts of Historic Georgia	05/13/2005	Budget Restrictions

Write-Offs March 2011 Summary

Summary	Month #	Month \$	YTD #	YTD \$
Budget Restrictions	4	737.50	7	1,562.50
Business Sold			2	570.00
Consolidated Business				
No Benefit Seen	1	25.00	1	25.00
Member Deceased				
Member Moved	1	90.00	2	180.00
Member Retiring				
Non-Payment of Dues	1	378.75	1	378.75
Out of Business	5	1,045.50	21	
Other				2,951.65
Requested Cancellation-No Reason	4	925.00	6	
Unhappy/Angry				1,296.25
TOTAL	16	3,201.65	40	6,964.15

Write-Offs 2010	20	3,491.47	50	10,195.47
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Difference 2011 vs. 2010	-4	-289.82	-10	-3,231.32
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Membership Statistics

Net Membership Gain in March	4
Net Membership Gain in 2011	9
2011 Goal	5
YTD Retention Rate	97%
2011 Goal	90%

Chamber Monthly Activity & Referrals Reports

March 2011

Monthly Activity Tracking Report

Newcomer's Packets:	23	(33)
Better Business Bureau:	10	(10)
Phone Books:	40	(56)
Maps:	205	(81)
Directions:	21	(27)
Civic Club list:	4	(17)
Manufacturers List:	4	(0)
Website referrals by phone:	20	(30)
Email information request:	6	(12)
Events request:	33	(5)
Membership Application:	5	(0)
Total:	371	(271)

Total YTD: 1077 (896)

Monthly Referrals Manually

Contact Type Counts:

Email Request	530
General Contact	24
Telephone Referrals	333
Walk-In Referrals	43
Staff	930

By Categories:

Total Categories: 125

Top 3:

Restaurants:	166
Real Estate:	115
Advertising:	63

Total Member Referrals: 930

Total YTD: 1,943

*2010 figures in parentheses



Search Engine Position: as of April 18

	Valdosta	Valdosta Chamber	Valdosta-Lowndes
Google	2 nd (2 nd) page In 4 th (10 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 2 nd (4 th) place
Bing	2 nd (2 nd) page In 9 th (11 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 1 st (1 st) place
Yahoo	2 nd (3 rd) page In 8 th (8 th) place	1 st (1 st) page In 1 st (1 st) place	1 st (1 st) page In 1 st (1 st) place

(last month in parentheses)

Website Activity Report:

March Website hits: 2,710

YTD Website hits: 7,385

March Page views: 7,649

YTD Page views: 21,507

Valdosta Chamber Online Statistics 2011

Month	TCS Web sites	Community Calendar	Event Registration	Member Coupons	New Members	Press Releases	Job Board	Info Requests	Store Purchases	Online Payments	
	262										
January	11	34	8	0	2	0	1	0	0	12	\$833.73
February	14	5	0	0	1	0	1	1	0	16	\$452.50
March	10	19	0	0	2	0	0	0	0	14	\$235.00
April											
May											
June											
July											
August											
September											
October											
November											
December											
Totals	297	58	8	0	5	0	2	1	0	42	\$1,560.83

*TCS Web sites-Tracking started in September 2010. Prior to September 1, we had 195.

*Member Coupons-Tracking started October 2010. Prior to October 1, we had 10.

Other Information:
Direct Debit Accounts to Date: 62
Amnesty Program Participants: 13



**Chamber 101:
How to get the most out of your
Chamber membership**

2011 Attendance Sheet

Month	1st Invitation	2nd Invitation	Attended
Jan. 5	12	47	9
Feb. 2	11	38	9
Mar. 2	12	35	4
Apr. 6	21	29	5
May 4			
June 1			
July 6			
Aug. 3			
Sept. 7			
Oct. 5			
Nov. 2			
Dec. 7			
TOTAL	56	149	27

April 6, 2011 invitation list for CHAMBER 101

consists of members that joined from
Dec. 24, 2010 – Feb. 23, 2011 (2nd time invites) &
Feb. 24, 2011 – Mar. 24, 2011 (1st time invites)
Goal for 2011 is to have 75% of new members 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 two (2) **CHAMBER 101** events:

The following have attended

April 2011:

Tom Gooding (3) Greg Reid (3) Paul Nichols (1) Myrna Ballard (4)
Tom Carroll (1) Phyllis Royal (1) Bill Simmons (1) Tim Jones (1)
Terri Lupo (1) Baha Zeidan (1) Jay Prince (1)

MARKETING REPORT - March

YEAR-TO-DATE

TV: 5 (22 total 2010)

RADIO :9 (84 total 2010)

PRINT: 44 (56 total 2010)

PRESENTATIONS: 9 (28 total 2010)

BUSINESS EXPANSION

Radio- Opportunity Central (92.1)

Print- Opportunity Central (American Classifieds)

Print- SORT (VDT)

Print- Opportunity Central (VDT)

Radio- MetroOne (92.1)

GOVERNMENT AFFAIRS

Print- Letter to Editor (VDT)

Print- Misc (WALB)

Print- ESPLOST (VDT Ad)

MEMBER SERVICES

Print- Business After Hours (VDT)

Print- Chamber Choice Awards (Valdostatoday.com)

Radio- Chamber Choice Awards (99.5)

Print- Chamber Business Showcase (American Classifieds)

Billboard- Chamber Business Showcase (LAMAR)

Print- Annual Meeting (Valdosta Scene)

WORKFORCE DEVELOPMENT AND EDUCATION

Print- DRUGS DON'T WORK (WALB)

Print- DRUGS DON'T WORK (VDT Classifieds)

ECONOMIC DEVELOPMENT

Print- GBBPC (VDT Ad)

Billboard- Triple Crown Hometowns (Fairway)

Presentation- SEEDS/METROONE (VB)

Print- Inventors & Innovators (Georgia Trend)

Print- GBBPC (VDT) (3)

Print- GBBPC (American Classifieds)

TV- Eye on Business-GBBPC (WCTV)

MISCELLANEOUS

Presentation- Georgia Tech (MB)

Print- Myrna as Presenter (GA Tech Website)

Ambassadors Report

March 2011

MARCH STATISTICS

Ribbon Cuttings for March: 6
Groundbreakings for March: 0
Business After Hours for March: 1
Early Bird Breakfasts for March: 1
Accumulated Points for March: 1930

2011 STATISTICS

2011 Ribbon Cuttings: 23 (Goal: 85)
2011 Groundbreakings: 2 (Goal: 5)
2011 Business After Hours: 2 (Goal: 11)
2011 Early Bird Breakfasts: 1 (Goal: 2)
Total Accumulated Points for 2011: 7230

UPCOMING EVENTS

April 28, 2011
Business After Hours
South Georgia Vein Center

May 4, 2011
Chamber 101
Getting the Most Out of Chamber Membership

**Economic Development
Division Reports**



**Jay Prince
(Vice Chairman)**



Monthly Activity Report
Period: March 2011

	<u>2011</u>	<u>2010</u>	<u>Cum</u>
<u>RELOCATIONS:</u>			
March	3	1	
Total	7	3	348
Lowndes: 311	Brooks: 24	Lanier: 13	
Website: 233	Chambers: 43	Ads: 10	Other: 56

LEADS: 3826

ECONOMIC IMPACT:

Annual Income: \$14.6 Million

Annual Spending: \$12.5 Million

Liquid Assets: \$1.5 Billion

Indirect Jobs Created: 696



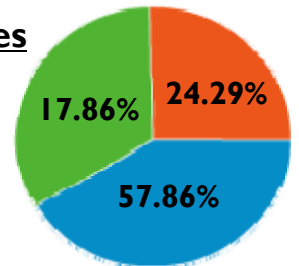
March 2011 REPORT

<u>Client Report</u>	<u>#</u>	<u>YTD</u>	<u>Resources Distributed</u>	<u>#</u>	<u>YTD</u>
Clients Assisted:	42	109	Sales Leads:	12	39
Start-ups:	22	44	How to Start Guides:	7	21
Existing/Expanding:	12	23	Demographics:	9	22
Chamber Members:	5	24	Industry Reports:	6	17
Returning:	0	1	Traffic Counts:	2	7
			Financing Info.:	0	3

<u>Website</u>	<u>#</u>	<u>YTD</u>
Visits:	140	304
Unique Visitors:	108	240
New Visits:	72.14%	72.14%

Website Traffic Sources

Direct Traffic	17.86%
Referring Sites	57.86%
Search Engines	24.29%



**Public Affairs Division
Reports**



**Jeff Hanson
(Vice Chairman)**



Education & Workforce Development Policy Committee

March 4- met to discuss Chamber support of E-SPLOST

GAC Executive Committee

March 10- met to consider Chamber endorsement of E-SPLOST

⇒**Unanimously supported**

Economic Development & Taxation Policy Committee

March 16- met to consider Chamber support for improved collection of sales tax at the State level

Local Business & Industry

March 31- met to discuss Chamber opposing the Drinking Fountain regulation in the International Plumbing Code

Business & Industry

April 1- met to discuss agency regulation of issues that fail to become law through the legislative process

Military Affairs

Ron Wilson, Chairman

Mission Statement:

To continue a long-standing tradition in our community of cultivating and enhancing a positive relationship between the business community and local military personnel.

Upcoming Red Carpets:

May 14, 2011

October 22, 2011



For more information contact Karil Brockington at 247-8100 or email: kbrockington@valdostachamber.com

Chairman's Report



Tom Gooding
(Chairman of the Board)

President's Report



Myrna Ballard
(President)

**VALDOSTA - LOWNDES COUNTY
CHAMBER OF COMMERCE**

Leading Businesses.
Leading Communities.™



Next Meeting Date:

Tuesday, May 24, 2011

8 – 9:30 am

@ Country Inn & Suites

Meeting Adjourned