

**GREATER GEORGETOWN CHAMBER OF COMMERCE
BOARD MEETING MINUTES
THE GEORGETOWN TRAIN STATION**

**WEDNESDAY, AUGUST 1, 2007
4:00PM**

In Attendance: Toby Givens, John Culp, Lit Dryden, Joy Sikora, Joan Tyndall, Jan Fraipont, Judy Dean, Helen Kruger, Norma Elliott, Jeanne Dukes, Dave Kelly, Gary Killmon, Jamie Magee, Randall Cash and Debbie Hartstein

The President Toby Givens called the meeting to order at 4:03pm at the Georgetown Train Station, Georgetown, Delaware.

Minutes: The minutes were sent by email to all board members and copies were made available at the meeting. The minutes were approved by Lit Dryden and Jan Fraipont seconded.

Treasurer Report: Joan stated that this was a short version. She will have the long version next month. The main and on going change is the addition of new members and renewing members. We gained 19 new members and lost 3 existing members. Joan noted that we have a CD coming due soon and she will be looking into moving the money. Very possible she will move over to the savings with over 4% interest. Helen approved the minutes and Gary seconded the motion.

Economic Development: Lit started the discussion and noted that the new Chairman, Judy Dean will also add to his overview. The meeting was well attended by not only local businesses but also by county and state representation. Hal Godwin was at the meeting to discuss affordable housing and ways to help individuals purchase land and home packages at a more reasonable price. Lit is hoping that Judy will get a committee together to find ways in move

forward in that direction. Lit also wanted the Board to discuss supporting the King (Briggs) Property development but will address this later in the meeting. Judy Dean brought up the plans for future residential building that Tom Kline discussed at the meeting; such as, 380 apartments, 250 condos, etc. . . Joe Booth was in attendance and assured all present that the general assembly were out of session so no other issues will be discussed for a while. He did state that Sports Betting may be approved but probably not until the year 2009 when Governor Minner is no longer in office. Walt Lidick stated at the meeting that American Mortgage has dissolved. Another attendee at the meeting was Terry Johnson and he discussed how Delaware Tech is flourishing. The Seed Program has had 550 applications and over 4000 students will attend this year. Joan Tyndall mentioned having the discount cards for the college students to use at local chamber businesses. Jeanne stated that Terry had mentioned before that the students could use their Student Cards and get the discounts. Jamie noted that Rehoboth has a list in their Newsletter of businesses that participate in the discount program. Helen was approached by Harris Teeter that they wanted to open up several stores in the area. One is going in near Peninsula in Long Neck.

Membership: Helen states we now have 408 members. She has contacted 21 possible members. We had lost five recently. A few that she has contacted and wanted any members that had a connection to please follow up; such as, PNC, Colony Pools, Georgetown One Stop, Whirlwind, Goodwill, Roger Marino, Credit Union, Wright Builders, Henlopen Appliances, Millsboro Ford and M&T Bank. Joan mentioned that when ever you patronize another Chamber member to let them know you are also a member and came to their business because of the connection. Helen noted that the membership committee set up that Realtors could be a sub-member for \$50 as long as the Real Estate Office was already a member. Dave Kelly confirmed that this could be done for other businesses too; such as, dentist and attorney offices.

Jeanne was curious on what the benefits would be for a sub-member. Joan stated they would get a plaque and their own listing on the website as the two main reasons.

Scholarship: Joy stated due to no other members of her committee not at the meeting she would like to wait until next month to give a report.

Newsletter: Laura was promoted this past week. Anthony has taken a job up state and Laura has taken his place. She has been away but will still be able to do the newsletter and hopes to have it finalized by this next week.

Insurance: Several members have been disappointed in the insurance offered to chamber members. They have received several complaints that the agents have not returned calls or given quotes in a timely manner. In turn, the chamber has not had any new members join just for the purpose of getting the insurance. Toby stated that Jim Rasa has been working with the underwriting and pricing to provide a better package. Lit is concerned that the bigger chambers are getting the attention and service. Lit will get up with Jim and ask him to attend the next meeting to discuss.

Christmas Parade: Jan is very excited about her plans for a bigger and better parade this year. She would like to propose a change to the name of the parade to “The Georgetown Christmas Balloon Parade”. No other town in the state has the large Macy type balloons in their parades. Jan has already contacted advertisers from last year and all have stated they are interested. She has collected 7 applications so far and wants to have the payment prior to the parade. Jan would also like 7 balloons this year. Three large, one medium and three small. She has gotten an agreement from Bill Smith to provide all seven for \$7500 total (His first estimate was \$15600). Helen asked about Kemp Balloons. Jan states that Kemp Balloons is no longer in business

and they gave her Bill Smiths' phone number. Bill Smith has provided balloons for the Macy Parade. Joan would like to see the parade route longer. Dave Kelly was concerned about size of balloon and the wires crossing the main street. Jan assures us that this is not a problem. Bill Smith will send instructors down to train the volunteers on carrying the balloons. Jan would like to ask the budget is increased to \$10,000. The budget now is \$6000. Lit was concerned since Kemp no longer does balloons now what if Bill Smith discontinues. Jan states there are several companies that they can contact. Jeanne states to change budget, they must go to the membership to vote. Joan has already contacted the schools so they will put the parade on their schedules early. She also plans to contact them several times through the year as a reminder.

Christmas Party: Toby is already preparing for the Christmas Party. He is concerned since we have so many new members and we didn't have much room last year at the Marvel Museum Barn. He suggested we move the Kitchen Area and put the Band in the area of the Elevator. Jeanne wants to make sure that the food is not outside due to the cold weather. We need to make plans now in case we need to move the event to another location. Toby is going to go out to the Museum to investigate and will report back next month.

Breakfast: Randall states that Bobby from Sports at the Beach is this month and Terry Johnson from Del Tech are next month. He has space open for October but has someone in mind.

Lunch: Lit has several possibilities for the future; such as, Thurman Adams and our Grand Marshall from the parade. Randall has lined someone up for January so the new president has it pre-planned.

Mixer: Gary noted that Frank Robino is for August. He needs someone for October. The Blue Water Grill was a success and had

several Millsboro business sign up to be a member. There was a wonderful turn out and everyone had a great time.

Old Business: Jeanne was curious about the Tourism Report. Wanted to know if we had received one lately? Joan met with Bobby Engel recently and went over the figures. Bobby was gracious enough to do the application for us again. Joan states we get to keep the tourism money. She will get the reports and bring to the next meeting.

New Business: As everyone was aware, Don Kellicut had a house fire. Becky from Wilgus asked Norma to send out faxes and emails to all members to see if they could help in donations. Lit stated he has spoken to Becky several times and the response from the members was wonderful. A computer has been donated along with other items. There was discussion on giving a donation from the chamber but the board felt that we should leave the donations up to individual members instead.

Budget: Toby suggested we move the money around so that the spread sheet did not have a deficit. It wouldn't change the overall money but it would look better. The area that would be changed is the promotions and advertising. Jeanne and John felt that we should leave as is and next year make the necessary changes.

Jan wanted the board to make a decision on the balloons for the parade. Gary made the motion to accept the \$7500 contract and Jeanne seconded. Randall wanted to commend Jan for her hard work and dedication to the parade. Jan asked if anyone is interested on being a part of the Parade committee please contact her.

Toby stated that Sue Messick had contacted him regarding the First State Force and giving them \$500. The Summer Festival did not make money this year. We just received Comcast bill for \$2000

on advertising. Helen wanted to know if anyone had contacted Comcast on this bill. Toby will have Sue come to the next meeting to go over some issues. Joan stated we did have a 50/50 chance and made \$300 which we had stated the proceeds from this 50/50 would go to First State Force. Someone mentioned that the First State Force is no longer together. Jeanne felt that we have to give the \$300 to First State Force but didn't feel we needed to give any additional. Joan felt we need to do something else besides the Easter Hunt, Decadence Party and the Christmas Parade but just didn't know what it would be. Jan suggested a Fall Festival. Randall felt that the Hispanic Community needs to be involved in the Festival. He feels we should contact LaRed and work together with them even if it is just one evening. Joan stated she was contacted a while ago by a Hispanic Organization regarding Business Person of the Year. She will see if anything was done and get additional information.

Lit wanted the board to consider endorsing the King-Briggs Property. Randall and Jeanne both stated they were not sure if the by-laws would allow us to make a stand for the membership. Lit suggested we decline his motion. He felt that the majority of the board was not in favor. Gary made the motion to decline and Jan seconded. All in favor but Lit.

Gary made the motion to adjourn the meeting and Jan seconded.

Meeting was adjourned at 5:10pm

Respectfully submitted,

Debbie Hartstein
Secretary