

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

**Wednesday, June 6, 2007
4:00 p.m.**

In Attendance: Toby Givens, Martin Donovan, Judy Johnson, Norma Elliott, Joan Tyndall, Randall Cash, Frank Steller, Judy Dean, Kimberly Thomas, Gary Killmon, Jeanne Dukes, Joy Sikora, John Culp, Helen Kruger, Bernice Edwards, Jamie McGee and Debbie Hartstein

The President Toby Givens called the meeting to order at 4:05pm at the Georgetown Train Station, Georgetown, Delaware.

Minutes: The minutes were sent by email to all board members and copies were made for the meeting also. The minutes were approved by Randall Cash and seconded by Joy Sikora.

Treasurer Report: Joan had forwarded all reports by email to the board members. She wanted to make it clear that if there are any questions regarding the reports to please bring it up at the meeting in case any other board member had the same question or a different question. There was some discussion outside of the meeting regarding the charges for the website. Joan stated the arrangement for the website was done prior to her being on the board; however, as she was told, Shaun Tyndall of Inclind was requested to make a website for the Chamber in return he was to get his membership free for the first year. Then the chamber would pay Shaun when he up-dates or works on the website and would bill the chamber. Several of the members remember the arrangement that was devised with Shawn. Randall stated he was part of that decision and felt it was a good arrangement.

Joan wanted to point out on her report the Summer Festival and how close to budget. They ended up only \$1500 short which was much better than last year. Jeanne felt that this was still within budget and very pleased on the difference. Motion was made by John Culp to approve the treasurer's report and Gary Killmon seconded.

Economic Development: Lit Dryden was unable to attend due to taking his daughter to the hospital. Judy Dean was gracious enough to come to our meeting to up-date us on their meeting today at noon. She felt that their meeting was very informative regarding the survey. Jeff Stone was the speaker and he informed them that DelDot is revising their website. Recommended the chamber to go on their website and if any questions or changes you would like to see – to contact Jeff Stone. Judy stated the Economic Developers are trying to get incentives for businesses to come in the area where incomes will start at least \$30,000. Plus additional incentives for incomes for \$100,000 or more. Kimberly Thomas was also at the meeting to up-date us on the survey. She stated that the statistics are being compiled and they have set a time line in which they should have

results by the end of August. If any questions, you may contact Troy Mix at the University of Delaware. On a sad note, Kimberly announced that she will be working with the Kent County Division starting Monday. She stated; however, that business will bring her occasionally to Sussex County so we will still see her around.

Membership Report: Helen reported that she has contacted quite a few on the delinquent list of members such as: Herbs Auto, JBL Sales and Collectors Corner. Norma has called Fresh Pride and John Culp and Jeanne Dukes have also gone down their lists of members. Helen stated we are at 382 Members strong. She is disappointed to lose Dr. Lemon since he has moved his practice to the Seaford area; however, she is hopeful to get the Heart Association, Red Cross and Lab corp. If we could raise our membership to 390, we would be third in Sussex County. It was mentioned during this discussion about setting up to take payments by credit card in order to help our members pay their dues.

Helen informed us that we have a Ribbon Cutting on Friday, next Wednesday and Bruce Rogers in July (she will have more details for July events at the next meeting).

Toby was approached by Jim Rasa regarding Barbara Street and her husband. Jim has met with them to try to write some health insurance but was unable to help them. Mr. Street sells specialty auto supplies and up until recently, he was also able to install them. Recently Mr. Street has become blind and unable to work. Jim has given them a computer and is hoping to see if Shaun Tyndall will help with a website so they may sell their product on line to compensate for the loss of work by Mr. Street. Toby and Lit would like to request the chamber to allow the Streets to be members and get the benefits but also allow them to defer their membership dues for six months until they can get their business up and running. John Culp was concerned that if we start this with one then we may find many other members to come forward with this request. Toby suggested we table this discussion and think about it. John Culp made a motion that the Membership Committee get together and come up with a plan and suggested they call it the Hardship. Judy Johnson seconded. Jeanne Dukes abstained.

Credit Cards: Joan has looked into paying dues by credit cards. She sent out an email to all the local member banks and to a company called Merchant Processors (MPI). In her opinion, she felt that MPI had the best plan at the best rate. They just set up Seaford's Chamber. They charge a \$25 set up fee and then a charge of 2.29%-3.27% for each transaction and then a \$25 annual fee. Wilmington Trust charged \$350 and Delaware National charged \$585. Gary wanted to know if debit cards were included. Joan didn't know but would check on it. Randall and Helen both thought we should do it. Joy stated that events, chamber breakfasts or lunches could be charged; however, Toby was concerned about the finance charge cutting into the cost.

Joan also wanted to discuss Delaware Nationals Non-Profit Checking Account earning interest plus their Savings account with a balance of \$10,000 or more would be 4.37%. Toby recommended Joan take it into her hands since she is treasurer. Joan wants to be sure that once we move the account, we will not want to move again any time soon. We

are in need of new checks at this time so it would be a good time to move. Helen made a motion to change banks to Delaware National and John Culp seconded. Randall does want Joan to contact Citizens and WSFS to make sure they do not have other plans and to give them an opportunity since they are also members. Joan did state Wilmington Trust had a 5.24% interest account but was only for Personal Accounts.

New Board Member: President Toby announced since we lost one of our board members, he would like to have the board vote on bringing Jamie MaGee back on the board to replace the empty spot. Martin stated that we can replace immediately without waiting. Helen made the motion and Joan seconded to have Jamie MaGee as a replacement board member.

Scholarships: Joy Sikora stated she understood we had one application, one called regarding the scholarship and one emailed. Unfortunately, the one application turned out that the student was going outside of state to college. Helen was surprised that we did not have more interest. She will try to get some students to apply. The members felt we should keep our criteria as stated for this year. Joy and her committee will look into the criteria for the future and make recommendations.

Summer Festival: The Summer Festival Committee presented recommendations to Toby and Joan will email them to the board members for their review and comments. Bottom line, they felt the attendance was terrible. They felt that with 350 to 400 chamber members, we should have had better attendance. Helen stated she received a call from Mayor Wyatt and he felt that the chamber did not support the event. Joan said it was difficult with baseball schedules, school testing and chilly weather was part of the problem. Joan also thought we should sit down and talk to the Town Manager. She felt he has had great experiences while in Milton and thought he could help us. Bernice said she has gone to functions in Milton such as the town yard sale and park concerts and they had a huge crowd. Toby liked the location at the Marvel Museum and felt we should keep it there. Bernice, John and Helen liked the idea of taking one night a week all through the summer and have an event instead of just one week during the summer. Toby would like to table for future discussions.

Insurance Committee: Toby would like to form a new committee to review and handle our Insurance situation. Jim Rasa has volunteered to head this committee as chairman. He may be contacting other members to be on his committee. He is hoping to work on getting additional members with providing affordable health insurance.

Old Business: Joan announced that the Bill Board at Jeff Whites is happening soon. We have an agreement with Jeff to do this new bill board and in turn he would not pay for this years dues; however, Jeff was just informed that they may need to move the sign back in which this would be an additional cost. Jeff recommended he just have a credit towards any future costs. Toby would rather see us pay for the difference instead of Jeff having a credit. Helen wanted to know what other members are getting free membership. Joan named Sky Brady, Jeff White, Better Business Bureau and Delaware State Chamber of Commerce. Jeanne suggested a lease on bill board.

New Business: Joan said she received a call from Sue Messick. Sue went to a Network Group Meeting and someone was complaining about getting numerous faxes from our chamber and that we never email. Joan stated it is impossible to send more than one fax to an individual in a day. We have way too many for that to happen. Jamie did state she has received numerous faxes from the Rehoboth Chamber. Helen thought maybe this person was confusing us with Rehoboth. Joan does suggest when sending out a mass mailing that we fax instead of emailing so more people receive the information.

13th Annual Blue Grass Festival: Dates June 14, 15 and 16. Toby would like to see us volunteer to help. They usually need help at the Gate for admission. Rotary helped us with our Festival. Joan recommended ear plugs. Norma will email out a schedule.

Boys and Girls Club: Jeanne stated she has the BIG check. She wanted to personally thank Joan, Martin, Frank and the Chamber for their support. She wasn't able to bring the check in her car because it wouldn't fit. Would like for a few of the members to go over to the Boys and Girls Club for a photo with the check.

Sister Margaret: Bernice stated that Sister Margaret is moving on as of July 13th. She doesn't want to go but must. Bernice would like to have a reception for Sister Margaret at the Train Station. She will get together with HGA and First State to plan. Joan suggested Bernice check the Train Station website calendar and then call Joan to reserve a date for the reception. Sister Margaret will be sincerely missed. She has done so much for the community.

Farmers Market: Toby announced that the Farmers Market starts this Friday from 10 to 2. T S Smith is new this year and many other new vendors. Come out and support this event. The Market will be every Friday thru summer.

Thank You Card: Toby received a Thank You Card from Robby Rogers. He was the winner for the Essay and received \$50.

Bobby Brooks- Sports at the Beach. She was at the Economic Development Meeting today and mentioned that she sends teams to the beach for hotels. Joan was at the meeting also and stated it would be nice if they used our local businesses also even though we only have the one hotel in town. So Joan is putting together a pamphlet with information regarding our area. While teams are playing at the complex, they always have questions on where to go and what to do. This pamphlet will have many local attractions, restaurants, hotels etc. These will be given out to everyone coming to the complex. If anyone has anything they want to add to this pamphlet to let Joan know. Jeanne suggested that Churches should be added since many of the tournaments are on the weekend. Joan also thought we could put in the pamphlet "Tell them Chamber sent you and get a discount". It would be nice to put all the businesses in the pamphlet but not at all possible.

Toby asked to make a motion to adjourn the meeting. Bernice made the motion and Gary seconded.

Meeting adjourned at 5:05pm

Respectfully submitted,

Debbie Hartstein