

**GREATER GEORGETOWN CHAMBER OF COMMERCE
BOARD MEETING MINUTES
THE GEORGETOWN TRAIN STATION
Thursday, September 04, 2008
4:00 P.M.**

In Attendance: Jan Fraipont, Helen Kruger, Ray Hopkins, Charlie Koskey, Judy Johnson, Rich Warfield, Toby Givens, Joan Tyndall, Kyle Morgan, Joy Sikora, Bernice Edwards, Jamie Magee, Karen Duffield, Jeanne Dukes, Garry Killmon, Frank Stella and Robin Parker.

Jan Fraipont, President, called the meeting to order at 4:05 pm 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. Jeanne Dukes made a motion to accept the minutes and Joy Sikora seconded. Charlie Koskey abstained. Motion carried.

Treasurers Report: Joan Tyndall had emailed the treasurers report. We now have the knowledge that the Chamber does not have Director and Officer Insurance. We have a proposal of Insurance from The Insurance Market for approximately \$990 for one year.

Ray Hopkins motioned to approve the insurance for this year and to price around in 2009.

Jeanne Dukes Seconded
Jamie Magee Abstained
Motion Carried

Helen Kruger motioned to approve the Treasurers Report
Toby Givens Seconded
Motion Carried

Karen Duffield: Each officer was given a packet of materials for the meeting. It contained the Agenda, The Minutes from August meeting, The Treasurers Report, Profit and Loss and YTD Balance Sheet, The Executive Directors Report, Invitations to the next two mixers, and The Brick Hotel proposal. This information was enclosed in the new Chamber folders. Karen will continue to have these packets available at the meetings.

The Brick Hotel: Lynn Lester has presented the Chamber with a proposal to have the monthly breakfast meeting at the Brick Hotel. There will be no fee to use the room. 2 rooms hold 30-50 people and 1 room can hold more. A sample

menu was given. There will be an omelet station provided for freshly prepared omelets. The only fee will be \$8 per person.

After discussion, everyone agreed to have the December meeting held at the Brick Hotel. The possibility of other meetings being held there will be discussed after December.

Business Report Advertisement- The Business Report Ad is currently \$120 per month. Due to the Booklet changing to a glossy finish, the Ad after Dec will be \$220 per month if the ad runs every month. For the ad to run 6 times per year, it will be \$235 per month. Joan brought up that the ads run the schedule for the meetings for the month and every chamber member receives this booklet. Ray Hopkins and Charlie Koskey felt that running the ad for 6 months would be better.

After discussion, the finance committee will discuss it at their meeting.

Tourism – 2009 funding application was approved for \$8000; however there were two areas of concern. Past applications had been approved based on the funds being used towards a marketing partnership with Sports at the Beach and Wings and Wheels. Any future funding could be denied if this is not met.

New Copier – The new copier was purchased and is being used. We paid \$1,000 for the copier. We can purchase a maintenance agreement for 1 year for \$643 per year. This also comes with some supplies.

Helen motioned to approve the purchase of the maintenance agreement.

Bernice seconded

Motion Carried

Karen thanked Ray Hopkins, Servpro, and Toby for picking up and setting up the copier. Ray thanked Toby Givens for giving the Servpro employees a tour of the train station. They really enjoyed it.

Christmas Balloon Parade - September 11 will be the first meeting. Debbie was in a boating accident and has several crushed bones.

Wings and Wheels Update: Kyle Morgan announced that the Vendors and the Registrations are coming in. Jan brought up the possibility of having beer served in a designated area for the event. Kyle had spoken to others from the airport in reference to this idea. Due to lack of insurance and people under the influence being close to the planes, Larry is not interested for this year. Alcohol will be served in the bar at the restaurant. It will be discussed again for next year. Sponsors are needed for the event. Tent and Stage sponsors are still

needed. The sponsorship would include the name of the business displayed on the item. The sponsor will also have a table set up inside the tent. Sponsorship for the tent and the stage is \$5000 each. Karen has sent out packets to several businesses. 5000 people are expected at this event. Jan mentioned that the businesses should commit to being sponsors as early as possible. If they commit earlier, they will receive more advertising in connection to the event. Kyle will attend the next council meeting to speak to them in reference to the event.

There is a \$10.00 registration fee that will be given to the Chamber. This may be needed to sponsor the trophies. Jeanne Dukes will be notifying Captain Willie about the event. She will invite him to fly over. Cat Country will be attending and doing a live show during this event. They will be giving "Reward Points" that can be used to purchase merchandise on their website.

Membership Update – Helen Kruger reported 450 members currently. She held a membership meeting and some ideas are being put in process.

- Member to Member Discount Cards
- Cinderberry Gathering for New Citizen Memberships – Frank Stella will be working with Robin Parker and Karen Duffield.
- Business Workshop for Hispanic Community – Several interpreters have volunteered
- Membership Decal – Karen has designed the decal for windows.

Helen spoke about how disappointed she is on the decrease in members. The goal for 2008 is 500. Everyone acknowledged how hard Helen has worked and a decrease in membership is expected due to the state of the economy.

Kyle mentioned that the Bethany chamber has an Ambassador Committee that helps bring in members. Rich Warfield also felt that this would be a good idea. The committee could be built with members that are in the sales field. This will be discussed at the next membership committee meeting.

Letter from Dr. Harker: Joy Sikora read a letter from Dr. Harker. This letter was in response to our request for the University of Delaware four year college to be located in Georgetown. Dr. Harker gave the names of the task force that will be working on the project. He also plans to have a meeting with the chamber in the spring.

There was discussion about someone in the town of Seaford gifting the land. Lewes and Milford are also interested in the college.

Monthly Meetings – Upcoming mixers and meetings

- Meet the Candidates upcoming mixers 9-17 and 10/15
 - Invitations have been sent to all Candidates

- Invitations will be sent to all members
- Breakfasts – Jeanne Dukes
- Luncheons – Karen Duffield

Newsletter – The newsletter is at the printer. Jeanne Dukes reported that a lot of articles have been submitted.

Make the Town Pink – October is Breast Cancer Awareness Month. Charlie Koskey is organizing this event. He has notified several businesses on and around the circle and asked them to decorate pink for this month. Arrangements are being made to have free mammograms and First State Community Action has donated \$25 gift card to Wal-Mart for anyone getting a mammogram. Donations of materials will come from the local Cancer Society.

On Friday, October 17, Chardon will be holding a Pink Champagne party from 6-9 p.m. Jeanne Dukes will also notify Captain Willie of WBOC-TV.

New Business - Karen Duffield will be contacting Paula from the caterers at Del Tech. Several members were upset with the announcement at the past luncheon regarding showing up without notice. Karen will ask Paula for a 5 person variance.

Jeanne Dukes announced a party at the Seaford Country Club on October 30, 2008 for the Sussex Child Health Coalition. The party will have a Pirate dress up theme. All Chamber members are invited. For more information go to www.sussexkids.org.

Jeanne invites everyone to promote the 5 – 2 – 1 almost none in their business.

Chamber Christmas Party – December 6 at the Cheer Center.

Personnel – Bernice Edwards reported that Karen Duffield's 90 day probation period is up. The Chamber is very happy with Karen and Karen is very happy at the Chamber. "Great Job Karen"

Helen Kruger motioned to adjourn the meeting
Toby Givens seconded the motion.

Motion Carried.

The meeting was adjourned at 5:20

Respectfully submitted
Robin Parker, Secretary