

emerge



Calendar of Events

Nov 2011 – Jan 2012

November 7th

11:00 am – 1:00 pm

First Monday Lunch

Keynote: Senator
Johnny Isakson

November 8th

12:00 noon – 1:00 pm

New Members Lunch Reception

Presented by: The Atlanta Journal Constitution
Sponsored by: Georgia State University/Brookhaven Center.

November 9th

9:30 am – 12:00 noon

Integrated Email Marketing

Presented by: Constant Contact

November 16th

7:45 am – 10:00 am

2012 Legislative Forum Breakfast

Presented by: Publix

November 17th

11:00 am – 2:00 pm

DeKalb Chamber's Open House

November 24th – 25th

Office closed in observance of the Thanksgiving Holiday

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Message from the Board - Bemetra Simmons DeKalb Chamber Ascending to New Heights



As a banker responsible for DeKalb County's commercial and retail operations, I understand as well as anyone how the economic downturn of the past three years

has affected our local economy, merchants, and patrons. I would like to report that the DeKalb Chamber (Chamber) has been immune from the aftershocks of a downward economy, but unfortunately I cannot. While the last three years have challenged staff and my fellow board members like no time before, I am proud to say that this year the Chamber has rebounded and is projected to far exceed our expectations. The success the Chamber has experienced this year is by no accident. The board and staff have tirelessly worked to ensure that programs are beneficial, speakers engaging, and services excellent. Moreover, we have participated in and led discussions related to economic development, small business, education and other key quality of life issues. As members at large, you have attended events and supported our activities better than ever.

This year has demonstrated that when members of the business community come together for causes and efforts larger than themselves, great things can happen. The Chamber is on the cusp of accomplishing great things because we are assembling men and women who are respected by their peers and whose companies contribute to the success and viability of DeKalb County and the Atlanta region as a whole. As we near the completion of 2011, I ask that you continue to support the Chamber and its staff. The fourth quarter is where sports events are won and business profits are earned. As such, we need not let off the gas just yet. The Chamber has two major events upcoming in its November 16th 2012 Legislative Preview Forum & Breakfast and its December 3rd First Monday Lunch Speaker series program featuring the Honorable Burrell Ellis, DeKalb County CEO. It is my hope that you will support these events and others with your presence and sponsorship dollars. Support your Chamber and let's enter 2012 fueled and ready to go.

Bemetra Simmons is Vice President - Area Executive, DeKalb County & Finance Chair of the DeKalb Chamber Board of Directors.

To Advertise in our Newsletter
email jleonard@dekalbchamber.org





The DeKalb Chamber Small Business Capacity Building Series

Beginning January 2012



Andy Fried



John Ernst



Sharon Macaluso



Robert Thiele

Beginning in January 2012, the DeKalb Chamber initiates its premier educational program: DeKalb Chamber Small Business Capacity Building Series. This comprehensive set of interactive modules focuses primarily on helping small business owners start, maintain and successfully grow their business. This year-long program offers quarterly modules encompassing 6 classes per quarter, covering topics such as strategic planning, marketing, capital management and human capital.

The Chamber's Small Business Committee created the Capacity Building Series after brainstorming discussions on how to help small business members and other interested DeKalb County companies improve and grow their businesses. Soliciting stakeholders from our membership and board of directors, the program evolved into a year-long series of case studies and interactive presentations. At the end of this program, attendees will walk away with a book of instruction to help them succeed as business owners and employees.

The First Quarter Module, "Business Modeling", begins in January 2012 and includes the following three sessions:

SESSION 1: STRATEGIC PLANNING

"The business of business is planning and implementation – planning today for tomorrow's results." Presenter: Robert Thiele, Business Consultant with the University of Georgia Small Business Development Center.

Date: Friday, January 20th and January 27th

SESSION 2: FINANCIAL PLANNING: REDUCE RISKS & INCREASE PROFITS

Presenters: Andy Fried, CPA, & John Ernst, Business Consultants with the University of Georgia Small Business Development Centers (Kennesaw) Decatur locations.

Date: Friday, February 10th and February 24th

SESSION 3: MARKETING PLAN

Presenter: Sharon Macaluso, Area Director and Business Consultant with the University of Georgia Small Business Development Center (Decatur)

Date: Friday March 9th and March 23rd

The second module will cover marketing methods such as social media, branding, and marketing strategies to use when you want to close the sale.

Limited Seating Available - Capacity of 35 only. For more information on this program, contact the DeKalb Chamber at 404-378-8000 x 224 or send an email to: jleonard@dekalbchamber.org.

PROGRAM FEES:

Chamber Members:

4 Modules (23 classes)	\$ 389.00
2 Modules (12 classes)	\$ 229.00
1 Module (6 classes)	\$ 129.00
1 Session (2 classes)	\$ 49.00

Non-Members :

4 Modules (23 classes)	\$ 439.00
2 Modules (12 classes)	\$ 269.00
1 Module (6 classes)	\$ 159.00
1 Session (2 classes)	\$ 79.00



Is Your Content Human?

by Lanelle Henderson Regional Development Director, Constant Contact

3 easy ways to give your business more of an identity at holidays and year-round

As the holidays approach, inboxes will be flooded with special offers and coupons. Breaking through that noise doesn't have to be a challenge though. Sharing that educates and illustrates why your business is different from others is one way to do it.

Let your personality show. Using content that "humanizes" your business creates a stronger connection with readers. According to the Custom Content Council, 73% of consumers prefer to get helpful articles instead of an advertisement. Even better, 61% of consumers are more likely to make a purchase from a company that delivers content over a sales pitch.

Sending humanized content lets your customers know that real people are associated with your business. And these days, consumers want to buy from people they know and like, not from anonymous businesses. Here are 3 ways to humanize your email marketing -- and your business -- with content:

- 1. Share expertise:** Your customers come to you for your products and services. But the more they learn from you, the more they'll come to rely on you for information too. The content you share doesn't have to be your own. If you come across an article written by someone else that you think will benefit your subscribers, include it in your newsletter or on social media and write a quick intro to explain why you like it.
- 2. Write like you speak:** Drop all the marketing-speak. Social media has allowed businesses to have a more casual voice with their customers. Write to your readers like they're people, not customers or subscribers.
- 3. Involve your customers:** Who are your loyal customers? Let those people's voices come through, either by sharing their tips for using your products, picking their favorite dish or service that you offer. You can ask people on Facebook for their tips or insights, and pick the best ones to include in your newsletter.



The more you can humanize content to connect with your customers, the more likely they'll be to turn to you for their next purchase, whether that's at holidays or some other time during the year.



Follow the Chamber on:

Stay connected to the Chamber by signing up for email updates.

Visit dekalbchamber.org to sign up today.

DRUGS DON'T WORK

SAVE 7.5% ON WORKERS COMP INSURANCE

State laws provide incentives to employers who conduct workplace drug and alcohol testing.

Companies that implement workplace drug and alcohol testing policies can reduce their workman compensation costs by 7.5 percent.

Contact the Drug's Don't Work Coordinator for more information on establishing certified drug-free workplace programs at 404-378-8000 ext. 223.

FIRST MONDAY LUNCH

CEO ELLIS TO ADDRESS DEKALB CHAMBER OF COMMERCE

Topics include 2011 Accomplishments and 2011 Challenges



In what has become a custom during his first term as Chief Executive Officer of DeKalb County, Burrell Ellis will be the keynote speaker at the DeKalb Chamber's year end luncheon slated for December 5 at Georgia Piedmont Technical College Conference Center located at 495 North Indian Creek Road in Clarkston. Ellis will highlight some of the current year's accomplishments while discussing what lies ahead for the 2012 year.

The DeKalb Chamber and CEO Ellis have formed a strong partnership over the past three years and his participation as the year end keynote speaker has further solidified that relationship.

Tickets for the event are \$35 in advance of the RSVP deadline for members and \$40 afterwards. General admission is \$45.

For additional details on the event, interested parties may visit www.dekalbchamber.org.

Register Online Today!



Consulting and Training Services

- Network Infrastructure Planning:
 - Assessment, Design, and Integration
- Customized Voice and VoIP Solutions
- Managed IP/Data and Internet
- Cloud Computing
- Business Continuity
- Competitive RFP Development and Response Evaluation



On-Site and Remote Support Services

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- Network Appliance Support: Server; PC; Router; Printer; PBX
- IP/Data Networking
- Telephony Voice/VoIP services
- Premises Wiring: Low Voltage Cat5e
- Security : Firewall; Video Surveillance
- Wi-Fi



Marvin Walker - President
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Many Thanks To All Of Our Sponsors of Distinction



Hundreds Turn Out For The DeKalb Chamber Classic



The DeKalb Chamber celebrated its 7th Annual Golf Tournament Classic on Monday, September 26th. Tournament participants included some of the most recognizable companies in DeKalb County. The annual event took place at Stone Mount Golf Course in Stone Mountain, Georgia.

Aside from the picturesque scenery, invited participants enjoyed the beautiful weather and lush greens of the course.

The DeKalb Chamber sincerely thanks all of our participating sponsors and golfers whose contributions support the Chamber's educational efforts for the organization.



New MEMBERS

- A Better Plumbing Service, Inc.
- A.S. Turner & Sons
- Associated Credit Union
- BBH Bonding Co.
- Belhaven University
- Blo Beauty Bar
- Brainstorm Consulting, P.C.
- Bray Electrical Services, LLC
- Capital Access Financial, LLC
- Clairmont Animal Hospital
- Cornelius Group, The
- Emeritus at Decatur
- Equitable Payments
- Findings Group, LLC, The
- Gresham, Smith and Partners
- Gude Management Group, LLC
- Hibachi Grill & Supreme Buffet
- Historical Publishing Network
- K2 Professional Services Inc.
- Keystone Press, Inc.
- LA Fitness
- Mallory & Evans
- McKibben Johnson, LLC
- Medtech Institute
- NuBarter, Inc.
- Onyx Media Services
- Owen, Gleaton, Egan, Jones & Sweeney, LLP
- PAYCHEX
- Raging Burrito & Taco
- Rooks Business Consulting Group
- SOURCE Care Management - DeKalb Office
- Sprint Tax Service, LLC
- State Farm Insurance - Terry Moore
- Steel LLC
- Stone Mountain CID
- Super 8 - McDonough
- Telecycling, LLC
- Tradebank of Atlanta



Thank You Bobby Cox!

Suburban Custom Awards honors Bobby Cox's 20 plus years as Manager of the Atlanta Braves with a custom trophy presented in honor of his retirement.

Of all the companies bidding on this prestigious award, the Atlanta Braves recognized our 46 years of experience and selected Suburban Custom Awards to manufacture this one of a kind trophy.

Working with the Braves design, Suburban incorporated a crystal number 6 honoring the retirement of his jersey as the focal point. Behind this is a representation of the 15 division titles won by the Braves in a stadium setting. Each pennant was engraved with the year the title was won.

The president of Suburban Custom Awards proudly noted, "It is such an honor to be chosen to recognize one of baseball's most celebrated and winningest managers. He is certainly an Atlanta icon and Suburban is proud to be part of the celebration."

Suburban Custom Awards and Framing is one of the oldest and most respected awards and picture framing companies in Atlanta; opening our doors in 1964. We have met the needs of the Atlanta Falcons, Atlanta Hawks and Atlanta Thrashers; as well as some semi-pro teams

Resurgens Bank Chosen For SBLF Funds To Provide Small Business Loans

ALTANTA – Atlanta-based Resurgens Bank has been named the recipient of nearly \$3 million in funding from the U.S. Treasury's Small Business Lending Fund. The funds, provided to fiscally strong and healthy community banks, are designed to enhance the bank's capital and, promote small business lending.

President and CEO, Charles DeWitt, said the proceeds will infuse capital to an already-strong capital base. To date, we are the only Atlanta-area bank selected to receive the funds and positions the independent bank as a lender of choice for small business owners. "We will leverage these SBLF funds to invest in area businesses," DeWitt said. "While Resurgens Bank has continued to invest in the growth and prosperity of small-to-medium sized businesses throughout the economic downturn, this infusion will provide us even greater flexibility to meet unique loan needs in our community." Resurgens Bank continues to invest in the growth of area businesses."



Welcomes New Community Leaders to The Class of 2012

ATLANTA, Ga., September 20, 2011 – Leadership DeKalb has selected 52 members for the Class of 2012 to complete a 10-month training program, educating the leaders about issues facing the community.

With representatives from business, education, healthcare, social service agencies and government, including established and emerging leaders, this class will join more than 1,000 graduates of the program over its 25-year history.

"Every year, we strive to unite a diverse group of leaders from different walks of life in DeKalb County who exhibit a desire for influential leadership and dedication for a positive change in the community," said Sara Fountain, Executive Director. "Nearly half of the class members are from governmental agencies, social service entities or educational organizations which sets this program apart from most community leadership programs around the County."

During the 10-month training program, the class will be informed on issues in the community such as history, diversity, justice, government, education, economic development & transportation, and health.



Dentistry for the Developmentally Disabled

The DDD Foundation Receives Bank of America Grant

The Bank of America Charitable Foundation, Inc. awarded a \$20,000 grant to the DDD Foundation, Inc., Dentistry for the Developmentally Disabled.

The check was presented at the Bank of America Decatur Banking Center, 163 Clairmont Avenue, Decatur, Georgia, on August 31, 2011.

CHAMBER NEWS

Georgia Perimeter College Leadership In Shared Governance



When Anthony Tricoli arrived at Georgia Perimeter College (GPC) as its new president nearly five years ago and started talking about a shared-governance strategy to improve the college, some folks rolled their eyes.

The previous president had also used a shared-governance model, but it wasn't what most of the faculty and staff had in mind. With little input into the decision-making process, many at the college believed their ideas were insignificant, and as they explained, they usually learned about decisions after the fact. As a result,

there was little trust between faculty and staff and the administration. That approach also seemed to pit the college's five campuses against one another rather than pull them together as one unit.

So when Tricoli arrived in October 2006, he had an uphill battle. But first, he had to restore trust. Tricoli started with a series of town hall-type meetings at all GPC campuses where nothing was off the table. He answered questions on any topic, including shared governance. He heard the faculty and staff say they wanted a voice in the decision-making process, so he set out to make it a reality. He also worked with faculty, staff and administrators to create a shared governance process to address key issues throughout the college.

Along the way, Tricoli eliminated silos, creating a culture shift from a federation of five separate campuses to five collaborative campuses with a one-college philosophy.

Listening to Understand

Open forums, an outgrowth of the town hall meeting, have become a hallmark of Tricoli's leadership. To discuss important topics, such as governance, diversity and sustainability, the president travels to five different campuses, some 60 miles apart, to hear what the college's constituents have to say.

The meetings are open to everyone at the college from administrators and students, to faculty and staff and even to local residents, business representatives and politicians. GPC's shared governance process promotes an ongoing open dialogue, even outside of the open forums, as faculty, staff, and administrators exchange informal emails between themselves and the president.

Tricoli also keeps in contact with everyone at the college with regular e-mail updates entitled A Message from the President, which are also posted on the college's website.

Alan Jackson, vice president for academic affairs, who has served at the college for 19 years, said he was initially struck by Tricoli's seriousness in ensuring everyone had a chance to comment.

He really did want to hear their voice and what they thought, Jackson said.

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Renewing MEMBERS

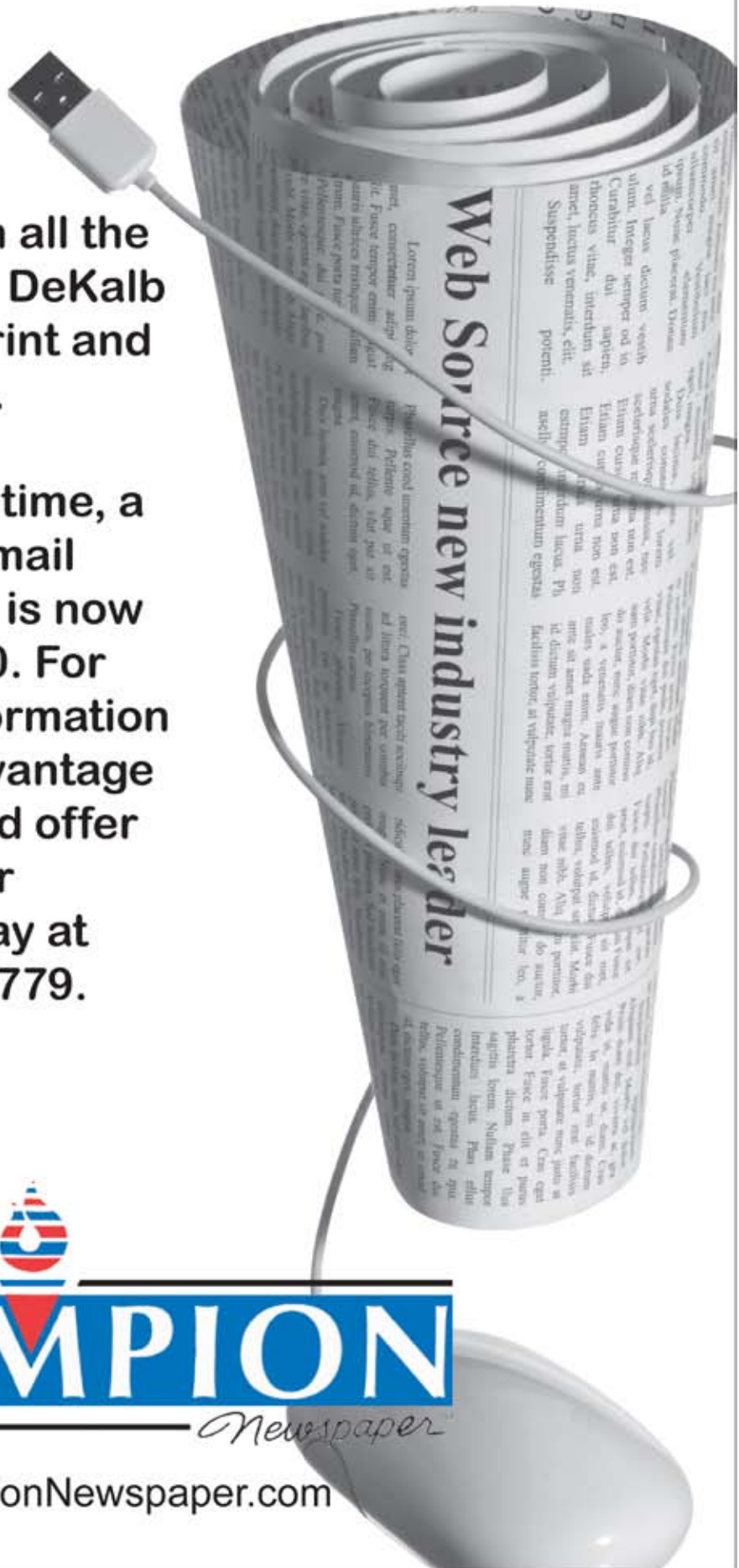
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International Paper
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CHAMBER NEWS

Georgia Perimeter College Leadership In Shared Governance

The remainder of the communication and decision-making strategy is just as comprehensive and ambitious. After holding open forums on topics raised by faculty, staff, and administration, Tricoli often delegates those topics to a presidential think tank, which he himself chairs, to flesh out the issues and to draft recommendations to a task team. That team clarifies the problem, recommends solutions, identifies those accountable, develops a timeline for implementation, and presents a final report to the president. The task team, which includes 15 to 20 members, disbands at the end of 29 days.

No idea is a bad one, and everyone who participates in a think tank, task team, or open forum is encouraged to share his or her thoughts and ideas, Tricoli said. Sometimes it's tough to hear. But we are open to hearing everything the good, the bad, and the ugly and were ready to take action.



As part of Tricolis plan for transparency, GPC has created a governance and policy website that includes up-to-date minutes, notes, and reports for open forums, think tanks, standing committees, policy councils and task teams. It also includes a detailed governance model and the colleges policy manual, which is currently under review.

Beth Jensen, director of governance and policy, noted that the governance and policy website is a model for inclusivity and transparency.

No one has an excuse not to know what is going on, added Jackson, who carries a copy of the four-page strategic plan with him.

One month and out

Some of the issues that the temporary task teams have addressed include improvements to the admission process, online education, financial aid delivery, diversity, use of data in decision-making, and sustainability. One of the first areas GPC tackled was the enrollment process. The colleges enrollment office had been drowning in paperwork, which prolonged the acceptance process. In addition, students' paper transcripts were frequently lost.

Once the issue was flagged after an open forum, Tricoli formed a think tank and then a task team. Within 29 days, the task team made several recommendations, including a paperless process. Then the suggestions (and there were several) were promptly implemented. The move not only helped the office operate more efficiently, but it has saved the college money in printing costs and other expenses.

In addition to savings in time and other productivity and service improvements, the colleges enrollment has grown from 13,400 students to more 26,000 in less than four years.

This fall, the college is anticipating an enrollment of 28,000 students, Tricoli said.

The college community was initially surprised how quickly the issue with the admissions process was addressed. Prior to Tricolis arrival and the new shared governance model, GPC officials would often discuss issues for months or even years with little resulting action.

It was phenomenal what happened, said Lisa Fowler, assistant vice president for enrollment management at GPC. Before Dr. Tricoli arrived and put this new system into place, problems were something that we just talked about forever.

cont'd on next page

CHAMBER NEWS

Georgia Perimeter College

Leadership In Shared Governance

Getting noticed

The model and its successes have garnered attention outside the college, too. Joseph Doyle, commissioner of Georgias State Personnel which works with state agencies to hire and train their workforce and improve organizational performancesaid he is impressed with Tricolis accomplishments at GPC. He noted Tricolis can-do attitude inspires college leaders, faculty, and others to take on challenges.

He involves people that he depends on, Doyle said. He supports them and raises them to a mind-set. It has been masterful.

Tricoli recently received the American Association of University Professors Ralph S. Brown Award for Shared Governance. Thats not an honor bestowed every year. In fact, the last time it was presented was in 2007. Tricoli is the first two-year college president in the nation to receive this honor from the AAUP, the oldest faculty organization in the country, and only the fifth individual recognized with this award since its inception in 1998.

Tricoli was honored that several GPC faculty members nominated him for the award.

I believe weve created something very special here at GPC, Tricoli said. The faculty members were absolutely right in demanding transparency in decision-making. We move things along at a pretty good click here at GPC, and nobody is complaining about that.

The key element in Tricolis strategy of successwhich he identifies as voices, values and vision is trust.

When problems are addressed or processes are changed, they must involve those who are going to be impacted by these changes, Tricoli said. The person who puts the nut on the bolt is the expert at putting the nut on the bolt, so he or she must be involved in all process changes which impact his or her ability to do the job. This includes faculty, staff and administrators and students, too.

Tricoli noted that customer service is also important-not just in serving students, but also in viewing GPC colleagues as customers. That includes faculty members, professional and support staff members and administrators.

As you might imagine, all of these changes required an organizational culture shift that everyone had to want and that everyone was willing to work hard to gain, said Tricoli, who tested the model when he previously served as president of West Hills College-Coalinga In California.

The foundation of any successful shift in organizational culture is trust, Tricoli said.

DeKalb County Appoints New Economic Development Director

DeKalb County Chief Executive Officer Burrell Ellis has named Charles Whatley as the new Director of the Office of Economic Development.

Whatley has extensive experience in the economic development field and holds a Bachelor of Arts degree in economics from Yale University, and has completed course work for a Master of Science degree in economics at the Georgia Institute of Technology.

“We are excited to welcome Director Whatley to DeKalb County and I am confident that Director Whatley’s extensive background in economic development will enhance the quality of life for all stakeholders who live, work and play in this great county,” said CEO Ellis.

Whatley brings to DeKalb County 20 years of professional experience in economic development, including six years as the Manager of the Atlanta Development Authority’s Business Development Division and as the Director of Commerce and Entrepreneurship. He also spent 15 years as an independent consultant specializing in business models, strategic and marketing plans, opportunity and economic feasibility studies, and market forecasts for clients in the U.S., Malaysia, India, and Canada. Whatley is also a member of numerous professional organizations including, the Urban Land Institute; the International Economic Development Council; the Council for Development Finance Agencies; the International Council of Shopping Centers; and Lambda Alpha International, the Honorary Society for the Advancement of Land Economics.

CHAMBER NEWS - Turknett Leadership Character Awards



FHLBank of Atlanta was the presenting sponsor for the awards this year, and GV Financial was the silver sponsor. Turknett Leadership Group presented the awards in partnership with Kennesaw State University. Out of fifty-six outstanding leaders nominated this year's award recipients were:



CEO/President/Managing Partner
Ralph de la Vega
AT&T Mobility & Consumer Markets



Executive/Manager Category
John C. Yates
Morris, Manning & Martin, LLC



Nonprofit Category
Dr. Yolanda Watson Spiva
Project GRAD Atlanta, Inc.



Education Category
Larry Teems
DeKalb Technical College



"Inspiritor" Category
Ross Mason
Healthcare Institute for Neuro-Recovery and Innovation (HINRI)

A four person advisory group consisting of Oz Nelson, retired chairman and CEO of UPS, Conchita Robinson, president and CEO of C. Robinson Associates, Inc., Dr. Betty Siegel, president-emeritus of Kennesaw State University and W. Thomas Smith, Founder and Managing Partner of Total Technology Ventures selected the winners from this year's 56 nominees. The four were also presenters for the awards at the Georgia Aquarium.

Jim Huling, previous award-winner and Managing Consultant, Franklin Covey's 4 Disciplines of Execution, gave an inspirational address entitled, "Break-through Standards." Huling spoke about the power of those who set the highest standards (as in the Leadership Character Model) to not only raise their own performance, but to have the far greater impact of inspiring a generations of future leaders to go even further.

Turknett Leadership Character Awards recognize individuals who demonstrate character in the way they lead others: high levels of integrity; relating to employees, customers, suppliers and others with respect; and maintaining a culture in which everyone takes responsibility for achieving results while upholding the organization's core values.

"The awards were instituted in 2002, at a low point in business, when there were stories day after day about dishonesty at companies like Enron and HealthSouth" said Lyn Turknett, co-founder of the awards with her husband and partner Dr. Robert Turknett. "We believe that most business people are decent and honest, and we wanted to find a way to recognize leaders of character."



Walton EMC Natural Gas Highest in Customer Satisfaction Says J.D. Power and Associates

MONROE, Ga. - According to a just-released report by J.D. Power and Associates, Walton EMC Natural Gas ranks highest in customer satisfaction among retail natural gas providers in Georgia.

The study examines four key factors: price, billing and payment, communications and customer service. Besides the highest overall score of 724, Walton also scored highest in each of the four study areas. The industry average is 667.

By scoring 724, Walton is the only Georgia marketer to earn a JDPower.com Power Circle Rating of five, making it "Among the best" according to the Power Circle Ratings Legend.

The study is based on 1,853 residential interviews conducted in April 2011.

"The J.D. Power Award affirms what our customers have known all along," said CEO Ronnie Lee. "Our cooperative roots mean that we're focused on serving the customer and doing what's best for them."

"We work hard day in and day out to bring value and excellent, friendly service to our customers," said Natural Gas Director Allen Powers. "A big part of that value is teaching our customers how to get the most for their energy dollar through energy conservation techniques."

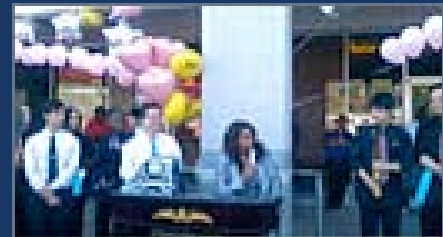
Both Lee and Powers pledge that the employees of Walton EMC Natural Gas will continue to improve service and work to reach an even higher level of customer satisfaction.

For more information, see the J.D. Power and Associates news release or the Atlanta Business Chronicle. 11.

Ribbon Cutting Ceremonies

Hibachi Grill - 09/29/2011:

3455 Memorial Drive, Decatur, GA 30032 - 404-288-5959



The Pregnancy Center - 09/30/2011:

222 East Ponce de Leon Avenue, Decatur, GA 30030



“I’m Certified

...to hit the ground running.”



Hire Work Ready People

A Work Ready Certified job applicant is assured to have the right skills and work habits to succeed. By hiring these individuals, you know that you are quickly and accurately matching the right person to the right position. And, you'll be delivering substantial bottom-line benefits to your company.

It's all part of Georgia's new Work Ready initiative, an ambitious strategy to make our workers the best in the country. The backbone of the initiative is an innovative job profiling process that identifies with laser precision what kind of worker a company needs. That, combined with the strikingly efficient Work Ready Certification program for job seekers, has everyone talking.

With **Work Ready**, Georgia companies are enjoying a competitive edge they've never had before. To learn how to hire Work Ready people, visit www.gaworkready.org or your local technical college.

DEKALB CHAMBER EDUCATION COMMITTEE

UNDER NEW LEADERSHIP



Larry Teems

The DeKalb Chamber's Education committee has a new chair and co-chair. Ms. Sadie Dennard, Assistant to the Region Manager for Georgia Power assumes the helm for Eric Wilson of MWH Global who recently resigned due to increased travel and work obligations. Mr. Larry Teems, Acting

President of Georgia Piedmont Technical College takes over for Dr. Robin Hoffman who recently retired from the college. Both Dennard and Teems are no strangers to the Chamber having been active in the organization for a number of years. In fact, Dennard is a former board member of Atlanta Public Schools and has played a very active role assisting the Chamber staff in a number of education related issues as of late.

As Dennard and Teems move forward in their roles, DeKalb Chamber members can expect a myriad of opportunities for participating in education initiatives. In addition to customary programs such as the State of the System Address and Principal Shadow Day, Dennard and Teems are looking into business partner programs, workforce development initiatives, and career development efforts.

Members at large will be encouraged to participate in these programs as their schedule allows. Additional information on specific programs will be coming in the months ahead.



Chamber Welcomes Chinese Delegation

Luncheon hosted by the DeKalb Chamber for members of the Ningbo Jiangdong District Government in China. This group is the same group (but with different delegation members) that CEO Ellis signed a cooperative agreement with last year. The DeKalb OED has asked us host the seven person delegation for lunch along with two County leaders and three or four Chamber members for lunch (approximately a dozen or in attendance).

It was a great luncheon with quality conversation. Captured via the pictures are the fruitful dialogue held and the exchange of gifts. The Chinese group were given items from Stone Mountain Park and Fernbank. You will notice the butterfly given symbolizing love and friendship. The folks from the Ningbo District sincerely want to establish strategic partnerships with us and look forward to seeing us next Spring.

THE DELEGATION

- Tian Bin, Advisor of Ningbo Jiangdong District People's Government
- Shu Min, Director of Committee of Jiangdong District People's Congress, Ningbo
- Jin Weili, Director of Ningbo Jiangdong District Government Foreign Affairs Office
- Liu Xuan, Director of Urban Construction and Management Committee of Ningbo Jiangdong District
- Yu Qingshui, Director of Ningbo Jiangdong District Spiritual Civilization Office
- i Zhixiong, Deputy Procurator-General of People's Procuratorate of Jiangdong District, Ningbo
- Jane Li



Chamber Membership: What's In It For Me?

emerge into the Chamber

The mission of the DeKalb Chamber of Commerce is to support, promote, and sustain business development in DeKalb County through public policy, business advocacy, educational involvement, and community awareness.

We're excited to announce that your wait for answers is over! The DeKalb Chamber of Commerce has launched a new, informative session for potential members, Coffee & Conversation, to answer these questions and much more. By attending these one-hour sessions you will have the opportunity to hear first-hand about the Chamber from Chamber Staff, as well as from several of our Board of Directors members.

Come learn more about Chamber programs such as Network DeKalb, Business After Hours, Government Affairs and Transportation but also about how the Chamber represents its members and keeps them informed on more Regional issues, plus provides tangible benefits that can directly affect your bottom line.

Our first session, held on October 14, 2011, was a smashing success, with attendees enjoying a continental breakfast, informal networking time with each other and with Chamber Staff and Board members, and a formal Chamber presentation followed by Q&A time.

Don't miss our next Coffee & Conversation event on Friday, December 9, 2011 from 8:30 a.m. – 9:30 a.m. In 2012, C&C will take place on the 1st Friday of every other month, beginning in February. For more information, please contact Jackie Ginn at jginn@dekalbchamber.org.

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Calendar of Events...

December 2011

December 1st – 5:30 pm – 7:00 pm
DeKalb Chamber Holiday Celebration

December 5th - 11:30 am – 1:30 pm
First Monday Lunch
Keynote – CEO Burrell Ellis

December 9th – 8:30 am – 9:30 am
Coffee & Conversation with the DeKalb Chamber

December 14th
Circle of Influence Breakfast

December 23rd – 26th
Office closed in observance of the Christmas Holiday

January 2012

January 2nd - Office closed in observance of the New Years Day Holiday

January 5th
CEO State of the County Address

January 10th – 12:00 noon – 1:00 pm
New Members Lunch Reception.
Presented by the Atlanta Journal Constitution. & Sponsored by Georgia State University / Brookhaven Center.

January 16th – Office closed in observance of the Martin L. King Holiday

January 18th - 11:30 – 1:00 pm
Network DeKalb Leads Group.
Sponsored by Cornerstone Bank & Gregory B. Levett & Sons

January 20th – 8:30 am – 12:30 pm
DeKalb Chamber Small Business – Capacity Building Series – Topic: Strategic Planning Part I – Keynote: Robert Thiele (Part of a 11-month series)

January 26th – 6:00 pm – 9:00 pm
DeKalb Chamber's Annual Meeting

January 27th – 8:30 am – 12:30 pm
DeKalb Chamber Small Business – Capacity Building Series – Topic: Strategic Planning Part II – Keynote: Robert Thiele (Part of a 11-month series)

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