

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
January 17, 2024 - 3:00 p.m.

University & Whist Club/Governor's Room – 805 N. Broom Street, Wilmington, DE 19806

A regular meeting of the Board of Directors was held on January 17, 2024, at the University & Whist Club, 805 N. Broom Street, Wilmington, DE 19806. The meeting was called to order at 3:15 p.m. by the President of WTC Delaware, Carla Stone.

The following members of the Board, who constituted a quorum, were present:

Ravi Ammigan, Stephanie Chapman (Zoom), Mohamed Cisse (Zoom), Carmen Facciolo, JC Fernandez-Seoane, Ken Grant, Lisa Himber, George Kearns (Zoom), Ayanna Khan, David Máthé, Rep. Jeffrey N. Spiegelman (Zoom), Rafael X. Zahralddin.

Absent:

Janet Dougherty, Anabel Panayotti, Sen. Nicole Poore.

Staff:

Carla Stone, Nesrin Cakiroglu, Erin McGrellis, Seyon (Sena) Min.

Guests:

Bayard Hogans, President of Enstructure Mid-Atlantic, Port Wilmington
Dan Shortridge, Content Director, Hook PR

Welcome

President Stone opened the meeting at 3:15 p.m., expressing gratitude to all attendees. She introduced our new board members: JC Fernandez-Seoane, Director of Foreign Exchange at WSFS Bank, and Ravi Ammigan, Associate Provost for International Programs. She welcomed special guests Bayard Hogans, President of Enstructure Mid-Atlantic, Port Wilmington, and Dan Shortridge, Hook PR's Content Director. Interns Erin McGrellis and Seyeon (Sena) Min also attended.

Meeting Minutes

The Minutes for the Board meeting of November 15, 2023 were presented by President Stone as the position of Secretary is vacant, for review and approval. Upon a motion duly made and seconded, the meeting minutes of the November 15, 2023 Board meeting were approved.

Appointment of Secretary

During the meeting, the current board members were invited to volunteer for the position of Secretary. Rafael X. Zahralddin, Partner at Lewis Brisbois Bisgaard & Smith LLP, graciously

stepped forward to assume the role. Following a motion that was duly made and seconded, Mr. Zahralddin was formally elected as the new secretary by the board.

Treasurer's Report

Treasurer Chapman presented a summary of the financial status and expenditures of WTC Delaware. After a motion was introduced and seconded, the financials and expenditures received approval.

President's Report

- **Review of First Quarter FY 2024**
 - Assisted 79 companies.
 - WTC Delaware organized, co-sponsored, and hosted 5 events during this reporting period (not including the Gala and FTZ event in November).
 - Promoted 9 events for partners such as training, webinars, B2B introductions, counseling, or networking.
 - One outbound (Botswana) and 2 inbound trade missions.

- **Review of FY 2023:**
 - Assisted 201 individual companies, follow ups not included.
 - Posted 15,600 international job opportunities.
 - WTC Delaware organized, co-sponsored, and hosted 20 events during this reporting period.
 - Promoted 40 events for partners such as training, webinars, B2B introductions, counseling, or networking.
 - Thanks to pent up demand for in-person attendance at international trade shows combined with digital and hybrid conferencing, 183,439+ people participated in our events or exhibitions during this reporting period.
 - Automated Interactive International Business Directory Online Provided 341,024 referrals to our companies. We also evaluate and research foreign trade leads to select those that are most appropriate to Delaware companies, provide referrals, and publish them on our website and in our newsletter.

- **3 Overseas Trade Missions:**
 - Met with President of Botswana and presented Tribute from DE House.
 - CNBC Interview during US-Africa Business Summit.

- **Joint Finance Committee – February 13, 2024 at 12:30 (In Person)**
 - President Stone reported on progress with the WTC request for state funding.

Operations Report

Director of Operations & Training Cakiroglu presented updates on WTC Delaware's operations and most recent workstreams.

Committee Reports

The following individuals have volunteered to serve on WTC Delaware committees:

- **Communications**
 - Ken Grant, Ravi Ammigan, Lisa Humber.
- **Membership**
 - Ayanna Khan, Stephanie Chapman.
- **Building**
 - George Kearns, Carmen Facciolo.
- **Events**
 - Stephanie Chapman.

Old Business

- **Magazine:**
 - Hardcopies of the *International Delaware Magazine* were released on December 14, 2023. It is published through a collaboration between WTC Delaware and Delaware Business Times. These are being distributed to our partners and other organizations.
 - **Mutombo Coffee:** As previously discussed, WTC Delaware has established a partnership with NBA Hall of Famer and Global Humanitarian, Dikembe Mutombo, with the associated link and QR code available on our homepage (www.wtcde.com). Through participation in the Mutombo Coffee Affiliate Marketing Program, WTC Delaware actively shares the affiliate link within its network of colleagues, friends, and associates. For each successful checkout made through this affiliate link, WTC Delaware receives a 5% commission on sales.



Next Meeting Date

The upcoming Board of Directors meeting is scheduled to take place in person on March 13, 2024 from 3:00 to 5:00 p.m.

Adjournment

President Stone made closing remarks and thanked Board members. There being no further business before the Board, a motion was made to adjourn the meeting which was seconded and, the meeting was adjourned at 5:00 p.m. EST.

Calendar (WTC Delaware Events)

- **24 Jan** **Celebrating South of the Canal in Smyrna, Free, Painted Stave Distillery**
<https://worldtradecenterdeassoc.wliinc32.com/events/FREE-Networking-Event-Celebrating-South-of-the-Canal-in-Smyrna-7881/details>
- **31 Jan** **Central Delaware Chamber of Commerce, Sunset Business Mixer, Delaware Agriculture Museum - Exhibitor**
- **22 Feb** **Chocolate and Beer Tasting, United Cocoa Processors and Midnight Oil Brewery**
<https://worldtradecenterdeassoc.wliinc32.com/events/Sixth-Annual-Tastes-of-Chocolate-and-Beer-from-Around-the-World-7875/details>
- **3-6 March** **World Trade Centers Association Global Business Forum (GBF), Bengaluru, India**
<https://wtca.swoogo.com/2024gbf/begin>
- **16 April** **Kickoff to US-Africa Business Summit** University & Whist Club
- **24 April** **Opportunity LIVES Here Symposium (Sen. Darius Brown), Wilmington**
- **4-9 May** **US Africa Business Summit, Dallas, TX**
<https://www.corporatecouncilonafrika.com/news/save-date-2024-us-africa-business-summit>
- **13-19 May** **Trade Winds Access Europe and Eurasia, Istanbul, Türkiye**
https://events.trade.gov/TradeWindsEuropeEurasia/?_gl=1%2A1ppctfo%2A_ga%2AMTkxOTI4NTkxNy4xNjk1MTM5OTQ2%2A_ga_L884J52XQ5%2AMTY5NTEzOTk0Ni4xLjEuMTY5NTE0MDAzMS42MC4wLjA
- **June** **EXIM Annual Conference, Washington, DC**
- **13 June** **WTC Delaware Annual EXIM Training, University & Whist Club**
- **21 June** **Delaware Black Chamber of Commerce Trade Webinar**
- **July TBA** **WSFS Foreign Exchange Seminar**
- **4 October** **Delaware Black Chamber of Commerce Trade Webinar**
- **TBA** **Gala Substitute**