

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
January 19, 2022 - 2:00 p.m.
VIRTUAL

With the increase in COVID-19 cases in Delaware, we made the decision to hold our regular meeting of the Board of Directors virtually. The meeting was called to order at 2:10 p.m. ET by the Chair of WTC Delaware, Charlie Tomlinson.

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

Kathryn Bradley, Joe Cruise, Carmen Facciolo, Lisa Himber, George Kearns (by proxy), Theophilus R. Nix, Jr., Esq, Representative Michael Ramone, Andrew Silverman, Charlie Tomlinson

Absent:

Michael Griffin, Howard Henderson, Anabel Panayotti, Senator Nicole Poore

Staff:

Carla Stone, Nesrin Cakiroglu

Guest:

Linda Parkowski

Introductory Remarks

Chair Tomlinson opened the meeting at 2:10 p.m. by thanking everyone for attending and congratulating our President, Carla Stone, on her appointment to the Mid-Atlantic District Export Council (DEC). Representing Pennsylvania, Delaware, and New Jersey, the Mid-Atlantic District Export Council (DEC) is comprised of U.S. exporters and trade professionals whose knowledge of international business provides a unique source of professional advice to help American firms compete and win in the global marketplace.

President Stone introduced our guest speaker, Ms. Linda Parkowski, the Executive Director of Kent Economic Partnership, Inc. who made a presentation and spoke about their initiatives. During her presentation, Ms. Parkowski discussed Kent County's new property development, corporate relocations, jobs creation, and resources available from the KEP.

Meeting Minutes

The Minutes for the Board meeting of November 17, 2021 were presented by Secretary Silverman. Upon a motion duly made and seconded, the meeting minutes of the November 17, 2021 Board meeting were approved.

Treasurer's Report

In the absence of Treasurer George Kearns, President Stone provided an overview regarding the status of WTC Delaware's finances and expenditures. The Treasurer's report of finances and expenditures were approved.

Chair Report

Chair Tomlinson announced the date/time of our upcoming Board Development Committee meeting. He stated that the meeting is open to all Board members and invited the Board to join.

INTERNATIONAL DELAWARE: WTC Delaware has released its fifth edition of International Delaware Magazine which focuses on Delaware's science & technology industry. It is distributed digitally to all World Trade Centers Association members and through the US Commercial Service to Embassies around the world. Hard copies are distributed at international trade shows, conferences, and to Delaware's state agencies, Legislature, libraries, and partners. Planning has begun on the next edition.

President's Report

President Stone provided updates on the World Trade Center Delaware's projected budget for the 2022/2023 FY.

GALA: After consultation with government officials and medical experts, and in response to the new restrictions on international travel, in the interest of safety for our visitors and guests, we announced that the World Trade Center Delaware Gala has been postponed until 2022. The event was going to feature entertainment by outstanding young Delaware performers/members of Choir School of Delaware. WTC Delaware made a financial contribution to the Choir School. We are planning to present Secretary Bullock with the Champion of Trade Award later this spring.

JFC HEARING: The Joint Finance Committee will convene in February to conduct virtual public hearings on state agency operating budget requests for Fiscal Year 2023. The Department of State, through which WTC Delaware receives pass-through funds from the Legislature, is scheduled for February 15, 2022 at 12:30 p.m. President Stone will make a presentation to the Joint Finance Committee at this virtual hearing. WTC Delaware Board Members are encouraged to attend and contact Members and send letters of support.

INTERNSHIPS: WTC Delaware will offer a limited number of paid internships to local Delaware state residents attending the University of Delaware, Delaware State University, Delaware Technical Community College, Wilmington University, Goldey Beacom College, or Delaware Law School. We will collaborate with the school administrators and faculty to arrange for-credit internships if desired.

UPCOMING EVENTS: The board engaged in general discussion regarding upcoming events, including those listed below, whose descriptions were disseminated to the board in advance of the meeting.

- How to Market Your Products Internationally Through Amazon -January 25, 2022
- Fourth Annual Tastes of Chocolate and Beer from Around the World – February 25, 2022
- Trade Winds Dubai 2020 – March 6-8, 2022

Chair Tomlinson referred the board to the agenda they received to read about all our upcoming events, in lieu of taking more time to discuss them.

Operations Report

Director of Operations and Training Cakiroglu provided updates on the WTC Delaware's operations and most recent workstreams. We continue to advertise for administrative and marketing staff.

Next Meeting Date

The next meeting of the Board of Directors will be held on March 16, 2022 at the Port of Wilmington. The Board will meet at noon and have the Port tour followed by lunch in the Boardroom with the Board meeting to start at 2:00 pm.

Adjournment

Closing remarks and thanks were presented both by Chair Tomlinson and President Stone. There being no further business before the Board, the meeting was adjourned at 3:30 p.m. ET.