

**World Trade Center Delaware**  
**Minutes of Meeting of the Board of Directors**  
**July 21, 2021 - 2:00 p.m.**  
**HYBRID – In Person and Telephone**

World Trade Center Delaware held its regular meeting of the Board of Directors on July 21, 2021 in a hybrid mode. The meeting was called to order at 2:05 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 (on behalf of Eric Casey), Carmen Facciolo, Howard Henderson, Theophilus R. Nix, Jr., Esq, Rep. Michael Ramone, Andrew Silverman, Charlie Tomlinson.

**Absent:**

George Kearns, Michael Griffin, Brian McGlinchey, Anabel Panayotti, Sen. Nicole Poore, Dennis Rochford.

**Staff:**

Carla Stone, Nesrin Cakiroglu, Michele Chynoweth

**Guest:**

Charuni P. Patibanda, Economic Development Director of New Castle County Government

**Introductory Remarks**

Chair Tomlinson opened the meeting at 2:05 p.m. by introducing our new Board member, Representative Michael Ramone to the other Board members. He introduced Ms. Charunit P. Patianda, Economic Development Director of New Castle County Government who spoke about her new role at New Castle County and potential areas of collaboration.

**Meeting Minutes**

The meeting minutes for the WTC Delaware's May 19, 2021 Board meeting were presented by Secretary Silverman for review and approval. Upon a motion duly made and seconded, the meeting minutes of the May 19, 2021 Board meeting were approved.

**Treasurer's Report**

President Stone provided an overview regarding the status of WTC Delaware's finances and expenditures. Upon a motion duly made and seconded, the financials and expenditures were approved.

## **Chair Report**

WTC Delaware does not have any active committee at this moment. Chair Tomlinson is looking for volunteers from the board members to form these committees listed below:

- Audit
- Governance and Development
- Nominations
- Membership
- Gala

**INTERNATIONAL DELAWARE:** The fifth edition of International Delaware Magazine, a supplement to Delaware Business Times, will be released the first week of December with the theme of science and technology, focusing on the biomedical and healthcare sectors.

### **Deadlines:**

Space Reservation: November 16, 2021

Ad: November 18, 2021

Published: December 7, 2021

## **President's Report**

President Stone provided updates on the World Trade Center Delaware's projected budget for the 2021/2022 FY and shared some metrics (July 1, 2020 – June 30, 2021) about the effectiveness of our online International Business Directory with the Board:

- Total number of referrals from directory: 268,108.
- Each member averaged 781.66 referrals.
- Each day this period there was an average of 735 referrals from directory.

We have an increase over the same period in 2020.

**GALA:** WTC Delaware Gala will be held on December 9<sup>th</sup> with Secretary of State Jeff Bullock confirmed as the Champion of Trade 2020/21 Honoree. The format probably will be hybrid, depending on COVID rules. Young singers of the Choir School of Delaware will perform at our Gala this year.

**OUTREACH:** WTC Delaware is planning to start a community outreach program. It will be tailored to the different parts of the community, especially diaspora and Spanish speaking communities. WTC Delaware training will be implemented by our Senior Business Consultant, Dinette Rivera, a native Spanish speaker.

**COLLABORATION:** WTC Delaware has a new partnership with the Delaware Black Chamber of Commerce. Our first joint program will be held on October 12, 2021.

**PROGRAMS:**

***BIRD: Lunch & Learn:*** The BIRD Foundation virtual Lunch & Learn event on July 1 attracted over 50 business owners who learned about funding for joint projects between U.S. and Israeli businesses and heard from leaders of a successful funding recipient from Delaware. The virtual event was co-hosted by the Philadelphia-Israel Chamber of Commerce, the representative of the US-Israel Binational Industrial Research and Development (BIRD) Foundation in Pennsylvania, Delaware and Southern New Jersey, the World Trade Center Delaware and the Delaware BioScience Association.

***Kickoff to the US-Africa Business Summit:*** Businesses from Delaware and across the region learned about best practices and opportunities to do trade with Africa on July 7 at our virtual Kickoff to the US-Africa Business Summit moderated by World Trade Center Delaware's President Carla Stone.

The online event featured Ms. Florizelle Liser, President and CEO of the Corporate Council on Africa as Keynote Speaker and presentations by His Excellency Carlos Dos Santos, Ambassador of the Republic of Mozambique to the US, His Excellency Onkokame Kitso Mokaila, Ambassador of the Republic of Botswana to the US and Mahmoud Nedjai, International Relations Manager of World Trade Center Algiers.

### **Operations Report**

Director Cakiroglu provided updates on the WTC Delaware's operations and most recent workstreams.

### **Building Report**

Board member Mr. Carmen Facciolo provided an update on the vacancy rates in industrial buildings and talked about changes in office spaces after COVID.

### **Next Meeting Date**

The next meeting of the Board of Directors will be held on October 6, 2021, from 2:00 p.m. to 3:00 p.m. ET.

### **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 3:05 p.m. ET.