

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
March 16, 2022 - 2:00 p.m.
Location: Port of Wilmington / GT USA Wilmington

World Trade Center Delaware held its regular meeting of the Board of Directors on March 16, 2022 in a hybrid mode. 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:

Joe Cruise(in-person), Howard Henderson (in-person), Lisa Himber (in- person), George Kearns (by proxy), Theophilus R. Nix, Jr., Esq (zoom), Representative Michael Ramone(zoom), Andrew Silverman (zoom), Charlie Tomlinson (in-person).

Absent:

Carmen Facciolo, Michael Griffin, Anabel Panayotti, Senator Nicole Poore.

Staff:

Carla Stone (in-person), Nesrin Cakiroglu (in-person).
Kathryn Bradley, GT USA Wilmington, meeting venue host (in-person).

Introductory Remarks

Chair Tomlinson opened the meeting at 2:10 p.m. by thanking everyone for attending.

Meeting Minutes

The Minutes for the Board meeting of January 19, 2022 were presented by Secretary Silverman. Upon a motion duly made and seconded, the meeting minutes of the January 19, 2022 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 that he is scheduling our second Board Development Committee meeting. He invited all Board members to attend. Date and time of the meeting to be determined. The goal is to fill our immediate openings on our board by June 16, 2022. In addition, the Committee will identify a structure for an advisory board and come up with a list of candidates by September 16, 2022.

Chair Tomlinson is also planning to schedule a meeting with our Member Development Committee. Date and time to be announced.

INTERNATIONAL DELAWARE: This year's International Delaware Magazine will focus on tourism and hospitality. This will be WTC Delaware's sixth edition and it will come out in December. Chair Tomlinson will keep the Board informed about the timing and sponsorship opportunities for this year's issue as more information becomes available.

President's Report

President Stone provided updates on the WTC Delaware's projected budget for the remaining of this fiscal year.

GALA: The Board engaged in a discussion regarding the date and format of our annual Gala. President Stone will check the November dates with the Hotel du Pont.

TRADE WINDS 2022- MIDDLE EAST & AFRICA: Carla Stone participated in Trade Winds 2022, the largest U.S. Government-led trade mission and business development forum, in Dubai, UAE, concurrent with Expo 2020 Dubai. Organized by the U.S. Commercial Service, Trade Winds featured pre-scheduled meetings with U.S. Commercial Diplomats from over twenty countries in the Middle East, North Africa and Sub-Saharan Africa, conference programming and networking opportunities with businesses, NGOs and government agencies. Carla brought back numerous trade and investment leads for Delaware companies and organizations.

NEW PARTNERSHIP: WTC Delaware has a new partnership with the WTC Bengaluru, Chennai & Kochi. An MOU between both parties was signed on February 22nd, 2022. The goal is to cooperate with each other in facilitating international trade, business support services and complementing each other's activities whenever possible.

INTERNSHIPS: We continue to advertise for our paid internship opportunities. We are offering a limited number of paid positions to local Delaware state residents attending Delaware schools.

PAST & UPCOMING EVENTS: The board engaged in general discussion regarding our past and upcoming events, including those listed below:

- How to Market Your Products Internationally Through Amazon - January 25, 2022
- Indonesia Consul General/ Delegation Visit – February 22, 2022
- Fourth Annual Tastes of Chocolate and Beer from Around the World – February 25, 2022
- Future of Finance: New Age Technology or New Skills (Virtual) – Cosponsored with WTC Bengaluru, Kochi, Chennai; IMA – March 16, 2022

Operations Report

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

New Business

Grants: WTC Delaware is evaluating new Federal and foundation grant opportunities and the supporting documentation required by each agency.

WTCA Accreditation Program: The WTCA has released the requirements for the new Accreditation program to the general membership.

Next Meeting Date

The next meeting of the Board of Directors will be held on May 18, 2022, from 2:00 p.m. to 3:00 p.m. ET at the WTC Delaware's conference room.

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 3:25 p.m. ET.