

World Trade Center Delaware
Minutes of Annual Meeting of the Board of Directors
May 19, 2021 - 2:00 p.m.

TELECONFERENCE

World Trade Center Delaware held its annual meeting of the Board of Directors on May 19, 2021, via teleconference. The meeting was called to order at 2:15 p.m. ET by the President of WTC Delaware, Carla Stone.

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

Kathryn Bradley (on behalf of Eric Casey), Carmen Facciolo, Michael Griffin, Howard Henderson, Brian McGlinchey, Theophilus R. Nix, Jr. Esq., Anabel Panayotti (by proxy), Andrew Silverman (by proxy), Charlie Tomlinson.

Absent:

George Kearns, Jacques Luben, Sen. Nicole Poore, Dennis Rochford.

Staff:

Carla Stone, Nesrin Cakiroglu, Michele Chynoweth.

Introductory Remarks

Carla Stone opened the meeting at 2:15 p.m. by thanking everyone for attending.

Election of Officers and Board Members

No new nominations or resignations have been announced. Upon a motion duly made and seconded, the current members of the board who are up for re-election (Eric Casey, Michael Griffin, George Kearns, Jacques Luben, Anabel Panayotti, Andrew Silverman, Charlie Tomlinson) were re-elected for term expiring 2024. The Board also confirmed its understanding that each board member not up for re-election (Carmen Facciolo, Howard Henderson, Brian McGlinchey, Theophilus R. Nix, Jr. Esq., Nicole Poore, Dennis Rochford) is willing to serve over the coming year.

Meeting Minutes

The minutes for the March 24, 2021 WTC Delaware Board meeting were forwarded to all members prior to the Board meeting for review and submissions of corrections, if any. Upon a motion duly made and seconded, the minutes of the March 24, 2021 Board meeting were unanimously approved.

Treasurer's Report

The WTC Delaware financial statements were forwarded to all Board members for review and submission of any corrections or changes, if needed. Upon a motion duly made and seconded, the Treasurer's Report was unanimously approved.

President's Report

OPERATIONS AND REVENUES: Carla Stone provided updates on the WTC Delaware's operations and most recent workstreams, including highlights from our Quarterly Report that was submitted to the State of Delaware, a copy of which was forwarded to all Board members:

- Trade assistance services: 42 companies (does not include multiple interactions per company)
- Events organized/co-organized by WTC Delaware: 11 (6 events FY2020)
- Attendees: 2,922 (2,119 attendees FY 2020).
- Promoted: 50 partner events (22 promoted events in FY 2020)
- Online and interactive tracked referrals and web hits: 105,922
- Per member referrals from business directory: 314.31

INTERN RECRUITMENT: We are recruiting for interns with previous partners, LinkedIn and universities.

GALA: WTC Delaware Gala will be held on December 9th 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.

US-AFRICA BUSINESS SUMMIT: Corporate Council on Africa (CCA) will hold this year's 13th U.S.-Africa Business Summit virtually. WTC Delaware has exhibited at the previous 2 Summits. (2020 canceled). WTC Delaware plans a virtual Summit kick-off at the end of June.

PROGRAMS: All 2021 WTC Delaware activities will be offered digitally until the appropriate guidance is received from health authorities.

May 9. "Beyond the Headlines Opportunities for US-Afghanistan Trade and Investment from the Traditional to the Future": We presented the very first two-way trade conference between Afghanistan and the United States with WTC Kabul as our co-sponsor. This event was an illustration of how WTC Delaware fulfills its mission to create a bridge between Delaware and the world.

"Rotary Club of Wilmington Events": WTC Delaware organized a series of meetings on the potential for trade with several countries for the Rotary Club of Wilmington. Our next program will be on June 24 with Consul General H.E. Abdalla Shaheen of the UAE.

"World Trade Centers Association General Assembly": In April, the WTCA conducted 100% virtual, week-long event, featuring three days of mainstage programming and three weeks of

B2B networking opportunities across all time zones. WTC Delaware sent one of the larger delegations.

May 18. "Getting your Goods from Here to There: Lessons Learned from the EVER GIVEN"

Our keynote speaker was U.S. Senator Tom Carper, Chair of the Senate Committee on Environment and Public Works and the International Trade, Customs, and Global Competitiveness Subcommittee of the Finance Committee. The panel included Michael Ford VP, Government & Industry Affairs, BDP International, Dennis Rochford President, Maritime Exchange for the Delaware River & Bay and Anabel Panayotti President, Port to Port International. It was recorded and is available for purchase at group and organization rates.

Chair Report

INTERNATIONAL DELAWARE: This year's theme for International Delaware magazine is Science & Technology. The magazine will be released the first week of December. Delaware Business Times, the publisher, has begun marketing of numerous sponsorship and advertising opportunities.

New Businesses

BUILDING: Discussion on potential affiliations/partnerships with like-minded organizations.

WTCA AGRICULTURE/AGROTECHNOLOGY TRADE MISSION, Netherlands, September 13-14.

WORLD TRADE PRESS: Upon a motion duly made and seconded, approval was granted by the Board to welcome World Trade Press as newest WTC Delaware partner.

Next Meeting Date

The next meeting of the Board of Directors will be held virtually on July 21, 2021, from 2:00 p.m. to 3:00 p.m. ET.

Adjournment

Closing remarks and thanks were presented both by Chair Charlie Tomlinson and Carla Stone. There being no further business before the Board, the meeting was adjourned at 3:15 p.m. ET.