

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
November 15, 2023 - 3:00 p.m.
University & Whist Club – 805 N. Broom Street, Wilmington, DE 19806

A regular meeting of the Board of Directors was held on November 15, 2023, at the University & Whist Club, 805 N. Broom Street, Wilmington, DE 19806. The meeting was called to order at 3:04 p.m. by the President of WTC Delaware, Carla Stone.

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

Stephanie Chapman, Janet Dougherty, Carmen Facciolo, Lisa Himber, George Kearns (Zoom), Ayanna Khan (Zoom), David Máthé, Rep. Jeffrey N. Spiegelman (Zoom).

Absent:

Anabel Panayotti, Sen. Nicole Poore, Rafael X. Zahralddin.

Staff:

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

Guest:

JC Fernandez-Seoane, Director of Foreign Exchange, WSFS Bank.

Welcome

President Stone opened the meeting at 3:04 p.m. by thanking everyone for attending and by introducing our new board member Ayanna Khan, Founder and CEO of Delaware Black Chamber of Commerce, along with the guest JC Fernandez-Seoane, Director of Foreign Exchange at WSFS Bank, and welcomed our new interns, Erin McGrellis, Graphic Design Intern, and Seyon (Sena) Min, Korea/USA WEST Program Intern, who have recently joined our team.

Meeting Minutes

The Minutes for the Board meeting of Sep 20, 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 Sep 20, 2023 Board meeting were approved.

Treasurer's Report

Treasurer Chapman delivered an overview of WTC Delaware's financial status and expenditures, including a summary of gala income and expenses. Following a motion that was duly made and seconded, both the financials and expenditures were approved.

President's Report

- **Board Resignations and Request for Nominations:**
President Stone has received a resignation letter from Howard Henderson, a valued member, leading the Board to formally request nominations to fill the resulting vacancies.
- **Advisory Committee Nominations:**
President Stone has formally requested the Board's input and nominations for the Advisory Committee, with two individuals already expressing interest in serving.
- **EXIM Announcements:**
 - President Stone has been appointed to the EXIM Advisory Council for Small Business for the 2023-24 term. This council focuses on offering recommendations to support American small business exporters in discovering new markets, increasing sales, and mitigating risks associated with international trade. <https://www.exim.gov/leadership-governance/advisory-committees/council-small-business>
 - REPP Honoree: WTC Delaware has been designated as the EXIM 2023 REPP of the Year, acknowledging its outstanding collaboration with state, county, and local nonprofit economic development entities in partnership with EXIM to broaden export opportunities. <https://www.exim.gov/news/world-trade-center-delaware-recognized-repp-member-year-export-import-bank-united-states-2023>
- **WTCA Fall Meeting**
 - Carla Stone attended the WTCA Fall Meeting in October at which the business of the Association was presented including the introduction of new locations, branding standards, award criteria, and events.

Committee Reports

- **Gala Review:** Janet Daugherty and Stephanie Chapman delivered a comprehensive post-gala summary, offering not only a detailed overview but also insightful comments and reflections on the event.

Old Business

- **Magazine:**
 - WTC Delaware and Delaware Business Times have collaborated once again to release the International Delaware Magazine on December 5, 2023, with this year's theme being Business Services for International Companies, and copies will be available on December 4.
- **Mutombo Coffee:** As previously disclosed, 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. Board members are encouraged to contribute by ordering coffee, and for every successful checkout made through this affiliate link, WTC Delaware is eligible to receive a 5% commission on sales.



Next Meeting Date

The upcoming Board of Directors meeting is scheduled to take place in person on **January 17, 2024**, from 3:00 to 5:00 p.m. at the University and Whist Club.

Adjournment

Closing remarks and thanks were presented by President Stone. There being no further business before the Board, the meeting was adjourned at 4:00 p.m. ET.

Calendar (WTC Delaware Events)

- **12 Dec** **U.S. Foreign-Trade Zones and How They Work**
Wilmington University Law School
- **17 Jan 2024** **Board Meeting, TBA**
- **TBA 2024** **Delegation from Bulgaria, Greece, and North Macedonia**
- **TBA Feb** **Chocolate and Beer Tasting**
United Cocoa Processors and Midnight Oil Brewery
- **3-6 March** **World Trade Centers Association Global Business Forum (GBF)**
Bengaluru, India
- **16 April** **Kickoff to US Africa Business Summit, University & Whist Club**
- **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
- **13 June** **Annual EXIM Training, University & Whist Club**