

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
September 20, 2023 - 3:00 p.m.
Emory Hill Little Falls – 2711 Centerville Rd, Wilmington, DE 19808

A regular meeting of the Board of Directors was held on September 20, 2023, at Emory Hill's conference room, 2711 Centerville Rd, Wilmington, DE 19808. The meeting was called to order at 3:10 p.m. by the President of WTC Delaware, Carla Stone.

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

Stephanie Chapman, Mohamed Cisse, Janet Dougherty, Carmen Facciolo, Howard Henderson, George Kearns (by phone), Rep. Jeffrey N. Spiegelman.

Absent:

Lisa Himber, David Máthé, Anabel Panayotti, Sen. Nicole Poore, Rafael X. Zahralddin.

Staff:

Carla Stone, Nesrin Cakiroglu.

Guest:

Ken Grant, Senior Director, Public Affairs & Advocacy, Convergence Public Affairs LLC.

Welcome

President Stone opened the meeting at 3:16 p.m. EDT by thanking everyone for attending and by introducing our guest speaker Ken Grant, Senior Director, Public Affairs & Advocacy, Convergence Public Affairs LLC, who share his extensive background and experience working with not for profit organizations.

Meeting Minutes

The Minutes for the Board meeting of July 19, 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 July 19, 2023, Board meeting were approved.

Treasurer's Report

Treasurer Chapman 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.

President's Report

- **Board Resignations and Request for Nominations:**
President Stone has recently received resignation letters from two esteemed members, Charlie Tomlinson, Chairman, and Joe Cruise. In light of these vacancies, the board has been formally requested to submit nominations to fill the current vacancies on the board.
- **Advisory Committee Nominations:**
President Stone requested the Board to provide nominations for the Advisory Committee.
- **EXIM Announcements:**
This July, President Stone was named to the EXIM Advisory Council for Small Business for the 2023-24 term. The Council on Small Business provides recommendations to help more American small business exporters find new markets, achieve more sales, and lower the risk of selling internationally.
<https://www.exim.gov/leadership-governance/advisory-committees/council-small-business>
WTC Delaware has been selected as the EXIM 2023 REPP of the Year. The Regional Export Promotion Program (REPP) brings state, county, and local nonprofit economic development entities together with EXIM in partnership designed to expand export opportunities.
- **World Trade Centers Association**
WTCA Rebranding <https://www.youtube.com/watch?v=m9Nlmb23L5g>
WTCA's rebranding efforts include clearly identifying a cohesive brand narrative, developing new corporate assets for members and the business development team, refreshing the WTCA website and examining new forms of Member-to-Member communication.

Operations Report

Director of Operations and Training Cakiroglu provided an overview of the WTC Delaware's current operations, membership, and its latest workstreams.

Ghana Delegation

On September 15, WTC Delaware hosted a delegation of Ghanaian small business owners and led by the Minister of Transport and the CEO of the Ghana Investment and Trade Centre looking for trade opportunities in the United States. The program and luncheon, organized by Nesrin Cakiroglu and Mohamed Cisse', was held at the University of Delaware STAR Campus. Speakers included state officials and UD faculty shared best practices in transportation, economic development, and academia that the Ghanaians can implement in Ghana.

Committee Reports

Gala: Janet Daugherty and Stephanie Chapman provided a comprehensive update on the recent developments and progress made during the Gala Committee meetings.

- Honors:



- Kurt Foreman, President of Delaware Prosperity Partnership, Champion of Trade Award.
- Margie Pruitt, Rotary Club of Delaware, (chair of Ukrainian relief fundraising effort), International Humanitarian Award.
<https://www.rotarywilmington.org/ukraine-project-2023>
- SiVad Group, LLC <https://sivadppe.com/>, Small Business Exporter of the Year Award.
- Corteva- Large Exporter of the Year Award <https://www.corteva.com/>

Old Business

- **Magazine:**

The World Trade Center Delaware and Delaware Business Times have partnered once again to publish International Delaware Magazine on December 5, 2023. This year's theme is Business Services for International Companies.

- Deadlines:
 - Space Reservation: Oct 17, 2023
 - Ad: October 24, 2023

- **Mutombo Coffee:** As previously announced, WTC Delaware has established a partnership with NBA Hall of Famer and Global Humanitarian, Dikembe Mutombo. The link and QR code can be found at our homepage (www.wtcde.com). By joining the Mutombo Coffee Affiliate Marketing Program, WTC Delaware has been sharing the affiliate link with its network of colleagues, friends, and associates and upon successful checkouts made through this affiliate link, WTC Delaware is entitled to receive a 5% commission on sales.

Next Meeting Date

The next meeting of the Board of Directors will be held in-person on **November 15, 2023, from 3:00 to 5:00 p.m.** Location to be announced.

Adjournment

Closing remarks and thanks were presented by President Stone. There being no further business before the Board, the meeting was adjourned at 4:44 p.m. EDT.

Calendar (WTC Delaware Events)

- **Sep 27** 6th Annual Delaware Entrepreneurial Summit + 11th Annual Swim with the Sharks (WTC Delaware is a sponsor and prize provider)
- **12 Oct** Protecting Your Business Interests Webinar: Corporate Espionage, Global Security & Compliance Webinar with US Department of Commerce, Online

- <https://worldtradecenterdeassoc.wliinc32.com/events/Protecting-Your-Business-Interests-Webinar-Corporate-Espionage-Global-Security-Compliance-7864/details>
- **15-17 Oct** WTCA Annual Member Forum and North American Regional Meeting, NYC
<https://www.wtca.org/events/2023-wtca-member-forum?locale=en>
 - **18-20 Oct** EXIM Annual Meeting, Washington, D.C.
<https://www.edgereg.net/er/Registration/StepRegInfo.jsp?ActivityID=41897&StepNumber=1&v=OWJhN2ZjMmUtY2ZiZi00MjdiLTk1MGEtNTNlNmUyMTQ2YmNi>
 - **2 Nov** Gala Deerfield Golf Club, Newark
<https://worldtradecenterdeassoc.wliinc32.com/events/WTC-Delaware-Gala-7860/details>
 - **15 Nov** *WTC Delaware Board Meeting, Location, TBA
 - **Dec 2024** Delegation from Bulgaria, Greece, and North Macedonia (Delaware State Senator Spiros Mantzavinos)
 - **3-6 March** World Trade Centers Association Global Business Forum (GBF), Bengaluru, India
 - **9-17 May** Trade Winds Access Europe and Eurasia, Istanbul, Türkiye
https://events.trade.gov/TradeWindsEuropeEurasia/?_gl=1%2A1ppctfo%2A_ga%2AMTkxOTI4NTkxNy4xNjk1MTM5OTQ2%2A_ga_L884J52XQ5%2AMTY5NTEzOTk0Ni4xLjEuMTY5NTE0MDAzMS42MC4wLjA
 - **TBA** US-Africa Business Summit, Washington, D.C.