

World Trade Center Delaware
Minutes of Meeting of the Board of Directors
13 November 2024
WTC Delaware / Conference Room
Time: 3:00-5:00

A regular meeting of the Board of Directors was held on November 13, 2024, in a hybrid format via Zoom and in-person at WTC Delaware's conference room, located at 42 Reads Way, Suite B, New Castle, DE 19720. The meeting was called to order at 3:15 p.m. by WTC Delaware President, Carla Stone.

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

Stephanie Chapman (Zoom), Carmen Facciolo, JC Fernandez-Seoane, Ken Grant, Bayard Hogans (Zoom), George Kearns (Zoom), Ayanna Khan (Zoom), David Máthé (Zoom), Rep. Jeffrey N. Spiegelman (Zoom), Rafael X. Zahralddin (Zoom).

Proxies:

Ravi Ammigan, Janet Dougherty.

Absent:

Lisa Hember, Anabel Panayotti.

Staff:

Carla Stone, Nesrin Cakiroglu.

Welcome

President Stone opened the meeting at 3:15 p.m., thanking everyone for attending and introducing our interns, allowing them to say a few words.

Meeting Minutes

Secretary Zahralddin presented the minutes of the September 25, 2024, Board meeting for review and approval. Upon a motion duly made and seconded, the minutes were unanimously approved.

Treasurer's Report

Financial statements were distributed, and Treasurer Chapman provided an overview of WTC Delaware's financial status and expenditures.

President's Report

- **Reminder- FY 23-24 Annual Report** is available to all Board members. Please review the metrics.
- **International Delaware 2025 magazine:** This year's theme focuses on Delaware's logistics and infrastructure.

- **Gala:** Gala fundraising was deferred in favor of focusing on programming and membership growth.
- **2024 Wilmington Port and Shipping Guide:** The World Trade Center Delaware has been invited to participate in the 2024 Wilmington Port and Shipping Guide. The feature will highlight our role in supporting businesses at the Port Wilmington. Updates and promotional materials are currently in production.
- **The WTC Delaware banner** is expected to be in production shortly.
- **WTCA Fall Member Seminar:** WTC Delaware staff was unable to attend the WTCA Fall Member Seminar, and we are currently waiting for the materials.
- **Advisory Board Member Nominations:** The Board called for nominations and volunteers for the Advisory Board.
- **WHYY Community Advisory Board Appointment:** President Stone has accepted an invitation to join the WHYY Community Advisory Board, further strengthening WTC Delaware's engagement with the local community and public media.
- **Program Participation:**
 - 3 October EXIM Council on Small Business
 - 17 October EXIM Council- Advancing Women in Business
 - **18 October DEBCC Webinar- You Might be in International Business and Not Know it**
 - 21 October DSBDC Advisory Board Semi-Annual Meeting
 - **23 October Bayard Hogans, A Fresh Look at the Port Wilmington, Whist Club**
 - 24 October Mid-Atlantic DEC Meeting
 - **30 October Open for Business at the NCC Chamber**
 - 31 October MidAtlantic DEC's Export Compliance and U.S. Sanctions Training Webinar (we promoted as DEC member and ITA partner)
 - **TBA- Rescheduled for February 2025: Upcoming Reverse Trade Mission from Bulgaria, Greece and Romania Focusing on:**
 - Clean energy - hydrogen, smart grids, Small Modular Reactors (SMRs) and decarbonization in general
 - 3PL Logistics and Warehousing, especially food and FMCG distribution
 - FinTech – both US big banks' Fintech R&D centers and university-based ones
 - BioPharma, Biotech, National Institute of Science, and technology Delaware
 - Ports, Maritime and Shipyards Industry
 - Aerospace and Defense: aviation (especially rotary), aircraft repair and conversions (MROs), aviation components
 - Refineries and petrochemicals

Operations Report

Director of Operations & Training, Cakiroglu, provided an update on WTC Delaware's operations, highlighting recent workstreams related to membership, internships, and the ongoing search for administrative personnel. Additionally, Cakiroglu updated the Board on the launch of the new website, the transition from the .com to the .org domain, and the acquisition of a POS device that will enable the organization to accept payments at events and anywhere else.

Next Meeting Date

The upcoming Board of Directors meeting is scheduled to take place in January 2025. The exact date, time, and location are yet to be determined.

Adjournment

President Stone made closing remarks, thanking the Board members for their participation. With no further business to discuss, a motion was made to adjourn the meeting. The motion was seconded, and the meeting was adjourned at 4:40 p.m. EST.

Upcoming Calendar (WTC Delaware Events in Bold)

- 13 November USGLC Election Update webinar - partner promotion
- **3 December International Delaware Magazine released**
- 10 December Taste of Delaware, Washington, D.C.
- **24 January DEBCC Webinar Trade Webinar**
- **30 January WTC Delaware & Lipaworld Mixer: Redefining Remittances for the African Diaspora, Whist Club**
- **19 February 7th Annual Chocolate and Beer Tasting, Midnight Oil Brewing**
- **TBA Bulgarian Reverse Trade Mission, Delaware**
- **3-4 April SMART Technical Conference, New Jersey**
- 3-11 April Trade Winds, The Americas, Sao Paulo, Brazil
- **6-9 April World Trade Centers Association Global Business Forum, Marseilles, France. We will have an exhibit.**
- **TBA April World Trade Center Delaware Day, Legislative Hall?**
- **29-30 April EXIM Annual Conference, Washington, DC**
- **4-10 May International Trade Week**
- **8 May Kickoff to US-Africa Business Summit, Whist Club**
- **11-15 May Select USA, Washington, DC will have exhibit**
- **TBA EXIM Training, Whist Club**
- **23-27 June US-Africa Business Summit, Luanda, Angola. We will have an exhibit.**