

**World Trade Center Delaware  
Minutes of Meeting of the Board of Directors  
November 18, 2020 - 2:00 p.m.  
TELECONFERENCE**

World Trade Center Delaware held its regular meeting of the Board of Directors on November 18, 2020 via teleconference for the health and safety of everyone. The meeting was called to order at 2:05 p.m. ET by the new Chair of WTC Delaware, Charlie Tomlinson.

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

Kathryn Bradley (on behalf of Eric Casey), Damian DeStefano, Carmen Facciolo, Howard Henderson, George Kearns, Anabel Panayotti, Dennis Rochford, Andrew Silverman, Charlie Tomlinson.

**Absent:**

Michael Griffin, Elizabeth “Tizzy” Lockman, Jacques Luben, Brian McGlinchey, Theophilus R. Nix, Jr., Esq., David Wilson.

**Staff:**

Carla Stone, Nesrin Cakiroglu

**Guest:**

Michele Chynoweth

**Introductory Remarks**

Chair Tomlinson opened the meeting at 2:05 p.m. by thanking everyone for attending. Mr. Tomlinson formally introduced WTC Delaware’s newest staff member, Michele Chynoweth, to the board members. WTC Delaware welcomed Ms. Chynoweth as its new Marketing Specialist back in October 2020. Ms. Chynoweth is responsible for increasing recognition and exposure of WTC Delaware locally, regionally, nationally, and internationally. She will also help WTC Delaware increase memberships, sponsorships, and business as a result through targeted marketing strategies.

**Meeting Minutes**

The meeting minutes for the WTC Delaware’s September 16, 2020 Board meeting were presented by Secretary Silverman for review and approval. Upon a motion duly made and seconded, the meeting minutes of the September 16, 2020 Board meeting were approved.

**Treasurer’s Report**

President Stone provided an overview regarding the status of WTC Delaware's finances and expenditures with supporting comments from Treasurer Kearns. Upon a motion duly made and seconded, the financials and expenditures were approved.

### **President's Report**

**OPERATIONS AND REVENUES:** President Stone provided updates on the WTC Delaware's operations, marketing, and public relations programs, and most recent workstreams. All 2020 WTC Delaware activities offered digitally to any Delaware companies, organizations, or individuals remain free of charge. The board engaged in a discussion regarding increased revenue generation. Chair Tomlinson will hold an offline meeting with WTC Delaware staff to discuss specific options for additional income.

**GALA:** As it was announced before, WTC Delaware has postponed its Gala which was initially scheduled for October 22, 2020 at the Hotel Du Pont to a later date. WTC Delaware's deposit to Hotel Dupont will be applied to the rescheduled Gala. WTC Delaware will follow Delaware and CDC guidelines in planning the new date. President Stone mentioned that we might need to hold the rescheduled Gala virtually in 2021 depending on the status of COVID in Delaware.

**INTERNATIONAL DELAWARE:** Chair Tomlinson provided an update about the timing and sponsorship opportunities for this year's issue, a supplement to Delaware Business Times, and shared the cover image of the supplement with the board members. This year's theme is Delaware's financial and fintech industry and will anchor programs planned in 2021. A digital cover unveiling is scheduled for December 8<sup>th</sup>.

### **Next Meeting Date**

The next meeting of the Board of Directors will be held on January 20, 2021, from 2:00 p.m. to 3:00 p.m. ET. Place to be determined.

### **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 3:00 p.m. ET.