

ANNETTE MEDLIN, IOM

President and CEO

Corpus Christi Chamber of Commerce

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Annette has been in non-profit management for over 20 years beginning in the Fine Arts and most recently as a Chamber of Commerce Executive. She is a skilled collaborator and teaches that topic as faculty for the U.S. Chamber of Commerce Foundation's Institute for Organization Management. In 2005 she walked in as president of the Georgetown County Chamber, the fifth President/CEO in 7 years. The chamber was lacking in significant relationships with community leaders and stakeholders and had very limited resources. In her eight-year tenure there she created stability, created a position of visibility and leadership for the organization in the community, doubled membership and moved a \$225,000 operating budget to combined annual budgets of \$1.5 million. In 2007 Annette was chosen by her peers as "Chamber Executive of the Year" in the Carolinas.

As a consultant, Annette worked with chambers all over the U.S., Canada, and South Asia. She has a quick eye for assessing the organization, its challenges and obstacles and identifying solutions for new efficiencies and success. When meeting with diverse organization constituencies from board leadership and community leaders to event volunteers and staff, she is able to fluidly adapt to the audience and to deliver the organization message appropriate to the situation.

In January 2016, Annette was appointed president/CEO of the Corpus Christi (CC) Chamber of Commerce in South Texas. The first order of business was to facilitate a merger between the CC Chamber and the CC Hispanic Chamber. Between the two chambers, there is 178 years of service to the business community of Corpus Christi. The vote to merge was overwhelmingly in favor from both organizations and made a bold statement that the community was ready to take on the elevation of business in a unified effort and create a space that was inclusive for all business.

Summary of Experience

- In three years, brought in over 1800 new chamber members and over \$407,098 in new member revenue as a membership campaign facilitator for 23 chambers of commerce all over the U.S. and Canada (2012-2015).

- Consultant for the Center for International Private Enterprise (CIPE) working in country with the Pakistan-Afghanistan Joint Chamber of Commerce and Industry to address building a sustainable chamber budget, increase membership, and reach and develop systems for efficient organization management (2013-2014)
- CEO of the Georgetown County Chamber of Commerce (SC), with 750 members, 16 member board, and combined annual budget responsibilities of \$1.5 million (2005-2012).
- VP Public Operations for Brookgreen Gardens (SC), a national destination with an annual visitation of over 200,000. Executive responsibility for all revenue generating venues and large regional events, 3 managers, 30 additional staff members and annual budget responsibilities of \$1.5 million (2000-2004).
- A graduate of the U.S. Chamber Foundation's Institute for Organization Management program earning the IOM recognition (2009), followed by roles as class advisor, regent, and currently as faculty.
- Served on boards both as a member and in leadership roles with the U.S. Chamber of Commerce Foundation's Southeast Board of Regents, the Carolinas Association of Chamber of Commerce Executives, and numerous social and civic non-profit organizations over her career. Senior Fellow with the American Leadership Forum, Waccamaw Chapter (SC).
- Speaker and workshop facilitator for state chamber associations in Iowa, Georgia, Pennsylvania, Carolinas, Maryland, the Association of Chamber of Commerce Executives (ACCE), and various local chambers of commerce, associations, non-profits, universities and individuals across the U.S. & Canada.