

JEFFREY K. SANDFORD, IOM

President and CEO

Gaston Regional Chamber of Commerce

601 West Franklin Boulevard

Gastonia, NC 28052

jeff@gastonchamber.com

704-864-2621

Jeff Sandford, IOM is celebrating his 25th year in the business world as a business owner, chamber of commerce board member, and CEO of three different chambers.

In the fall of 2014, Jeff was recruited to Gaston County, North Carolina, where he leads a dynamic chamber serving a population approaching 210,000 people outside of Charlotte.

His first chamber in Stephenville, Texas gained national recognition in areas of member retention and growth (more than 150% gain), and he is credited with leading his community to record-breaking advances in the areas of economic development and tourism (80% growth).

In his 8+ years in Texarkana, Texas/Arkansas (the only dual city/dual state chamber in America), the community and his organization experienced dramatic growth, and his careful restructuring of programs and services contributed to one of the best financial and member growth periods in the organization's 110 year history. The Texarkana USA Chamber of Commerce was nominated for National Chamber of the Year (2008) and has finished as one of the top 10 chambers in the nation in member retention, eclipsing 93% numerous times. A similar recognition was bestowed in Stephenville, when the organization achieved a 96.25% retention rate, finishing first in the nation.

Outside of his local duties, Jeff has served on the Texas Association of Business Board of Directors and currently holds a faculty position on the U.S. Chamber Foundation's Institute for Organization Management, after serving on the West Institute Board of Regents. He has also served on the Institute Curriculum Committee and Board of Trustees. He has held a faculty/leadership position with the Center for Chamber of Commerce Excellence, a multi-state training program for Chamber executives. Other roles include service on the I-49 Coalition, the Northeast Texas Regional Mobility Authority, and numerous other boards and advisory councils across the country. Jeff has consulted with more than 60 chambers, associations, and agencies in areas of leadership, business recruitment and retention, and organizational development.

He was known as the 'most photographed face in the Four States', appearing in publications more than 500 times, and he was heard across the airwaves on a radio program, "The Jeff & John Show" from 2013-2015.

An Aggie from Texas A&M University, he is a graduate of the FOUR DAY WEEKEND Improvisational Comedy College, and has written and acted in eight short films as part of a Dallas-based production company. He is a member of the inaugural class of Leadership Arkansas (2006-2007).

His personal life is blessed with an amazing wife, Dr. Sonia Sandford, and three wonderful children, Austin (18), Reagan (16), and Carson (11).