

Reidsville Chamber of Commerce Board of Directors Meeting January 26, 2022 12pm, via Zoom

1. Call to Order Jessie Meador I Chairwoman

Invocation

3. Introductions Diane Sawyer I President & CEO

a. Introduction of Staff

Introduction of Board members

4. Strategic Partner Conversations Jennifer Lester I Business & Industry Liaison &

Apprenticeship Coordinator

City of Reidsville

Rockingham Community College

CONSENT AGENDA

The Reidsville Chamber of Commerce uses a Consent Agenda to consider items that are non-controversial and routine. The Consent Agenda is acted upon by one motion and vote of the Board. Items may be removed from the Consent Agenda and placed on the Regular Agenda at the request of a Board Member. The Consent Agenda contains the following items:

1. Approval of Financial Reports End of Year (December 2021) (Pgs. 1-4)

2. Approval of New Members and Dropped Members (Membership Reports) (Pg. 5)

REGULAR AGENDA

1. City of Reidsville Report Jeff Garstka I Economic Development Director,

2. Executive Board Updates

a. Chairwoman's Comments Jessie Meador I Chairwoman b. Capital Improvement Updates Robbie Citty I Past Chairmen

3. President's Report (Pg 6)

Diane Sawyer I President & CEO a. Upcoming Events

b. Business Directory

4. Announcements & Adjourn

Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual January through December 2021

Total Income RDC Grant 2,500.00 Revenues 2,500.00 Reve		Jan - Dec 21	Budget	\$ Over Budget
7101 - PPP forgiven loans - Tax free income RDC Grant 46,825.90 income RDC Grant 2,500.00 Revenues 2,500.00 4030 - Rental Income 22,551.57 19,800.00 2,751.57 4010 - Member ship Investments 68,837.08 68,000.00 15,33.37 4010 - Member ship Investment 9,534.37 8,000.00 15,323.00 4150 - Miscellaneous Income 88.85 4,600.00 5,123.00 4150 - Miscellaneous Income 88.85 4,600.00 -2,1459.60 4160 - Miscellaneous Income 15,000.00 4,400.00 -2,1459.60 7051 - Grashoppers Night Income 10,000.00 7,000.00 -2,1459.60 -2,1459.60 7000 - Division Income 3,340.27 -2,500.00 -2,500.00 -2,500.00 -2,000.00	nary Income/Expense			
RDC Grant 2,500.00 Revenues 2,500.00 Revenues 2,500.00 Revenues 2,500.00 Revenues 2,500.00 Revenues 2,551.57 19,800.00 2,751.57 4030 · Rental Income 22,551.57 19,800.00 837.08 4020 · New Membership Investments 68,837.08 68,000.00 837.08 4020 · New Member Investment 9,534.37 8,000.00 1,534.37 Rotal Revenues 100,923.02 95,800.00 5,123.00 Revenues 100,923.02 95,800.00 7,123.00 Rotal Revenues 100,923.02 7,123.00 Rotal Revenues 100,923.02 7,123.00 Rotal Revenues 1,500.00 Rotal		46 925 00		
RDC Grant 2,500.00	•	40,623.99		
Revenues		2,500.00		
Add Pacific Pacific	Total Income	2,500.00		
A010 Membership Investments 88,837.08 68,000.00 1,534.37 A020 New Member Investment 9,534.37 8,000.00 1,534.37 A020 New Member Investment 9,534.37 8,000.00 5,123.00 A150 Miscellaneous Income 88.85 88.85 A160 Web Site Sponsorship 5.01 A180 Visitor Center Facade Grant 15,000.00 A181 Visitor Center Expenses -12,220.45 4180 Visitor Center 25,319.59 44,000.00 -21,459.96 A021 A180 Visitor Center 25,319.59 44,000.00 -18,680.40 A051 Greensboro Swarm Income 100.00 A052 Greensboro Swarm Income 3,340.27 A190 A190 Beer Garden/WineTasting Income -8,570.17 A190 Beer Garden/WineTasting Income -0 13,439.00 A190 Beer Garden/WineTasting Income 4,868.83 A170 Chamber Champion 45,129.05 56,000.00 -10,870.95 A500 Community Support 10,000.00 10,000.00 0.00 A190 A190 A20 A20 A20 A20 A190 A20 A20 A20 A20 A20 A190 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20 A20	Revenues			
100 New Member Investment 9,534.37 8,000.00 1,534.37 Total Revenues 100,923.02 95,800.00 5,123.00 4150 Miscellaneous Income 88.85 4180 Web Site Sponsorship 5.01 4180 Visitor Center 15,000.00 15,000.00 18,000.00 4181 Visitor Center Expenses -12,220.45 44,000.00 -21,459.96 4181 Visitor Center 25,319.59 44,000.00 -21,459.96 4180 Visitor Center 100.00 -21,459.96 4181 Visitor Center 3,340.27 -20,200.00 -20,200.00 -20,200.00 4181 Visitor Center 3,340.27 -20,200.00 -20,200.00 -20,200.00 4181 Visitor Center 3,340.27 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00 -20,200.00	4030 · Rental Income	22,551.57	19,800.00	2,751.57
Total Revenues 100,923.02 95,800.00 5,123.00	4010 · Membership Investments	68,837.08	68,000.00	837.08
150 - Miscellaneous Income	•	9,534.37	8,000.00	1,534.37
A180 - Web Site Sponsorship 5.01	Total Revenues	100,923.02	95,800.00	5,123.02
4180 · Visitor Center Facade Grant 15,000.00 4181 · Visitor Center Expenses -12,220.45 4180 · Visitor Center - Other 22,540.04 44,000.00 -21,459.96	4150 · Miscellaneous Income	88.85		
Facade Grant 15,000.00 4181 · Visitor Center Expenses -12,220.45 4180 · Visitor Center - Other 22,540.04 44,000.00 -21,459.96	4160 · Web Site Sponsorship	5.01		
1181 · Visitor Center Expenses 12,220.45 22,540.04 44,000.00 -21,459.96 1480 · Visitor Center - Other 22,540.04 44,000.00 -21,459.96 1480 · Visitor Center 25,319.59 44,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 14,000.00 -18,680.44 14,000.00 -18,680.44 14,000.00 14,000.00 -18,680.44 14,000.00 14,000.00 -18,680.44 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00 14,000.00	4180 Visitor Center			
### 4180 · Visitor Center - Other 22,540.04	Facade Grant	15,000.00		
### 4180 · Visitor Center - Other 22,540.04	4181 · Visitor Center Expenses	-12,220.45		
7051 · Grasshoppers Night Income 100.00 7052 · Greensboro Swarm Income 100.00 7000 · Division Income 7100 · Affinity Program Income 3,340.27 7049 · Beer Garden/WineTasting Income - O 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 7013 · Website Enhanced Listing 49.06 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30			44,000.00	-21,459.96
7052 · Greensboro Swarm Income 7000 · Division Income 7100 · Affinity Program Income 71049 · Beer Garden/WineTasting Income 7049849 · Beer Garden/WineTasting Income 7049 · Beer Garden/WineTasting Income 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 4500 · Community Support 10,000.00 7010 · Promotional Adv. Sponsorships 7013 · Website Enhanced Listing 7010 · Promotional Adv. Sponsorships 7011 · Promotional Adv. Sponsorships 7010 · Promotional Adv. Sponsorships 7010 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 7020 · Staff Appreciation Luncheon - 2,182.30	Total 4180 · Visitor Center	25,319.59	44,000.00	-18,680.41
7000 · Division Income 7100 · Affinity Program Income 71049 · Beer Garden/WineTasting Income 7049849 · Beer Garden/WineTasting Expenses 7049 · Beer Garden/WineTasting Income 7049 · Beer Garden/WineTasting Income - O Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 4500 · Community Support 10,000.00 7010 · Promotional Adv. Sponsorships 7013 · Website Enhanced Listing 7010 · Promotional Adv. Sponsorships - Oth Total 7010 · Promotional Adv. Sponsorships 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7051 · Grasshoppers Night Income	100.00		
7100 · Affinity Program Income 3,340.27 7049 · Beer Garden/WineTasting Income 7049849 · Beer Garden/WineTasting Expenses 7049 · Beer Garden/WineTasting Income - O 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 7010 · Promotional Adv. Sponsorships 7013 · Website Enhanced Listing 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7052 · Greensboro Swarm Income	100.00		
7049 · Beer Garden/WineTasting Income -8,570.17 7049 · Beer Garden/WineTasting Income · O 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 150.00 7010 · Promotional Adv. Sponsorships · Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7000 · Division Income			
7049 · Beer Garden/WineTasting Income -8,570.17 7049 · Beer Garden/WineTasting Income · O 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 150.00 7010 · Promotional Adv. Sponsorships · Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7100 · Affinity Program Income	3,340.27		
7049849 · Beer Garden/WineTasting Expenses 7049 · Beer Garden/WineTasting Income - O -8,570.17 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 4500 · Community Support 45,129.05 10,000.00 56,000.00 10,000.00 -10,870.95 -10,000.00 7010 · Promotional Adv. Sponsorships 7013 · Website Enhanced Listing 7010 · Promotional Adv. Sponsorships - Oth 49.06 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses 7020 · Staff Appreciation Luncheon - Other -2,090.66 817.70 -3,000.00 3,000.00 909.34 -2,182.30		,		
7049 · Beer Garden/WineTasting Income 13,439.00 Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 -0.00 -0.00 7010 · Promotional Adv. Sponsorships - Oth 150.00 -0.00 -0.00 Total 7010 · Promotional Adv. Sponsorships 199.06 -0.00 -0.00 -0.00 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30		-8.570.17		
Total 7049 · Beer Garden/WineTasting Income 4,868.83 4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30				
4170 · Chamber Champion 45,129.05 56,000.00 -10,870.95 4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 -10,870.95 -10,870.95 7010 · Promotional Adv. Sponsorships · Oth 150.00 -10,870.95 -10,000.00 0.00 Total 7010 · Promotional Adv. Sponsorships 199.06 -10,000.00 -10,870.95 -10,000.00 -10,000.00 -10,000.00 -10,870.95 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -10,000.00 -1	_	·		
4500 · Community Support 10,000.00 10,000.00 0.00 7010 · Promotional Adv. Sponsorships 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	Total 7049 · Beer Garden/wine Lasting Income	4,868.83		
7010 · Promotional Adv. Sponsorships 49.06 7013 · Website Enhanced Listing 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 7020 · Staff Appreciation Luncheon 199.06 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30		45,129.05	56,000.00	-10,870.95
7013 · Website Enhanced Listing 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	4500 Community Support	10,000.00	10,000.00	0.00
7013 · Website Enhanced Listing 49.06 7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7010 · Promotional Adv. Sponsorships			
7010 · Promotional Adv. Sponsorships - Oth 150.00 Total 7010 · Promotional Adv. Sponsorships 199.06 7020 · Staff Appreciation Luncheon -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30		49.06		
7020 · Staff Appreciation Luncheon 7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30		150.00		
7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	Total 7010 · Promotional Adv. Sponsorships	199.06		
7020820 · Staff Appreciation Expenses -2,090.66 -3,000.00 909.34 7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30	7020 · Staff Appreciation Luncheon			
7020 · Staff Appreciation Luncheon - Other 817.70 3,000.00 -2,182.30		-2.090.66	-3.000.00	909.34
· · · · · · · · · · · · · · · · · · ·				
Total 7020 · Staff Appreciation Luncheon -1,272.96 0.00 -1,272.96				2,102.00
	Total 7020 · Staff Appreciation Luncheon	-1,272.96	0.00	-1,272.96

Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget	
7040 · 7040-Ice cream Social 7040840 · 7040840-Ice Cream Social expens 7040 · 7040-Ice cream Social - Other	-293.30 350.00	-225.00	-68.30	
Total 7040 · 7040-lce cream Social	56.70	-225.00	281.70	
7043 · Golf Tournament 7043843 · Golf Tournament Expenses 7043 · Golf Tournament - Other	-7,488.56 13,028.51	-6,000.00 15,000.00	-1,488.56 -1,971.49	
Total 7043 · Golf Tournament	5,539.95	9,000.00	-3,460.05	
7045 · Seminar 7045845 · Seminar Expenses 7045 · Seminar - Other	-2,411.25 1,439.61	-500.00	-1,911.25	
Total 7045 · Seminar	-971.64	-500.00	-471.64	
7046 · Business Showcase 7046846 · Business Showcase expenses 7046 · Business Showcase - Other	0.00 2,000.00	-8,500.00 12,000.00	8,500.00 -10,000.00	
Total 7046 · Business Showcase	2,000.00	3,500.00	-1,500.00	
7094 · Annual Meeting 7094894 · Annual Meeting Expenses 7094 · Annual Meeting - Other	-292.11 0.00	500.00	-500.00	
Total 7094 · Annual Meeting	-292.11	500.00	-792.11	
7095 · Copier & Printing services 7000 · Division Income - Other	113.50 4,037.50			
Total 7000 · Division Income	72,748.15	78,275.00	-5,526.85	
Total Income	248,610.61	218,075.00	30,535.61	
Gross Profit	248,610.61	218,075.00	30,535.61	
Expense Bad Debt Insurance Expense (D&O) P.O Box Fee 5000 · Salaries and Benefits	201.17 864.00 0.00	900.00 194.00	-36.00 -194.00	
5110 · Salaries 5115 · Temporary/Part-time 5110 · Salaries - Other	6,737.50 113,926.51	120,286.00	-6,359.49	
Total 5110 · Salaries	120,664.01	120,286.00	378.01	

Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual

January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget
5111 · Bonus/Incentive	12,500.00		
5117 · Reimbursed Expenses	6,500.00	6,600.00	-100.00
5120 · Payroll Tax Expense	11,887.53	11,000.00	887.53
5139 · Staff development & Training	77.01	,	
5140 · Retirement Plan	3,000.00	3,000.00	0.00
5160 · Staff Expenses	84.64	•	
5170 · Travel	154.32	500.00	-345.68
5171 · Meals	279.21	500.00	-220.79
5175 · Sales Commission	18,229.20	16,000.00	2,229.20
5180 · Worker's Compensation Insurance	720.00	527.00	193.00
5190 Payroll Expenses	973.00	1,200.00	-227.00
Total 5000 · Salaries and Benefits	175,068.92	159,613.00	15,455.92
5200 · Occupancy Expenses			
5230 · EIDL Loan	0.00	3,024.00	-3,024.00
5245 · Utilities	8,269.43	9,000.00	-730.57
5210 · Rent	0.00	6,264.00	-6,264.00
5240 · Telephone	3,790.23	3,800.00	-9.77
5250 · Liability Insurance	2,314.00	2,000.00	314.00
5270 · Property Taxes	4,018.10	4,000.00	18.10
Total 5200 · Occupancy Expenses	18,391.76	28,088.00	-9,696.24
5300 · Office Operations			
5310 · Office Supplies	439.33	1,000.00	-560.67
5315 · Supplies-other	673.00	1,000.00	-327.00
5320 · Postage	675.29	900.00	-224.71
5325 · Office support services	5,475.05	2,500.00	2,975.05
5330 · Professional Services	522.65		
5335 · Computer Expense	1,085.61	750.00	335.61
5370 · Lease and Service Contracts	4,000.47	2,950.00	1,050.47
5220 · Maintenance agreements	143.49	1,750.00	-1,606.51
5340 · Dues and Subscriptions	1,876.01	1,750.00	126.01
5380 · Bank Service Charges	164.12	750.00	-585.88
5390 · Interest	2,820.78	0.4=0.00	0.450-5
5800 · Contingencies	327.25	2,478.00	-2,150.75
Total 5300 · Office Operations	18,203.05	15,828.00	2,375.05

Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual January through December 2021

_	Jan - Dec 21	Budget	\$ Over Budget
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	3,597.50	3,000.00	597.50
5450 · Luncheons & Meetings	425.38	1,000.00	-574.62
5490 · Website Expense	7,530.44	4,452.00	3,078.44
5400 Membership Development - Other	4,464.10	4,500.00	-35.90
Total 5400 · Membership Development	16,017.42	13,452.00	2,565.42
Total Expense	228,746.32	218,075.00	10,671.32
Net Ordinary Income	19,864.29	0.00	19,864.29
Net Income	19,864.29	0.00	19,864.29

January 2022 - Memb	ersilib keborr		
		Last Payment	
Joined	Membership Dues		Reason
			Business Sold
7/14/2016			Can't Afford Dues
			Business Closed
	1		Owner Request
			Owner Request
			Owner Request
7-7	, , , ,	, , , , , ,	
	\$875.00		
	\$875.00		
Joined	Membership Dues		
12/29/2021	\$175.00		
12/29/2021	\$175.00		
1/21/2022	\$175.00		
	12/29/2021 12/29/2021	\$175.00 7/14/2016 \$175.00 12/5/2019 \$175.00 12/13/2019 \$175.00 1/28/2020 \$175.00 12/9/2020 \$175.00 \$875.00 \$875.00 \$875.00 Joined Membership Dues 12/29/2021 \$175.00	\$175.00

Total	\$525.00	
YTD Total	\$525.00	

President's Report January 2022

Business Coalition Meeting: No New Business. (Quarterly meetings. Last updated Dec 2021)

MLK Unity Fund: Amazing Event!! Record breaking sponsorship numbers again this year. This will provide for amazing scholarships for Reidsville High students to go to Rockingham Community College. This year was hosted by the NAACP. The Chamber is up next for choosing the speaker and being in charge of the program. It will be our 25th year! Excited for this!

Broadband Project/Digital Inclusion Project (Specific to Reidsville):

No New Business. Last updated in December. Plan is complete. More information to follow.

NC Family Forward Project

This roundtable with the City of Reidsville will be held in February with the City Manager, Economic Development, HR and City Council. More information to come.

Building Upgrades:

Project is FINALLY complete! We are so pleased. Please come by and check it out if you have not been able to.

<u>Decorating Contest/Hometown Christmas/Letters to Santa:</u> We won 2nd place for our Christmas Decorations this year. We are so thankful to our members who helped us with our setup! Mish Mosh, Bob Adams, Saunders Ace Hardware, and the City of Reidsville. We mailed almost 200 letters from Santa!

City/Duke Energy Grant: Updated: Please check out the Community Calendar on our website that we have been able to purchase due to this grant. The City of Reidsville was awarded \$25,000 in grant money that they applied for related to COVID-19. We received a grant for upgrading our package in ChamberMaster to offer the gift certificates last year and to buy a community calendar plug-in for the website so that we can participate in a larger reach and less duplication of effort for events in the community. This will be more geared as a Visitor Center function.

Upcoming Events:

February 4th at 7pm Reidsville Night at the Swarm
February 8th at 6pm Reidsville City Council Meeting
February 23rd at 9am Warrior Nutrition

Next Board Meeting; February 23rd at 12pm