



**Reidsville Chamber of Commerce
Board of Directors Meeting
August 24, 2022, 12pm
Via Zoom**

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- | | |
|-------------------------------------|--|
| 1. Call to Order | Jessie Meador Chairwoman |
| 2. Invocation | |
| 3. Strategic Conversations (20 min) | Goal Setting, Strategic Planning
Addendum |

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 the June Minutes (Pg. 2-3)
2. Approval of New Members and Dropped Members (Membership Reports) (Pg. 4)
3. Member of the Month (Pg. 5)

REGULAR AGENDA

- | | |
|--|---|
| 1. City of Reidsville Report | Jeff Garstka Economic Development Director,
City of Reidsville |
| 2. Executive Board Updates | |
| a. Chairwoman's Comments | Jessie Meador Chairwoman |
| b. Goal Setting Updates (Pg. 6-7) | |
| c. FUN Committees (Sign Up) (Pg. 8-15) | |
| d. Financial Dashboard (Pg. 16) | |
| e. Budget & AR (Pg. 17-21) | |
| 3. Committee Reports | |
| a. Workforce Development | Jennifer Lester Business & Industry Liaison |
| 4. President's Report (Pg.22) | |
| a. Upcoming Events | Diane Sawyer President & CEO |
| i. Business Showcase | |
| ii. Summer Events | |
| 5. Announcements & Adjourn | |



**Reidsville Chamber of Commerce
Board of Directors Meeting
June 22, 2022
Chamber Board Room**

Present: Jessie Meador, Judy Neal, Chad Blakley, Eden Combs, Victoria Ellis, Morgan Moore, Matthew Searce, Jeff Garstka, Patience Fairman-Evans, Barbara Dejournette, Roy Sawyer, Robin Pegram, Robbie Citty, Kirk Smith, Bambi Tolbert, Diane Sawyer

Absent: Wayne Hollowell, Justin Dill, Drew Barefoot, Jennifer Lester

CONSENT AGENDA – Motion made, Seconded, motion carried. 12:12pm

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:

- Approval of the March minutes (Board Retreat) (Pg. 2-3)
- Approval of New Members and Dropped Members (Membership Reports) (Pg. 4)
- Member of the Month – May 2022 (Pg.5)

REGULAR AGENDA

- | | |
|--|---|
| City of Reidsville Report
Director,
Executive Board Updates
Chairwoman’s Comments
Board Retreat Follow up
Budget & AR | Jeff Garstka Economic Development
City of Reidsville

Jessie Meador Chairwoman |
| Committee Reports
Workforce Development | Jennifer Lester Business & Industry Liaison |
| President’s Report (Pg 9)
Upcoming Events | Diane Sawyer President & CEO |

Annual Awards
Nominating Process
Staff Appreciation
Business Showcase
Summer Events

Announcements & Adjourn- Motion made, Seconded, motion carried. Meeting adjourned at 1:25pm

Respectfully submitted,
Diane Sawyer

August 2022 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Northwestern Mutual Will Vorris	7/19/2021	\$175.00	8/19/2021	Left Business
Gill's Inn and Suites	4/24/2017	\$175.00	3/1/2021	Business Sold
Total		\$350.00		
YTD Total		\$2,348.00		

New Members

Company	Joined	Membership Dues		
Wezzy's Bakery	6/16/2022	\$350.00		
ACR Technologies Inc.	6/22/2022	\$175.00		
Mary E.D. Ryan Art	7/8/2022	\$175.00		
Disability Advocacy Center	7/11/2022	\$240.00		
Representative A. Reece Pyrtle, Jr	7/18/2022	\$175.00		
Carroll Creek Golf Club, LLC	7/21/2022	\$175.00		
Kim Dao Permanent Makeup	7/21/2022	\$175.00		
Genesis Ministries of Rockingham County	7/25/2022	\$175.00		
Abner Bullins Candidate for Clerk of Superior Court	7/27/2022	\$85.00		
Carlson Engineering	7/27/2022	\$175.00		
Sandy Cross General Merchandise	7/29/2022	\$20.00		
Wilson Appliances	8/2/2022	\$85.00		
Kelly Stanfield Carter Candidate for Clerk of Superior Court	8/3/2022	\$85.00		
Sunlight Wellness	8/15/2022	\$175.00		
Youth Experience Fund	8/16/2022	\$175.00		
Total		\$2,440.00		
YTD Total		\$6,405.00		

Member of the Month:

September 2022

We would like to nominate SIP Coffee House as the member of the month for September 2022. SIP coffee house is a staple in downtown Reidsville. They support the community by giving back through gift cards, offering space in their shop and participating in events. They provide a safe and inviting space for meetings. They are a minority owned small business and we would like to recognize their success and their family owned business in our wonderful community.

Goal Setting for the Reidsville Chamber of Commerce

Board Member Worksheet

SMART Goals:

Simple and Specific

Measurable

Attainable

Responsible

Time established

Organizational Goals: (Anything related to goals for the organization. Membership, Events, Programs, Staff, Board, Volunteers, i.e.)

Example: To increase the membership by 10% by FY end 2023.

My organizational goal for the chamber would be: _____

Financial Goals: (Anything related to the finances of the chamber. Increase revenue, specific line items goals, repayment of liabilities, financial data/tracking)

Example: To increase Chamber Champions Sponsorship by \$5,000 by program year end 2023 (July 1, 2023)

My financial goal for the chamber would be: _____



Reidsville Chamber Executive Board Meeting Discussion (Recap of April Board Meeting)

Reidsville Chamber of Commerce Goals

(Summary of April Meeting – what we heard? Do we need to add anything? Is anything missing?)

1. Marketing/Telling Our Story/Awareness
 - a. Raise awareness of Chamber value: video for new members
 - b. Establishing relationships: (i.e. Register of Deeds, School Board, Zoning/Community Development)
 - i. New Member Orientation
2. Financial Goals
 - a. Research industry best practices by
 - b. Institute new structure of dues by
 - i. Form a committee

Resources for Financial:

- Facebook Chamber Pros Group
- Kyle Sexton
- ACCE

Resources for Marketing:

- Rockingham Update
- Dexter Media
- Upgrade our switcher studio setup
- Izzy West, LLC

Current and Previous Marketing Chamber/Visitor Center (things that can be brought back)

- Text messages
- Text Contest
- Community Newsletter list (up to almost 100)
- Website Update
- Everwondr Community Calendar Plug-in
- Weekly Lives on Facebook of the “email newsletter”
- Boosted Posts on Social Media



FUN Committees 2022

FUN Committee – Composed of Sub-Committees containing various Board Members and Ambassadors

The functions of the FUN Committee include Resource Development and Program/Event Planning. Heads of the Sub-Committees must be able to attend the Event for which they oversee.

Resource Development: FUN Committee Members who take on the role as a part of the Resource Development team for an event are responsible for organizational fundraising, volunteer resources, and in-kind gifts. To accomplish this, member's responsibilities are:

- To provide the objectives and goals so that the volunteers and staff can establish a resource development plan that incorporates a series of appropriate vehicles, such as special events, direct mail, product sales, and etcetera to meet the objective
- To take the lead in certain types of outreach efforts, such as chairing a dinner/dance recruitment party committee or hosting fundraising parties
- To be responsible for the involvement of all Board members in fundraising
- To monitor resource development efforts to be sure that ethical practices are in place, that donors are acknowledged appropriately, fundraising efforts are cost-effective, and volunteers are doing necessary and measurable work

Program/Event Planning: FUN Committee Members who take on the role as a part of the Program/Event Planning team are often those who are most familiar with the approaches and operations of the organization's programs. Depending on its make-up and programs, the Program/Event Planning team's common responsibilities are:

- To oversee new program development and to monitor and assess existing programs
- To initiate and guide program evaluations
- To facilitate discussions about program priorities for the agency
- To plan, coordinate, and execute events

FUN Sub-Committees

MLK Unity Breakfast:

Each year in January the Chamber along with other community partners assists with the MLK Unity Breakfast usually held on the Martin Luther King Jr. holiday in January. The event is held at Zion Baptist Church Multi-Purpose Center in Reidsville. Tickets are \$10.00 each in advance – no tickets are sold at the door. If the Chamber is not the main host of the event, its main responsibilities are to promote the event and sell tickets. In addition to those responsibilities, the Chamber staff and volunteers will also attend the event to help ensure the event runs smoothly.

- Resource Development & Program/Event Planning teams are both responsible for promoting the event, enlisting volunteers to attend the event, and selling tickets

Annual Awards & Staff Appreciation:

- **Annual Awards:**
 - Resource Development & Program/Event Planning:
 - Responsible for obtaining volunteers to set-up/break-down/and work throughout the event.
 - Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly
- **Staff Appreciation:**
 - Resource Development:
 - Responsible for obtaining volunteers to set-up/break-down/and work throughout the event.
 - Program/Event Planning:
 - Assist with the organization of door prizes once received – grouping together prizes so that all have similar values.
 - Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Casino Night:

Resource Development:

- Responsible for obtaining volunteers to set-up/break-down/and work throughout the event.
- Responsible for obtaining door prizes from Chamber members for the event – usually call and confirm that the business will (or will not) donate a door prize 1 month before the event (you may also want to follow up the week prior to)
 - Also responsible for assigning volunteers to pick-up door prizes before the event – usually try to have most door prizes picked-up or dropped off by the Friday before the event
- Program/Event Planning:
 - Assist with the organization of door prizes once received – grouping together prizes so that all have similar values.
- Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

2DTF (2nd Downtown Fridays 2nd Fridays May-September 2022) Located at Market Square

Concerts at Market Square (4th Saturdays June-September 2022)

- Resource Development:
 - Responsible for obtaining 1-2 volunteers to work the beer garden.
- Program/Event Planning:
 - Responsible for obtaining going over schedule with staff and making sure that all moving parts are covered for picking up ice, making sure the contest, sandwich board, etc. are all ready to go.

Ice Cream Social:

Resource Development:

- Responsible for obtaining volunteers to set-up/break-down event
- Responsible for assisting with finding members to donate ice cream for the event
- Program/Event Planning:

- Responsible for obtaining (at least) 2 volunteers to work registration for the event
- Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Golf Tournament:

- Resource Development:
 - Responsible for obtaining volunteers to set-up/break-down/and work throughout the event.
 - Responsible for obtaining door prizes from Chamber members for the event – usually call and confirm that the business will (or will not) donate a door prize 1 month before the event (you may also want to follow up the week prior to)
 - Also responsible for assigning volunteers to pick-up door prizes before the event – usually try to have most door prizes picked-up or dropped off by the Friday before the event
- Program/Event Planning:
 - Assist with the organization of door prizes once received – grouping together prizes so that all have similar values.
 - Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Business Showcase:

- Resource Development:
 - Responsible for obtaining volunteers to set-up/break-down/ and work throughout the event.
 - Responsible for planning promotions for the event (i.e., direct mail, distributing flyers to Chamber members, and etcetera)
- Program/Event Planning:
 - Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Small Business Saturday:

- Resource Development:
 - Responsible for obtaining volunteers to set-up/break-down/and work throughout the event.
 - Responsible for obtaining door prizes from Chamber members for the event – usually call and confirm that the business will (or will not) donate a door prize 1 month before the event (you may also want to follow up the week prior to)

- Also responsible for assigning volunteers to pick-up door prizes before the event – usually try to have most door prizes picked-up or dropped off by the Friday before the event
 - Program/Event Planning:
 - Assist with the organization of door prizes once received – grouping together prizes so that all have similar values.
- Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Breakfast with Santa:

- Resource Development & Program/Event Planning:
 - Responsible for obtaining volunteers and promoting the event
 - Assist the Event Coordinator with any other tasks/errands that may require multiple individuals prior to the event to allow the event to run smoothly

Coffees/Afterhours/Topics @ Twelve

- Resource Development:
 - Responsible for obtaining (at least) 3 door prizes from various members for Coffee each month and quarterly Afterhours
 - Responsible for obtaining a volunteer to pick-up and deliver lunch to the Chamber for Lunch & Learns, when needed
- Program/Event Planning:
 - Responsible for obtaining (at least) 1 volunteer to run registration for each Coffee & Afterhours – this involves arriving to the event 15 minutes early and making sure visitors sign in, providing them with name tags, and asking them if they would like to enter their name/business card in the door prize drawing
 - The Chamber will have the bag with all the supplies needed for registration ready the day before the event, so that the volunteer may pick them up to take with him/her to the event

Ad Hoc (Strategic Planning & Policy/Procedures)

- Strategic Planning
 - As needed. Determined by Exec Board
- Policy & Procedures
 - As needed. Determined by Exec Board

2022 AD HOC Committee:

- Workforce Development Taskforce (More information to come)

REMEMBER ALL BOARD MEMBERS ARE RESPONSIBLE FOR PROMOTING CHAMBER EVENTS

ALSO, PLEASE TRY YOUR BEST TO ATTEND ALL EVENTS – It is good for our members to see that support and interaction from our leaders.

FUN Committees 2022

Name	Annual Awards 2023	Casino Night	Staff Appreciation	Ice Cream Social	Golf Tournament (August)	Business Showcase	Downtown Tree Lighting
Jessie Meador							
Drew Barefoot							
Robbie Citty							
Robin Pegram							
Kirk Smith							
Roy Sawyers							
Judy Neal							
Chad Blakley							
Donald Carter							
Eden Combs							
Justin Dill							
Victoria Ellis							
Patience Fairman-Evans							
Wayne Hollowell							
Jennifer Lester							
Morgan Moore							
Matt Searce							
Jeff Garstka							

FUN Committees 2022

Name	Shop Small Saturday	Breakfast with Santa	Coffees/ After- Hours /Topics @ Twelve	AD Hoc (Strategic Planning)	AD Hoc (Policy & Procedures)	Workforce Development	MLK Unity Breakfast 2023
Jessie Meador							
Drew Barefoot							
Robbie Citty							
Robin Pegram							
Kirk Smith							
Roy Sawyers							
Judy Neal							
Chad Blakley							
Donald Carter							
Eden Combs							
Justin Dill							
Victoria Ellis							
Patience Fairman-Evans							
Wayne Hollowell							
Jennifer Lester							
Morgan Moore							
Matt Searce							
Jeff Garstka							

Reidville Chamber of Commerce - FINANCIAL DASHBOARD

Data as of:
7/31/2022

Snapshot		(Chamber) Actuals
Cash on Hand	Account Balances (See Below)	\$89,106.68
EIDL Loan Balance		
Mortgage Balance	As of July 10, 2022	\$70,130.08
A/R Aging	1-30 Days	\$3,793.34
	<30 Days	\$5,922.67
	<60 Days	\$3,662.33
	<90 Days	\$8,694.24

Account Balances			
Account	Jun-22	Jul-22	Change
Checking (FNB)	\$ 95,751.49	\$ 88,656.17	\$ (7,095.32)
Checking (Hometruster)	\$ 345.61	\$ 345.61	\$ -
Petty Cash	\$ 102.90	\$ 104.90	\$ 2.00

Upcoming/Current Event - GOLF FORE Reidville

	Projected	Actual To Date	Notes
Sponsorship	\$ 9,100.00		
Golfers	\$ 1,680.00		
Revenue	\$ 15,000.00	\$ -	
Expenses	\$ 7,000.00	\$ -	

Recent Events (Finalized) -

	Projected	Actual	Notes
Tickets Sold			
Attendance			
Revenue			
Expenses			Net Revenue:

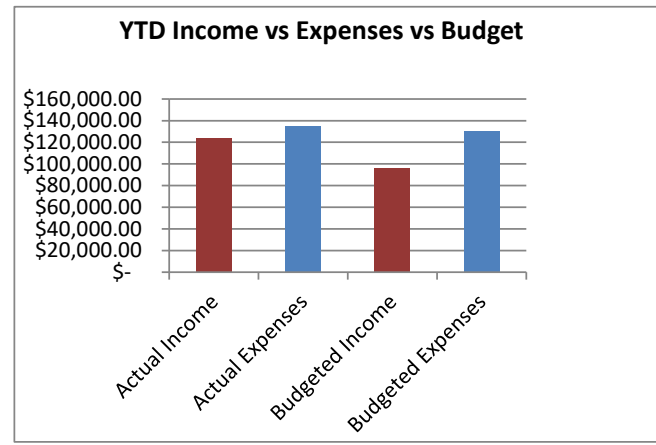
Revenue & Expenses (May 2022)

Income	Expenses	Net
\$ 17,020.68	\$ 26,581.64	\$ (9,560.96)

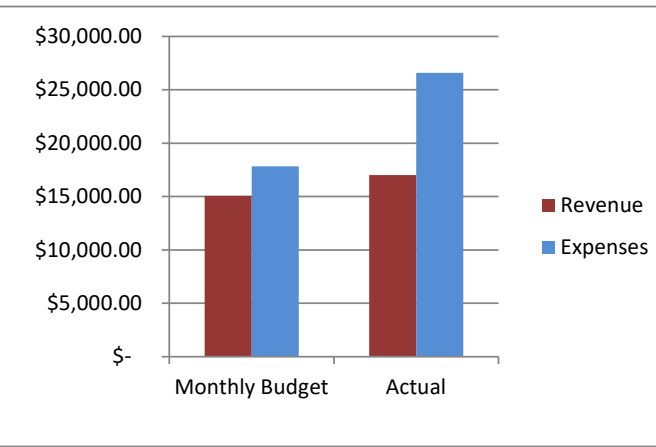
Items of Note

- 1) Golf Numbers will be closer to final for August report
- 2) Inflation Payment in July
- 3)
- 4)

Actual vs. Budget (YTD 2022)



Monthly - Budget vs Actual (June 2022)



Reidsville Chamber of Commerce
A/R Aging Summary
As of August 23, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
Henniges Automotive	0.00	0.00	0.00	0.00	1,584.00	1,584.00	
Piedmont Occupational and Urgent Care	0.00	0.00	0.00	0.00	1,500.00	1,500.00	
Greensboro Grasshoppers	0.00	0.00	0.00	0.00	1,175.00	1,175.00	
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	0.00	480.00	480.00	
Days Inn by Wyndham Reidsville	0.00	0.00	0.00	0.00	350.00	350.00	
Impex Chevrolet Buick GMC	0.00	33.33	33.34	0.00	300.00	366.67	
Dr. Joe Adams DDS Caring Modern Dentistry	0.00	0.00	0.00	0.00	295.00	295.00	
Clayton Homes	0.00	0.00	0.00	0.00	240.00	240.00	
Tractor Supply Company	0.00	0.00	0.00	0.00	240.00	240.00	
Wray's Concrete	0.00	0.00	0.00	0.00	240.00	240.00	
Elevated Environmental Corporation	0.00	0.00	0.00	43.75	218.75	262.50	
Through the Looking Glass Photography by	0.00	0.00	48.75	0.00	195.00	243.75	
Graphic Solutions	0.00	0.00	0.00	0.00	195.00	195.00	
Sanitary Cafe	0.00	175.00	0.00	0.00	175.00	350.00	
1 of A Kind Auto Sales, LLC	0.00	0.00	0.00	0.00	175.00	175.00	
Cardinal Recycling, LLC	0.00	0.00	0.00	0.00	175.00	175.00	
Carmela's	0.00	0.00	0.00	0.00	175.00	175.00	
CaterFest Inc.	0.00	0.00	0.00	0.00	175.00	175.00	
Celtic Fringe, The	0.00	0.00	0.00	0.00	175.00	175.00	
Cricket Wireless	0.00	0.00	0.00	0.00	175.00	175.00	
Elizabeth's Pizza - Wentworth	0.00	0.00	0.00	0.00	175.00	175.00	
Fargis Insurance Service/ Erie Insurance	0.00	0.00	0.00	0.00	175.00	175.00	
Fine Arts Festival Association of Rocking	0.00	0.00	0.00	0.00	175.00	175.00	
French's Corner Store	0.00	0.00	0.00	0.00	175.00	175.00	
Gill's Inn & Suites	0.00	0.00	0.00	0.00	175.00	175.00	DROP
Harvest Ridge Farm	0.00	0.00	0.00	0.00	175.00	175.00	
HealthTeam Advantage	0.00	0.00	0.00	0.00	175.00	175.00	
Inspire Nutrition	0.00	0.00	0.00	0.00	175.00	175.00	
Khan Law Firm	0.00	0.00	0.00	0.00	175.00	175.00	
Orion Photography	0.00	0.00	0.00	0.00	175.00	175.00	
PM Harrison Electric Company	0.00	0.00	0.00	0.00	175.00	175.00	
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	175.00	175.00	
Reidsville Precision Machine, LLC	0.00	0.00	0.00	0.00	175.00	175.00	DROP
Reidsville Rotary Club	0.00	0.00	0.00	0.00	175.00	175.00	
RockATOP (Rockingham Apprenticeship and T	0.00	0.00	0.00	0.00	175.00	175.00	
Rockingham County Theater Group	0.00	0.00	0.00	0.00	175.00	175.00	
Slade Family Bakery	0.00	0.00	0.00	0.00	175.00	175.00	
Southern Spirits	0.00	0.00	0.00	0.00	175.00	175.00	
Terowa Fashion	0.00	0.00	0.00	0.00	175.00	175.00	
The Flack Foundation	0.00	0.00	0.00	0.00	175.00	175.00	
The Law Office of Jason Wilson	0.00	0.00	0.00	0.00	175.00	175.00	
The McInnis Clinic, PLLC	0.00	0.00	0.00	0.00	175.00	175.00	
Top Hat Cleaners	0.00	0.00	0.00	0.00	175.00	175.00	
Triad Outlaws	0.00	0.00	0.00	0.00	175.00	175.00	
WAKG FM/Piedmont Broadcasting	0.00	0.00	0.00	0.00	175.00	175.00	
Wright Memorial Event Center	0.00	0.00	0.00	0.00	175.00	175.00	
Schewel's Home	0.00	0.00	147.50	0.00	147.50	295.00	
The Collective Coffee and Bakery	0.00	43.75	0.00	0.00	131.25	175.00	
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	107.50	107.50	
CTT Productions, LLC	0.00	14.58	14.58	14.59	87.50	131.25	
Eclectic Visions Art Co.	0.00	0.00	43.75	0.00	59.38	103.13	
RE/MAX Realty Consultants-Frank Verdi	0.00	0.00	0.00	0.00	50.00	50.00	
Warrior Nutrition	0.00	0.00	0.00	43.75	43.75	87.50	
Tinsley's School of Barbering	0.00	0.00	43.75	0.00	43.75	87.50	
Amigo's Paint LLC	0.00	0.00	0.00	43.75	42.75	86.50	
GCRF Events and Custom Creations	0.00	43.75	0.00	0.00	34.75	78.50	
Sip Coffee House	0.00	0.00	43.75	0.00	20.00	63.75	
Alpha and Omega Telecom Group, Inc.	0.00	0.00	20.00	0.00	20.00	40.00	
Simply KJ's Boutique-Krystal Jordan	0.00	20.00	0.00	0.00	20.00	40.00	
Cafe 99	0.00	0.00	0.00	0.00	20.00	20.00	
Heafner Knives, LLC	0.00	0.00	0.00	0.00	20.00	20.00	DROP
Slade Home Improvement	0.00	0.00	0.00	0.00	20.00	20.00	
Southeastern Data Comm, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	
Wright Rental Properties, LLC	0.00	0.00	0.00	0.00	20.00	20.00	
Wright Whitetail Mineral	0.00	0.00	0.00	0.00	20.00	20.00	
First Citizens Bank	400.00	0.00	0.00	0.00	15.00	415.00	
Gabriel E. Zeller, Attorney at Law	0.00	14.58	14.58	14.59	14.60	58.35	
Quality Diversified Services - C	0.00	0.00	0.00	2,500.00	0.00	2,500.00	
Carefree Merchant Processing	0.00	0.00	0.00	750.00	0.00	750.00	

Reidsville Chamber of Commerce
A/R Aging Summary
As of August 23, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
RABCO Hauling and Grading	0.00	0.00	0.00	500.00	0.00	500.00
Western Rockingham Chamber of Commerce	0.00	0.00	0.00	250.00	0.00	250.00
Reidsville Trading Post	0.00	187.50	0.00	187.50	0.00	375.00
CPI Security	0.00	0.00	0.00	175.00	0.00	175.00
Reidsville Downtown Corporation	0.00	0.00	0.00	175.00	0.00	175.00
Rockingham Update	0.00	0.00	0.00	175.00	0.00	175.00
B & G Glass	0.00	0.00	0.00	43.75	0.00	43.75
The Boardwalk Baker	0.00	0.00	0.00	43.75	0.00	43.75
Royalty Health & Wellness, P.C.	50.00	26.25	26.25	26.25	0.00	128.75
Mumbo Jumbo Imports	0.00	20.00	20.00	20.00	0.00	60.00
North Star Driving School	0.00	14.59	14.58	14.58	0.00	43.75
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	350.00	350.00	0.00	0.00	700.00
Jennifer Marie Warren, LMBT	0.00	0.00	175.00	0.00	0.00	175.00
Northwestern Mutual-Will Voris	0.00	0.00	175.00	0.00	0.00	175.00
Pink Poppi	0.00	0.00	175.00	0.00	0.00	175.00
Rockingham County Education Foundation	0.00	0.00	175.00	0.00	0.00	175.00
Farm Bureau Insurance	0.00	295.00	125.00	0.00	0.00	420.00
Holiday Inn Express Hotel & Suites	0.00	370.00	0.00	0.00	0.00	370.00
Moore's Electrical and Mechanical	0.00	240.00	0.00	0.00	0.00	240.00
Smith Automotive of Reidsville, LLC.	0.00	195.00	0.00	0.00	0.00	195.00
A. Nicole's Jewelry and Accessories	0.00	175.00	0.00	0.00	0.00	175.00
ALCOVA Mortgage, LLC	0.00	175.00	0.00	0.00	0.00	175.00
Carroll Creek Golf Club, LLC	0.00	175.00	0.00	0.00	0.00	175.00
Kiwanis Club of Reidsville	0.00	175.00	0.00	0.00	0.00	175.00
Rockingham Kidney Center	0.00	175.00	0.00	0.00	0.00	175.00
Waldo Smith Locksmith, LLC	0.00	175.00	0.00	0.00	0.00	175.00
WGSR TV 47.1 Star News	0.00	175.00	0.00	0.00	0.00	175.00
Wilson Appliances	0.00	175.00	0.00	0.00	0.00	175.00
McMichael, Kimberly	0.00	85.00	0.00	0.00	0.00	85.00
Briar Creek Farm	0.00	43.75	0.00	0.00	0.00	43.75
Rise Up Professional Services	0.00	43.75	0.00	0.00	0.00	43.75
Wezzy's Bakery	0.00	43.75	0.00	0.00	0.00	43.75
McLaurin Funeral Home	0.00	12.50	0.00	0.00	0.00	12.50
Tri-State Steel	1,600.00	0.00	0.00	0.00	0.00	1,600.00
Powell - Barefoot Agency, Inc.	650.00	0.00	0.00	0.00	0.00	650.00
Big Apple Farm Supply, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
City Funeral Home	250.00	0.00	0.00	0.00	0.00	250.00
Saunders Ace Hardware	250.00	0.00	0.00	0.00	0.00	250.00
Youth Experience Fund	175.00	0.00	0.00	0.00	0.00	175.00
Amos Welding & Machine	0.00	0.00	0.00	0.00	0.00	0.00
Care First Pharmacy	0.00	0.00	0.00	0.00	0.00	0.00
First National Bank	0.00	0.00	0.00	0.00	0.00	0.00
Goodwill Industries of Central NC	0.00	0.00	0.00	0.00	0.00	0.00
Greensboro National Golf Club	0.00	0.00	0.00	0.00	0.00	0.00
Harrell's Waterproofing, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
MVP Southgate	0.00	0.00	0.00	0.00	0.00	0.00
North Carolina Bio-Hazard & Chemical Clea	0.00	0.00	0.00	0.00	0.00	0.00
Optavia-Denise Brady	0.00	0.00	0.00	0.00	0.00	0.00
Reidsville Tigers	0.00	43.75	0.00	0.00	-0.01	43.74
Truist	0.00	0.00	0.00	500.00	-0.02	499.98
J. Michael Fargis & Associates, LLP, CPAs	0.00	0.00	0.00	0.00	-20.00	-20.00
H & R Block	0.00	240.00	0.00	0.00	-25.00	215.00
Pelham Transportation Corporation	0.00	187.50	0.00	0.00	-187.50	0.00
TOTAL	3,625.00	4,143.33	1,645.83	5,521.26	13,512.95	28,448.37

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through July 2022

	Jan - Jul 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Revenues			
4030 · Rental Income	15,820.47	13,475.00	2,345.47
4010 · Membership Investments	37,421.11	39,666.62	-2,245.51
4020 · New Member Investment	5,834.33	5,550.00	284.33
Total Revenues	59,075.91	58,691.62	384.29
4150 · Miscellaneous Income	55.01	0.00	55.01
4180 · Visitor Center			
4181 · Visitor Center Expenses	-5,039.88	0.00	-5,039.88
4180 · Visitor Center - Other	22,106.46	0.00	22,106.46
Total 4180 · Visitor Center	17,066.58	0.00	17,066.58
7051 · Grasshoppers Night Income			
7051851 · Grasshoppers Night Expenses	-4,855.17		
7051 · Grasshoppers Night Income - Other	5,109.47	0.00	5,109.47
Total 7051 · Grasshoppers Night Income	254.30	0.00	254.30
7052 · Greensboro Swarm Income	500.00	0.00	500.00
7000 · Division Income			
7100 · Affinity Program Income	260.81	0.00	260.81
7049 · Beer Garden/WineTasting Income			
7049849 · BeerGarden/WineTasting Expen...	-2,021.34	0.00	-2,021.34
7049 · Beer Garden/WineTasting Income - ...	4,227.42	0.00	4,227.42
Total 7049 · Beer Garden/WineTasting Inco...	2,206.08	0.00	2,206.08
4170 · Chamber Champion	38,650.95	31,000.00	7,650.95
7010 · Promotional Adv. Sponsorships			
7013 · Website Enhanced Listing	120.00	0.00	120.00
Total 7010 · Promotional Adv. Sponsorships	120.00	0.00	120.00
7020 · Staff Appreciation Luncheon			
7020820 · Staff Appreciation Expenses	-1,424.05	-3,000.00	1,575.95
7020 · Staff Appreciation Luncheon - Other	1,710.00	3,000.00	-1,290.00
Total 7020 · Staff Appreciation Luncheon	285.95	0.00	285.95
7040 · 7040-Ice cream Social			
7040840 · 7040840-Ice Cream Social expens	-146.95	-225.00	78.05
7040 · 7040-Ice cream Social - Other	750.00	0.00	750.00
Total 7040 · 7040-Ice cream Social	603.05	-225.00	828.05
7042 · Breakfast With Santa	250.00		
7043 · Golf Tournament	4,375.02	4,000.00	375.02
7045 · Seminar			
7045845 · Seminar Expenses	0.00	-400.00	400.00
Total 7045 · Seminar	0.00	-400.00	400.00
7046 · Business Showcase			
7046846 · Business Showcase expenses	0.00	-2,000.00	2,000.00
7046 · Business Showcase - Other	0.00	4,000.00	-4,000.00
Total 7046 · Business Showcase	0.00	2,000.00	-2,000.00
7094 · Annual Meeting			
7094894 · Annual Meeting Expenses	-449.26	0.00	-449.26
7094 · Annual Meeting - Other	-141.98	500.00	-641.98
Total 7094 · Annual Meeting	-591.24	500.00	-1,091.24

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Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through July 2022

	Jan - Jul 22	Budget	\$ Over Budget
7095 · Copier & Printing services	35.65	0.00	35.65
7000 · Division Income - Other	1,000.00	0.00	1,000.00
Total 7000 · Division Income	47,196.27	36,875.00	10,321.27
Total Income	124,148.07	95,566.62	28,581.45
Gross Profit	124,148.07	95,566.62	28,581.45
Expense			
66910 · Bank Service Charges	12.00		
Bad Debt	923.00	0.00	923.00
Insurance Expense (D&O)	1,286.00	900.00	386.00
5000 · Salaries and Benefits			
5110 · Salaries			
5115 · Temporary/Part-time	2,612.50	0.00	2,612.50
5110 · Salaries - Other	71,784.11	73,278.00	-1,493.89
Total 5110 · Salaries	74,396.61	73,278.00	1,118.61
5117 · Reimbursed Expenses	3,850.00	3,850.00	0.00
5120 · Payroll Tax Expense	5,427.17	6,425.00	-997.83
5139 · Staff development & Training	234.12	0.00	234.12
5140 · Retirement Plan	1,750.00	1,750.00	0.00
5170 · Travel	131.04	250.00	-118.96
5171 · Meals	263.17	250.00	13.17
5175 · Sales Commission	10,692.94	9,500.00	1,192.94
5180 · Worker's Compensation Insurance	397.00	527.00	-130.00
5190 · Payroll Expenses	1,141.44	700.00	441.44
Total 5000 · Salaries and Benefits	98,283.49	96,530.00	1,753.49
5200 · Occupancy Expenses			
5230 · EIDL Loan	0.00	1,764.00	-1,764.00
5245 · Utilities	5,745.77	5,250.00	495.77
5210 · Rent	0.00	3,654.00	-3,654.00
5240 · Telephone	2,424.78	2,250.00	174.78
5250 · Liability Insurance	2,273.00	4,000.00	-1,727.00
Total 5200 · Occupancy Expenses	10,443.55	16,918.00	-6,474.45
5300 · Office Operations			
5310 · Office Supplies	472.54	350.00	122.54
5315 · Supplies-other	232.05	350.00	-117.95
5320 · Postage	847.92	525.00	322.92
5325 · Office support services	2,422.80	1,500.00	922.80
5330 · Professional Services	167.75	0.00	167.75
5335 · Computer Expense	50.72	750.00	-699.28
5370 · Lease and Service Contracts	1,597.65	1,700.00	-102.35
5220 · Maintenance agreements	303.46	1,000.00	-696.54
5340 · Dues and Subscriptions	1,336.68	1,000.00	336.68
5380 · Bank Service Charges	49.90	250.00	-200.10
5390 · Interest	1,480.06	0.00	1,480.06
Total 5300 · Office Operations	8,961.53	7,425.00	1,536.53

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
January through July 2022

	<u>Jan - Jul 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	1,041.50	1,750.00	-708.50
5450 · Luncheons & Meetings	488.53	500.00	-11.47
5490 · Website Expense	3,033.31	2,597.00	436.31
5400 · Membership Development - Other	10,670.04	3,071.00	7,599.04
Total 5400 · Membership Development	<u>15,233.38</u>	<u>8,418.00</u>	<u>6,815.38</u>
Total Expense	<u>135,142.95</u>	<u>130,191.00</u>	<u>4,951.95</u>
Net Ordinary Income	<u>-10,994.88</u>	<u>-34,624.38</u>	<u>23,629.50</u>
Net Income	<u>-10,994.88</u>	<u>-34,624.38</u>	<u>23,629.50</u>

President's Report August 2022

The summer has been wonderful. We have had many successful events, many new memberships and lots of great time spent with members and the community at large.

Update: We were able to get this pushed back until after the Golf Tournament. Other projects include getting a clean copy of our QB file ready so that we can send over to ChamberMaster for this integration of Qbooks and ChamberMaster. This is due to start by June 30th. This process can take up to a month from start to finish. I will keep you updated.

We are working on goals, committees, Chamber Directories, FAB Festival, and Business Showcase. I am hopeful to have dates this week for the Business Showcase. We will be having the event at Covington Wesleyan Memorial and we are looking at a one day event on a Thursday. If you have any ideas for the Chamber Directory, I would love any feedback or input about story ideas. The photoshoot will be in September.

The 29th GOLF FORE REIDSVILLE tournament was WILDLY successful! While the numbers are still coming in, I am confident that we are going to not only meet the budget goal but surpass it for this year. Thank you to all who helped by donating, volunteering and sponsoring. We couldn't do it without you!

1. We will continue to need volunteers. Currently, the one I am most concerned about will be the showcase so stay tuned. The other date is the FAB Festival on October 15th. The events link for volunteering can be found here: <https://bit.ly/ReidsChamberEvents2022>
2. We are closing out the Chamber polo shirt orders this week. They can be ordered here: <https://bit.ly/ChamberPolo>
3. Nominating Committee will start next month. This is made up of the executive board and a member at large. We have at least terms expiring and a retirement from earlier in the year. So please consider someone who would be good for our board, a good fit and has the time to serve.

<u>UPCOMING EVENTS</u>	<u>UPCOMING RIBBON CUTTINGS</u>
<u>UPCOMING EVENTS</u> Concerts on the Square August 27, 2022, 7pm-9pm Market Square Concerts on the Square September 24, 2022, 7pm-9:00pm Market Square FAB Festival October 15 th Reidsville Business Showcase TBD <u>Next Board Meeting; September 28th at 12pm</u>	 Kim Dao Permanent Makeup 1011 South Scales Street September 13, 2022, 9:00am