Fauquier Chamber of Commerce

Executive Committee Meeting

Wednesday, August 21, 2024

Location – Path Foundation and via zoom

Present: Dawn Arruda, Priscilla Hottle, Ray Knott, Rebecca Segal, Al Penska, Caitlin Atkins, Angie Thomas, Gloria Williams, and Lorna Magill (zoom). Alec Burnett was ill and unable to attend the meeting.

Call to order at 8:30am by Dawn Arruda, Chairperson, with a quorum of the EB present

Executive Committee Update by Dawn Arruda

At their most recent meeting Alec was given a directive to move with a plan to generate more income. He has been asked to hire a full-time Operations Manager so that he has more time to go out and find new partnerships, sponsorships and members. He would like to ask Lauren if she would take the position. Since Alec was not at the meeting that will be discussed later.

Rebecca stated that the money is in the budget and should be spent.

Alec is to be providing an updated job description for the Strategic Planning Meeting on September 11.

Since Alec was ill and Dawn couldn’t find his notes, there was no update from the President.

Rebecca gave a Financial Report

July was a good month for events and new membership. The net income for the year is $22,140.57.

Dues will now be due on an annual basis. Alec will meet with Potential Partners/Sponsors by the end of the year. They will be billed in January with payment due by the end of the month.

So far we have $24,000 in Fall Festival income. Typically the Chamber makes around $20,000.

Lorna – Economic Development & Legislative Affairs Update

The EDLA event at Fauquier Hospital was well attended and well received. It is estimated that 67 – 70 people were in attendance.

In planning next year it was suggested that an opportunity to ask a question be included in the registration.

Special thanks to Rebecca for donating the space and breakfast for the event.

Ray – Events Committee Update

The Fall Festival is almost completely sold out to vendors. They are working on other sponsorship opportunities and the costs associated with the Town.

The Annual Meeting and Gala will be held at the Airlie Pavilion. They have given the Chamber a huge discount on the cost of catering so they will be the major sponsor. There will be other opportunities for smaller sponsorships.

Village Flowers will be doing the table centerpieces and have given a discounted price to the Chamber. The centerpieces will be red roses as the theme is black and white.

The next Women’s Business event is on September 17 and will feature the Director of Member Engagement for the Heavy Construction Contractors Association. The last event will be on November 19.

Young Professionals last event at Gloria’s was well attended and there are upcoming events at the John Marshall Building and Narmada Winery.

New Member Application

Spring Senior Living – the motion was made and approved to make them a member.

Old Business

September 11 will be the Strategic Planning Meeting. Since a Strategic Plan is designed to be long term Dawn will use last year’s as a basis for the meeting.

New Business

Grow Zone is a software program being considered to auto bill members. There will be a soft opening for September renewals.

Alec is requesting that board members reach out to potential new Chamber members and put in a word so he can follow up so that he has a warm introduction rather than just cold calling.

Meeting Adjourned – Motion made and approved.