

2016 FINANCIAL REPORT As of 12/31/16

| INCOME | YTD | BUDGET |
|------------------------------------|---------------------|---------------|
| Membership Income | \$ 107,724.93 | \$ 107,700.00 |
| City Investment | \$ 38,130.00 | \$ 38,130.00 |
| Event Income | \$ 56,223.00 | \$ 41,300.00 |
| Activities & Projects Income | \$ 53,180.00 | \$ 57,350.00 |
| Other Income | \$ 3,489.73 | \$ 1,250.00 |

Total Income:..... **\$ 258,747.66** **\$ 245,730.00**

| EXPENSES | YTD | BUDGET |
|--------------------------------------|---------------------|---------------|
| Event Expenses | \$ 41,417.90 | \$ 36,600.00 |
| Committee Expenses..... | \$ 3,618.30 | \$ 4,000.00 |
| Activities & Projects Expenses | \$ 39,052.52 | \$ 42,350.00 |
| Administrative Expenses | \$ 27,230.44 | \$ 32,635.00 |
| Payroll Expenses | \$ 104,547.21 | \$ 124,345.00 |
| Staff Expenses..... | \$ 3,729.09 | \$ 5,800.00 |

Total Expense:..... **\$ 219,595.46** **\$ 245,730.00**

2017 OPERATING BUDGET

| INCOME | AMOUNT |
|------------------------------------|---------------|
| Membership Income | \$ 114,500.00 |
| City Investment | \$ 38,511.00 |
| Event Income | \$ 56,250.00 |
| Activities & Projects Income | \$ 47,525.00 |
| Other Income | \$ 4,988.00 |

Total Income:..... **\$ 261,774.00**

| EXPENSES | AMOUNT |
|--------------------------------------|---------------|
| Event Expenses | \$ 36,300.00 |
| Committee Expenses..... | \$ 4,930.00 |
| Activities & Projects Expenses | \$ 28,820.00 |
| Administrative Expenses | \$ 52,231.00 |
| Payroll Expenses | \$ 135,193.00 |
| Staff Expenses..... | \$ 4,300.00 |

Total Expense:..... **\$ 261,774.00**

BRANDON VALLEY AREA CHAMBER OF COMMERCE • 2016 ANNUAL REPORT

Brandon Valley Area CHAMBER OF COMMERCE



Brandon Day at the Legislature



2016 Chamber Scholarship Recipients



Golf Outing & Wine Tasting



Brew Crew

FROM THE 2017 CHAIRMAN OF THE BOARD



I'm excited for 2017 and what it will bring for the Brandon Valley Area Chamber of Commerce and our business community. In striving forward, I look back to where we've been to better understand where we are going. I do that by thanking outgoing Board members Harry Buck of Hegg Realtors, Beth Wooten of Holiday Inn Express & Suites, and Tami Jansma of Clark Engineering. By sharing their time and talents, they helped the Chamber thrive in 2016. A big thank you also to Chrystal Rothenberger, whose enthusiasm and energy helped her lead the Chamber this past year as the Chairman of the Board.

I'd like to thank and recognize the Board members who continue to serve with me in 2017: Chrystal Rothenberger of First National Bank, Past Chair; Paul Mantz of Sioux Valley Energy, Vice Chair; Paul VanDeBerg of Alliance Communications, Secretary/Treasurer; Dr. Matt Krivarchka of Today's Family Dentistry; Roger Hunt of Roger Hunt Law Office; and Brenda Feltman of Exact Eye Care. I welcome three new members to the Board, Jason Melcher of Brandon Ace Hardware; Brandon Lane of Holiday Inn Express & Suites; and Lee Schelling of Hegg Realtors/Town & Country Brandon. I also want to thank Ex-Officio members Dennis Olson of the City of Brandon and Paul Lundberg of the Brandon Valley School District for their service to the Chamber.

With the incredible leadership of Kim Cerwick, President/CEO of the Chamber and her staff, Dave Christopherson, Membership Manager and Susie Krogman, Administrative Assistant, the Chamber has grown and prospered in 2016. Thank you Kim, Dave and Susie and thank you Board members for the skills and ideas you have brought to the BV Chamber!

2016 brought excitement to our business community with the addition of a job fair and a bi-monthly coffee club, Brew Crew. In 2017, our momentum will continue by relocating our Chamber office to Splitrock Square. Feel free to stop by, greet our staff and check out our new space!

Last but not least, thanks to all of you for your continued support and especially you members who volunteered on one of our committees; Membership, Special Events, Issues Management and Marketing. We always welcome fresh faces and fresh ideas, so contact the Chamber office for information on how you can get involved! Being on a committee is a great way to meet other community business owners and it's even a lot of fun!

I look forward to leading you into 2017 and continuing the enthusiasm and energy that was generated in 2016!

Diana Nelson
2017 Board Chair



Our Mission

To be the primary advocate, voice and resource for businesses & organizations in the Brandon Valley area.

2016 BOARD MEMBERS

CHAIR

Chrystal Rothenberger
of First National Bank

VICE CHAIR

Diana Nelson
of CHS Eastern Farmers

SECRETARY/TREASURER

Paul VanDeBerg
of Alliance Communications

PAST CHAIR

Harry Buck
of Hegg Realtors/Town & Country Brandon

Dr. Matt Križarchka
of Today's Family Dentistry

Roger Hunt
of Roger Hunt Law Office

Beth Wooten
of Holiday Inn Express & Suites

Brenda Feltman
of Exact Eye Care

Jason Melcher
of Brandon Ace Hardware

Paul Mantz
of Sioux Valley Energy

EX-OFFICIO MEMBERS

Dennis Olson
representing Mayor Larry Beesley
and the City of Brandon

Paul Lundberg
representing the Brandon Valley School District

STAFF

Kim Cerwick, President/CEO
Dave Christopherson, Membership Manager
Susan Krogman, Administrative Assistant

Our Vision

To be a leading force in the growth
of the Brandon Valley area.

Values Statements

WHAT WE VALUE IN OUR COMMUNITY:

- A good **SCHOOL** system that attracts and supports families with the best educational resources available;
- Opportunities for **FAMILIES** to live and play close to home;
- Positive **GROWTH** with clean industry, retail shopping that meets the needs of citizens and community attractions that draw others to visit;
- Community **PRIDE** in a clean, spiritually centered and vibrant community that encourages full engagement of its citizens; and
- **PARTNERSHIP** with our city neighbors to assure effective and healthy growth of the region.

Strategic Priorities

1. **Strengthen the business community.** The chamber's top priority is to advocate for our members, encourage new membership, and build the business sector for our community.
2. **Create environment for job growth through effective public policy.** Creating an environment conducive to growth is necessary to achieve economic prosperity in the Brandon Valley Region. As the voice of the business community, the chamber will advocate for policies that promote a pro-business environment and support efficient and effective government.
3. **Enhance the Brandon Valley region's quality of life to attract jobs, investment, and population.** The chamber is a visible positive and effective partner and leader in creating a high quality of life that attracts people and business.
4. **Achieve organizational excellence to best serve members.** Recognizing that the organization continues to evolve in its management and governance, the Chamber should implement a variety of tools in order to ensure the organization operates efficient and effectively going forward.

2015 Board Chair
Harry Buck

2015 Chamber Achievement Award
Tom Wullstein

2015 Business of the Year
Taco John's



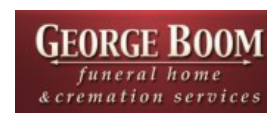
Opportunities to Get Involved!

The chamber is fortunate to have a number of committees that work to provide direction and opportunities including the Marketing, Member Relations, Issues Management and Special Events Committees.

In addition to our committees, the chamber provides a number of other advocating projects and activities such as our New Resident Welcome Program, our community advertising, welcome board signs, relocation services, and business and community referrals. We keep members informed through our monthly e-newsletter, the *Horizon* and weekly e-mail updates.

Special thanks to our Platinum, Gold and Silver Members who have chosen to show their commitment by going above and beyond a basic membership.

2016 PLATINUM MEMBERS:



2016 GOLD MEMBERS:

A&A Express; Avera Medical Group McGreevy; Bethany Meadows & Bethany Home Brandon; Boen & Associates, Inc.; Brandon Pharmacy; Holiday Inn Express & Suites; Kimberly Kremlacek, Hegg Realtors/Town & Country Brandon; Lewis Drug, McDonald's; McKinney Olson Insurance; PACE Manufacturing; Scooter's Coffee; Spartan Emergency Response; Stockwell Engineers, Inc.; Today's Family Dentistry; Wehrkamp Dentistry; Wells Fargo Bank

2016 SILVER MEMBERS:

| | | |
|-------------------------------------|--|-------------------------------|
| Anthony Siemonsma, Edward Jones | Family Floors & Furniture | Marv's Sanitary Service |
| Beautique | Grand Falls Casino & Golf Resort | Pizza Hut |
| Beck & Hofer Construction Inc. | Gypsy Trading Co., LLC | Pizza Ranch |
| Bill Thompson, State Farm Insurance | Harry Buck, Hegg Realtors/Town & Country Brandon | PrairieSons Inc. |
| Brandon Ace Hardware | Hegg Realtors Inc. | Quality Inn of Brandon |
| Concrete Materials | Horizon Pet Care | Splitrock Chiropractic Center |
| DeJager Plumbing & Heating | J & M Sasker, Inc. | Subway |
| Eagle Lawn & Landscape Inc. | Jay Egge Automatic Service | Taco John's of Brandon |
| Envive | Jebro, Inc. | Tailgators Grill & Bar |
| Exact Eye Care | | The 1948 Trading Company |