

Reidsville Chamber of Commerce
Board of Directors Regular Meeting
Chamber of Commerce Downstairs Conference Room
140 S. Scales St
Reidsville, NC
February 21, 2018

Welcome

Invocation

- Budget Report
- Committee Reports:
 - Budget & Finance Report
 - Business & Industry
 - Events
 - Governmental Affairs
 - ¼ Cent Sales Tax
 - Moss Street/UNCG Lab Partnership
- Retreat Update

ADJOURN

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual

January 2018

	<u>Jan 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Revenues			
4030 · Rental Income	1,530.64	1,288.00	242.64
4010 · Membership Investments	5,237.52	9,766.51	-4,528.99
4020 · New Member Investment	163.59	437.50	-273.91
Total Revenues	<u>6,931.75</u>	<u>11,492.01</u>	<u>-4,560.26</u>
4150 · Miscellaneous Income	0.50		
4180 · Visitor Center			
4181 · Visitor Center Expenses	-183.86		
Total 4180 · Visitor Center	<u>-183.86</u>	<u>0.00</u>	<u>-183.86</u>
7051 · Grasshoppers Night Income			
7051851 · Grasshoppers Night Expenses	-48.04		
Total 7051 · Grasshoppers Night Income	<u>-48.04</u>		
7000 · Division Income			
7100 · Affinity Program Income	73.76		
4170 · Chamber Champion	1,602.11	2,270.00	-667.89
7010 · Promotional Adv. Sponsorships	147.92		
7042 · Leader in Me income			
7042842 · Leader in Me Expenses	-25.33	-1,000.00	974.67
7042 · Leader in Me income - Other	345.00	0.00	345.00
Total 7042 · Leader in Me income	<u>319.67</u>	<u>-1,000.00</u>	<u>1,319.67</u>
7045 · Seminar			
7045845 · Seminar Expenses	0.00	-500.00	500.00
Total 7045 · Seminar	<u>0.00</u>	<u>-500.00</u>	<u>500.00</u>
7047 · Unity Breakfast	440.00		
7094 · Annual Meeting			
7094894 · Annual Meeting Expenses	-50.00	0.00	-50.00
7094 · Annual Meeting - Other	225.00	0.00	225.00
Total 7094 · Annual Meeting	<u>175.00</u>	<u>0.00</u>	<u>175.00</u>
7095 · Copier & Printing services	2.30		
Total 7000 · Division Income	<u>2,760.76</u>	<u>770.00</u>	<u>1,990.76</u>
Total Income	<u>9,461.11</u>	<u>12,262.01</u>	<u>-2,800.90</u>
Gross Profit	<u>9,461.11</u>	<u>12,262.01</u>	<u>-2,800.90</u>

Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual

January 2018

Expense	<u>Jan 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5000 · Salaries and Benefits			
5110 · Salaries	7,332.50	9,160.00	-1,827.50
5117 · Reimbursed Expenses	725.00	725.00	0.00
5120 · Payroll Tax Expense	623.87	820.16	-196.29
5140 · Retirement Plan	0.00	166.66	-166.66
5160 · Staff Expenses	4.56		
5170 · Travel	0.00	50.00	-50.00
5171 · Meals	60.96	50.00	10.96
5175 · Sales Commission	1,170.11	1,300.00	-129.89
5180 · Worker's Compensation Insurance	290.00	257.00	33.00
5190 · Payroll Expenses	8.54	8.54	0.00
Total 5000 · Salaries and Benefits	<u>10,215.54</u>	<u>12,537.36</u>	<u>-2,321.82</u>
5200 · Occupancy Expenses			
5245 · Utilities	378.53	708.33	-329.80
5210 · Rent	522.00	522.00	0.00
5240 · Telephone	341.30	349.74	-8.44
5270 · Property Taxes	90.01	0.00	90.01
Total 5200 · Occupancy Expenses	<u>1,331.84</u>	<u>1,580.07</u>	<u>-248.23</u>
5300 · Office Operations			
5310 · Office Supplies	6.16	83.37	-77.21
5315 · Supplies-other	0.00	83.37	-83.37
5320 · Postage	73.81	106.37	-32.56
5325 · Office support services	0.00	83.37	-83.37
5335 · Computer Expense	32.01	1,000.00	-967.99
5370 · Lease and Service Contracts	244.46	245.87	-1.41
5220 · Maintenance agreements	257.80	145.87	111.93
5340 · Dues and Subscriptions	250.00	250.00	0.00
5380 · Bank Service Charges	165.87	250.00	-84.13
5800 · Contingencies	30.00	83.37	-53.37
5300 · Office Operations - Other	0.00	125.00	-125.00
Total 5300 · Office Operations	<u>1,060.11</u>	<u>2,456.59</u>	<u>-1,396.48</u>
5400 · Membership Development			
5410 · Ambassadors	0.00	350.00	-350.00
5440 · Advertising	50.00	200.00	-150.00
5450 · Luncheons & Meetings	128.10	166.74	-38.64
5490 · Website Expense	0.00	320.87	-320.87
5400 · Membership Development - Other	46.50	74.00	-27.50
Total 5400 · Membership Development	<u>224.60</u>	<u>1,111.61</u>	<u>-887.01</u>
Total Expense	<u>12,832.09</u>	<u>17,685.63</u>	<u>-4,853.54</u>
Net Ordinary Income	<u>-3,370.98</u>	<u>-5,423.62</u>	<u>2,052.64</u>
Net Income	<u><u>-3,370.98</u></u>	<u><u>-5,423.62</u></u>	<u><u>2,052.64</u></u>

Reidsville Chamber of Commerce A/R Summary

02/21/2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Wal-Mart	0.00	0.00	0.00	0.00	1,965.00	1,965.00
Amos Welding & Machine	0.00	135.42	135.41	0.00	852.09	1,122.92
Avante' at Reidsville	0.00	259.17	259.17	0.00	777.50	1,295.84
North Star Driving School	0.00	14.59	14.58	0.00	659.16	688.33
Rockingham County Theater Group	0.00	0.00	0.00	0.00	575.00	575.00
Wilkerson Funeral Home	0.00	0.00	0.00	0.00	480.00	480.00
Triad Driving School	0.00	175.00	0.00	0.00	425.00	600.00
Hometown Auto Group	0.00	375.00	375.00	375.00	400.00	1,525.00
Cat's Meow, The	0.00	0.00	0.00	0.00	362.50	362.50
Halikierra Home Care	0.00	0.00	0.00	0.00	350.00	350.00
Martin Marietta Aggregates	0.00	0.00	0.00	0.00	350.00	350.00
Albaad USA, Inc.	0.00	264.42	0.00	0.00	264.41	528.83
My Eye Dr.	0.00	0.00	0.00	0.00	260.00	260.00
Golf Tournament	0.00	0.00	0.00	0.00	250.00	250.00
Rockingham County Schools	0.00	0.00	0.00	0.00	250.00	250.00
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	0.00	240.00	240.00
Wray Concrete	0.00	0.00	0.00	0.00	240.00	240.00
Sagebrush Steakhouse	0.00	0.00	0.00	0.00	225.00	225.00
ACL Maintenance Group, Inc	0.00	0.00	0.00	0.00	215.00	215.00
All About Smiles	0.00	0.00	0.00	0.00	175.00	175.00
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	175.00	175.00
Belmont Small Animal Hospital	0.00	0.00	0.00	0.00	175.00	175.00
Brad Fisher Landscape, Inc.	0.00	0.00	0.00	0.00	175.00	175.00
Caswell Family Medical Center	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
Community Blood Center of the Carolin	0.00	0.00	0.00	0.00	175.00	175.00
Crisp Cleaning Service	0.00	0.00	0.00	0.00	175.00	175.00
Dan River Basin Association	0.00	0.00	0.00	0.00	175.00	175.00
Goodwill Industries of Central NC	0.00	0.00	0.00	0.00	175.00	175.00
Jones-Obeng, Eunice	0.00	0.00	0.00	0.00	175.00	175.00
McKinney & Son Builders	0.00	0.00	0.00	0.00	175.00	175.00
Midtown Salon & Spa	0.00	0.00	0.00	0.00	175.00	175.00
Pennrose Park Country Club	0.00	0.00	0.00	0.00	175.00	175.00
Sanitary Cafe	0.00	0.00	0.00	0.00	175.00	175.00
Sherwin Williams Co.	0.00	0.00	0.00	0.00	175.00	175.00
Systel Business Equipment	0.00	0.00	0.00	0.00	175.00	175.00
Tarheel Media Solutions/GetItNC.com -	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
Rodan & Fields- Tara Martin	0.00	0.00	0.00	0.00	99.00	99.00

Reidsville Chamber of Commerce A/R Summary

02/21/2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Ortega, Roberto	0.00	0.00	0.00	0.00	89.00	89.00
Holley's Auto Detailing Service	0.00	0.00	0.00	0.00	87.00	87.00
Allen, Gordon	0.00	0.00	0.00	0.00	85.00	85.00
Strader, Christine F.	0.00	0.00	0.00	0.00	85.00	85.00
Museum & Archives of Rockingham Cc	0.00	0.00	0.00	0.00	65.00	65.00
More Than Yoga	0.00	0.00	43.75	0.00	43.75	87.50
309 Aspen Bakery and Coffee Shop	0.00	0.00	0.00	0.00	43.75	43.75
B & G Glass	0.00	0.00	0.00	0.00	43.75	43.75
Elevated Environmental Corporation	0.00	0.00	0.00	0.00	43.75	43.75
Transformations Pet Spa	0.00	0.00	0.00	0.00	43.75	43.75
Morgan, Melzer (Pat)	0.00	0.00	0.00	0.00	40.00	40.00
Southeastern Data Comm, Inc.	0.00	0.00	0.00	0.00	40.00	40.00
Atlantic Bay Mortgage Group	0.00	110.42	110.39	-27.50	27.51	220.82
Kingdom of God Fellowship Church	0.00	7.08	7.09	0.00	27.50	41.67
JD Outdoor Products	0.00	0.00	0.00	0.00	20.00	20.00
NC Works Career Center of Rockingha	0.00	0.00	0.00	0.00	20.00	20.00
Faith & Love Connection Center	0.00	14.58	14.59	0.00	14.58	43.75
Legal Shield Business Solutions	0.00	14.59	14.58	0.00	14.58	43.75
Non Member	0.00	0.00	0.00	0.00	8.00	8.00
Family Pet Cremation Center	0.00	0.00	0.00	175.00	0.00	175.00
Sam's Club #4996	0.00	0.00	630.00	0.00	0.00	630.00
Lowe's Home Improvement Warehouse	0.00	300.08	300.07	0.00	0.00	600.15
Harrell's Waterproofing, Inc.	0.00	0.00	240.00	0.00	0.00	240.00
Advanced Home Care	0.00	0.00	175.00	0.00	0.00	175.00
Beautiful Pets Grooming, LLC	0.00	0.00	175.00	0.00	0.00	175.00
Coldwell Banker Triad, Realtors - Atkin	0.00	0.00	175.00	0.00	0.00	175.00
Cutting Edge, The	0.00	0.00	175.00	0.00	0.00	175.00
Dean's Office Machines	0.00	0.00	175.00	0.00	0.00	175.00
Orion Photography	0.00	0.00	175.00	0.00	0.00	175.00
White's Rental Company Parties & Eve	0.00	0.00	175.00	0.00	0.00	175.00
First National Bank	0.00	0.00	100.00	0.00	0.00	100.00
Tiny Toes Consignment, LLC	0.00	0.00	43.75	0.00	0.00	43.75
Fluff n Stuff Zoo	0.00	31.34	31.34	0.00	0.00	62.68
Reids Computer Sales and Service	0.00	41.67	25.00	0.00	0.00	66.67
Walgreens Drug Co.	0.00	350.00	0.00	0.00	0.00	350.00
Allstate	0.00	320.00	0.00	0.00	0.00	320.00
Wells Fargo	0.00	295.00	0.00	0.00	0.00	295.00
Robert L. Wheless, DDS	0.00	240.00	0.00	0.00	0.00	240.00
Oakhaven Properties, LLC	0.00	181.25	0.00	0.00	0.00	181.25
Barry L. Joyce Local Cancer Support F	0.00	175.00	0.00	0.00	0.00	175.00

Reidsville Chamber of Commerce A/R Summary

02/21/2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Classic Cut	0.00	175.00	0.00	0.00	0.00	175.00
Creative Hair Designs	0.00	175.00	0.00	0.00	0.00	175.00
Elizabeth's Pizza	0.00	175.00	0.00	0.00	0.00	175.00
Greensboro Grasshoppers	0.00	175.00	0.00	0.00	0.00	175.00
Hale Automotive, LLC	0.00	175.00	0.00	0.00	0.00	175.00
Mpressed Mobile Dry Cleaners	0.00	175.00	0.00	0.00	0.00	175.00
Piedmont Triad Insurance	0.00	175.00	0.00	0.00	0.00	175.00
Reidsville Commercial Warehouse	0.00	175.00	0.00	0.00	0.00	175.00
Reidsville Rotary Club	0.00	175.00	0.00	0.00	0.00	175.00
Reidsville Service Center	0.00	175.00	0.00	0.00	0.00	175.00
Scales Street Music, Inc.	0.00	175.00	0.00	0.00	0.00	175.00
The Massage Spot	0.00	175.00	0.00	0.00	0.00	175.00
Arthur's Jewelry Inc	0.00	150.00	0.00	0.00	0.00	150.00
City of Reidsville	0.00	150.00	0.00	0.00	0.00	150.00
Car Needs	0.00	125.00	0.00	0.00	0.00	125.00
Salvation Army of Rockingham County	0.00	85.00	0.00	0.00	0.00	85.00
Zimmerman, T. Jay, III	0.00	85.00	0.00	0.00	0.00	85.00
Powell - Barefoot Agency, Inc.	0.00	62.50	0.00	0.00	0.00	62.50
News & Record - Rockingham County (0.00	50.00	0.00	0.00	0.00	50.00
Carolina QSC Mgmt DBA McDonald's	0.00	25.00	0.00	0.00	0.00	25.00
Citty Funeral Home	0.00	25.00	0.00	0.00	0.00	25.00
First Carolina Bank	0.00	25.00	0.00	0.00	0.00	25.00
Rockingham Community College	0.00	25.00	0.00	0.00	0.00	25.00
StaffMasters	0.00	25.00	0.00	0.00	0.00	25.00
Vocational Rehabilitation Services	0.00	25.00	0.00	0.00	0.00	25.00
Back Alley Archery	0.00	20.00	0.00	0.00	0.00	20.00
AT&T Authorized Retailer	400.00	0.00	0.00	0.00	0.00	400.00
Hicks Agency	175.00	0.00	0.00	0.00	0.00	175.00
State Farm-Steven Dennis Agency, LLC	0.00	14.59	-0.01	-0.01	-0.04	14.53
House to Home Movers LLC	0.00	152.75	0.00	0.00	-0.25	152.50
TOTAL	575.00	6,449.45	3,569.71	522.49	13,406.29	24,522.94