

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
Chamber of Commerce Downstairs Conference Room
140 S. Scales St
Reidsville, NC
February 27, 2019**

Welcome

Invocation

Consent Agenda

City of Reidsville Report

- Jeff Garstka RDC/ED Report
- Terresia Scoble – Council liaison report

Exec Committee Report: Robbie Citty

- Finance –Robin Pegram - A/R Report, Board Budget Report
- Events-
 - Annual Awards
 - Reidsville Night @ Greensboro SWARM
 - Casino Night – March 9th
 - Staff Appreciation – April 17th
- Governmental Affairs
- Business & Industry

President's Report

Upcoming Events:

Friday March 1st - 3:00 pm Oakhaven Properties Ribbon Cutting
1434 Dibrell Road, Pelham NC 27311

Tuesday, March 5th –12:00 pm The McInnis Clinic Ribbon Cutting
1123 S. Main Street, Suite C

Thursday, March 7th – 8:00 am Coffee at **Sandy Cross General Merchandise**
174 Boyd Road, Reidsville

Saturday March 9th - 7:00 pm **CASINO NIGHT**

Tuesday March 12th –9:00 am Fosters Grill Ribbon Cutting
929 W. Harrison Street, Reidsville

Tuesday March 19th –10:30 am PG's Chicken & Biscuits Ribbon Cutting
1002 S Scales St, Reidsville

Wednesday, March 20th – 12:00pm Exec Board Meeting

Wednesday, March 27th – 12:00pm Full Board Meeting

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**Reidsville Chamber of Commerce
Consent Agenda
February 27, 2019**

- Minutes of January Board Meeting
- MOM Nomination for March
- New Members/DROP Report

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
140 S. Scales Street, Reidsville, NC
January 23, 2019
Noon**

Present: Robbie Citty, Robin Pegram, Roy Sawyers, Jessie Meador, Donald Carter, Patience Fairman-Evans,

Absent: Diane Sawyer, Kayla Bullins

Guests: Jeff Garstka, Terresia Scoble

Meeting Started around 12:10pm

Invocation:

Consent Agenda: The Consent Agenda consists of previous month's minutes, MOM nomination, and Membership report.

1st – Jessie Meador

2nd –

Motion carried?

City Report

- **Jeff Garstka**
 - Main Street accreditation
 - FAB Festival
 - March 9th – Casino Night
 - EZ Car Club split with cruise-in
- **Teressia Scoble**
 - Dog Park open
 - Lucky City grant approval

Finance – Robin Pegram

- Roy Sawyers made a motion to approve the 2019 Board Budget
- Donald Carter – 2nd
- Motion approved.

FUN Committee – Robbie Citty

Around 1:05PM: Motion to adjourn

1st – Roy Sawyers

2nd – Patience Fairman-Evans

Motion carried.

Respectfully Submitted,
Kayla Bullins for Robbie Citty

Member of Month

The purpose is to identify businesses that have gone the extra mile for the Chamber and/or the community. This is a form of highlighting our Chamber members to show our support of the deserving business. It's an added value benefit of being a Chamber Member. When a business does something exceptional they are recognized for it. They will be recognized in the News & Record Chamber page, the last Sunday of the month & are given two signs to put up one inside and one outside of their establishment. It's also a way to help engage members and build their business.

History of MOM

This award originated from the Yadkin Valley Chamber of Commerce, where Denise saw signage in a business in Mt. Airy, and thought it was something the Reidsville Chamber should begin. Below are some examples of the criteria that we use to recognize our Chamber member businesses.

Criteria Guidelines

- Hiring in the community
- Expanding your business
- Charitable contributions to the community
- Special participation with the Chamber
(This includes volunteering, donating times/products/services/goods, and financial contributions – i.e. special fundraisers/programs like Leader in Me, Reidsville Business Showcase, etc.)

Nominee:

Todd's Affordable Furniture–March Member of the Month. Todd's Affordable Furniture has been a member since 2015. Virginia has been so wonderful to us at the Chamber. She is willing to do whatever it takes to make the Chamber and Reidsville shine. They have been the highlight of the Casino Night in past years, always having something that people want to win in the auction! I really want to highlight them because of the Freeway Drive project and the effect that it has had on their business. I think it would be nice for people to remember that they are out there and have some nice brands!!! I would be happy to elaborate if needed.

They would make a great member of the month!

February 2019 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Tropical G Smoothies & Sandwiches	11/8/2016	\$175.00	10/27/2017	Business Closed
Reidsville Army Recruiting	10/27/2017	\$175.00	8/25/2017	Non-Payment
Total		\$350.00		
YTD Total		\$1,660.00		

New Members

Company	Joined	Membership Dues
Brandy Smith	2/12/2019	\$85.00
Kennedy Disability Services	2/25/2019	\$175.00
Total		\$260.00
YTD Total		\$960.00

Reidsville Chamber of Commerce

Profit & Loss Budget vs. Actual

January 2019

	Jan 19	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Revenues			
4030 · Rental Income	1,900.03	1,650.00	250.03
4010 · Membership Investments	3,918.44	6,000.00	-2,081.56
4020 · New Member Investment	398.76	665.00	-266.24
Total Revenues	6,217.23	8,315.00	-2,097.77
4180 · Visitor Center			
4181 · Visitor Center Expenses	-107.88		
Total 4180 · Visitor Center	-107.88	0.00	-107.88
7052 · Greensboro Swarm Income			
7052851 · Greensboro Swarm Expenses	-1,000.00		
7052 · Greensboro Swarm Income - Other	2,536.01		
Total 7052 · Greensboro Swarm Income	1,536.01		
7000 · Division Income			
7015 · RDC Fundraising Income	100.00		
7100 · Affinity Program Income	48.76		
4170 · Chamber Champion	2,390.40	3,712.00	-1,321.60
7010 · Promotional Adv. Sponsorships	41.24		
7041 · Fundraising-Building fund			
7041841 · Fundraising Expenses-Bldg Fd	-1,116.78		
Total 7041 · Fundraising-Building fund	-1,116.78		
7042 · Leader in Me income			
7042842 · Leader in Me Expenses	0.00	-1,500.00	1,500.00
Total 7042 · Leader in Me income	0.00	-1,500.00	1,500.00
7043 · Golf Tournament			
7043843 · Golf Tournament Expenses	0.00	-5,000.00	5,000.00
7043 · Golf Tournament - Other	225.01	13,000.00	-12,774.99
Total 7043 · Golf Tournament	225.01	8,000.00	-7,774.99
7045 · Seminar			
7045845 · Seminar Expenses	0.00	-500.00	500.00
Total 7045 · Seminar	0.00	-500.00	500.00
7046 · Business Showcase	1,000.02	0.00	1,000.02
7047 · Unity Breakfast	280.00		
7094 · Annual Meeting			
7094894 · Annual Meeting Expenses	-359.20	-3,000.00	2,640.80
7094 · Annual Meeting - Other	1,900.00	3,500.00	-1,600.00
Total 7094 · Annual Meeting	1,540.80	500.00	1,040.80
7095 · Copier & Printing services	10.00		
Total 7000 · Division Income	4,519.45	10,212.00	-5,692.55
Total Income	12,164.81	18,527.00	-6,362.19
Gross Profit	12,164.81	18,527.00	-6,362.19
Expense			
Insurance Expense (D&O)	0.00	900.00	-900.00

Reidsville Chamber of Commerce

Profit & Loss Budget vs. Actual

January 2019

	Jan 19	Budget	\$ Over Budget
5000 · Salaries and Benefits			
5165 · Employee Garnishment	69.50		
5110 · Salaries	7,566.60	9,160.00	-1,593.40
5117 · Reimbursed Expenses	825.00	825.00	0.00
5120 · Payroll Tax Expense	570.55	846.15	-275.60
5140 · Retirement Plan	166.66	166.66	0.00
5170 · Travel	0.00	41.66	-41.66
5171 · Meals	81.37	41.66	39.71
5175 · Sales Commission	2,766.09	1,250.00	1,516.09
5180 · Worker's Compensation Insurance	281.00	527.00	-246.00
5190 · Payroll Expenses	176.90	500.00	-323.10
Total 5000 · Salaries and Benefits	12,503.67	13,358.13	-854.46
5200 · Occupancy Expenses			
5245 · Utilities	741.25	708.33	32.92
5210 · Rent	522.00	522.00	0.00
5240 · Telephone	324.37	316.66	7.71
5250 · Liability Insurance	50.00	1,838.00	-1,788.00
Total 5200 · Occupancy Expenses	1,637.62	3,384.99	-1,747.37
5300 · Office Operations			
5310 · Office Supplies	0.00	87.50	-87.50
5315 · Supplies-other	163.07	166.72	-3.65
5320 · Postage	177.80	75.00	102.80
5325 · Office support services	0.00	100.00	-100.00
5335 · Computer Expense	0.00	100.00	-100.00
5370 · Lease and Service Contracts	245.03	260.94	-15.91
5220 · Maintenance agreements	217.39	100.00	117.39
5340 · Dues and Subscriptions	0.00	250.00	-250.00
5380 · Bank Service Charges	-54.81		
5300 · Office Operations - Other	0.00	125.00	-125.00
Total 5300 · Office Operations	748.48	1,265.16	-516.68
5400 · Membership Development			
5410 · Ambassadors	75.41	100.00	-24.59
5440 · Advertising	50.00	208.37	-158.37
5450 · Luncheons & Meetings	168.00	200.00	-32.00
5490 · Website Expense	0.00	320.83	-320.83
5400 · Membership Development - Other	0.00	250.00	-250.00
Total 5400 · Membership Development	293.41	1,079.20	-785.79
Total Expense	15,183.18	19,987.48	-4,804.30
Net Ordinary Income	-3,018.37	-1,460.48	-1,557.89
Net Income	-3,018.37	-1,460.48	-1,557.89

Reidsville Chamber of Commerce
A/R Aging Summary
As of February 25, 2019

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	NOTES
Reidsville Army Recruiting	0.00	0.00	0.00	0.00	175.00	175.00	DROP
Tropical G Smoothie & Sandwiches	0.00	0.00	0.00	0.00	175.00	175.00	DROP
ACL Maintenance Group, Inc	0.00	0.00	0.00	0.00	215.00	215.00	Membership
Advanced Home Care	0.00	0.00	175.00	0.00	0.00	175.00	Membership
All About Smiles	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Allstate	0.00	125.00	0.00	0.00	0.00	125.00	Chamber Champs
Amigo's Paint LLC	0.00	0.00	0.00	0.00	43.75	43.75	Membership
Amos Welding & Machine	0.00	41.67	41.66	0.00	580.17	663.50	Chamber Champs; Membership
Arthur's Jewelry Inc	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Aspen Bakery and Coffee Shop	0.00	0.00	0.00	0.00	43.75	43.75	Membership
AT&T Authorized Retailer	0.00	0.00	0.00	0.00	400.00	400.00	Membership
Bayada Home Health Care-Eden	0.00	0.00	0.00	0.00	175.00	175.00	Membership
BB&T	0.00	0.00	0.00	0.00	850.00	850.00	Chamber Champs; Membership
Big Sky Rents & Events	0.00	0.00	175.00	0.00	0.00	175.00	Membership
BioLife Plasma Services	0.00	0.00	0.00	175.00	0.00	175.00	Membership
Bojangles	0.00	608.33	0.02	0.00	-0.01	608.34	Rent; Chamber Champs
Brookdale Reidsville	0.00	0.00	0.00	0.00	545.00	545.00	Membership
Business Central 2, Inc	0.00	-250.00	0.00	0.00	0.00	-250.00	Rent for March already paid
Carefree Merchant Processing	0.00	234.58	234.58	0.00	-0.84	468.32	Chamber Champs; Membership
Carmart of Reidsville	0.00	43.75	0.00	0.00	0.00	43.75	Membership
Carolina Veterinary Assistance & Adoption	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Cat's Meow, The	0.00	0.00	0.00	0.00	550.00	550.00	Chamber Champs; Membership
Child Evangelism Fellowship of the Greate	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Classic Cut	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Cole, Nelson	0.00	0.00	0.00	0.00	40.00	40.00	Membership
Creative Hair Designs	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Crisp Cleaning Service	0.00	0.00	0.00	0.00	175.00	175.00	Membership
CTT Productions, LLC	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Curis at Reidsville Transitional Care and	0.00	0.00	0.00	0.00	1,647.50	1,647.50	Old Avante' Cchamps and Membership
DM&E Tactical	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Donut House, The	0.00	0.00	0.00	0.00	-0.25	-0.25	Credit
Downtown Dog House	0.00	0.00	0.00	0.00	50.24	50.24	Business Showcase
Duke Energy	0.00	0.00	0.00	0.00	585.00	585.00	Membership
Eden Chamber of Commerce	0.00	50.00	0.00	0.00	0.00	50.00	Annual Awards
Electric Systems, Inc.	0.00	70.00	0.00	0.00	0.00	70.00	Greensboro Swarm
Elevated Environmental Corporation	0.00	0.00	0.00	0.00	43.75	43.75	Membership
Faith & Love Connection Center	0.00	14.58	14.59	0.00	87.50	116.67	Membership
Fat Mac's Backyard BBQ	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Federated Insurance	0.00	175.00	0.00	0.00	0.00	175.00	Membership
First Citizens Bank	0.00	0.00	25.00	0.00	0.00	25.00	Annual Awards
First Piedmont Corporation	0.00	2,300.00	0.00	0.00	0.00	2,300.00	NEW 2019 Cchamps and Event Sponsorships
Fosters Ordering & Delivery	0.00	0.00	43.75	0.00	-2.50	41.25	Membership
Gabriel E. Zeller, Attorney at Law	0.00	-14.58	-14.25	0.00	0.00	-28.83	overpaid Membership
GCRF Services	0.00	43.75	0.00	0.00	0.00	43.75	Membership
Greensboro Grasshoppers	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Health Insurance Plans Plus Online	0.00	0.00	0.33	0.00	0.00	0.33	Chamber Champs
Highlands Residential MTG	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Hire Dynamics	0.00	25.00	0.00	0.00	0.00	25.00	Annual Awards
Hometown Auto Group	0.00	375.00	0.00	0.00	0.00	375.00	Chamber Champs
HomeTrust Bank	0.00	212.93	0.00	0.00	0.00	212.93	Food Split - Ribbon Cutting
House to Home Movers LLC	0.00	0.00	43.75	0.00	0.00	43.75	Membership
James Winthrop Saunders Construction Inc.	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Law Office of Cathy R. Stroupe P.A.	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Lelia's Tender Care, Inc.	0.00	157.50	0.00	0.00	0.00	157.50	Membership
Love's Travel Stops	0.00	50.00	0.00	0.00	0.00	50.00	Annual Awards
Lularoe Misty Hoback	0.00	41.67	140.67	0.00	375.00	557.34	Chamber Champs; Membership
Masonry Construction Services of NC, Inc.	0.00	0.00	0.00	175.00	0.00	175.00	Membership
McKinney & Son Builders	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Monet-Linda Warren	0.00	0.00	0.00	0.00	99.00	99.00	Membership
Mount Jubilee Ministries, Incorporated	0.00	60.00	0.00	0.00	0.00	60.00	Greensboro Swarm
Mpressed Mobile Dry Cleaners	0.00	550.00	0.00	0.00	375.00	925.00	Chamber Champs
Mumbo Jumbo Imports	0.00	20.00	20.00	0.00	19.60	59.60	Membership
New Vision Therapy, PLLC	0.00	0.00	43.75	0.00	87.50	131.25	Membership
North Star Driving School	0.00	14.59	14.58	0.00	713.32	742.49	Membership; Old rent
Oakhaven Properties, LLC	0.00	97.90	0.00	0.00	0.00	97.90	Chamber Champs; Membership

Reidsville Chamber of Commerce
A/R Aging Summary
As of February 25, 2019

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P&C Mobile Detailing	0.00	0.00	43.75	-6.25	0.00	37.50	Membership
Paychex	0.00	0.00	0.00	0.00	260.00	260.00	Business Showcase
Piedmont Natural Gas	0.00	0.00	0.00	0.00	400.00	400.00	Membership
Raphael's Hair Studio	0.00	0.00	0.00	0.00	70.00	70.00	Membership
Reidsville Bowling Center	0.00	87.50	0.00	0.00	87.50	175.00	Membership
Reidsville Commercial Warehouse	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Reidsville Dialysis - Davita Inc.	0.00	0.00	0.00	0.00	295.00	295.00	Membership
Reidsville Family Dental - Dr. Ty Wooden	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Reidsville Family Y	0.00	0.00	0.00	0.00	-0.25	-0.25	Credit
Reidsville Par 2	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Reidsville Rotary Club	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Reidsville Service Center	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Reidsville Tigers	0.00	43.75	0.00	-0.25	0.00	43.50	Membership
Rockingham County Champions for Education	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Rockingham County Community Foundation	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Sagebrush Steakhouse	0.00	0.00	225.00	0.00	-50.00	175.00	Membership
Salvation Army of Rockingham County, The	0.00	85.00	0.00	0.00	85.00	170.00	Membership
Sanitary Cafe	0.00	0.00	0.00	0.00	87.50	87.50	Membership
Scales Street Music, Inc.	0.00	175.00	0.00	0.00	250.00	425.00	Chamber Champs; Membership
Sip Coffee House	0.00	0.00	0.00	0.00	125.00	125.00	Membership
Skoopz Character Connect	0.00	0.00	0.00	0.00	174.95	174.95	Membership
State Farm-Steven Dennis Agency, LLC	0.00	0.00	0.00	0.00	-0.01	-0.01	Credit
Studio 29 North Salon and Spa	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Systel Business Equipment	0.00	0.00	0.00	0.00	175.00	175.00	Membership
The Four Directions of Health	0.00	14.58	14.59	0.00	43.75	72.92	Membership
The Law Office of Jason Wilson	0.00	175.00	0.00	0.00	0.00	175.00	Membership
The Massage Spot	0.00	175.00	0.00	0.00	0.00	175.00	Membership
The McInnis Clinic, PLLC	0.00	100.00	0.00	0.00	0.00	100.00	Annual Awards
Tiger Force Mixed Martial Arts LLC	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Tiny Toes Consignment, LLC	0.00	0.00	43.75	0.00	75.00	118.75	Membership
Triad Behavioral Resources	0.00	0.00	60.00	0.00	0.00	60.00	Membership
Tri-State Steel	0.00	470.00	0.00	0.00	0.00	470.00	Greensboro Swarm
UMAR, Reidsville Arts	0.00	0.00	0.00	0.00	20.00	20.00	Membership
US Health Advisor - Frankie King	0.00	25.00	0.00	0.00	0.00	25.00	Annual Awards
Walgreens Drug Co.	0.00	350.00	0.00	0.00	0.00	350.00	Membership
Wal-Mart	0.00	0.00	0.00	0.00	1,965.00	1,965.00	Membership
Wells Fargo	0.00	295.00	0.00	0.00	0.00	295.00	Membership
WGSR TV 47.1 Star News	0.00	75.00	0.00	0.00	0.00	75.00	Annual Awards
WLC Forklift Services	0.00	125.00	125.00	0.00	0.00	250.00	Chamber Champs
Zimmerman, T. Jay, III	0.00	85.00	0.00	0.00	0.00	85.00	Membership
	<u>0.00</u>	<u>9,077.50</u>	<u>2,345.52</u>	<u>343.50</u>	<u>12,980.92</u>	<u>24,747.44</u>	

President's Report February 2019

Leadership Rockingham: We are going to have quite a Spring. Reidsville day is in March and I also plan Rockingham County day which moved back to its regularly scheduled day in April. Graduation is in May. I would love for any of you to attend when we have more details. Thanks for your support in this!

Economic Development Updates (Partnership with City Staff):

Continuing the conversation about the NCDOT projects, we will need all board members to plan to attend the public hearing on Thursday March 28th. We will discuss more at the meeting. There will also be an event in early May that we will want a presence.

Business Advisory Council: No new updates.

RDC Board & Promotions Committee Meeting: We really need some movement on this. This event is NEXT WEEK, March 9th. Thank you to everyone who has signed up at this point. Here are the links:

Casino night spreadsheet:

https://docs.google.com/spreadsheets/d/1Xp7KINuHFish9sZEL1g3S_7ThGKfRLCXHsYlQuleo_0/edit?usp=sharing

Volunteer sign up:

<https://www.signupgenius.com/go/70a0d48a5a823a5fe3-casino>

Ticket purchase link:

<https://www.eventbrite.com/e/casino-night-march-9-tickets-54755592451?aff=ehomecard>

Community Pride: Monthly meetings on the first Monday at 9:00am at the Chamber of Commerce. The date is May 17th and 18th. The committees are underway with their plans for education, advocacy and activities. We have gotten a design for a T-shirt and for a logo. I will be providing the flyer to everyone at the meeting.

Upcoming Events:

Friday March 1st - 3:00 pm Oakhaven Properties Ribbon Cutting
1434 Dibrell Road, Pelham NC 27311

Tuesday, March 5th –12:00 pm The McInnis Clinic Ribbon Cutting
1123 S. Main Street, Suite C

Thursday, March 7th – 8:00 am Coffee at **Sandy Cross General Merchandise**
174 Boyd Road, Reidsville

Saturday March 9th - 7:00 pm **CASINO NIGHT**

Tuesday March 12th –9:00 am Fosters Grill Ribbon Cutting
929 W. Harrison Street, Reidsville

Tuesday March 19th –10:30 am PG's Chicken & Biscuits Ribbon Cutting
1002 S Scales St, Reidsville

Wednesday, March 20th – 12:00pm Exec Board Meeting

Wednesday, March 27th – 12:00pm Full Board Meeting

January 2019 Chamber & Visitor Center Report

131 

 68

5



1st Ambassador
Meeting of the Year
– 15 Ambassadors
attended...Great
kick-off to 2019!

Great attendance at the January
Countywide Coffee hosted by
Rockingham Community College

4 Ribbon
Cuttings



The Chamber
Board awarded
Mayor Jay
Donecker with
the James W.
Daniel
Memorial Unity
Award



* 25 Meetings * Spaces used 12 times *