

**Reidsville Chamber of Commerce  
Board of Directors Regular Meeting  
Chamber of Commerce Downstairs Conference Room  
140 S. Scales St, Reidsville, NC  
January 22, 2020 @ 12:00pm**

**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
  - Executive Board Retreat Updates
    - CAPITAL CAMPAIGN
- Events
  - Shop Small Saturday
  - Breakfast with Santa
  - Martin Luther King Unity Breakfast
  - Annual Awards
  - Reidsville Chamber SWARM night
  - Casino Night
  - FUN Committees
- Governmental Affairs
  - State of the City
- Business & Industry
  - Ambassador Program Update – Meeting January 13<sup>th</sup>, 2020

**President's Report**

**UPCOMING EVENTS:**

**Wednesday January 29<sup>th</sup> 12:00 Ribbon Cutting** Annie's Corner Annie Penn Auxiliary 618 Main Street

**Friday January 31<sup>st</sup> 11:00 Ribbon Cutting** State Employee's Credit Union 1601 Freeway Drive

**Wednesday February 5<sup>th</sup> 11:30** 59<sup>th</sup> Annual Awards Luncheon Pennrose Park Country Club

**Thursday February 6<sup>th</sup> 8:00** Coffee at the Chamber Paychex Kristina Gross 140 Scales Street

**Tuesday February 11<sup>th</sup> 12:00 Ribbon Cutting** Crave Nutrition

**Friday February 21<sup>st</sup>** Reidsville Night at the Greensboro Swarm Game

**Next Full Board Meeting February 26<sup>th</sup> 12:00pm**

**ADJOURN**

**Reidsville Chamber of Commerce  
Consent Agenda  
January 22, 2020**

- MOM Nomination February
- New Members/DROP Report

## Reidsville Orthodontics: February Member of the Month

Reidsville Orthodontics is a wonderful asset to the City of Reidsville and surrounding areas. They joined the Chamber in 2014 after Dr. Steedle purchased the building and business and remodeled the agency to bring a world-renowned Orthodontic practice to Reidsville. Dr. Gibson then purchased the business from him when he retired and has continued the programs with Chapel Hill and the students from China. Now twice a year, students come from China to see how the practice is physically setup and how they run the operations. The staff is wonderful, they have expanded to offer more services to the Hispanic population through bilingual employees. They have a great time, servicing our youth and adult patients. They give back through school supply drives, sponsoring youth sports and events, and volunteering at multiple events throughout the year, including our Breakfast With Santa. Dr. Gibson and his staff are always thinking of ways to be involved and to increase traffic to Reidsville and partnering with local dentists to keep our local economy growing! They offer services here in Reidsville that you can't get at other locations! They are also Chamber Champions and we appreciate them so much!!

## January 2020 - Membership Report

### Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Eden's Own Journal	10/12/2015	\$175.00	11/28/2018	Member Request
Freeway Dining Room	11/14/2018	\$175.00	11/14/2018	Non-Payment
GuilRock United Methodist Camp	5/30/2016	\$175.00	3/2/2018	Member Request
Lowe's Home Improvement	5/1/2001	\$1,101.00	1/15/2020	Dropped all Chamber Membership
Tim Talley Photography	1/1/2003	\$175.00	12/20/2010	Business Closed
Commonwealth Brands, Inc.	5/1/2005	\$1,176.00	8/19/2019	Business Closed
Reidsville Commercial Warehouse	1/2/2003	\$175.00	2/2/2018	Non Payment
RockinghamCountyRadio	7/1/2002	\$175.00	6/4/2018	Business was sold
Woodbridge Apartments	7/9/2010	\$175.00	6/4/2018	Per Customer Request
Lori's Custom Framing & Gifts	7/12/2010	\$175.00	6/4/2018	Maintaining primary/dropping 2nd
Partnership for Community Care	3/1/2012	\$175.00	2/11/2019	Business Closed
Ashcroft Car Wash	5/30/2017	\$20.00	5/14/2019	Business was sold
Nikki's Creations	4/12/2018	\$175.00	4/24/2018	Business Closed
Reidsville Junior Service League	4/24/2018	\$175.00	N/A	Per Customer Request
Insurance Solutions	6/21/2018	\$175.00	7/3/2018	Business Closed
TCT Building & Concrete Designs LLC	11/9/2018	\$175.00	N/A	Non Payment
On Fleek Brow Boutique	11/21/2018	\$175.00	11/21/2018	Business Closed
SPECTRUM BANKARD	10/29/2019	\$175.00	11/29/2018	Non Payment
<b>Total</b>		<b>\$4,922.00</b>		
<b>YTD Total</b>		<b>\$4,922.00</b>		

### New Members

Company	Joined	Membership Dues		
Rockingham Office Machines, Inc.	11/21/2019	\$175.00		
Foothills of NC, LLC	11/13/2019	\$175.00		
Biscuitville	10/25/2019	\$350.00		
Main Street UMC Dewey Bakery	11/4/2019	\$20.00		
Through the Looking Glass Photography by Alice	11/13/2019	\$175.00		
The Milk Barn	11/21/2019	\$175.00		
Junk Mavericks	11/21/2019	\$175.00		
Care First Pharmacy	11/22/2019	\$175.00		
Crave Nutrition	11/22/2019	\$175.00		
Pella	11/25/2019	\$828.00		
Reidsville Radio	11/25/2019	Trade for Advertising		
Mega Force Staffing	12/4/2019	\$175.00		
Briar Creek Farm	12/4/2019	\$195.00		
Art in the Garden	12/5/2019	\$175.00		
Final Touch Cleaning Services, LLC	12/5/2019	\$175.00		
Holland & Associates Realty, Inc.	12/5/2019	\$175.00		
Pennrose Carwash / Kooler Ice	12/5/2019	\$175.00		

Realty ONE Group Results, Jean Ann Wood	12/5/2019	\$175.00		
Seth M. Woodall & Associates, PLLC	12/5/2019	\$175.00		
Annie's Corner- Annie Penn Auxiliary	12/5/2019	\$20.00		
Somebody's Gotta Do It Cleaning Services, LLC	12/13/2019	\$175.00		
Alleviation Massage	12/13/2019	\$175.00		
Vicky W. Alston	1/2/2020	\$85.00		
MGA Marketing & Web Design	1/13/2020	\$175.00		
Trent Capital Management, Inc.	1/14/2020	\$175.00		
Tractor Supply Company	1/16/2020	\$240.00		
First Presbyterian Church	12/19/2019	\$85.00		
<b>Total</b>		<b>\$4,973.00</b>		
<b>YTD Total</b>		<b>\$4,973.00</b>		

**Reidsville Chamber of Commerce**  
**Profit & Loss Budget vs. Actual**  
 January through December 2019

	Jan - Dec 19	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Revenues</b>			
4030 · Rental Income	22,575.82	19,800.00	2,775.82
4010 · Membership Investments	64,786.87	72,000.00	-7,213.13
4020 · New Member Investment	10,794.36	8,000.00	2,794.36
<b>Total Revenues</b>	98,157.05	99,800.00	-1,642.95
4150 · Miscellaneous Income	5.00		
4160 · Web Site Sponsorship	40.00		
4180 · Visitor Center			
4181 · Visitor Center Expenses	-44,980.83		
4180 · Visitor Center - Other	44,667.50	44,000.00	667.50
<b>Total 4180 · Visitor Center</b>	-313.33	44,000.00	-44,313.33
7051 · Grasshoppers Night Income			
7051851 · Grasshoppers Night Expenses	-7,471.12		
7051 · Grasshoppers Night Income - Other	6,649.80		
<b>Total 7051 · Grasshoppers Night Income</b>	-821.32		
7052 · Greensboro Swarm Income			
7052851 · Greensboro Swarm Expenses	-2,773.58		
7052 · Greensboro Swarm Income - Other	3,591.01		
<b>Total 7052 · Greensboro Swarm Income</b>	817.43		
7053 · Wyndham Day Income			
7053851 · Wyndham Day Expenses	-53.65		
7053 · Wyndham Day Income - Other	150.01		
<b>Total 7053 · Wyndham Day Income</b>	96.36		
7000 · Division Income			
7015 · RDC Fundraising Income			
7015815 · RDC Fundraising Expenses	-4,522.80		
7015 · RDC Fundraising Income - Other	7,172.03		
<b>Total 7015 · RDC Fundraising Income</b>	2,649.23		
7100 · Affinity Program Income	505.61		
7049 · Beer Garden/WineTasting Income			
7049849 · BeerGarden/WineTasting Expenses	-14,336.97		
7049 · Beer Garden/WineTasting Income - Other	16,667.99		
<b>Total 7049 · Beer Garden/WineTasting Income</b>	2,331.02		

**Reidsville Chamber of Commerce**  
**Profit & Loss Budget vs. Actual**  
 January through December 2019

	Jan - Dec 19	Budget	\$ Over Budget
4170 · Chamber Champion	58,453.07	52,000.00	6,453.07
4500 · Community Support	10,000.00	10,000.00	0.00
<b>7010 · Promotional Adv. Sponsorships</b>			
7013 · Website Enhanced Listing	331.45		
7010 · Promotional Adv. Sponsorships - Other	41.24		
<b>Total 7010 · Promotional Adv. Sponsorships</b>	372.69		
<b>7020 · Staff Appreciation Luncheon</b>			
7020820 · Staff Appreciation Expenses	-2,208.54	-3,000.00	791.46
7020 · Staff Appreciation Luncheon - Other	2,712.42	3,000.00	-287.58
<b>Total 7020 · Staff Appreciation Luncheon</b>	503.88	0.00	503.88
<b>7040 · 7040-Ice cream Social</b>			
7040840 · 7040840-Ice Cream Social expens	-85.24	-225.00	139.76
7040 · 7040-Ice cream Social - Other	250.00		
<b>Total 7040 · 7040-Ice cream Social</b>	164.76	-225.00	389.76
<b>7041 · Fundraising-Building fund</b>			
7041841 · Fundraising Expenses-Bldg Fd	17,000.00		
<b>Total 7041 · Fundraising-Building fund</b>	17,000.00		
<b>7042 · Breakfast With Santa</b>			
7042842 · Breakfast With Santa Expenses	-2,517.96	-1,500.00	-1,017.96
7042 · Breakfast With Santa - Other	3,420.01	1,500.00	1,920.01
<b>Total 7042 · Breakfast With Santa</b>	902.05	0.00	902.05
<b>7043 · Golf Tournament</b>			
7043843 · Golf Tournament Expenses	-6,437.09	-5,000.00	-1,437.09
7043 · Golf Tournament - Other	15,476.73	13,000.00	2,476.73
<b>Total 7043 · Golf Tournament</b>	9,039.64	8,000.00	1,039.64
<b>7045 · Seminar</b>			
7045845 · Seminar Expenses	0.00	-500.00	500.00
<b>Total 7045 · Seminar</b>	0.00	-500.00	500.00
<b>7046 · Business Showcase</b>			
7046846 · Business Showcase expenses	-6,972.21	-10,000.00	3,027.79
7046 · Business Showcase - Other	11,787.90	12,000.00	-212.10
<b>Total 7046 · Business Showcase</b>	4,815.69	2,000.00	2,815.69

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Cash Basis

## Reidsville Chamber of Commerce Profit & Loss Budget vs. Actual January through December 2019

	Jan - Dec 19	Budget	\$ Over Budget
<b>7047 · Unity Breakfast</b>			
7047847 · Unity Breakfast Expenses	-716.96		
7047 · Unity Breakfast - Other	280.00		
<b>Total 7047 · Unity Breakfast</b>	-436.96		
<b>7094 · Annual Meeting</b>			
7094894 · Annual Meeting Expenses	-1,006.43	-3,000.00	1,993.57
7094 · Annual Meeting - Other	4,065.00	3,500.00	565.00
<b>Total 7094 · Annual Meeting</b>	3,058.57	500.00	2,558.57
<b>7095 · Copier &amp; Printing services</b>	207.37		
<b>7000 · Division Income - Other</b>	83.33		
<b>Total 7000 · Division Income</b>	109,649.95	71,775.00	37,874.95
<b>Total Income</b>	207,631.14	215,575.00	-7,943.86
<b>Gross Profit</b>	207,631.14	215,575.00	-7,943.86
<b>Expense</b>			
Bad Debt	81.50		
66900 · Reconciliation Discrepancies	81.00		
Insurance Expense ( D&O)	1,125.20	900.00	225.20
P.O Box Fee	0.00	194.00	-194.00
<b>5000 · Salaries and Benefits</b>			
5165 · Employee Garnishment	69.50		
5110 · Salaries	109,675.93	119,080.00	-9,404.07
5117 · Reimbursed Expenses	8,525.00	9,900.00	-1,375.00
5120 · Payroll Tax Expense	11,752.21	11,000.00	752.21
5139 · Staff development & Training	479.29	0.00	479.29
5140 · Retirement Plan	4,000.00	5,000.00	-1,000.00
5160 · Staff Expenses	50.34		
5170 · Travel	529.54	500.00	29.54
5171 · Meals	232.57	500.00	-267.43
5175 · Sales Commission	23,520.45	15,000.00	8,520.45
5180 · Worker's Compensation Insurance	744.00	527.00	217.00
5190 · Payroll Expenses	1,500.26	500.00	1,000.26
5000 · Salaries and Benefits - Other	-10,000.00		
<b>Total 5000 · Salaries and Benefits</b>	151,079.09	162,007.00	-10,927.91



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Cash Basis

**Reidsville Chamber of Commerce**  
**Profit & Loss Budget vs. Actual**  
 January through December 2019

	Jan - Dec 19	Budget	\$ Over Budget
<b>5200 · Occupancy Expenses</b>			
5245 · Utilities	9,376.00	8,500.00	876.00
5210 · Rent	6,264.00	6,264.00	0.00
5240 · Telephone	3,969.99	3,800.00	169.99
5250 · Liability Insurance	2,341.00	1,838.00	503.00
5270 · Property Taxes	4,025.04	3,800.00	225.04
5200 · Occupancy Expenses - Other	-7,094.00		
<b>Total 5200 · Occupancy Expenses</b>	18,882.03	24,202.00	-5,319.97
<b>5300 · Office Operations</b>			
5310 · Office Supplies	429.13	1,050.00	-620.87
5315 · Supplies-other	866.67	2,000.00	-1,133.33
5320 · Postage	693.55	900.00	-206.45
5325 · Office support services	3,086.85	1,000.00	2,086.85
5330 · Professional Services	500.00		
5335 · Computer Expense	2,307.89	1,000.00	1,307.89
5370 · Lease and Service Contracts	3,088.61	2,950.00	138.61
5220 · Maintenance agreements	1,982.85	1,750.00	232.85
5340 · Dues and Subscriptions	595.95	1,000.00	-404.05
5355 · Equipment Insurance	3.99		
5380 · Bank Service Charges	638.63		
5800 · Contingencies	3,177.58	2,922.00	255.58
5300 · Office Operations - Other	-3,690.95	1,500.00	-5,190.95
<b>Total 5300 · Office Operations</b>	13,680.75	16,072.00	-2,391.25
<b>5400 · Membership Development</b>			
5410 · Ambassadors	283.06	350.00	-66.94
5440 · Advertising	0.00	2,500.00	-2,500.00
5450 · Luncheons & Meetings	1,508.63	2,500.00	-991.37
5490 · Website Expense	3,452.00	3,850.00	-398.00
5400 · Membership Development - Other	2,668.04	3,000.00	-331.96
<b>Total 5400 · Membership Development</b>	7,911.73	12,200.00	-4,288.27
<b>Total Expense</b>	192,841.30	215,575.00	-22,733.70
<b>Net Ordinary Income</b>	14,789.84	0.00	14,789.84
<b>Net Income</b>	<b>14,789.84</b>	<b>0.00</b>	<b>14,789.84</b>

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	NOTES
Eden's Own Journal/Rockingham County Star	0.00	0.00	0.00	0.00	175.00	175.00	DROP/Member Request
Freeway Dining Room Family Restaurant	0.00	0.00	0.00	0.00	175.00	175.00	DROP/Non Payment
GuilRock United Methodist Camp, Inc	0.00	0.00	0.00	0.00	175.00	175.00	DROP/Member Request
Lowe's Home Improvement Warehouse	0.00	0.00	0.00	0.00	-0.01	-0.01	DROP/Dropped all Chamber Membership
Tim Talley Photography	0.00	0.00	175.00	0.00	0.00	175.00	DROP/Business Closed
Aflac Benefits Advisor- Walter Michael	0.00	0.00	0.00	0.00	165.00	165.00	Membership
ALEF Behavioral Group, LLC	0.00	0.00	0.00	0.00	-0.01	-0.01	Credit
Allen, Gordon	0.00	0.00	0.00	0.00	85.00	85.00	Membership
Allstate	0.00	57.91	0.00	0.00	0.00	57.91	Chamber Champs/Membership
Ameristaff Employment & Staffing Solution	0.00	0.00	0.00	0.00	-20.00	-20.00	Credit
Amigo's Paint LLC	0.00	0.00	43.75	0.00	25.00	68.75	Membership
Amos Welding & Machine	0.00	0.00	0.00	175.00	705.17	880.17	Chamber Champs/Membership
AT&T Authorized Retailer	0.00	400.00	0.00	0.00	0.00	400.00	Membership
B & G Glass	0.00	0.00	43.75	0.00	0.00	43.75	Membership
BB&T	0.00	0.00	350.00	0.00	0.00	350.00	Membership
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	87.50	87.50	Membership
Belk	0.00	0.00	295.00	0.00	0.00	295.00	Membership
Biomat USA Inc.	0.00	0.00	0.00	0.00	175.02	175.02	Membership
Bojangles	0.00	125.00	0.00	0.00	0.02	125.02	Rent
Cambio	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Cardinal Recycling, LLC	0.00	500.00	0.00	0.00	0.00	500.00	Sponsorship
Care First Pharmacy	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Carefree Merchant Processing	0.00	234.58	234.59	234.58	211.71	915.46	Chamber Champs/Membership
Carmart of Reidsville	0.00	0.00	0.00	0.00	37.50	37.50	Membership
Carolina Veterinary Assistance & Adoption	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Cat's Meow, The	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Cole, Nelson	0.00	0.00	40.00	0.00	0.00	40.00	Membership
Community Blood Center of the Carolinas	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Curis at Reidsville Transitional Care and	0.00	92.50	92.50	92.50	1,832.50	2,110.00	Membership
Dex Imaging	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Donut House, The	0.00	43.75	0.00	0.00	-0.25	43.50	Membership
Dorada Foods	0.00	200.00	0.00	0.00	0.00	200.00	Unity Breakfast Sponsor
Downtown Dog House	0.00	0.00	0.00	0.00	325.24	325.24	Showcase/Membership
Duke Energy	75.00	0.00	0.00	0.00	0.00	75.00	Annual Awards
DyStar L.P.	0.00	0.00	660.00	0.00	0.00	660.00	Membership
Eclectic Visions Art Co.	0.00	35.94	0.00	0.00	0.00	35.94	Membership
Eden Chamber of Commerce	0.00	25.00	0.00	0.00	0.00	25.00	Annual Awards
Electric Systems, Inc.	0.00	500.00	0.00	0.00	0.00	500.00	Annual Awards Sponsorship
Elevated Environmental Corporation	0.00	0.00	43.75	0.00	43.75	87.50	Membership
Farm Bureau Insurance	0.00	0.00	0.00	0.00	2,500.00	2,500.00	Chamber Champs
Fat Mac's Backyard BBQ	0.00	0.00	0.00	175.00	0.00	175.00	Membership
Final Touch Cleaning Services, LLC	0.00	0.00	-1.25	0.00	0.00	-1.25	Credit
Flying Grass INC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Foster's Grill	0.00	0.00	100.00	0.00	175.00	275.00	Showcase/Membership
Gabriel E. Zeller, Attorney at Law	0.00	14.58	0.34	0.00	0.00	14.92	Membership
GCRF Events and Custom Creations	0.00	0.00	0.00	43.75	43.50	87.25	Membership
Hairston, William	0.00	0.00	0.00	0.00	85.00	85.00	Membership
Harrell's Waterproofing, Inc.	0.00	240.00	0.00	0.00	0.00	240.00	Membership
Health Insurance Plans Plus Online	0.00	125.00	0.00	0.00	0.32	125.32	Chamber Champs
Help, Incorporated- Center Against Violen	0.00	0.00	0.00	175.00	0.00	175.00	Membership
Highlands Residential Mortgage	0.00	50.00	50.00	50.00	741.69	891.69	Chamber Champs/Membership
Hometown Auto Group	0.00	166.66	566.67	0.00	0.00	733.33	Chamber Champs/Membership
House to Home Movers LLC	0.00	43.75	0.00	0.00	39.18	82.93	Membership
J. Michael Fargis & Associates, LLP, CPAs	0.00	0.00	0.00	0.00	-20.00	-20.00	Credit
Jimmy Depalma Entertainment	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Kelly's Kitchen, LLC	0.00	43.75	0.00	0.00	-1.25	42.50	Membership

Kennedy Disability Services	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Kiwanis Club of Reidsville	0.00	0.00	10.00	0.00	0.00	10.00	Copier Services
Kriegsman & Associates	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Law Office of Cathy R. Stroupe P.A.	0.00	175.00	0.00	0.00	175.00	350.00	Membership
Law Office of Richard E. Panosh	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Love's Travel Stops	0.00	0.00	0.00	0.00	300.00	300.00	Annual Awards/Golf Tournament
Lucky City Brewing Cooperative	0.00	125.00	125.00	0.00	0.00	250.00	Chamber Champs
Main Street UMC Dewey Bakery	0.00	0.00	0.00	20.00	0.00	20.00	Membership
Martin Marietta Aggregates	0.00	0.00	350.00	0.00	0.00	350.00	Membership
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	350.00	0.00	0.00	0.00	350.00	Rent
Mpressed Mobile Dry Cleaners	0.00	0.00	0.00	0.00	600.00	600.00	Chamber Champ/Membership
Mumbo Jumbo Imports	0.00	20.00	20.00	20.00	0.00	60.00	Membership
NC 100	0.00	0.00	0.00	175.00	0.00	175.00	Membership
New Vision Therapy, PLLC	0.00	87.50	0.00	0.00	0.00	87.50	Membership
North Star Driving School	0.00	14.58	14.58	14.59	237.07	280.82	Membership
Oakhaven Properties, LLC	0.00	56.24	0.00	0.00	-0.01	56.23	Chamber Champ/Membership
Orion Photography	0.00	175.00	0.00	0.00	0.00	175.00	Membership
P&C Mobile Detailing	0.00	43.75	0.00	25.00	43.75	112.50	Membership/Web Listing
Pennrose Automotive Group, LLC	0.00	50.00	50.00	50.00	470.00	620.00	Chamber Champ/Membership/Showcase
Pennrose Park Country Club	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Piedmont Natural Gas	0.00	0.00	400.00	0.00	0.00	400.00	Membership
PLS "The Rock"	0.00	0.00	0.00	20.00	0.00	20.00	Extra Listing
Quality Inn	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Raphael's Hair Studio	0.00	0.00	0.00	0.00	165.00	165.00	Membership
Reidsville Event Center	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Reidsville Family Dental - Dr. Ty Wooden	0.00	0.00	240.00	0.00	0.00	240.00	Membership
Reidsville Family Y	0.00	0.00	0.00	0.00	-0.25	-0.25	Credit
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	825.00	825.00	Grasshopper Tickets
Reidsville Tigers	0.00	0.00	0.00	-1.25	-0.50	-1.75	Credit
Rentz-Eden Oil Company	0.00	0.00	350.00	0.00	0.00	350.00	Membership
Rockingham Community College	0.00	50.00	175.00	0.00	0.00	225.00	Annual Awards/Membership
Rockingham County Schools	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Rockingham County Theater Group	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Rockingham Office Machines, Inc.	0.00	0.00	175.00	0.00	0.00	175.00	Membership
RockinghamNow	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Rodan & Fields- Stacey Styons	0.00	0.00	0.00	0.00	99.00	99.00	Membership
Rodan & Fields- Stephanie Ellington	0.00	0.00	0.00	0.00	99.00	99.00	Membership
Royalty Health & Wellness, P.C.	0.00	151.25	151.25	151.25	151.25	605.00	Chamber Champs/Membership
Sam's Club #4996	0.00	0.00	0.00	0.00	630.00	630.00	Membership
Sanitary Cafe	0.00	0.00	87.50	0.00	87.50	175.00	Membership
Scales Street Music, Inc.	0.00	0.00	0.00	250.00	0.00	250.00	Chamber Champ
Scott M. Vines, DDS	0.00	0.00	0.00	0.00	175.00	175.00	Membership
ShopRockinghamCounty.com	0.00	0.00	3.00	0.00	0.00	3.00	Copier Services
Sip Coffee House	0.00	43.75	0.00	0.00	86.25	130.00	Membership
Southeastern Data Comm, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Southeastern Orthopaedic Specialists	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Strader Insurance and Financial Services,	0.00	0.00	0.00	175.00	0.00	175.00	Membership
System Business Equipment	0.00	0.00	175.00	0.00	175.00	350.00	Membership
The Milk Barn	0.00	0.00	175.00	0.00	0.00	175.00	Membership
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	0.00	87.50	87.50	Membership
Thirty One Gifts- April Garris	0.00	0.00	0.00	0.00	-1.00	-1.00	Credit
Through the Looking Glass Photography by	0.00	43.75	-25.00	0.00	0.00	18.75	Membership
Trent Capital Management, Inc.	0.00	175.00	0.00	0.00	0.00	175.00	Membership
Triad Behavioral Resources	0.00	120.00	0.00	0.00	0.00	120.00	Membership
UMAR, Art on Scales	0.00	175.00	0.00	0.00	0.00	175.00	Membership
UMAR, Reidsville Arts	0.00	0.00	0.00	0.00	20.00	20.00	Membership
United Way of Rockingham County	0.00	25.00	0.00	0.00	0.00	25.00	Annual Awards

US Health Advisors	0.00	0.00	55.75	0.00	0.00	55.75	Membership
ValleyStar Credit Union	0.00	0.00	175.00	0.00	0.00	175.00	Membership
Wal-Mart	0.00	0.00	0.00	0.00	1,965.00	1,965.00	Membership
WGSR TV 47.1 Star News	0.00	0.00	0.00	0.00	175.00	175.00	Membership
WLC Forklift Services	0.00	0.00	375.00	0.00	875.00	1,250.00	Chamber Champs/Membership
Woodforest National Bank	0.00	0.00	175.00	0.00	0.00	175.00	Membership
WoodmenLife	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Wray Concrete	0.00	0.00	0.00	240.00	0.00	240.00	Membership
	75.00	5,829.24	6,651.18	2,085.42	16,271.14	30,911.98	

**Reidsville Chamber of Commerce**  
**Profit & Loss Budget vs. Actual**  
 January through December 2019

	<b>2020 Budget</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Revenues</b>	
4030 - Rental Income	18,600.00
4010 - Membership Investments	72,000.00
4020 - New Member Investment	8,500.00
<b>Total Revenues</b>	99,100.00
4160 - Web Site Sponsorship	
4180 - Visitor Center	
4181 - Visitor Center Expenses	
4180 - Visitor Center - Other	44,000.00
<b>Total 4180 - Visitor Center</b>	44,000.00
4170 - Chamber Champion	56,000.00
4500 - Community Support	10,000.00
7020 - Staff Appreciation Luncheon	
7020820 - Staff Appreciation Expenses	-3,000.00
7020 - Staff Appreciation Luncheon - Other	3,000.00
<b>Total 7020 - Staff Appreciation Luncheon</b>	0.00
7040 - 7040-Ice cream Social	
7040840 - 7040840-Ice Cream Social expens	-225.00
7040 - 7040-Ice cream Social - Other	
<b>Total 7040 - 7040-Ice cream Social</b>	-225.00
7043 - Golf Tournament	
7043843 - Golf Tournament Expenses	-6,000.00
7043 - Golf Tournament - Other	15,000.00
<b>Total 7043 - Golf Tournament</b>	9,000.00
7045 - Seminar	
7045845 - Seminar Expenses	-500.00
<b>Total 7045 - Seminar</b>	-500.00
7046 - Business Showcase	
7046846 - Business Showcase expenses	-8,500.00
7046 - Business Showcase - Other	12,000.00
<b>Total 7046 - Business Showcase</b>	3,500.00
7047 - Unity Breakfast	
7047847 - Unity Breakfast Expenses	
7047 - Unity Breakfast - Other	
<b>Total 7047 - Unity Breakfast</b>	
7094 - Annual Meeting	
7094894 - Annual Meeting Expenses	-3,000.00
7094 - Annual Meeting - Other	3,500.00
<b>Total 7094 - Annual Meeting</b>	500.00
7000 - Division Income - Other	
<b>Total 7000 - Division Income</b>	78,275.00
<b>Total Income</b>	221,375.00
<b>Gross Profit</b>	221,375.00

**Reidsville Chamber of Commerce**  
**Profit & Loss Budget vs. Actual**  
 January through December 2019

	<b>2020 Budget</b>
<b>Expense</b>	
Insurance Expense ( D&O)	900.00
P.O Box Fee	194.00
<b>5000 · Salaries and Benefits</b>	
<b>5110 · Salaries</b>	
5115 · Temporary/Part-time	
5110 · Salaries - Other	127,760.00
<b>Total 5110 · Salaries</b>	127,760.00
5117 · Reimbursed Expenses	6,900.00
5120 · Payroll Tax Expense	11,000.00
5139 · Staff development & Training	
5140 · Retirement Plan	3,000.00
5160 · Staff Expenses	
5170 · Travel	500.00
5171 · Meals	500.00
5175 · Sales Commission	16,000.00
5180 · Worker's Compensation Insurance	527.00
5190 · Payroll Expenses	1,200.00
<b>Total 5000 · Salaries and Benefits</b>	167,387.00
<b>5200 · Occupancy Expenses</b>	
5245 · Utilities	9,000.00
5210 · Rent	6,264.00
5240 · Telephone	3,800.00
5250 · Liability Insurance	2,000.00
5270 · Property Taxes	3,800.00
<b>Total 5200 · Occupancy Expenses</b>	24,864.00
<b>5300 · Office Operations</b>	
5310 · Office Supplies	1,000.00
5315 · Supplies-other	1,000.00
5320 · Postage	900.00
5325 · Office support services	2,500.00
5335 · Computer Expense	750.00
5370 · Lease and Service Contracts	2,950.00
5220 · Maintenance agreements	1,750.00
5340 · Dues and Subscriptions	1,750.00
5380 · Bank Service Charges	750.00
5800 · Contingencies	2,478.00
<b>Total 5300 · Office Operations</b>	15,828.00
<b>5400 · Membership Development</b>	
5410 · Ambassadors	500.00
5440 · Advertising	3,000.00
5450 · Luncheons & Meetings	1,750.00
5490 · Website Expense	4,452.00
5400 · Membership Development - Other	2,500.00
<b>Total 5400 · Membership Development</b>	12,202.00
<b>Total Expense</b>	221,375.00
<b>Net Ordinary Income</b>	0.00
<b>Net Income</b>	0.00

## President's Report January 2020

**Leadership Rockingham:** This program year has been wonderful. We just had Wentworth Day (I am responsible for Wentworth, Rockingham County, and Reidsville Day). The transition with yet again a new person at the helm for one of the agencies has been a challenge but we are all communicating, and we will meet again in March to finish out the year and plan for the next. If any of you are graduates, I am looking for people to attend with me to be a part of the committee.

**Economic Development Updates (Partnership with City Staff):** We are planning a couple of events with the City. Jeff and I are working on an event that we can bring franchisees, restaurant managers, possible franchises willing to come to Reidsville and the Retail Group hired by the City to an event to promote specific and intentional connections with our available properties, buildings. Etc. Preston and I are also planning to have a State of the City event in the Spring. There will be more details on this later. The City is also planning to apply for the HGTV contest and we will help promote some different pieces of that.

**Business Coalition Meeting: No new updates.**

**RDC Board & Promotions Committee Meeting:** The RDC board retreat is next week on Monday and Tuesday. I will be gone most of the day for both of those sessions. Excited to see what is in store for this season. We do have Casino Night planned for March 7, 2020. Please let us know if you are interested in donating or volunteering.

**Community Pride:** This group is still meeting. I have taken a back seat in the planning due to the strains of our already full schedule. We will continue to participate but I would like for this group to be able to stand on their own. It is meeting at City Hall on the first Monday of the month.

**MLK UNITY FUND:** This event was the largest attendance to date! It is a good problem to have but we need to address the tickets and attendance. I will keep you updated on this.

**Business Directory:** This was finally finished over the Christmas break and delivered on Tuesday January 21<sup>st</sup>!! It will be given out at the Annual Awards and then on our Directory Blitz Day on Friday, February 14<sup>th</sup>! Please sign up to show our members how much we love them by handing out our directories that day!

**Small Business Saturday:** Small Business Saturday was super successful. We had over 100 people and even in the awful weather, people shopped at our local stores.

**Breakfast With Santa:** This worked out so wonderfully. Dav does such a great job and the atmosphere was intimate, and people were really in the spirit. The buffet was nice, it made for a much smoother event. I think people are truly there to just see Santa and walking him down from the Chamber made is super easy for him to have a place to hang out until we needed him. Thanks to everyone who sponsored this, and we are looking forward to this year's event.

### **UPCOMING EVENTS:**

**Wednesday January 29<sup>th</sup> 12:00 Ribbon Cutting** Annie's Corner Annie Penn Auxiliary 618 Main Street

**Friday January 31<sup>st</sup> 11:00 Ribbon Cutting** State Employee's Credit Union 1601 Freeway Drive

**Wednesday February 5<sup>th</sup> 11:30** 59<sup>th</sup> Annual Awards Luncheon Pennrose Park Country Club

**Thursday February 6<sup>th</sup> 8:00** Coffee at the Chamber Paychex Kristina Gross 140 Scales Street

**Tuesday February 11<sup>th</sup> 12:00 Ribbon Cutting** Crave Nutrition

**Friday February 21<sup>st</sup>** Reidsville Night at the Greensboro Swarm Game

**Next Full Board Meeting February 26<sup>th</sup> 12:00pm**