

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
September 23, 2020 @ 12:00pm
Zoom Virtual Call**

Welcome

Invocation

Consent Agenda

Executive Board Updates

Financial Reports

President's Report

Round Robin- Updates from each board member

ADJOURN

**Reidsville Chamber of Commerce
Consent Agenda
September 23, 2020**

- Minutes of August Meeting
- New Members/DROP Report

Reidsville Chamber of Commerce
Board of Directors Regular Meeting
August 26, 2020 @ 12:00pm
Zoom Virtual Call - Minutes

Present: Robbie Citty, Drew Barefoot, Donald Carter, Justin Dill, Kalynn Roland, Beth Smith, Robin Pegram, Roy Sawyers, Jessie Meador

Absent: Ross Apple, Kirk Smith, Anne Barham, Judy Neal, Matt Searce

Welcome- 12:09pm

Executive Board Updates – Due to the pandemic, the executive board felt that it would be hard to find, nominate and onboard new members for the director’s positions that were available. Motion (Robbie): To leave the current board of directors’ slate as is. Donald seconded; motion carried unanimously.

Financial Reports – EIDL Transfer report. Diane presented the information about the transfer of EIDL funds, based on the previous vote. Funds are to be transferred monthly for the expenditures of approved categories, salaries, utilities, etc. The executive board made the motion to transfer the funds as presented for July in the amount of \$10,752.02. Kalynn seconded, motion passed with a unanimous vote.

President’s Report – provided updates on the plans for virtual events for the remainder of the calendar year, grant projects and the candidates forum.

Round Robin- Updates from each board member

ADJOURN 1:06pm

Respectfully submitted, Diane Sawyer

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
January through August 2020

	Jan - Aug 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
7056 - Gift Card Program			
7056851 - Gift Card Program Expenses	-15,495.00		
7056 - Gift Card Program - Other	15,272.59		
Total 7056 - Gift Card Program	-222.41		
Revenues			
4030 - Rental Income	13,410.93	12,400.00	1,010.93
4010 - Membership Investments	33,230.47	48,000.00	-14,769.53
4020 - New Member Investment	5,872.40	5,666.68	205.72
Total Revenues	52,513.80	66,066.68	-13,552.88
4150 - Miscellaneous Income	104,900.00		
4180 - Visitor Center			
4181 - Visitor Center Expenses	-7,893.43		
4180 - Visitor Center - Other	20,838.98	22,000.00	-1,161.02
Total 4180 - Visitor Center	12,945.55	22,000.00	-9,054.45
7051 - Grasshoppers Night Income			
7051851 - Grasshoppers Night Expenses	-875.00		
7051 - Grasshoppers Night Income - Other	150.01		
Total 7051 - Grasshoppers Night Income	-724.99		
7052 - Greensboro Swarm Income			
7052851 - Greensboro Swarm Expenses	-1,782.44		
7052 - Greensboro Swarm Income - Other	2,343.17		
Total 7052 - Greensboro Swarm Income	560.73		
7000 - Division Income			
7015 - RDC Fundraising Income			
7015815 - RDC Fundraising Expenses	-3,322.64		
7015 - RDC Fundraising Income - Other	5,339.48		
Total 7015 - RDC Fundraising Income	2,016.84		
7100 - Affinity Program Income	322.40		
7049 - Beer Garden/WineTasting Income			
7049849 - BeerGarden/WineTasting Expenses	-750.00		
Total 7049 - Beer Garden/WineTasting Income	-750.00		
4170 - Chamber Champion	34,403.63	37,333.32	-2,929.69
4500 - Community Support	10,000.00	10,000.00	0.00
7010 - Promotional Adv. Sponsorships			
7011 - Logo Bag Sponsorship	2,262.49		
7010 - Promotional Adv. Sponsorships - Other	80.53		
Total 7010 - Promotional Adv. Sponsorships	2,343.02		
7020 - Staff Appreciation Luncheon			
7020820 - Staff Appreciation Expenses	0.00	-3,000.00	3,000.00
7020 - Staff Appreciation Luncheon - Other	250.00	3,000.00	-2,750.00
Total 7020 - Staff Appreciation Luncheon	250.00	0.00	250.00
7040 - 7040-Ice cream Social	250.00	-225.00	475.00
7042 - Breakfast With Santa			
7042842 - Breakfast With Santa Expenses	-1,096.75		
Total 7042 - Breakfast With Santa	-1,096.75		
7043 - Golf Tournament			
7043843 - Golf Tournament Expenses	0.00	15,000.00	-15,000.00
7043 - Golf Tournament - Other	0.00	-6,000.00	6,000.00
Total 7043 - Golf Tournament	0.00	9,000.00	-9,000.00
7046 - Business Showcase			
7046846 - Business Showcase expenses	-39.50	0.00	-39.50
7046 - Business Showcase - Other	1,512.92	0.00	1,512.92
Total 7046 - Business Showcase	1,473.42	0.00	1,473.42
7047 - Unity Breakfast			
7047847 - Unity Breakfast Expenses	-910.00		
7047 - Unity Breakfast - Other	890.00		
Total 7047 - Unity Breakfast	-20.00		
7094 - Annual Meeting			
7094894 - Annual Meeting Expenses	-1,114.01	-3,500.00	2,385.99
7094 - Annual Meeting - Other	1,363.50	3,500.00	-2,136.50
Total 7094 - Annual Meeting	249.49	0.00	249.49
7095 - Copier & Printing services	74.00		
7000 - Division Income - Other	145.84		
Total 7000 - Division Income	49,661.89	56,108.32	-6,446.43
Total Income	219,634.57	144,175.00	75,459.57
Gross Profit	219,634.57	144,175.00	75,459.57
Expense			
Bad Debt	196.25		
66900 - Reconciliation Discrepancies	1.93		
Insurance Expense (D&O)	341.60	900.00	-558.40
5000 - Salaries and Benefits			
5110 - Salaries			

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
January through August 2020

	Jan - Aug 20	Budget	\$ Over Budget
5115 - Temporary/Part-time	850.00		
5110 - Salaries - Other	59,372.49	88,449.24	-29,076.75
Total 5110 - Salaries	60,222.49	88,449.24	-28,226.75
5117 - Reimbursed Expenses	3,975.00	4,600.00	-625.00
5120 - Payroll Tax Expense	4,548.27	7,333.32	-2,785.05
5139 - Staff development & Training	286.00		
5140 - Retirement Plan	2,000.00	2,000.00	0.00
5160 - Staff Expenses	1,110.52		
5170 - Travel	182.87	333.32	-150.45
5171 - Meals	96.08	333.32	-237.24
5175 - Sales Commission	9,401.50	10,666.68	-1,265.18
5180 - Worker's Compensation Insurance	276.00	527.00	-251.00
5190 - Payroll Expenses	814.14	800.00	14.14
Total 5000 - Salaries and Benefits	82,912.87	115,042.88	-32,130.01
5200 - Occupancy Expenses			
5245 - Utilities	4,895.12	6,000.00	-1,104.88
5210 - Rent	3,654.00	4,176.00	-522.00
5240 - Telephone	2,552.78	2,533.32	19.46
5250 - Liability Insurance	2,164.00	2,000.00	164.00
Total 5200 - Occupancy Expenses	13,265.90	14,709.32	-1,443.42
5300 - Office Operations			
5310 - Office Supplies	452.23	666.64	-214.41
5315 - Supplies-other	333.09	666.64	-333.55
5320 - Postage	551.79	600.00	-48.21
5325 - Office support services	785.50	1,666.68	-881.18
5330 - Professional Services	756.86		
5335 - Computer Expense	202.87	500.00	-297.13
5370 - Lease and Service Contracts	1,960.24	1,966.68	-6.44
5220 - Maintenance agreements	595.59	1,166.68	-571.09
5340 - Dues and Subscriptions	694.90	1,166.68	-471.78
5380 - Bank Service Charges	1,208.90	500.00	708.90
5800 - Contingencies	654.50	1,652.00	-997.50
5300 - Office Operations - Other	3.21		
Total 5300 - Office Operations	8,199.68	10,552.00	-2,352.32
5400 - Membership Development			
5410 - Ambassadors	394.73	333.32	61.41
5440 - Advertising	1,250.00	2,000.00	-750.00
5450 - Luncheons & Meetings	388.81	1,166.68	-777.87
5490 - Website Expense	2,968.00	2,968.00	0.00
5400 - Membership Development - Other	3,930.90	1,666.68	2,264.22
Total 5400 - Membership Development	8,932.44	8,134.68	797.76
Total Expense	113,850.67	149,338.88	-35,488.21
Net Ordinary Income	105,783.90	-5,163.88	110,947.78
Net Income	<u>105,783.90</u>	<u>-5,163.88</u>	<u>110,947.78</u>

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
August 2020

Ordinary Income/Expense	Aug 20	Budget	\$ Over Budget	Totals for Aug 2020
Expense				
5000 - Salaries and Benefits				Transfer
5110 - Salaries	5,016.21	9,827.69	-4,811.48	\$7,270.29
5117 - Reimbursed Expenses	450.00	575.00	-125.00	
5120 - Payroll Tax Expense	375.30	916.67	-541.37	
5140 - Retirement Plan	250.00	250.00	0.00	
5160 - Staff Expenses	412.62			
5170 - Travel	0.00	41.67	-41.67	Current EIDL Balance
5171 - Meals	0.00	41.67	-41.67	\$90,147.98
5175 - Sales Commission	1,516.35	1,333.33	183.02	
5190 - Payroll Expenses	73.93	100.00	-26.07	
Total 5000 - Salaries and Benefits	8,094.41	13,086.03	-4,991.62	
5200 - Occupancy Expenses				Balance After Transfer
5245 - Utilities	25.85	750.00	-724.15	\$82,877.69
5210 - Rent	0.00	522.00	-522.00	
5240 - Telephone	336.58	316.67	19.91	
Total 5200 - Occupancy Expenses	362.43	1,588.67	-1,226.24	
5300 - Office Operations				
5310 - Office Supplies	32.09	83.34	-51.25	
5315 - Supplies-other	0.00	83.34	-83.34	
5320 - Postage	55.00	75.00	-20.00	
5325 - Office support services	0.00	208.33	-208.33	
5335 - Computer Expense	0.00	62.50	-62.50	
5370 - Lease and Service Contracts	245.03	245.83	-0.80	
5220 - Maintenance agreements	0.00	145.83	-145.83	
5340 - Dues and Subscriptions	12.95	145.83	-132.88	
5380 - Bank Service Charges	10.00	62.50	-52.50	
5800 - Contingencies	0.00	206.50	-206.50	
Total 5300 - Office Operations	355.07	1,319.00	-963.93	
5400 - Membership Development				
5410 - Ambassadors	0.00	41.67	-41.67	
5440 - Advertising	0.00	250.00	-250.00	
5450 - Luncheons & Meetings	0.00	145.83	-145.83	
5490 - Website Expense	371.00	371.00	0.00	
5400 - Membership Development - Other	350.00	208.33	141.67	
Total 5400 - Membership Development	721.00	1,016.83	-295.83	
Total Expense	9,532.91	17,010.53	-7,477.62	

Reidsville Chamber of Commerce
A/R Aging Summary
As of September 18, 2020

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
Wal-Mart	0.00	1,965.00	0.00	0.00	1,965.00	3,930.00	Membership
Carefree Merchant Processing	0.00	0.00	0.00	234.58	1,880.05	2,114.63	Mem/Sponsorship
Workforce Unlimited, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
WLC Forklift Services	0.00	0.00	0.00	0.00	1,425.00	1,425.00	Mem/Sponsorship
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	1,000.00	1,000.00	Mem/Sponsorship
Highlands Residential Mortgage	0.00	8.34	8.33	8.33	975.03	1,000.03	Mem/Sponsorship
Mpressed Mobile Dry Cleaners	0.00	0.00	0.00	0.00	775.00	775.00	Mem/Sponsorship
Love's Travel Stops	0.00	0.00	0.00	0.00	700.00	700.00	Sponsorship
First National Bank	0.00	646.25	0.00	0.00	646.25	1,292.50	Member/Sponsorship
Sam's Club #4996	0.00	0.00	0.00	630.00	630.00	1,260.00	DROP
Pelham Transportation Corporation	0.00	0.00	375.00	0.00	615.00	990.00	Membership/Sponsorship
Lucky City Brewing Cooperative	0.00	0.00	0.00	175.00	500.00	675.00	Membership/Sponsorship
RABCO Hauling and Grading	0.00	0.00	0.00	0.00	500.00	500.00	Sponsorship
Woodforest National Bank	0.00	0.00	0.00	0.00	500.00	500.00	Sponsorship
Foster's Grill	0.00	0.00	0.00	0.00	450.00	450.00	Sponsorship
Smith-Carolina Corporation	0.00	0.00	0.00	0.00	450.00	450.00	Membership
Martin Marietta Aggregates	0.00	0.00	0.00	0.00	350.00	350.00	Membership
Biomat USA Inc.	0.00	43.75	0.00	0.00	262.52	306.27	DROP
Sanitary Cafe	0.00	0.00	0.00	0.00	262.50	262.50	Membership
Health Insurance Plans Plus Online	0.00	0.00	175.00	0.00	250.32	425.32	Member/Sponsorship
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Domino's Pizza, Reidsville	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Harrell's Waterproofing, Inc.	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Plantation Golf Club	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Smiles Dental Studios, LLC	0.00	0.00	0.00	0.00	240.00	240.00	Membership
Wray Concrete	0.00	0.00	0.00	0.00	240.00	240.00	Membership
ALEF Behavioral Group, LLC	0.00	0.00	0.00	0.00	239.99	239.99	Membership
El Parral Mexican Restaurant	0.00	0.00	0.00	0.00	220.00	220.00	Membership
Paychex	0.00	0.00	0.00	0.00	200.00	200.00	Membership
Graphic Solutions	0.00	0.00	0.00	0.00	195.00	195.00	Membership
P&C Mobile Detailing	0.00	25.00	25.00	43.75	181.25	275.00	Membership
Beau La Vie Event Venue	0.00	87.50	0.00	0.00	175.00	262.50	Membership
Affordable Furniture	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Alcorn's Custom Woodworking, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership
American Cancer Society	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Bethany Community Middle School	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Cambio	0.00	0.00	0.00	0.00	175.00	175.00	Membership
CaterFest Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Child Evangelism Fellowship of the Greates	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Danville Braves	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Direct Auto Insurance	0.00	0.00	0.00	0.00	175.00	175.00	Membership
EARTH Management	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Fat Mac's Backyard BBQ	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Fine Arts Festival Association of Rocking	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Freeway Automotive, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Hale Automotive, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Images by Autumn-Autumn Hollifield Photog	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Jimmy Depalma Entertainment	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Keller Williams Realty-Benny Benhammou	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Kelly Office Solutions	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Lamar Outdoor Advertisement	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Lia Welty Realtor/Broker Allen Tate Gree	0.00	0.00	0.00	0.00	175.00	175.00	DROP
Orion Photography	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Reidsville Precision Machine, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Remancenter, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Rockingham County Theater Group	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Round About Way, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Sandy Cross GM	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Scales Street Music, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Sree Krishna, LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Tate's Lawn Care	0.00	0.00	0.00	0.00	175.00	175.00	DROP
The Massage Spot at Studio 29 North	0.00	0.00	0.00	0.00	175.00	175.00	Membership
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Tiger Force Mixed Martial Arts LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Top Hat Cleaners	0.00	0.00	0.00	0.00	175.00	175.00	Membership
UMAR, Art on Scales	0.00	0.00	0.00	0.00	175.00	175.00	Membership
Sip Coffee House	0.00	0.00	0.00	43.75	173.75	217.50	Membership
Amigo's Paint LLC	0.00	43.75	0.00	0.00	156.25	200.00	Membership
Royalty Health & Wellness, P.C.	0.00	151.25	151.25	151.25	151.25	605.00	Membership
GCRF Events and Custom Creations	0.00	0.00	43.75	0.00	131.00	174.75	Membership
Weez Beez Bees	0.00	0.00	0.00	0.00	120.00	120.00	Membership
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	100.00	0.00	0.00	99.00	199.00	Membership
Rodan & Fields- Stephanie Ellington	0.00	0.00	0.00	0.00	99.00	99.00	Membership
Dang Delicious	0.00	87.50	0.00	0.00	87.50	175.00	DROP
Keller Williams - Laura Rippey	0.00	87.50	0.00	0.00	87.50	175.00	Membership
Somebody's Gotta Do It Cleaning Services,	0.00	0.00	0.00	0.00	87.50	87.50	Membership
Final Touch Cleaning Services, LLC	0.00	0.00	43.75	0.00	86.25	130.00	Membership
Reidsville Tigers	0.00	0.00	43.75	0.00	85.75	129.50	Membership
Mumbo Jumbo Imports	0.00	20.00	20.00	20.00	80.00	140.00	Membership
Eclectic Visions Art Co.	0.00	0.00	0.00	68.75	71.88	140.63	Membership
Through the Looking Glass Photography by	0.00	0.00	0.00	48.75	48.75	97.50	Membership

Reidsville Chamber of Commerce
A/R Aging Summary
As of September 18, 2020

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
Briar Creek Farm	0.00	0.00	5.00	0.00	48.75	53.75	Membership
North Star Driving School	0.00	14.58	14.59	14.58	48.74	92.49	Membership
Elevated Environmental Corporation	0.00	43.75	0.00	0.00	43.75	87.50	Membership
Kelly's Kitchen, LLC	0.00	0.00	0.00	43.75	41.25	85.00	Membership
House to Home Movers LLC	0.00	0.00	0.00	43.75	39.18	82.93	Membership
Carmart of Reidsville	0.00	0.00	0.00	0.00	37.50	37.50	Membership
Furniture Showroom	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Heafner Knives, LLC	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Southeastern Data Comm, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	Membership
Bojangles	0.00	537.50	0.00	0.00	0.02	537.52	
Downtown Dog House	0.00	0.00	0.00	0.00	0.01	0.01	
Garcia Fence Inc.	0.00	0.00	0.00	340.00	0.00	340.00	
Jennifer Marie Warren, LMBT	0.00	0.00	0.00	175.00	0.00	175.00	
Toymakerz LLC	0.00	0.00	0.00	175.00	0.00	175.00	
Terowa Fashion	0.00	0.00	0.00	125.00	0.00	125.00	
Triad Behavioral Resources	0.00	0.00	0.00	120.00	0.00	120.00	
New Vision Therapy, PLLC	0.00	0.00	0.00	87.50	0.00	87.50	
Bayberry Retirement Inn	0.00	0.00	0.00	43.75	0.00	43.75	
ReMax Blue Sky	0.00	375.00	0.00	0.00	0.00	375.00	
Biscuitville	0.00	350.00	0.00	0.00	0.00	350.00	
Little Angel's Child Development Center	0.00	240.00	0.00	0.00	0.00	240.00	
Moore's Electrical and Mechanical	0.00	240.00	240.00	0.00	0.00	480.00	
All About Smiles	0.00	175.00	0.00	0.00	0.00	175.00	
Cricket Wireless	0.00	175.00	0.00	0.00	0.00	175.00	
Screen Print Plus	0.00	175.00	0.00	0.00	0.00	175.00	
Shamrock Shredding	0.00	175.00	0.00	0.00	0.00	175.00	
Theatre Guild of Rockingham County	0.00	175.00	0.00	0.00	0.00	175.00	
Vocational Rehabilitation Services	0.00	175.00	0.00	0.00	0.00	175.00	
City of Refuge Ministries Int'l Inc (CORM	0.00	85.00	0.00	0.00	0.00	85.00	
Scoble, Terresia E.	0.00	85.00	0.00	0.00	0.00	85.00	
Hometown Auto Group	0.00	55.55	0.00	0.00	0.00	55.55	
B & G Glass	0.00	43.75	0.00	0.00	0.00	43.75	
Clean Solutions	0.00	20.00	0.00	0.00	0.00	20.00	
Go Far Travels - Madonna Setliff	0.00	20.00	0.00	0.00	0.00	20.00	
Kiwanis Club of Reidsville	0.00	10.00	175.00	0.00	0.00	185.00	
Short Sugar's Drive-In	25.00	0.00	0.00	0.00	0.00	25.00	
Fursty's Restaurant	0.00	0.00	175.00	0.00	0.00	175.00	
Goodwill Industries of Central NC	0.00	0.00	0.00	0.00	0.00	0.00	
Joyner Body Shop	0.00	0.00	175.00	0.00	0.00	175.00	
Manitou Auctions	0.00	0.00	175.00	0.00	0.00	175.00	
Masonry Construction Services of NC, Inc.	0.00	0.00	175.00	0.00	0.00	175.00	
McMichael, Kimberly	0.00	0.00	85.00	0.00	0.00	85.00	
Triad Telecom, Inc.	0.00	0.00	175.00	0.00	0.00	175.00	
WGSR TV 47.1 Star News	0.00	0.00	350.00	0.00	0.00	350.00	
Car Needs	0.00	0.00	0.00	-25.00	0.00	-25.00	
Aflac Benefits Advisor- Walter Michael	0.00	175.00	-0.02	0.00	-0.01	174.97	
Oakhaven Properties, LLC	0.00	0.00	0.00	-20.82	-0.01	-20.83	
Donut House, The	0.00	0.00	0.00	43.75	-0.25	43.50	
Thirty One Gifts- April Garris	0.00	0.00	99.00	0.00	-1.00	98.00	
TOTAL	25.00	6,610.97	2,729.40	2,590.42	24,796.22	36,752.01	