

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
December 16th @ 12:00pm
Zoom Virtual Call**

Welcome

Invocation

President's Report

- **Membership Report**
- **Financial Reports**
- **Directory**

Executive Board Updates:

- **Capital Improvements Update**
- **Community Updates**
 - **City of Reidsville**
 - **RCS**
 - **RCC**

Round Robin- Updates from each board member

ADJOURN

October 2020 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Danville Braves	5/1/2019	\$175.00	3/2/2020	Business Closed
Days Inn Reidsville	8/8/2006	\$175.00	8/28/2019	Business was sold
EARTH Management	3/8/2018	\$175.00	2/1/2019	Cannot be active at this time
Fat Mac's Backyard BBQ	10/19/2017	\$175.00	3/25/2019	Cannot afford dues
Foothills of NC, LLC	11/13/2019	\$175.00	11/11/2019	Business Closed
Furniture Showroom	11/8/2011	\$20.00	5/19/2020	Per Customer Request
Health Insurance Plans Plus Online	9/19/2016	\$175.00	8/3/2020	Cannot afford dues
JF Resellers	2/7/2020	\$175.00	5/8/2020	Business Closed
Joyner Body Shop		\$175.00	10/15/2019	Non Payment
P&C Mobile Detailing	11/15/2018	\$275.00	10/6/2019	Non Payment
Plantation Golf Club	5/1/2004	\$195.00	5/24/2019	Non Payment
Remancenter, Inc.	6/14/2017	\$175.00	5/9/2019	Per Customer Request
Smiles Dental Studios, LLC	6/16/2017	\$240.00	5/10/2019	Cannot afford dues
Sree Krishna, LLC	6/4/2020	\$175.00	6/8/2020	Non Payment
Studio 29 North Salon and Spa	10/31/2017	\$20.00	11/12/2019	Business was sold
UMAR, Art on Scales	1/13/2011	\$175.00	1/14/2019	Cannot afford dues
UMAR, Reidsville Arts	1/13/2011	\$20.00	2/24/2020	Cannot afford dues
Weez Beez Bees	6/16/2017	\$120.00	5/10/2019	Cannot afford dues
Total		\$2,815.00		
YTD Total		\$13,504.00		

New Members

Company	Joined	Membership Dues		
Keller Williams-Kara Davenport	10/26/2020	\$175.00		
Coates Collectibles and Antiques	11/20/2020	\$175.00		
Mirrors Beauty Studio	11/20/2020	\$175.00		
Carolina Cafe	11/21/2020	\$175.00		
Edward Jones - Geoffrey Haigler	12/1/2020	\$175.00		
Old North State League Inc.	12/1/2020	\$175.00		
CDI Logistics	12/8/2020	\$195.00		
Thrift Shack	12/9/2020	\$175.00		
Office of Congressman Patrick McHenry	12/10/2020	\$175.00		
Southern Spirits	12/14/2020	\$175.00		
Reids Computer Sales and Service	12/15/2020	\$175.00		
Total		\$1,945.00		
YTD Total		\$11,543.00		

	<u>Oct 20</u>	<u>Oct Budget</u>	<u>\$ Over Budget</u>	<u>Totals for Oct 2020</u>
Ordinary Income/Expense				
5000 · Salaries and Benefits				
5110 · Salaries	5,952.71	9,827.69	-3,874.98	Transfer
5117 · Reimbursed Expenses	450.00	575.00	-125.00	
5120 · Payroll Tax Expense	447.49	916.67	-469.18	\$9,354.26
5140 · Retirement Plan	250.00	250.00	0.00	Current EIDL Balance
5160 · Staff Expenses	187.54			
5170 · Travel	0.00	41.67	-41.67	\$71,337.74
5171 · Meals	0.00	41.67	-41.67	
5175 · Sales Commission	1,753.74	1,333.33	420.41	Balance After Transfer
5180 · Worker's Compensation Ins	66.00	0.00	66.00	
5190 · Payroll Expenses	90.68	100.00	-9.32	\$61,983.48
5200 · Occupancy Expenses	9,198.16	13,086.03	-3,887.87	
5245 · Utilities	678.32	750.00	-71.68	\$61,983.48
5210 · Rent	522.00	522.00	0.00	
To 5240 · Telephone	543.91	316.67	227.24	
5300 · Office Operations	1,744.23	1,588.67	155.56	
5310 · Office Supplies	41.42	83.34	-41.92	
5315 · Supplies-other	0.00	83.34	-83.34	
5320 · Postage	62.50	75.00	-12.50	
5325 · Office support services	28.50	208.33	-179.83	
5335 · Computer Expense	0.00	62.50	-62.50	
5370 · Lease and Service Contract	245.03	245.83	-0.80	
5220 · Maintenance agreements	7.07	145.83	-138.76	
5340 · Dues and Subscriptions	455.61	145.83	309.78	
5380 · Bank Service Charges	242.30	62.50	179.80	
To 5800 · Contingencies	0.00	206.50	-206.50	
5400 · Membership Development	1,082.43	1,319.00	-236.57	
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	1,056.44	371.00	685.44	
To 5400 · Membership Development	600.00	208.33	391.67	
	<u>1,656.44</u>	<u>1,016.83</u>	<u>639.61</u>	
	<u>13,681.26</u>	<u>17,010.53</u>	<u>-3,329.27</u>	

Ordinary Income/Expense	Nov 20	\$ Over Budget	Totals for Nov 2020	
5000 · Salaries and Benefits			Transfer	
5110 · Salaries			20,003.42	
5115 · Temporary/Part-time	2,030.00			
5110 · Salaries - Other	7,480.21	9,827.69	-2,347.48	
Total 5110 · Salaries	9,510.21	9,827.69	-317.48	
5117 · Reimbursed Expenses	450.00	575.00	-125.00	
5120 · Payroll Tax Expense	7,030.32	916.67	6,113.65	
5140 · Retirement Plan	250.00	250.00	0.00	
5160 · Staff Expenses	77.72			
5170 · Travel	0.00	41.67	-41.67	
Total 5000 · Sal	5171 · Meals	21.50	41.67	-20.17
5200 · Occupan	5175 · Sales Commission	1,868.32	1,333.33	534.99
	5190 · Payroll Expenses	85.86	100.00	-14.14
		19,293.93	13,086.03	6,207.90
Total 5200 · Oc	5245 · Utilities	628.76	750.00	-121.24
5300 · Office O	5210 · Rent	522.00	522.00	0.00
	5240 · Telephone	443.81	316.67	127.14
		1,594.57	1,588.67	5.90
	5310 · Office Supplies	38.51	83.34	-44.83
	5315 · Supplies-other	0.00	83.34	-83.34
	5320 · Postage	340.65	75.00	265.65
	5325 · Office support services	0.00	208.33	-208.33
	5335 · Computer Expense	79.52	62.50	17.02
	5370 · Lease and Service Contract	245.03	245.83	-0.80
	5220 · Maintenance agreements	195.64	145.83	49.81
Total 5300 · Off	5340 · Dues and Subscriptions	12.95	145.83	-132.88
5400 · Member	5380 · Bank Service Charges	-490.00	62.50	-552.50
	5800 · Contingencies	0.00	206.50	-206.50
		422.30	1,319.00	-896.70
	5410 · Ambassadors	0.00	41.67	-41.67
	5440 · Advertising	0.00	250.00	-250.00
Total 5400 · Me	5450 · Luncheons & Meetings	0.00	145.83	-145.83
	5490 · Website Expense	1,056.44	371.00	685.44
	5400 · Membership Development	150.00	208.33	-58.33
		1,206.44	1,016.83	189.61
		22,517.24	17,010.53	5,506.71

Transfer
20,003.42

Current EIDL Balance
\$61,983.48

Balance After Transfer
\$41,980.06

Reidsville Chamber of Commerce
A/R Aging Summary
As of December 15, 2020

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL		Notes
Wal-Mart	0.00	0.00	0.00	0.00	3,930.00	3,930.00	Membership	Payment Promised
Carefree Merchant Processing	0.00	234.59	151.25	151.25	2,015.88	2,552.97	Membership & Sponsorship	Payment Promised
Workforce Unlimited, LLC	0.00	0.00	0.00	0.00	1,675.00	1,675.00	Membership & Sponsorship	Payment Promised
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	1,000.00	1,000.00	Membership & Sponsorship	
Pelham Transportation Corporation	0.00	0.00	375.00	0.00	990.00	1,365.00	Membership & Sponsorship	Payment Promised
Mpressed Mobile Dry Cleaners	0.00	0.00	0.00	0.00	775.00	775.00	Membership & Sponsorship	Payment Promised
Lucky City Brewing Cooperative	0.00	0.00	0.00	0.00	675.00	675.00	Membership & Sponsorship	Payment Promised
First National Bank	0.00	0.00	0.00	0.00	646.25	646.25	Membership & Sponsorship	Payment Promised
Royalty Health & Wellness, P.C.	0.00	151.25	151.25	151.25	605.00	1,058.75	Membership & Sponsorship	Payment Promised
Highlands Residential Mortgage	0.00	8.34	8.33	183.33	500.03	700.03	Membership & Sponsorship	Payment Promised
Smith-Carolina Corporation	0.00	0.00	0.00	0.00	450.00	450.00	Membership	Payment Promised
Garcia Fence Inc.	0.00	0.00	0.00	0.00	340.00	340.00	Membership	Payment Promised
Love's Travel Stops	0.00	0.00	0.00	0.00	300.00	300.00	Sponsorship	
WLC Forklift Services	0.00	0.00	0.00	0.00	300.00	300.00	Membership	Payment Promised
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	Payment Promised
Harrell's Waterproofing, Inc.	0.00	0.00	0.00	0.00	240.00	240.00	Membership	Payment Promised
Wray's Concrete	0.00	0.00	240.00	0.00	240.00	480.00	Membership	Payment Promised
Sip Coffee House	0.00	0.00	0.00	43.75	217.50	261.25	Membership	Payment Promised
Amigo's Paint LLC	0.00	43.75	0.00	0.00	200.00	243.75	Membership	
Paychex	0.00	0.00	0.00	0.00	200.00	200.00	Membership	Payment Promised
Graphic Solutions	0.00	0.00	0.00	0.00	195.00	195.00	Membership	Payment Promised
Alcorn's Custom Woodworking, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership	
All About Smiles	0.00	0.00	0.00	0.00	175.00	175.00	Membership	Payment Promised
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	
CaterFest Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership	
Cricket Wireless	0.00	0.00	0.00	0.00	175.00	175.00	Membership	Payment Promised
Direct Auto Insurance	0.00	0.00	0.00	0.00	175.00	175.00	Membership	
Fursty's Restaurant	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	
Keller Williams - Laura Rippey	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	
Masonry Construction Services of NC, Inc.	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	Payment Promised
Scales Street Music, Inc.	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	
Toymakerz LLC	0.00	0.00	0.00	0.00	175.00	175.00	Membership	Payment Promised
Triad Telecom, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	Membership	Payment Promised
GCRF Events and Custom Creations	0.00	0.00	43.75	0.00	174.75	218.50		
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	87.50	150.00	237.50	Making Payments	
Eclectic Visions Art Co.	0.00	0.00	0.00	68.75	140.63	209.38		
Mumbo Jumbo Imports	0.00	20.00	20.00	20.00	140.00	200.00		
Final Touch Cleaning Services, LLC	0.00	0.00	43.75	0.00	130.00	173.75		
Triad Behavioral Resources	0.00	0.00	0.00	0.00	120.00	120.00		
Terowa Fashion	0.00	0.00	0.00	0.00	100.00	100.00		
Through the Looking Glass Photography by	0.00	0.00	0.00	48.75	97.50	146.25		
Elevated Environmental Corporation	0.00	43.75	0.00	0.00	87.50	131.25		
Sanitary Cafe	0.00	87.50	0.00	0.00	87.50	175.00		
Somebody's Gotta Do It Cleaning Services,	0.00	0.00	43.75	0.00	87.50	131.25		

Reidsville Chamber of Commerce
A/R Aging Summary
As of December 15, 2020

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Notes
Kelly's Kitchen, LLC	0.00	0.00	0.00	43.75	85.00	128.75	
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	62.50	62.50	
Carmart of Reidsville	0.00	0.00	0.00	0.00	37.50	37.50	
Cafe 99	0.00	0.00	0.00	0.00	20.00	20.00	
Clean Solutions	0.00	0.00	0.00	0.00	20.00	20.00	
Go Far Travels - Madonna Setliff	0.00	0.00	0.00	0.00	20.00	20.00	
Rippey's Advertising Answers	0.00	0.00	0.00	0.00	20.00	20.00	
Downtown Dog House	0.00	0.00	0.00	0.00	0.01	0.01	
Albaad USA, Inc.	0.00	264.41	0.00	0.00	0.00	264.41	
Alleviation Massage	0.00	0.00	43.75	0.00	0.00	43.75	
Allstate	0.00	141.25	16.25	0.00	0.00	157.50	
American Partners Federal Credit Union	0.00	400.00	0.00	0.00	0.00	400.00	
Amos Welding & Machine	0.00	0.00	175.00	0.00	0.00	175.00	
Annie Penn Hospital	7,500.00	0.00	0.00	0.00	0.00	7,500.00	
Aspen by Rachel Rakes	0.00	0.00	0.00	43.75	0.00	43.75	
AT&T Authorized Retailer	0.00	400.00	0.00	0.00	0.00	400.00	
Baber Travel, LLC.	0.00	0.00	0.00	175.00	0.00	175.00	
Bayberry Retirement Inn	0.00	-43.75	0.00	0.00	0.00	-43.75	
BB&T	0.00	350.00	0.00	0.00	0.00	350.00	
Belk	0.00	295.00	0.00	0.00	0.00	295.00	
Betsy-Jeff Penn 4-H Center	0.00	240.00	0.00	0.00	0.00	240.00	
Brookdale Reidsville	0.00	545.00	0.00	0.00	0.00	545.00	
Carolina Veterinary Assistance & Adoption	0.00	0.00	0.00	0.00	0.00	0.00	
Carter Bank And Trust	0.00	295.00	0.00	0.00	0.00	295.00	
Celtic Fringe, The	0.00	175.00	0.00	0.00	0.00	175.00	
Chandler Concrete Company	0.00	295.00	0.00	0.00	0.00	295.00	
City of Reidsville	0.00	22,050.00	0.00	0.00	0.00	22,050.00	Payment Promised
Cole, Nelson	0.00	40.00	0.00	0.00	0.00	40.00	
CTT Productions, LLC	0.00	14.59	14.58	-14.58	0.00	14.59	
Days Inn by Wyndham Reidsville	0.00	0.00	0.00	0.00	0.00	0.00	
Donut House, The	0.00	0.00	0.00	43.75	0.00	43.75	
Duke Energy	0.00	585.00	0.00	0.00	0.00	585.00	
DyStar L.P.	0.00	660.00	0.00	0.00	0.00	660.00	
Eden Jewelry	0.00	0.00	175.00	0.00	0.00	175.00	
Farm Bureau Insurance	0.00	0.00	2,000.00	0.00	0.00	2,000.00	Payment Promised
First Citizens Bank	0.00	240.00	0.00	0.00	0.00	240.00	
Goodwill Industries of Central NC	0.00	175.00	0.00	0.00	0.00	175.00	
Health Insurance Plans Plus Online	0.00	0.00	-124.68	0.00	0.00	-124.68	
Herbalife-Independent Member Johnetta Cha	0.00	0.00	0.00	99.00	0.00	99.00	
Hicks Insurance Group	0.00	175.00	0.00	0.00	0.00	175.00	
Holiday Inn Express Hotel & Suites	0.00	0.00	0.00	0.00	0.00	0.00	
Hometown Auto Group	0.00	166.67	166.67	0.00	0.00	333.34	
House to Home Movers LLC	0.00	0.00	0.00	39.18	0.00	39.18	
Hutchens Rentz-Eden Oil Company	0.00	350.00	0.00	0.00	0.00	350.00	
Keller Williams-Kara Davenport	0.00	175.00	0.00	0.00	0.00	175.00	
Lot 2540 Inc.	0.00	0.00	0.00	175.00	0.00	175.00	
Martin Marietta Aggregates	0.00	350.00	0.00	0.00	0.00	350.00	
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	100.00	0.00	0.00	0.00	100.00	
McAlister Oil Company	0.00	240.00	0.00	0.00	0.00	240.00	
MGA Marketing & Web Design	0.00	175.00	0.00	0.00	0.00	175.00	
NC 100	0.00	0.00	175.00	0.00	0.00	175.00	

Reidsville Chamber of Commerce
A/R Aging Summary
As of December 15, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>	Notes
Pennrose Automotive Group, LLC	0.00	0.00	0.00	195.00	0.00	195.00	
Pennrose Park Country Club	0.00	175.00	0.00	0.00	0.00	175.00	
Piedmont Natural Gas	0.00	400.00	0.00	0.00	0.00	400.00	
Piedmont Triad Insurance	0.00	0.00	0.00	175.00	0.00	175.00	
Pizza Hut of Reidsville	0.00	350.00	0.00	0.00	0.00	350.00	
PM Harrison Electric Company	0.00	0.00	0.00	0.00	0.00	0.00	
Realty ONE Group Results, Jean Ann Wood	0.00	0.00	175.00	0.00	0.00	175.00	
Reids Computer Sales and Service	175.00	0.00	0.00	0.00	0.00	175.00	
Reidsville Chamber of Commerce	0.00	0.00	0.00	0.00	0.00	0.00	
Reidsville Downtown Corporation	0.00	175.00	0.00	0.00	0.00	175.00	
Reidsville Orthodontics	0.00	200.00	0.00	0.00	0.00	200.00	
Rockingham Community College	0.00	0.00	0.00	50.00	0.00	50.00	
Rockingham County Economic & Tourism Deve	0.00	0.00	500.00	0.00	0.00	500.00	
Rockingham Office Machines, Inc.	0.00	0.00	0.00	175.00	0.00	175.00	
Sherwin Williams Co.	0.00	175.00	0.00	0.00	0.00	175.00	
Southeastern Data Comm, Inc.	0.00	0.00	0.00	20.00	0.00	20.00	
Southern Spirits	0.00	175.00	0.00	0.00	0.00	175.00	
Subway Sandwich Shop	0.00	240.00	0.00	0.00	0.00	240.00	
Tarheel Basement Systems	0.00	175.00	0.00	0.00	0.00	175.00	
Tarheel Media Solutions	0.00	175.00	0.00	0.00	0.00	175.00	
Thrift Shack	0.00	175.00	0.00	0.00	0.00	175.00	
Tractor Supply Company	0.00	240.00	0.00	0.00	0.00	240.00	
Trent Capital Management, Inc.	0.00	175.00	0.00	0.00	0.00	175.00	
United Way of Rockingham County	0.00	175.00	0.00	0.00	0.00	175.00	
ValleyStar Credit Union	0.00	175.00	0.00	0.00	0.00	175.00	
Vicky W. Alston	0.00	0.00	85.00	0.00	0.00	85.00	
TOTAL	7,675.00	32,622.35	4,478.65	1,974.43	20,705.05	67,455.48	

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

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
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	<u>-222.41</u>		
Revenues			
4030 · Rental Income	18,647.25	17,050.00	1,597.25
4010 · Membership Investments	47,509.17	66,000.00	-18,490.83
4020 · New Member Investment	7,147.57	7,791.67	-644.10
Total Revenues	<u>73,303.99</u>	<u>90,841.67</u>	<u>-17,537.68</u>
4150 · Miscellaneous Income	104,900.00		
4180 · Visitor Center			
4181 · Visitor Center Expenses	-10,218.42		
4180 · Visitor Center - Other	20,838.98	22,000.00	-1,161.02
Total 4180 · Visitor Center	<u>10,620.56</u>	<u>22,000.00</u>	<u>-11,379.44</u>
7051 · Grasshoppers Night Income			
7051851 · Grasshoppers Night Expenses	-875.00		
7051 · Grasshoppers Night Income - Other	250.02		
Total 7051 · Grasshoppers Night Income	<u>-624.98</u>		
7052 · Greensboro Swarm Income			
7052851 · Greensboro Swarm Expenses	-1,782.44		
7052 · Greensboro Swarm Income - Other	2,343.17		
Total 7052 · Greensboro Swarm Income	<u>560.73</u>		
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	<u>2,016.84</u>		
7100 · Affinity Program Income	2,766.74		
7049 · Beer Garden/WineTasting Income			
7049849 · BeerGarden/WineTasting Expenses	<u>-750.00</u>		

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

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Total 7049 - Beer Garden/WineTasting Income	-750.00		
4170 - Chamber Champion	39,864.22	51,333.33	-11,469.11
4500 - Community Support	10,000.00	10,000.00	0.00
7010 - Promotional Adv. Sponsorships			
7013 - Website Enhanced Listing	1.88		
7011 - Logo Bag Sponsorship	2,390.10		
7010810 - Promotional Adv. Spon Expenses	-1,466.37		
7010 - Promotional Adv. Sponsorships - Other	3,020.97		
Total 7010 - Promotional Adv. Sponsorships	3,946.58		
7020 - Staff Appreciation Luncheon			
7020820 - Staff Appreciation Expenses	0.00	-3,000.00	3,000.00
7020 - Staff Appreciation Luncheon - Other	422.58	3,000.00	-2,577.42
Total 7020 - Staff Appreciation Luncheon	422.58	0.00	422.58
7040 - 7040-Ice cream Social	250.00	-225.00	475.00
7041 - Fundraising-Building fund			
7041841 - Fundraising Expenses-Bldg Fd	-18,565.96		
Total 7041 - Fundraising-Building fund	-18,565.96		
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	50.00	-6,000.00	6,050.00
Total 7043 - Golf Tournament	50.00	9,000.00	-8,950.00
7045 - Seminar	1,038.48		
7046 - Business Showcase			
7046846 - Business Showcase expenses	-539.50	-8,500.00	7,960.50
7046 - Business Showcase - Other	2,628.32	12,000.00	-9,371.68
Total 7046 - Business Showcase	2,088.82	3,500.00	-1,411.18
7047 - Unity Breakfast			
7047847 - Unity Breakfast Expenses	-910.00		
7047 - Unity Breakfast - Other	890.00		

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

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
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	1,388.50	3,500.00	-2,111.50
Total 7094 - Annual Meeting	274.49	0.00	274.49
7095 - Copier & Printing services	100.00		
7000 - Division Income - Other	208.34		
Total 7000 - Division Income	42,594.38	73,608.33	-31,013.95
Total Income	231,132.27	186,450.00	44,682.27
Gross Profit	231,132.27	186,450.00	44,682.27
Expense			
Bad Debt	196.25		
66900 - Reconciliation Discrepancies	1.93		
Insurance Expense (D&O)	602.80	900.00	-297.20
5000 - Salaries and Benefits			
5110 - Salaries			
5115 - Temporary/Part-time	2,880.00		
5110 - Salaries - Other	78,047.37	117,932.31	-39,884.94
Total 5110 - Salaries	80,927.37	117,932.31	-37,004.94
5117 - Reimbursed Expenses	5,325.00	6,325.00	-1,000.00
5120 - Payroll Tax Expense	12,419.26	10,083.33	2,335.93
5139 - Staff development & Training	286.00		
5140 - Retirement Plan	2,750.00	2,750.00	0.00
5160 - Staff Expenses	1,588.34		
5170 - Travel	182.87	458.33	-275.46
5171 - Meals	117.58	458.33	-340.75
5175 - Sales Commission	15,588.19	14,666.67	921.52
5180 - Worker's Compensation Insurance	342.00	527.00	-185.00
5190 - Payroll Expenses	1,070.88	1,100.00	-29.12
Total 5000 - Salaries and Benefits	120,597.49	154,300.97	-33,703.48
5200 - Occupancy Expenses			
5245 - Utilities	8,161.64	8,250.00	-88.36

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

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5210 · Rent	5,742.00	5,742.00	0.00
5240 · Telephone	3,877.24	3,483.33	393.91
5250 · Liability Insurance	2,164.00	2,000.00	164.00
Total 5200 · Occupancy Expenses	19,944.88	19,475.33	469.55
5300 · Office Operations			
5310 · Office Supplies	532.16	916.66	-384.50
5315 · Supplies-other	333.09	916.66	-583.57
5320 · Postage	1,015.74	825.00	190.74
5325 · Office support services	814.00	2,291.67	-1,477.67
5330 · Professional Services	756.86		
5335 · Computer Expense	282.39	687.50	-405.11
5370 · Lease and Service Contracts	2,695.33	2,704.17	-8.84
5220 · Maintenance agreements	798.30	1,604.17	-805.87
5340 · Dues and Subscriptions	1,176.41	1,604.17	-427.76
5380 · Bank Service Charges	1,211.56	687.50	524.06
5800 · Contingencies	654.50	2,271.50	-1,617.00
5300 · Office Operations - Other	3.21		
Total 5300 · Office Operations	10,273.55	14,509.00	-4,235.45
5400 · Membership Development			
5410 · Ambassadors	394.73	458.33	-63.60
5440 · Advertising	1,250.00	2,750.00	-1,500.00
5450 · Luncheons & Meetings	388.81	1,604.17	-1,215.36
5490 · Website Expense	6,137.32	4,081.00	2,056.32
5400 · Membership Development - Other	4,780.90	2,291.67	2,489.23
Total 5400 · Membership Development	12,951.76	11,185.17	1,766.59
Total Expense	164,568.66	200,370.47	-35,801.81
Net Ordinary Income	66,563.61	-13,920.47	80,484.08
Net Income	66,563.61	-13,920.47	80,484.08