

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
February 24, 2021 @ 12:00pm
Zoom Virtual Call**

Welcome

Invocation

Consent Agenda

President's Report

- **Financial Reports**
- **Chamber Champions**
- **Directory**
- **Annual Awards**
- **Upcoming Events**

Executive Board Updates:

- **Capital Improvements Update**

City of Reidsville

Round Robin- Updates from each board member

ADJOURN

Reidsville Chamber of Commerce
Consent Agenda
January 27, 2021

- Minutes of January 27, 2021 Board Meeting
- New Members/DROP Report
- Member of the month

Reidsville Chamber of Commerce
Board of Directors Regular Meeting Minutes
January 27, 2021 @ 12:00pm
Zoom Virtual Call - Minutes

Present: Robbie Citty, Beth Smith, Roy Sawyers, Judy Neal, Matt Searce, Patience Evans, Kalynn Roland, Jeff Gartska

Absent: Ross Apple, Drew Barefoot, Justin Dill, Donald Carter, Jessie Meador, Robin Pegram, Kirk Smith

Welcome- 12:05pm

Consent Agenda: Motion to approve: Kalynn Roland Second: Roy Sawyers. Motion Carries. (*pending vote by proxy via email)

City Report: Jeff Reported that the process for the new City Manager was underway. There was a fire that destroyed a downtown business and hurt several others. Investigation underway. There will be a community forum hosted on February 4th at 6pm for the Depot District.

Diane went over all the report for the EOY Budget, the AR report and the new budget.

Motion to approve new budget for FY 2021: Kalynn Roland. Second: Patience Evans. Motion Carries. (*pending vote by proxy via email)

ADJOURN 12:57pm

Respectfully submitted, Diane Sawyer

January 2021 - Membership Report

Drop Members				
Company	Joined	Membership Dues	Last Payment Received	Reason
Subway Sandwich Shop		\$99.00	12/18/2019	Cannot afford dues at this time
American Cancer Society	3/2/2007	\$175.00	5/8/2019	Non Payment
Fursty's Restaurant	9/15/2010	\$20.00	5/8/2019	Per Customer Request
Mpressed Mobile Dry Cleaners	3/19/2013	\$175.00	10/8/2019	Non Payment
Tiger Force Mixed Martial Arts LLC	3/1/2018	\$175.00	4/12/2019	Non Payment
Parks Fast Foods, Inc. DBA: PG's Chicken and Biscuits	2/28/2019	\$175.00	1/17/2020	Changed Ownership
Direct Auto Insurance	3/26/2019	\$175.00	3/26/2019	Non Payment
Vicky W. Alston	1/2/2020	\$85.00	1/24/2020	Per Customer Request
Rockingham Office Machines, Inc.	11/21/2019	\$175.00	2/11/2020	Cannot be active at this time
Total		\$1,254.00		
YTD Total		\$1,254.00		
New Members				
Company	Joined	Membership Dues		
ZenBusiness	1/25/2021	\$175.00		
Doc McDivia, LLC	1/28/2021	\$175.00		
Piedmont Credit Solutions LLC	1/28/2021	\$175.00		
ATC Staffing Solutions	1/29/2021	\$175.00		
PG's Chicken & Biscuits	1/29/2021	\$240.00		
Beautiful Pets Grooming Too	2/3/2021	\$175.00		
Baptist Temple Church	2/5/2021	\$85.00		
Joe Dexter/DexterMedia	2/16/2021	\$175.00		
Total		\$1,375.00		
YTD Total		\$1,375.00		

Marco's Pizza: March 2021 Member of the Month

Marco's Pizza opened in Reidsville in 2016. The franchisee closed the store not long after being in business- about 2 years. It was closed for about nine months. Travis Cole then purchased and reopened the store in 2019 and has not looked. Back. Travis has been invested in Reidsville from the beginning. He has done a phenomenal job, giving back to his employees, his community, and creating a level of customer service that rivals any other. Travis approached me at Christmas Time about giving back to a family. We were able to connect with a lady from APH who was starting over with her niece and nephew (having just lost both of their parents.) Travis provided them with a lovely Christmas, it was amazing. He has given relentlessly to teachers and health care workers, feeding our front-line workers. Travis even surprised a Reidsville employee with a new car! These are the type of kind acts we want to recognize. Franchisees are also small business owners. We want to encourage people to support them!

Reidsville Chamber of Commerce
A/R Aging Summary
As of February 23, 2021

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
Wal-Mart	0.00	0.00	0.00	0.00	3,930.00	3,930.00	
Carefree Merchant Processing	0.00	469.16	0.00	234.59	2,318.38	3,022.13	
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	1,000.00	1,000.00	
Royalty Health & Wellness, P.C.	0.00	302.50	0.00	151.25	907.50	1,361.25	
Highlands Residential Mortgage	0.00	16.66	0.00	8.34	691.69	716.69	
DyStar L.P.	0.00	0.00	0.00	0.00	660.00	660.00	
First National Bank	0.00	0.00	0.00	0.00	533.85	533.85	
AT&T Authorized Retailer	0.00	0.00	0.00	0.00	400.00	400.00	
BB&T	0.00	0.00	0.00	0.00	350.00	350.00	
Pizza Hut of Reidsville	0.00	0.00	0.00	0.00	350.00	350.00	
Belk	0.00	0.00	0.00	0.00	295.00	295.00	
Sip Coffee House	0.00	43.75	0.00	0.00	261.25	305.00	
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	0.00	240.00	240.00	
Tractor Supply Company	0.00	0.00	0.00	0.00	240.00	240.00	
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	0.00	238.50	238.50	
GCRF Events and Custom Creations	0.00	43.75	0.00	0.00	218.50	262.25	
Eclectic Visions Art Co.	0.00	68.75	0.00	0.00	209.38	278.13	
Graphic Solutions	0.00	0.00	0.00	0.00	195.00	195.00	
Mumbo Jumbo Imports	0.00	40.00	0.00	20.00	180.00	240.00	
Alcorn's Custom Woodworking, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	
All About Smiles	0.00	0.00	0.00	0.00	175.00	175.00	
Amos Welding & Machine	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	
Cricket Wireless	0.00	0.00	0.00	0.00	175.00	175.00	
Kelly Office Solutions	0.00	0.00	0.00	0.00	175.00	175.00	
Masonry Construction Services of NC, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	
MGA Marketing & Web Design	0.00	0.00	0.00	0.00	175.00	175.00	
NC 100	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	
Sandy Cross GM	0.00	0.00	0.00	0.00	175.00	175.00	
Tarheel Basement Systems	0.00	0.00	0.00	0.00	175.00	175.00	
Toymakerz LLC	0.00	0.00	0.00	0.00	175.00	175.00	
Trent Capital Management, Inc.	0.00	0.00	0.00	0.00	175.00	175.00	
United Way of Rockingham County	0.00	0.00	0.00	0.00	175.00	175.00	
ValleyStar Credit Union	0.00	0.00	0.00	0.00	175.00	175.00	
Through the Looking Glass Photography by	0.00	48.75	0.00	0.00	146.25	195.00	
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	
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	62.50	62.50	
Aspen by Rachel Rakes	0.00	0.00	43.75	0.00	43.75	87.50	
House to Home Movers LLC	0.00	43.75	0.00	0.00	39.18	82.93	
Kelly's Kitchen, LLC	0.00	43.75	0.00	0.00	35.00	78.75	
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	
Allstate	0.00	0.00	0.00	0.00	16.25	16.25	
Reids Computer Sales and Service	0.00	0.00	0.00	175.00	0.00	175.00	16,621.98
Southern Spirits	0.00	0.00	0.00	175.00	0.00	175.00	
North Star Driving School	0.00	29.17	0.00	14.58	0.00	43.75	
MLK Unity Fund-C	0.00	0.00	406.50	0.00	0.00	406.50	
Reidsville Trading Post	0.00	0.00	175.00	0.00	0.00	175.00	
Alleviation Massage	0.00	0.00	87.50	0.00	0.00	87.50	
RockATOP (Rockingham Apprenticeship and T	0.00	2,100.00	0.00	0.00	0.00	2,100.00	
Pelham Transportation Corporation	0.00	375.00	0.00	0.00	0.00	375.00	
Walgreens Drug Co.	0.00	350.00	0.00	0.00	0.00	350.00	
Albaad USA, Inc.	0.00	264.42	0.00	0.00	0.00	264.42	
ALEF Behavioral Group, LLC	0.00	240.00	0.00	0.00	0.00	240.00	
PG's Chicken & Biscuits	0.00	240.00	0.00	0.00	0.00	240.00	
Harrell's Waterproofing, Inc.	0.00	230.00	0.00	0.00	0.00	230.00	
1 of A Kind Auto Sales, LLC	0.00	175.00	0.00	0.00	0.00	175.00	
Ameriprise Financial Services, Inc.	0.00	175.00	0.00	0.00	0.00	175.00	
Arthur's Jewelry Inc	0.00	175.00	0.00	0.00	0.00	175.00	
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	
Dex Imaging	0.00	175.00	0.00	0.00	0.00	175.00	
Doc McDivia, LLC	0.00	175.00	0.00	0.00	0.00	175.00	
Free Clinic of Rockingham Co. Inc	0.00	175.00	0.00	0.00	0.00	175.00	
Gray & Creech Office Systems	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	
NAPA Reidsville	0.00	175.00	0.00	0.00	0.00	175.00	
NCDMV License Plate Agency - Reidsville	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	
Rockingham Transformed	0.00	175.00	0.00	0.00	0.00	175.00	
RockinghamNow	0.00	175.00	0.00	0.00	0.00	175.00	

Reidsville Chamber of Commerce
A/R Aging Summary
As of February 23, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
The Massage Spot	0.00	175.00	0.00	0.00	0.00	175.00
Workforce Unlimited, LLC	0.00	175.00	0.00	0.00	0.00	175.00
Hometown Auto Group	0.00	166.67	0.00	0.00	0.00	166.67
Lelia's Tender Care, Inc.	0.00	157.50	0.00	0.00	0.00	157.50
Garfield's Restaurant & Pub	0.00	125.00	0.00	0.00	0.00	125.00
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	100.00	0.00	0.00	0.00	100.00
Ambassador Relations Corp.	0.00	87.50	0.00	0.00	0.00	87.50
Beautiful Pets Grooming Too	0.00	87.50	0.00	0.00	0.00	87.50
Baptist Temple Church	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
Briar Creek Farm	0.00	43.75	0.00	0.00	0.00	43.75
Bojangles	0.00	22.92	0.00	0.00	0.00	22.92
Days Inn by Wyndham Reidsville	0.00	0.00	0.00	0.00	0.00	0.00
Goodwill Industries of Central NC	0.00	0.00	0.00	0.00	0.00	0.00
Holiday Inn Express Hotel & Suites	0.00	0.00	0.00	0.00	0.00	0.00
PM Harrison Electric Company	0.00	0.00	0.00	0.00	0.00	0.00
Reidsville Chamber of Commerce	0.00	0.00	0.00	0.00	0.00	0.00
Rodan & Fields- Stephanie Ellington	0.00	0.00	0.00	0.00	0.00	0.00
Wright Memorial Event Center	0.00	0.00	0.00	0.00	0.00	0.00
Carmart of Reidsville	0.00	43.75	-2.50	0.00	0.00	41.25
Aflac Benefits Advisor- Walter Michael	0.00	250.00	0.00	0.00	-0.03	249.97
Reidsville Family YMCA	0.00	37.50	0.00	0.00	-0.25	37.25
TOTAL	0.00	9,391.50	710.25	778.76	16,621.70	27,502.21

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
January 2021

	<u>Jan 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Revenues			
4030 · Rental Income	1,552.10	1,650.00	-97.90
4010 · Membership Investments	4,185.60	7,800.00	-3,614.40
4020 · New Member Investment	591.56	650.00	-58.44
Total Revenues	<u>6,329.26</u>	<u>10,100.00</u>	<u>-3,770.74</u>
4180 · Visitor Center			
4181 · Visitor Center Expenses	-77.00		
Total 4180 · Visitor Center	<u>-77.00</u>	<u>0.00</u>	<u>-77.00</u>
7000 · Division Income			
7100 · Affinity Program Income	100.85		
4170 · Chamber Champion	4,199.99	4,500.00	-300.01
7010 · Promotional Adv. Sponsorships			
7013 · Website Enhanced Listin	25.00		
7010 · Promotional Adv. Spons	87.50		
Total 7010 · Promotional Adv. Spc	<u>112.50</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>
7095 · Copier & Printing services	10.00		
7000 · Division Income - Other	41.66		
Total 7000 · Division Income	<u>4,465.00</u>	<u>4,000.00</u>	<u>465.00</u>
Total Income	<u>10,717.26</u>	<u>14,100.00</u>	<u>-3,382.74</u>
Gross Profit	<u>10,717.26</u>	<u>14,100.00</u>	<u>-3,382.74</u>
Expense			
Bad Debt	92.80		
5000 · Salaries and Benefits			
5110 · Salaries			
5115 · Temporary/Part-time	980.00		
5110 · Salaries - Other	8,182.59	9,252.77	-1,070.18
Total 5110 · Salaries	<u>9,162.59</u>	<u>9,252.77</u>	<u>-90.18</u>
5117 · Reimbursed Expenses	550.00	550.00	0.00
5120 · Payroll Tax Expense	243.32	846.15	-602.83
5140 · Retirement Plan	250.00	250.00	0.00
5160 · Staff Expenses	-7.08		
5170 · Travel	0.00	40.00	-40.00
5171 · Meals	0.00	40.00	-40.00
5175 · Sales Commission	2,512.62	1,300.00	1,212.62
5180 · Worker's Compensation Ins	273.00	527.00	-254.00
5190 · Payroll Expenses	264.50	92.31	172.19
Total 5000 · Salaries and Benefits	<u>13,248.95</u>	<u>12,898.23</u>	<u>350.72</u>
5200 · Occupancy Expenses			
5245 · Utilities	681.03	750.00	-68.97
5210 · Rent	522.00	522.00	0.00
5240 · Telephone	242.48	316.00	-73.52
5250 · Liability Insurance	0.00	500.00	-500.00
Total 5200 · Occupancy Expenses	<u>1,445.51</u>	<u>2,088.00</u>	<u>-642.49</u>
5300 · Office Operations			
5310 · Office Supplies	83.39	100.00	-16.61
5315 · Supplies-other	74.89	100.00	-25.11
5320 · Postage	55.00	75.00	-20.00
5325 · Office support services	50.00	200.00	-150.00
5330 · Professional Services	100.00		
5370 · Lease and Service Contract	341.17	245.00	96.17
5220 · Maintenance agreements	96.45	150.00	-53.55
5340 · Dues and Subscriptions	66.45	150.00	-83.55
5380 · Bank Service Charges	10.00	62.50	-52.50
5800 · Contingencies	327.25	206.50	120.75
Total 5300 · Office Operations	<u>1,204.60</u>	<u>1,289.00</u>	<u>-84.40</u>
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	849.50	250.00	599.50
5490 · Website Expense	1,056.44	371.00	685.44
5400 · Membership Development	43.94	375.00	-331.06
Total 5400 · Membership Developme	<u>1,949.88</u>	<u>1,496.00</u>	<u>453.88</u>
Total Expense	<u>17,941.74</u>	<u>17,771.23</u>	<u>170.51</u>
Net Ordinary Income	<u>-7,224.48</u>	<u>-3,671.23</u>	<u>-3,553.25</u>
Net Income	<u>-7,224.48</u>	<u>-3,671.23</u>	<u>-3,553.25</u>

	Dec 20		\$ Over Budget	Totals for Dec 2020
Ordinary Income/Expense				
5000 · Salaries and Benefits				
5110 · Salaries				Transfer
5115 · Temporary/Part-time	1,830.00			24,929.71
5110 · Salaries - Other	18,158.19	9,827.69	8,330.50	
Total 5110 · Salaries	19,988.19	9,827.69	10,160.50	
5117 · Reimbursed Expenses	550.00	575.00	-25.00	Current EIDL Balance
5120 · Payroll Tax Expense	699.48	916.67	-217.19	\$41,980.06
5140 · Retirement Plan	250.00	250.00	0.00	
5160 · Staff Expenses	-210.68			
5170 · Travel	0.00	41.67	-41.67	
5171 · Meals	0.00	41.67	-41.67	
5175 · Sales Commission	2,953.22	1,333.33	1,619.89	
5180 · Worker's Compensation Insurance	250.00	0.00	250.00	Balance After Transfer
5190 · Payroll Expenses	133.51	100.00	33.51	\$17,050.35
Total 5000 · Salaries and Benefits	24,613.72	13,086.03	11,527.69	
5200 · Occupancy Expenses				
5245 · Utilities	529.20	750.00	-220.80	
5210 · Rent	522.00	522.00	0.00	
5240 · Telephone	237.62	316.67	-79.05	
5270 · Property Taxes	4,026.32	3,800.00	226.32	
Total 5200 · Occupancy Expenses	5,315.14	5,388.67	-73.53	
5300 · Office Operations				
5310 · Office Supplies	0.00	83.34	-83.34	
5315 · Supplies-other	0.00	83.34	-83.34	
5320 · Postage	56.60	75.00	-18.40	
5325 · Office support services	76.65	208.33	-131.68	
5335 · Computer Expense	0.00	62.50	-62.50	
5370 · Lease and Service Contracts	245.03	245.83	-0.80	
5220 · Maintenance agreements	93.61	145.83	-52.22	
5340 · Dues and Subscriptions	246.95	145.83	101.12	
5380 · Bank Service Charges	48.91	62.50	-13.59	
5800 · Contingencies	0.00	206.50	-206.50	
Total 5300 · Office Operations	767.75	1,319.00	-551.25	
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	1,056.44	371.00	685.44	
5400 · Membership Development - Other	879.00	208.33	670.67	
Total 5400 · Membership Development	1,935.44	1,016.83	918.61	
	32,632.05	20,810.53	11,821.52	

	Jan 21	Budget	\$ Over Budget
Expense			
5000 · Salaries and Benefits			
5110 · Salaries			
5115 · Temporary/Part-tim	980.00		
5110 · Salaries - Other	8,182.59	9,252.77	-1,070.18
Total 5110 · Salaries	9,162.59	9,252.77	-90.18
5117 · Reimbursed Expenses	550.00	550.00	0.00
5120 · Payroll Tax Expense	243.32	846.15	-602.83
5140 · Retirement Plan	250.00	250.00	0.00
5160 · Staff Expenses	-7.08		
5170 · Travel	0.00	40.00	-40.00
5171 · Meals	0.00	40.00	-40.00
5175 · Sales Commission	2,512.62	1,300.00	1,212.62
5180 · Worker's Compensation In:	273.00	527.00	-254.00
5190 · Payroll Expenses	264.50	92.31	172.19
Total 5000 · Salaries and Benefits	13,248.95	12,898.23	350.72
5200 · Occupancy Expenses			
5245 · Utilities	681.03	750.00	-68.97
5210 · Rent	522.00	522.00	0.00
5240 · Telephone	242.48	316.00	-73.52
5250 · Liability Insurance	0.00	500.00	-500.00
Total 5200 · Occupancy Expenses	1,445.51	2,088.00	-642.49
5300 · Office Operations			
5310 · Office Supplies	83.39	100.00	-16.61
5315 · Supplies-other	74.89	100.00	-25.11
5320 · Postage	55.00	75.00	-20.00
5325 · Office support services	50.00	200.00	-150.00
5330 · Professional Services	100.00		
5370 · Lease and Service Contrac	341.17	245.00	96.17
5220 · Maintenance agreements	96.45	150.00	-53.55
5340 · Dues and Subscriptions	66.45	150.00	-83.55
5380 · Bank Service Charges	10.00	62.50	-52.50
5800 · Contingencies	327.25	206.50	120.75
Total 5300 · Office Operations	1,204.60	1,289.00	-84.40
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	849.50	250.00	599.50
5490 · Website Expense	1,056.44	371.00	685.44
5400 · Membership Development	43.94	375.00	-331.06
Total 5400 · Membership Development	1,949.88	1,496.00	453.88
Total Expense	17,848.94	17,771.23	77.71

Totals for Dec 2020

Transfer
13,364.04

Current EIDL Balance
\$17,050.35

Balance After Transfer
\$3,686.31