

Reidsville Chamber of Commerce
Board of Directors Regular Meeting
April 27, 2021
12pm
Zoom Virtual Call

Welcome

Invocation

Consent Agenda

President's Report

- Financial Reports
- Chamber Champions
- Directory
- Upcoming Events
 - Ribbon Cuttings
 - Job Fair
 - Staff Appreciation

Executive Board Updates:

- Capital Improvements Update

City of Reidsville

Round Robin- Updates from each board member

ADJOURN

UPCOMING RIBBON CUTTINGS:

Hutchens-Rentz Oil Ribbon Cutting 4/29/21 9:00 am

Terowa Fashions Ribbon Cutting 4/30/21 12:00pm

Kelly's Kitchen Ribbon Cutting 5/7/21 12:00pm

Team Reidsville Reveal @ Tractor Supply 5/13/21 @ 10:00am

Coates Antiques and Collectibles 5/21/21 12:00pm

UPCOMING EVENTS:

REIDSVILLE CHAMBER REGIONAL JOB FAIR 5/12/2021 11:00am-2pm

MARKET SQUARE

303 South Street

**Reidsville Chamber of Commerce
Consent Agenda
April 28, 2021**

- New Members/DROP Report
- Member of the month

RockAtop: May 2021 Member of the Month

RockATop is an amazing opportunity for students, companies, partners and our community. Since its inception, they have been working to put students on career paths that fit their skill and interests. They partner with companies to help ensure that the student are fitting the needs of the companies, but learning and being educated too.

Rock A Top has sponsored our REMO platform since January to help us continue to reach people virtually but also partnered with us so that we are meetin the workforce development needs of our members.

More about Rock A Top:

The Rockingham Apprenticeship and Technical Opportunities Program (RockATOP) offers apprenticeships in several advanced manufacturing sectors. A few of the career areas you can pursue include:

- Robotics – Learn how to program, install, and repair robotic systems used in manufacturing.
- CNC Machining – Computer Numerically Controlled machines have a high level of accuracy and efficiency, and are typically used to produce precise parts. CNC machinists work from blueprints or detailed drawings and utilize design and computer-aided-machining software.
- Mechanical – The industrial equipment of today requires technicians who are skilled at mechanical, hydraulic, and pneumatic repairs; troubleshooting; and fabrication of components.
- Electrical – Learn to diagnose, repair and install electrical systems and electronic machines and industrial controls; including robotics, automation, and power distribution. Utilize precision diagnostic tools, computers, and programming skills.

	<u>March 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Totals for March 2021</u>
5000 - Salaries and Benefits				Transfer
5110 - Salaries				12,719.55
5115 - Temporary/Part-time	1,225.00			
5110 - Salaries - Other	7,983.46	9,252.77	-1,269.31	
Total 5110 - Salaries	9,208.46	9,252.77	-44.31	
5117 - Reimbursed Expenses	550.00	550.00	0.00	
5120 - Payroll Tax Expense	626.97	846.15	-219.18	Current EIDL Balance
5140 - Retirement Plan	250.00	250.00	0.00	\$13,434.23
5160 - Staff Expenses	-7.08			
5170 - Travel	0.00	40.00	-40.00	
5171 - Meals	0.00	40.00	-40.00	
5175 - Sales Commission	1,257.94	1,300.00	-42.06	
5190 - Payroll Expenses	87.75	92.31	-4.56	Balance After Transfer
Total 5000 - Salaries and Benefits	11,974.04	12,371.23	-397.19	\$714.68
5200 - Occupancy Expenses				
5245 - Utilities	761.72	750.00	11.72	
5210 - Rent	522.00	522.00	0.00	
5240 - Telephone	342.46	316.00	26.46	
Total 5200 - Occupancy Expenses	1,626.18	1,588.00	38.18	
5300 - Office Operations				
5310 - Office Supplies	0.00	80.00	-80.00	
5315 - Supplies-other	50.14	80.00	-29.86	
5320 - Postage	0.00	75.00	-75.00	
5325 - Office support services	1,979.09	200.00	1,779.09	
5335 - Computer Expense	545.95	750.00	-204.05	
5370 - Lease and Service Contracts	309.02	245.00	64.02	
5220 - Maintenance agreements	0.00	145.00	-145.00	
5340 - Dues and Subscriptions	512.95	150.00	362.95	
5380 - Bank Service Charges	104.40	62.50	41.90	
5800 - Contingencies	0.00	206.50	-206.50	
Total 5300 - Office Operations	3,501.55	1,994.00	1,507.55	
5400 - Membership Development				
5440 - Advertising	50.00	250.00	-200.00	
5450 - Luncheons & Meetings	0.00	100.00	-100.00	
5490 - Website Expense	733.88	371.00	362.88	
5400 - Membership Development - Other	240.04	375.00	-134.96	
Total 5400 - Membership Development	1,023.92	1,096.00	-72.08	
	18,125.69	17,049.23	1,076.46	

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

	<u>Jan - Mar 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Revenues			
4030 - Rental Income	4,985.36	4,950.00	35.36
4010 - Membership Investments	16,618.49	19,000.00	-2,381.51
4020 - New Member Investment	2,180.61	1,950.00	230.61
Total Revenues	<u>23,784.46</u>	<u>25,900.00</u>	<u>-2,115.54</u>
4180 - Visitor Center			
4181 - Visitor Center Expenses	-559.87		
Total 4180 - Visitor Center	<u>-559.87</u>	<u>0.00</u>	<u>-559.87</u>
7000 - Division Income			
7100 - Affinity Program Income	235.63		
4170 - Chamber Champion	9,066.71	13,500.00	-4,433.29
7010 - Promotional Adv. Sponsorships			
7013 - Website Enhanced Listing	24.04		
7010 - Promotional Adv. Sponsorships - Other	112.75		
Total 7010 - Promotional Adv. Sponsorships	<u>136.79</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>
7046 - Business Showcase	2,000.00	0.00	2,000.00
7094 - Annual Meeting	0.00	500.00	-500.00
7095 - Copier & Printing services	10.00		
7000 - Division Income - Other	62.50		
Total 7000 - Division Income	<u>11,511.63</u>	<u>13,500.00</u>	<u>-1,988.37</u>
Total Income	<u>34,736.22</u>	<u>39,400.00</u>	<u>-4,663.78</u>
Gross Profit	<u>34,736.22</u>	<u>39,400.00</u>	<u>-4,663.78</u>
Expense			
Bad Debt	142.80		
Insurance Expense (D&O)	261.20	900.00	-638.80
5000 - Salaries and Benefits			
5110 - Salaries			

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

	Jan - Mar 21	Budget	\$ Over Budget
5115 · Temporary/Part-time	3,412.50		
5110 · Salaries - Other	24,001.39	27,758.31	-3,756.92
Total 5110 · Salaries	27,413.89	27,758.31	-344.42
5117 · Reimbursed Expenses	1,550.00	1,650.00	-100.00
5120 · Payroll Tax Expense	2,269.37	2,538.45	-269.08
5140 · Retirement Plan	750.00	750.00	0.00
5160 · Staff Expenses	178.82		
5170 · Travel	100.00	120.00	-20.00
5171 · Meals	37.25	120.00	-82.75
5175 · Sales Commission	5,173.37	3,900.00	1,273.37
5180 · Worker's Compensation Insurance	273.00	527.00	-254.00
5190 · Payroll Expenses	440.00	276.93	163.07
Total 5000 · Salaries and Benefits	38,185.70	37,640.69	545.01
5200 · Occupancy Expenses			
5245 · Utilities	2,316.93	2,250.00	66.93
5210 · Rent	1,566.00	1,566.00	0.00
5240 · Telephone	911.11	948.00	-36.89
5250 · Liability Insurance	2,314.00	500.00	1,814.00
Total 5200 · Occupancy Expenses	7,108.04	5,264.00	1,844.04
5300 · Office Operations			
5310 · Office Supplies	129.70	260.00	-130.30
5315 · Supplies-other	215.62	260.00	-44.38
5320 · Postage	110.00	225.00	-115.00
5325 · Office support services	2,334.09	600.00	1,734.09
5330 · Professional Services	239.10		
5335 · Computer Expense	622.03	750.00	-127.97
5370 · Lease and Service Contracts	895.22	735.00	160.22
5220 · Maintenance agreements	143.49	440.00	-296.51
5340 · Dues and Subscriptions	592.35	450.00	142.35
5380 · Bank Service Charges	198.80	187.50	11.30
5800 · Contingencies	327.25	619.50	-292.25
Total 5300 · Office Operations	5,807.65	4,527.00	1,280.65

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

	<u>Jan - Mar 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5400 - Membership Development			
5410 - Ambassadors	0.00	500.00	-500.00
5440 - Advertising	899.50	750.00	149.50
5450 - Luncheons & Meetings	0.00	100.00	-100.00
5490 - Website Expense	2,846.76	1,113.00	1,733.76
5400 - Membership Development - Other	386.03	1,125.00	-738.97
Total 5400 - Membership Development	<u>4,132.29</u>	<u>3,588.00</u>	<u>544.29</u>
Total Expense	<u>55,637.68</u>	<u>51,919.69</u>	<u>3,717.99</u>
Net Ordinary Income	<u>-20,901.46</u>	<u>-12,519.69</u>	<u>-8,381.77</u>
Net Income	<u><u>-20,901.46</u></u>	<u><u>-12,519.69</u></u>	<u><u>-8,381.77</u></u>

Reidsville Chamber of Commerce A/R Aging Summary

As of April 27, 2021

	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>	<u>Notes</u>
Wal-Mart	0.00	0.00	0.00	3,930.00	3,930.00	Payment Promised
Carefree Merchant Processing	234.58	234.59	469.16	2,552.97	3,491.30	Payment Promised
Royalty Health & Wellness, P.C.	26.25	151.25	302.50	1,058.75	1,538.75	Payment Promised
Reidsville Luckies Batting Academy	0.00	175.00	0.00	1,000.00	1,175.00	
First National Bank	0.00	0.00	0.00	533.85	533.85	
AT&T Authorized Retailer	0.00	0.00	0.00	400.00	400.00	
BB&T	0.00	0.00	0.00	350.00	350.00	Payment Promised
The Ole Corner Shop by Davidson-Joyce, LL	87.50	0.00	0.00	214.46	301.96	Making payments
Mumbo Jumbo Imports	20.00	20.00	40.00	200.00	280.00	Makin payments
Amos Welding & Machine	0.00	0.00	0.00	175.00	175.00	
Celtic Fringe, The	0.00	0.00	0.00	175.00	175.00	Courtesy
Masonry Construction Services of NC, Inc.	0.00	0.00	0.00	175.00	175.00	
Pennrose Park Country Club	0.00	0.00	0.00	175.00	175.00	
Reids Computer Sales and Service	0.00	0.00	0.00	175.00	175.00	
Tarheel Basement Systems	0.00	0.00	0.00	175.00	175.00	
Toymakerz LLC	0.00	0.00	0.00	175.00	175.00	
Trent Capital Management, Inc.	0.00	0.00	0.00	175.00	175.00	DROP
ValleyStar Credit Union	0.00	0.00	0.00	175.00	175.00	
Triad Behavioral Resources	0.00	0.00	0.00	120.00	120.00	
Sip Coffee House	43.75	0.00	43.75	111.25	198.75	Making payments
Eclectic Visions Art Co.	68.75	0.00	68.75	109.38	246.88	
Terowa Fashion	0.00	0.00	0.00	100.00	100.00	
Aspen by Rachel Rakes	43.75	0.00	0.00	87.50	131.25	
GCRF Events and Custom Creations	0.00	0.00	43.75	87.25	131.00	
Beau La Vie Event Venue	0.00	107.50	0.00	62.50	170.00	
House to Home Movers LLC	43.75	0.00	43.75	39.18	126.68	
Kelly's Kitchen, LLC	43.75	0.00	43.75	35.00	122.50	
Graphic Solutions	0.00	195.00	0.00	20.00	215.00	
Pelham Transportation Corporation	240.00	0.00	375.00	0.00	615.00	
Walgreens Drug Co.	0.00	0.00	350.00	0.00	350.00	
ALEF Behavioral Group, LLC	0.00	0.00	240.00	0.00	240.00	
Harrell's Waterproofing, Inc.	0.00	0.00	230.00	0.00	230.00	
1 of A Kind Auto Sales, LLC	0.00	0.00	175.00	0.00	175.00	

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As of April 27, 2021

	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>	<u>Notes</u>
Ameriprise Financial Services, Inc.	0.00	0.00	175.00	0.00	175.00	
Creative Hair Designs	0.00	0.00	175.00	0.00	175.00	
Dex Imaging	0.00	0.00	175.00	0.00	175.00	
Gray & Creech Office Systems	0.00	0.00	175.00	0.00	175.00	
Greensboro Grasshoppers	0.00	0.00	175.00	0.00	175.00	
Rockingham Transformed	0.00	0.00	175.00	0.00	175.00	
The Massage Spot	0.00	0.00	175.00	0.00	175.00	
Workforce Unlimited, LLC	0.00	0.00	175.00	0.00	175.00	
Lelia's Tender Care, Inc.	0.00	0.00	157.50	0.00	157.50	
Garfield's Restaurant & Pub	125.00	0.00	125.00	0.00	250.00	
Ambassador Relations Corp.	0.00	0.00	87.50	0.00	87.50	
Baptist Temple Church	0.00	0.00	85.00	0.00	85.00	
Reidsville Tigers	0.00	0.00	42.00	0.00	42.00	
Carmart of Reidsville	0.00	0.00	41.25	0.00	41.25	
Reidsville Family YMCA	0.00	0.00	37.25	0.00	37.25	
Gill's Inn & Suites	0.00	175.00	0.00	0.00	175.00	
Harvest Ridge Farm	0.00	175.00	0.00	0.00	175.00	
Hometown Auto Group	166.66	166.67	0.00	0.00	333.33	
Mary Kay Cosmetics Inc.-Irish Dickerson	100.00	99.00	0.00	0.00	199.00	
Albaad USA, Inc.	362.16	97.75	0.00	0.00	459.91	
Blue Diamonds Dance and Cheer Elite	0.00	68.75	0.00	0.00	68.75	
Amigo's Paint LLC	0.00	43.75	0.00	0.00	43.75	
B & G Glass	0.00	43.75	0.00	0.00	43.75	
Elevated Environmental Corporation	0.00	43.75	0.00	0.00	43.75	
Gabriel E. Zeller, Attorney at Law	14.58	14.59	0.00	0.00	29.17	
Duke Energy	500.00	0.00	0.00	0.00	500.00	
Woodforest National Bank	500.00	0.00	0.00	0.00	500.00	
Debbie's Restaurant Ritz Gourmet Inc.	240.00	0.00	0.00	0.00	240.00	
Tri-State Steel	240.00	0.00	0.00	0.00	240.00	
Aflac Benefits Advisor- Walter Michael	239.97	0.00	0.00	0.00	239.97	
El Parral Mexican Restaurant	220.00	0.00	0.00	0.00	220.00	
24 Blackbirds Cafe' & Market	175.00	0.00	0.00	0.00	175.00	
CaterFest Inc.	175.00	0.00	0.00	0.00	175.00	

Reidsville Chamber of Commerce A/R Aging Summary

As of April 27, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Notes
Hire Dynamics	175.00	0.00	0.00	0.00	175.00	
Horizon "Your Mortgage T.E.A.M."	175.00	0.00	0.00	0.00	175.00	
Kona Ice of Rockingham	175.00	0.00	0.00	0.00	175.00	
Lamar Outdoor Advertisement	175.00	0.00	0.00	0.00	175.00	
WLC Forklift Services	175.00	0.00	0.00	0.00	175.00	
Brown Buildings	165.00	0.00	0.00	0.00	165.00	
Carolina Peach, Inc. DBA Mish Mosh	87.50	0.00	0.00	0.00	87.50	
Kennedy Disability Services	68.75	0.00	0.00	0.00	68.75	
Through the Looking Glass Photography by	48.75	0.00	0.00	0.00	48.75	
Bayberry Retirement Inn	43.75	0.00	0.00	0.00	43.75	
Donut House, The	43.75	0.00	0.00	0.00	43.75	
Cafe 99	20.00	0.00	0.00	0.00	20.00	
French's Corner Store	20.00	0.00	0.00	0.00	20.00	
Mission First	20.00	0.00	0.00	0.00	20.00	
Wright Rental Properties, LLC	20.00	0.00	0.00	0.00	20.00	
Goodwill Industries of Central NC	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	
NC 100	0.00	0.00	0.00	0.00	0.00	
PM Harrison Electric Company	0.00	0.00	0.00	0.00	0.00	
Reidsville Chamber of Commerce	0.00	0.00	0.00	0.00	0.00	
Rodan & Fields- Stephanie Ellington	0.00	0.00	0.00	0.00	0.00	
Wright Memorial Event Center	0.00	0.00	0.00	0.00	0.00	
Allstate	0.00	-112.50	0.00	0.00	-112.50	
St. Thomas Episcopal Church	0.00	0.00	-40.00	0.00	-40.00	
Transfurmatons Pet Spa	43.75	0.00	0.00	-0.01	43.74	
Powell - Barefoot Agency, Inc.	0.00	0.00	0.00	-0.01	-0.01	
Thirty One Gifts- April Garris	0.00	0.00	0.00	-1.00	-1.00	
Oakhaven Properties, LLC	-77.08	0.00	0.00	-6.22	-83.30	
J. Michael Fargis & Associates, LLP, CPAs	0.00	0.00	0.00	-20.00	-20.00	
H & R Block	1,000.00	0.00	0.00	-25.00	975.00	
TOTAL	6,289.62	1,698.85	4,360.91	12,534.85	24,884.23	

April 2021 - Membership Report

Drop Members				
Company	Joined	Membership Dues	Last Payment Received	Reason
Trent Capital Management	1/14/2020	\$175.00	2/7/2020	Member Request
Auto Spa	6/24/2019	\$175.00	4/30/2020	Business Closed
Total		\$350.00		
YTD Total		\$2,558.00		
New Members				
Company	Joined	Membership Dues		
Freeway Automotive Sales and Services LLC	4/7/2021	\$175.00		
Jenkins Waste	4/12/2021	\$240.00		
Total		\$415.00		
YTD Total		\$2,750.00		