

Reidsville Chamber of Commerce
Board of Directors Regular Meeting
June 23, 2021
12pm in Chamber Conference Room
140 S. Scales Street
Reidsville, NC 27320

Welcome

Invocation

Consent Agenda

City of Reidsville

President's Report

- Financial Reports
- Chamber Champions
- Directory
- Upcoming Events

Executive Board Updates:

- Capital Improvements Update

ADJOURN

UPCOMING RIBBON CUTTINGS:

The Flack Foundation August 3rd at 12pm

UPCOMING EVENTS:

2nd Downtown Fridays, July 19, Aug 13, Sept 10

Concerts on the Square June 26, July 24, Aug 28, Sept 25

Golf Tournament August 11th

**Reidsville Chamber of Commerce
Consent Agenda
June 23, 2021**

- New Members/DROP Report
- EIDL Transfer Report

May 2021 - Membership Report

Drop Members				
Company	Joined	Membership Dues	Last Payment Received	Reason
Sandy Cross GM	7/31/2018	\$175.00	6/1/2020	Business Sold
Masonry Construction Services of NC, Inc.	6/1/2017	\$175.00	8/1/2019	Non-Payment
House to Home Movers LLC	11/3/2017	\$175.00	4/23/2019	Non-Payment
Total		\$525.00		
YTD Total		\$3,433.00		
New Members				
Company	Joined	Membership Dues		
Health Team Advantage	5/26/2021	\$175.00		
Chilton Family Care Home	5/26/2021	\$175.00		
The Flack Foundation	6/1/2021	\$175.00		
La Maison de Lindsey	6/11/2021	\$175.00		
Quality Diversified Services	6/11/2021	\$175.00		
Total		\$875.00		
YTD Total		\$5,929.00		

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

	<u>Jul 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Totals for July 2020</u>
Ordinary Income/Expense				
Expense				
5000 · Salaries and Benefits				Transfer
5110 · Salaries	6,780.55	14,741.54	-7,960.99	\$10,752.02
5117 · Reimbursed Expenses	450.00	575.00	-125.00	
5120 · Payroll Tax Expense	504.76	916.67	-411.91	
5140 · Retirement Plan	250.00	250.00	0.00	
5160 · Staff Expenses	118.78			
5170 · Travel	0.00	41.67	-41.67	Current EIDL Balance
5171 · Meals	0.00	41.67	-41.67	\$100,900.00
5175 · Sales Commission	1,560.00	1,333.33	226.67	
5190 · Payroll Expenses	106.43	100.00	6.43	
Total 5000 · Salaries and Benefits	9,770.52	17,999.88	-8,229.36	
5200 · Occupancy Expenses				Balance After Transfer
5245 · Utilities	1,148.08	750.00	398.08	\$90,147.98
5210 · Rent	522.00	522.00	0.00	
5240 · Telephone	236.63	316.67	-80.04	
Total 5200 · Occupancy Expenses	1,906.71	1,588.67	318.04	
5300 · Office Operations				
5310 · Office Supplies	143.63	83.34	60.29	
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	118.10	145.83	-27.73	
5380 · Bank Service Charges	146.50	62.50	84.00	
5800 · Contingencies	0.00	206.50	-206.50	
Total 5300 · Office Operations	708.26	1,319.00	-610.74	
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	0.00	208.33	-208.33	
Total 5400 · Membership Development	371.00	1,016.83	-645.83	
Total Expense	12,756.49	21,924.38	-9,167.89	

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

Ordinary Income/Expense	<u>Jan - May 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
Revenues			
4030 · Rental Income	8,335.40	8,250.00	85.40
4010 · Membership Investments	27,374.19	30,200.00	-2,825.81
4020 · New Member Investment	5,307.06	3,250.00	2,057.06
Total Revenues	<u>41,016.65</u>	<u>41,700.00</u>	<u>-683.35</u>
4180 · Visitor Center			
4181 · Visitor Center Expenses	-1,481.91		
4180 · Visitor Center - Other	20.00	0.00	20.00
Total 4180 · Visitor Center	<u>-1,461.91</u>	<u>0.00</u>	<u>-1,461.91</u>
7051 · Grasshoppers Night Income	100.00		
7052 · Greensboro Swarm Income	100.00		
7000 · Division Income			
7100 · Affinity Program Income	2,608.64		
7049 · Beer Garden/WineTasting Income			
7049849 · BeerGarden/WineTasting Expenses	-432.40		
Total 7049 · Beer Garden/WineTasting Income	<u>-432.40</u>		
4170 · Chamber Champion	21,261.80	22,500.00	-1,238.20
7010 · Promotional Adv. Sponsorships			
7013 · Website Enhanced Listing	24.04		
7010 · Promotional Adv. Sponsorships - Other	150.00		
Total 7010 · Promotional Adv. Sponsorships	<u>174.04</u>		
7020 · Staff Appreciation Luncheon			
7020820 · Staff Appreciation Expenses	-12.18	-3,000.00	2,987.82
7020 · Staff Appreciation Luncheon - Other	217.70	3,000.00	-2,782.30
Total 7020 · Staff Appreciation Luncheon	<u>205.52</u>	<u>0.00</u>	<u>205.52</u>
7041 · Fundraising-Building fund			
7041841 · Fundraising Expenses-Bldg Fd	-21,853.00		
Total 7041 · Fundraising-Building fund	<u>-21,853.00</u>		
7043 · Golf Tournament	1,250.00	0.00	1,250.00
7045 · Seminar			

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

	<u>Jan - May 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
7045845 · Seminar Expenses	0.00	-500.00	500.00
7045 · Seminar - Other	1,339.61		
Total 7045 · Seminar	<u>1,339.61</u>	<u>-500.00</u>	<u>1,839.61</u>
7046 · Business Showcase	2,000.00	0.00	2,000.00
7094 · Annual Meeting			
7094894 · Annual Meeting Expenses	-292.11		
7094 · Annual Meeting - Other	0.00	500.00	-500.00
Total 7094 · Annual Meeting	<u>-292.11</u>	<u>500.00</u>	<u>-792.11</u>
7095 · Copier & Printing services	41.50		
7000 · Division Income - Other	3,162.50		
Total 7000 · Division Income	<u>9,466.10</u>	<u>22,500.00</u>	<u>-13,033.90</u>
Total Income	<u>49,220.84</u>	<u>64,200.00</u>	<u>-14,979.16</u>
Gross Profit	<u>49,220.84</u>	<u>64,200.00</u>	<u>-14,979.16</u>
Expense			
Bad Debt	142.80		
Insurance Expense (D&O)	261.20	900.00	-638.80
5000 · Salaries and Benefits			
5110 · Salaries			
5115 · Temporary/Part-time	4,602.50		
5110 · Salaries - Other	40,623.44	46,263.85	-5,640.41
Total 5110 · Salaries	<u>45,225.94</u>	<u>46,263.85</u>	<u>-1,037.91</u>
5117 · Reimbursed Expenses	2,650.00	2,750.00	-100.00
5120 · Payroll Tax Expense	3,198.16	4,230.75	-1,032.59
5139 · Staff development & Training	76.29		
5140 · Retirement Plan	1,250.00	1,250.00	0.00
5160 · Staff Expenses	164.66		
5170 · Travel	100.00	200.00	-100.00
5171 · Meals	37.25	200.00	-162.75
5175 · Sales Commission	8,059.76	6,500.00	1,559.76
5180 · Worker's Compensation Insurance	344.00	527.00	-183.00
5190 · Payroll Expenses	392.63	461.55	-68.92
Total 5000 · Salaries and Benefits	<u>61,498.69</u>	<u>62,383.15</u>	<u>-884.46</u>

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

	<u>Jan - May 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5200 - Occupancy Expenses			
5245 - Utilities	3,519.17	3,750.00	-230.83
5210 - Rent	2,610.00	2,610.00	0.00
5240 - Telephone	1,604.60	1,580.00	24.60
5250 - Liability Insurance	2,314.00	1,000.00	1,314.00
Total 5200 - Occupancy Expenses	<u>10,047.77</u>	<u>8,940.00</u>	<u>1,107.77</u>
5300 - Office Operations			
5310 - Office Supplies	76.89	420.00	-343.11
5315 - Supplies-other	370.23	420.00	-49.77
5320 - Postage	-82.50	375.00	-457.50
5325 - Office support services	3,294.55	1,000.00	2,294.55
5330 - Professional Services	239.10		
5335 - Computer Expense	622.03	750.00	-127.97
5370 - Lease and Service Contracts	1,524.09	1,230.00	294.09
5220 - Maintenance agreements	143.49	730.00	-586.51
5340 - Dues and Subscriptions	1,237.25	750.00	487.25
5380 - Bank Service Charges	417.49	312.50	104.99
5800 - Contingencies	327.25	1,032.50	-705.25
Total 5300 - Office Operations	<u>8,169.87</u>	<u>7,020.00</u>	<u>1,149.87</u>
5400 - Membership Development			
5410 - Ambassadors	0.00	500.00	-500.00
5440 - Advertising	999.50	1,250.00	-250.50
5450 - Luncheons & Meetings	68.37	300.00	-231.63
5490 - Website Expense	4,828.39	1,855.00	2,973.39
5400 - Membership Development - Other	1,403.99	1,875.00	-471.01
Total 5400 - Membership Development	<u>7,300.25</u>	<u>5,780.00</u>	<u>1,520.25</u>
Total Expense	<u>87,420.58</u>	<u>85,023.15</u>	<u>2,397.43</u>
Net Ordinary Income	<u>-38,199.74</u>	<u>-20,823.15</u>	<u>-17,376.59</u>
Net Income	<u><u>-38,199.74</u></u>	<u><u>-20,823.15</u></u>	<u><u>-17,376.59</u></u>

Reidsville Chamber of Commerce
A/R Aging Summary
As of June 22, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Comments
Wal-Mart	0.00	0.00	0.00	3,930.00	3,930.00	Tara is on vacation, but Denise has spoken with her.
Carefree Merchant Processing	234.59	234.58	234.58	3,256.72	3,960.47	
Royalty Health & Wellness, P.C.	26.25	26.25	26.25	1,512.50	1,591.25	
Reidsville Luckies Batting Academy	0.00	0.00	0.00	1,175.00	1,175.00	
First National Bank	646.25	0.00	0.00	533.85	1,180.10	
Pelham Transportation Corporation	0.00	0.00	0.00	375.00	375.00	
Walgreens Drug Co.	0.00	0.00	0.00	350.00	350.00	
Mumbo Jumbo Imports	20.00	20.00	20.00	260.00	320.00	
ALEF Behavioral Group, LLC	0.00	0.00	0.00	240.00	240.00	
Graphic Solutions	0.00	0.00	0.00	215.00	215.00	
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	87.50	214.46	301.96	Making Payments
Eclectic Visions Art Co.	0.00	0.00	68.75	178.13	246.88	
1 of A Kind Auto Sales, LLC	0.00	0.00	0.00	175.00	175.00	
Ameriprise Financial Services, Inc.	0.00	0.00	0.00	175.00	175.00	
Amos Welding & Machine	0.00	0.00	0.00	175.00	175.00	Payment Promised
Dex Imaging	0.00	0.00	0.00	175.00	175.00	
Gill's Inn & Suites	0.00	0.00	0.00	175.00	175.00	
Gray & Creech Office Systems	0.00	0.00	0.00	175.00	175.00	
Harvest Ridge Farm	0.00	0.00	0.00	175.00	175.00	
Masonry Construction Services of NC, Inc.	0.00	0.00	0.00	175.00	175.00	DROP
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	
ValleyStar Credit Union	0.00	0.00	0.00	175.00	175.00	
Workforce Unlimited, LLC	0.00	0.00	0.00	175.00	175.00	
Beau La Vie Event Venue	0.00	0.00	0.00	170.00	170.00	
GCRF Events and Custom Creations	0.00	43.75	0.00	131.00	174.75	
Triad Behavioral Resources	0.00	0.00	0.00	120.00	120.00	
Terowa Fashion	0.00	0.00	0.00	100.00	100.00	
Mary Kay Cosmetics Inc.-Irish Dickerson	100.00	0.00	0.00	99.00	199.00	
Aspen by Rachel Rakes	0.00	0.00	43.75	87.50	131.25	
Ambassador Relations Corp.	0.00	0.00	0.00	87.50	87.50	
Baptist Temple Church	0.00	0.00	0.00	85.00	85.00	
House to Home Movers LLC	0.00	0.00	43.75	82.93	126.68	DROP
Kelly's Kitchen, LLC	0.00	0.00	43.75	78.75	122.50	
Blue Diamonds Dance and Cheer Elite	0.00	68.75	0.00	68.75	137.50	Payment Promised
Amigo's Paint LLC	43.75	0.00	0.00	43.75	87.50	
B & G Glass	43.75	0.00	0.00	43.75	87.50	
Elevated Environmental Corporation	43.75	0.00	0.00	43.75	87.50	
Reidsville Tigers	0.00	43.75	0.00	42.00	85.75	
Carmart of Reidsville	0.00	43.75	0.00	41.25	85.00	
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	240.00	0.00	240.00	
El Parral Mexican Restaurant	0.00	0.00	220.00	0.00	220.00	
French's Corner Store	0.00	0.00	175.00	0.00	175.00	
Hire Dynamics	0.00	0.00	175.00	0.00	175.00	
WLC Forklift Services	0.00	0.00	175.00	0.00	175.00	
Through the Looking Glass Photography by	0.00	0.00	48.75	0.00	48.75	
Farm Bureau Insurance	2,500.00	2,500.00	0.00	0.00	5,000.00	
BB&T	0.00	800.00	0.00	0.00	800.00	
Lucky City Brewing Cooperative	0.00	750.00	0.00	0.00	750.00	

Reidsville Chamber of Commerce
A/R Aging Summary
As of June 22, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Comments
Carmela's	0.00	175.00	0.00	0.00	175.00	
Carolina Farm Credit	0.00	175.00	0.00	0.00	175.00	
Days Inn by Wyndham Reidsville	0.00	175.00	0.00	0.00	175.00	
Dr. Margaret Bowen MD, PLLC	0.00	175.00	0.00	0.00	175.00	
Fargis Insurance Service/ Erie Insurance	0.00	175.00	0.00	0.00	175.00	
Fine Arts Festival Association of Rocking	0.00	175.00	0.00	0.00	175.00	
Piedmont Broadcasting	0.00	175.00	0.00	0.00	175.00	
Reidsville Precision Machine, LLC	0.00	175.00	0.00	0.00	175.00	
Round About Way, LLC	0.00	175.00	0.00	0.00	175.00	
The McInnis Clinic, PLLC	0.00	175.00	0.00	0.00	175.00	
Tinsley's School of Barbering	0.00	175.00	0.00	0.00	175.00	
Top Hat Cleaners	0.00	175.00	0.00	0.00	175.00	
Covington Wesleyan Church	0.00	85.00	0.00	0.00	85.00	
Page, Sam	0.00	85.00	0.00	0.00	85.00	
Briar Creek Farm	0.00	43.75	0.00	0.00	43.75	
Arnold Robertson	0.00	40.00	0.00	0.00	40.00	
Heafner Knives, LLC	0.00	20.00	0.00	0.00	20.00	
North Star Driving School	14.58	14.59	0.00	0.00	29.17	
Highlands Residential Mortgage	8.34	8.33	0.00	0.00	16.67	
TOTAL	3,681.26	6,927.50	1,602.08	15,665.59	27,876.43	

2021-2022 Chamber Champions

Chamber Champion Level	Logo	Amt. Pd.	CC Level	Company Name	Comments
Triple Diamond (\$7500)	✓	Trade	\$7,500	City of Reidsville	
	✓	\$7,500	\$7,500	Annie Penn Hospital	
Double Diamond (\$5000)	✓	Trade	\$5,000	Autumn Hollifield Photography	
	✓	Trade	\$5,000	Carolina Balloons	
	✓	\$750	\$5,000	J. Michael Fargis & Associates	
	✓	Trade	\$5,000	Rockingham Update	
Diamond (\$2500)	✓	\$2,500	\$2,500	Dorada Foods	
	✓	\$2,500	\$2,500	Farm Bureau Insurance	
	✓	\$2,500	\$2,500	HomeTrust Bank	
	✓	\$2,500	\$2,500	Pella	
	✓	\$2,500	\$2,500	Quality Diversified Services, Inc.	
	✓	Trade	\$2,500	Screen Print Plus	
	✓	Trade	\$2,500	TMS Digital	
Platinum (\$2000)	✓	\$2,000	\$2,000	Albaad	
	✓	\$2,000	\$2,000	First National Bank	
	✓	\$2,000	\$2,000	Hometown Auto Group	
	✓	Trade	\$2,000	News & Record (waiting on form)	
	✓	\$2,000	\$2,000	Reidsville Orthodontics	
Gold (\$1500)	✓	\$1,500	\$1,500	Bojangles	
	✓	\$1,500	\$1,500	Car Needs	
	✓	\$1,500	\$1,500	Carter Bank	
	✓	\$750	\$1,500	Luck City Brewing	
	✓	\$1,500	\$1,500	Piedmont Occupational Health	
	✓	\$1,500	\$1,500	Powell-Barefoot Agency	
	✓	\$1,500	\$1,500	Workforce Unlimited	
Silver (\$1000)	X	Trade	\$1,000	Bob Adams Florist	
	X	\$1,000	\$1,000	First Carolina Bank	
	X	\$1,000	\$1,000	H & R Block	
	X	Trade	\$1,000	Larry Abbott--LADJ	
	X	\$1,000	\$1,000	Mount Jubille Ministries	
	X	\$1,000	\$1,000	Wilkerson Funeral Home	
Emerald (\$750)	X	\$750	\$750	First Citizens Bank	
	X	\$750	\$750	Liberty Tax Service	
	X	Trade	\$750	Pennrose Park Country Club	
	X	\$750	\$750	Reidsville Family YMCA	
	X	Trade	\$750	RockinghamNow	
	X	\$750	\$750	Pelham Transportation Corp.	
Bronze (\$500)	X	\$500	\$500	Ameristaff	
	X	\$500	\$500	BB&T	
	X	\$500	\$500	Blue Sky Realty	
	X	\$500	\$500	Dahlheimer Insurance - Allstate	
	X	\$500	\$500	Duke Energy	
	X	\$500	\$500	First Piedmont Corp	
	X	Trade	\$500	Kiwanis Club of Reidsville - waiting on form	
	X	\$500	\$500	MVP Southgate	
	X	\$500	\$500	Piedmont Advantage Credit Union	
	X	\$500	\$500	RABCO Hauling and Grading	
	X	\$500	\$500	Reidsville Mini Storage/Go Mini's	
	X	\$500	\$500	Woodforest National Bank	
TOTAL:		\$51,000	\$89,500		