

Reidsville Chamber of Commerce
Board of Directors Regular Meeting
August 25, 2021
12pm in Chamber Conference Room
140 S. Scales Street
Reidsville, NC 27320

Welcome

Invocation

City of Reidsville

President's Report

- Financial Reports
- Directory
- Upcoming Events
- Other Projects

Executive Board Updates:

- Capital Improvements Update
- Nominations Committee Meeting

ADJOURN

UPCOMING RIBBON CUTTINGS:

Subway Thursday, August 26th at 9am

UPCOMING EVENTS:

August 28th Market Square Radio Revolver Concert

September 9th 8:00 Coffee At United Methodist Street Church 221 S. Main Street

September 10th Cruise In Classic Cars Beer Garden

Sept 11th 9-11 Memorial Dedication at Fire Station 402 S. Scales Street 11:00

Reidsville Chamber of Commerce
Consent Agenda
August 25, 2021

- June 2021 Board Meeting Minutes
- New Members/DROP Report for July
- New Members/DROP Report for August
- Member of the Month

**Reidsville Chamber of Commerce
Board of Directors Regular Meeting
Chamber of Commerce Downstairs Conference Room/Virtually via Zoom
140 S. Scales St, Reidsville, NC
June 23, 2021 @ 12:00pm**

Present: Robbie City, Robin Pegram, Donald Carter, Judy Neal, Matt Searce, Beth Smith, Diane Sawyer, Jeff Garstka, Kalynn Roland, Drew Barefoot, Patience Fairman-Evans, Jessie Meador

Absent: Jessie Meador, Roy Sawyers, Kirk Smith, Wayne Hollowell, Justin Dill, Ross Apple

Meeting Started at 12:09pm

Invocation: Matt Searce

Consent Agenda: The Consent Agenda consists of previous month's minutes, MOM nomination, and Membership report.

1st – Drew Barefoot

2nd – Donald Carter

Motion carried.

City Report

- **Jeff Garstka**
 - Lucky City Brewing is close to opening- by end of Summer
 - Dept District will have a presentation soon to show concepts
 - New City manager Summer Woodard started this month
 -

Executive Committee Report – Diane Sawyer

- **Finance – Diane Sawyer**
 - EIDL Report – this will be final month for transfer
 - We are in great shape for the budget year
- **Events – Staff**
 - Summer Concert Series. Kicking off this weekend. Need more volunteers for summer
 - Ambassador Program Updates- Directory delivery is nearly complete. First time ever.
- **President's Report**
 - **Golf Tournament:** things are looking good, we plan to host the tournament in August at Greensboro National. Summer series events will be a great partnership with the City. Looking to wrap up the first leg of the capital campaign project. The City found funds to finish out our grant this year.

12:47 PM: Motion to adjourn

1st – Donald Carter

2nd – Patience Fairman

Motion carried.

Respectfully Submitted,
Diane Sawyer

July 2021 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
AC Furniture	9/10/2019	\$175.00	8/3/2020	Business Closed
Harold Bass	10/1/1997	\$40.00	1/20/2017	Per Chamber Decision
Total		\$215.00		
YTD Total		\$3,648.00		

New Members

Company	Joined	Membership Dues		
Khan Law Firm	6/25/2021	\$175.00		
Elite Document Resources	6/23/2021	\$175.00		
Total		\$350.00		
YTD Total		\$6,279.00		

August 2021 - Membership Report

Drop Members				
Company	Joined	Membership Dues	Last Payment Received	Reason
Ancora Wealth Partners	9/18/2015	\$175.00	8/13/2020	Member Request
Total		\$175.00		
YTD Total		\$3,823.00		
New Members				
Company	Joined	Membership Dues		
Khan Law Firm	6/25/2021	\$175.00		
Elite Document Resources	6/23/2021	\$175.00		
CPI Security	7/30/2021	\$175.00		
Alpha and Omega Telecom Group, Inc.	8/4/2021	\$20.00		
Northwestern Mutual - Will Voris	8/19/2021	\$175.00		
Trax NC	8/24/2021	\$175.00		
Pink Poppi	8/24/2021	\$175.00		
Total		\$1,070.00		
YTD Total		\$7,349.00		

Tri State Steel: August 2021 Member of the Month

There is not a more deserving small business than Tri State Steel. From being the most positive business on social media, to highlighting great things in our community, to sponsoring things like the collegiate Reidsville Luckies team and Friday Night High School Football and providing opportunities for students of all ages. Tri State Steel is the poster child for what all businesses should be doing during a pandemic. They are working hard and recognizing their employees and their community. They celebrate big with birthdays of their staff, and they also celebrate wins. Wins can be for individuals, for the company or for the community. No one is a bigger cheerleader for #TeamReidsville than this great company.

Reidsville Chamber of Commerce
A/R Aging Summary
As of August 19, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Comments
Wal-Mart	0.00	0.00	0.00	3,930.00	3,930.00	
Farm Bureau Insurance	295.00	0.00	2,500.00	2,500.00	5,295.00	
Carefree Merchant Processing	26.25	26.25	26.25	1,725.88	1,804.63	
Reidsville Luckies Batting Academy	0.00	0.00	0.00	825.00	825.00	
BB&T	0.00	0.00	0.00	800.00	800.00	
Pelham Transportation Corporation	375.00	0.00	0.00	375.00	750.00	
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	301.96	301.96	Making Payments
Mumbo Jumbo Imports	20.00	20.00	20.00	300.00	360.00	
Eclectic Visions Art Co.	0.00	68.75	0.00	246.88	315.63	
ALEF Behavioral Group, LLC	0.00	0.00	0.00	240.00	240.00	
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	240.00	240.00	
El Parral Mexican Restaurant	0.00	0.00	0.00	220.00	220.00	
Graphic Solutions	0.00	0.00	0.00	215.00	215.00	
Amos Welding & Machine	0.00	0.00	0.00	175.00	175.00	
Carmela's	0.00	0.00	0.00	175.00	175.00	
Carolina Farm Credit	0.00	0.00	0.00	175.00	175.00	
Days Inn by Wyndham Reidsville	0.00	0.00	0.00	175.00	175.00	
Dr. Margaret Bowen MD, PLLC	0.00	0.00	0.00	175.00	175.00	
Fargis Insurance Service/ Erie Insurance	0.00	0.00	0.00	175.00	175.00	
French's Corner Store	0.00	0.00	0.00	175.00	175.00	
Gray & Creech Office Systems	0.00	0.00	0.00	175.00	175.00	
Hire Dynamics	0.00	0.00	0.00	175.00	175.00	
Piedmont Broadcasting	0.00	0.00	0.00	175.00	175.00	
Reidsville Precision Machine, LLC	0.00	0.00	0.00	175.00	175.00	
The McInnis Clinic, PLLC	0.00	0.00	0.00	175.00	175.00	
Top Hat Cleaners	0.00	0.00	0.00	175.00	175.00	
WLC Forklift Services	0.00	0.00	0.00	175.00	175.00	
Workforce Unlimited, LLC	0.00	0.00	0.00	175.00	175.00	
GCRF Events and Custom Creations	43.75	0.00	0.00	174.75	218.50	
Beau La Vie Event Venue	0.00	0.00	0.00	170.00	170.00	
Blue Diamonds Dance and Cheer Elite	68.75	0.00	0.00	137.50	206.25	Payment Promised
Aspen by Rachel Rakes	0.00	43.75	0.00	131.25	175.00	
Kelly's Kitchen, LLC	0.00	43.75	0.00	122.50	166.25	
Triad Behavioral Resources	0.00	120.00	0.00	120.00	240.00	
Terowa Fashion	0.00	0.00	0.00	50.00	50.00	Making Payments
Mary Kay Cosmetics Inc.-Irish Dickerson	350.00	0.00	0.00	99.00	449.00	
Ambassador Relations Corp.	87.50	0.00	0.00	87.50	175.00	
Reidsville Tigers	43.75	0.00	0.00	85.75	129.50	
Carmart of Reidsville	43.75	0.00	0.00	85.00	128.75	
Covington Wesleyan Church	0.00	0.00	0.00	85.00	85.00	
Amigo's Paint LLC	0.00	0.00	43.75	43.75	87.50	
Elevated Environmental Corporation	0.00	0.00	43.75	43.75	87.50	
Briar Creek Farm	43.75	0.00	0.00	43.75	87.50	
Heafner Knives, LLC	0.00	0.00	0.00	20.00	20.00	
Highlands Residential Mortgage	8.33	8.33	8.34	8.33	33.33	
Smith-Carolina Corporation	0.00	0.00	450.00	0.00	450.00	
Piedmont Triad Charitable Foundation/ Wyn	0.00	0.00	240.00	0.00	240.00	
Alcorn's Custom Woodworking, Inc.	0.00	0.00	175.00	0.00	175.00	
Charlie Wright	0.00	0.00	175.00	0.00	175.00	
Greensboro National Golf Club	0.00	0.00	175.00	0.00	175.00	
Kelly Office Solutions	0.00	0.00	175.00	0.00	175.00	
Monroeton Golf Course, Inc.	0.00	0.00	175.00	0.00	175.00	
Paychex	0.00	0.00	175.00	0.00	175.00	
The Flack Foundation	0.00	0.00	175.00	0.00	175.00	
Rodan & Fields- Stephanie Ellington	0.00	0.00	99.00	0.00	99.00	
Jenkins, Lance	0.00	0.00	85.00	0.00	85.00	
A. Nicole's Jewelry and Accessories	175.00	0.00	20.00	0.00	195.00	
Foster's Grill	0.00	0.00	20.00	0.00	20.00	
Gabriel E. Zeller, Attorney at Law	14.58	14.58	14.59	0.00	43.75	
Garcia Fence Inc.	0.00	340.00	0.00	0.00	340.00	
Hometown Auto Group	300.00	300.00	0.00	0.00	600.00	
discca	0.00	215.00	0.00	0.00	215.00	
Piedmont Advantage Credit Union	25.00	175.00	0.00	0.00	200.00	
Community Baptist Schools	0.00	175.00	0.00	0.00	175.00	
Dan River Campground and River Adventures	0.00	175.00	0.00	0.00	175.00	
Rockingham County Education Foundation	0.00	175.00	0.00	0.00	175.00	
New Vision Therapy, PLLC	0.00	87.50	0.00	0.00	87.50	
Through the Looking Glass Photography by	0.00	48.75	0.00	0.00	48.75	
Sip Coffee House	0.00	43.75	0.00	0.00	43.75	
Royalty Health & Wellness, P.C.	26.25	26.25	0.00	0.00	52.50	
Holiday Inn Express Hotel & Suites	370.00	0.00	0.00	0.00	370.00	
Albaad USA, Inc.	264.42	0.00	0.00	0.00	264.42	
Aflac Benefits Advisor- Walter Michael	250.00	0.00	0.00	0.00	250.00	
Big Apple Farm Supply, Inc.	250.00	0.00	0.00	0.00	250.00	
Chandler Concrete Company	250.00	0.00	0.00	0.00	250.00	
Goin' Postal Reidsville	250.00	0.00	0.00	0.00	250.00	
HealthTeam Advantage	250.00	0.00	0.00	0.00	250.00	
Moore's Electrical and Mechanical	240.00	0.00	0.00	0.00	240.00	
Piedmont Triad Regional Workforce Develop	195.00	0.00	0.00	0.00	195.00	
Smith Automotive of Reidsville, LLC.	195.00	0.00	0.00	0.00	195.00	
AC Furniture Company, INC.	175.00	0.00	0.00	0.00	175.00	
ALCOVA Mortgage, LLC	175.00	0.00	0.00	0.00	175.00	
Ancora Wealth Partners	175.00	0.00	0.00	0.00	175.00	
Blue Sky Realty	175.00	0.00	0.00	0.00	175.00	
Elite Driving School	175.00	0.00	0.00	0.00	175.00	
Kiwanis Club of Reidsville	175.00	0.00	0.00	0.00	175.00	
Manitou Auctions	175.00	0.00	0.00	0.00	175.00	
Museum & Archives of Rockingham County	175.00	0.00	0.00	0.00	175.00	
Rockingham Kidney Center	175.00	0.00	0.00	0.00	175.00	
Sanitary Cafe	175.00	0.00	0.00	0.00	175.00	
Triad Telecom, Inc.	175.00	0.00	0.00	0.00	175.00	
Vintage Stone	175.00	0.00	0.00	0.00	175.00	
Waldo Smith Locksmith, LLC	175.00	0.00	0.00	0.00	175.00	

Reidsville Chamber of Commerce
A/R Aging Summary
As of August 19, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Comments
Lolia's Tender Care, Inc.	157.50	0.00	0.00	0.00	157.50	
Car Needs	125.00	0.00	0.00	0.00	125.00	
Danville Family Vet	100.00	0.00	0.00	0.00	100.00	
Damsel in Defense/ Independent Damsel Pro	99.00	0.00	0.00	0.00	99.00	
Main Street United Methodist Church	85.00	0.00	0.00	0.00	85.00	
McMichael, Kimberly	85.00	0.00	0.00	0.00	85.00	
Alpha and Omega Telecom Group, Inc.	20.00	0.00	0.00	0.00	20.00	
Simply KJ's Boutique-Krystal Jordan	20.00	0.00	0.00	0.00	20.00	
North Star Driving School	14.59	0.00	0.00	0.00	14.59	
Thirty One Gifts- April Garris	99.00	0.00	0.00	-1.00	98.00	
H & R Block	240.00	0.00	0.00	-25.00	215.00	
TOTAL	7,781.17	2,106.66	4,795.68	16,026.55	30,710.06	

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

	<u>Jan - Jul 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Revenues			
4030 - Rental Income	12,406.56	11,550.00	856.56
4010 - Membership Investments	35,608.83	39,400.00	-3,791.17
4020 - New Member Investment	7,651.12	4,550.00	3,101.12
Total Revenues	<u>55,666.51</u>	<u>55,500.00</u>	<u>166.51</u>
4150 - Miscellaneous Income	100.00		
4180 - Visitor Center			
4181 - Visitor Center Expenses	-1,797.06		
4180 - Visitor Center - Other	295.04	22,000.00	-21,704.96
Total 4180 - Visitor Center	<u>-1,502.02</u>	<u>22,000.00</u>	<u>-23,502.02</u>
7051 - Grasshoppers Night Income	100.00		
7052 - Greensboro Swarm Income	100.00		
7000 - Division Income			
7100 - Affinity Program Income	2,704.05		
7049 - Beer Garden/WineTasting Income			
7049849 - BeerGarden/WineTasting Expenses	-4,148.91		
7049 - Beer Garden/WineTasting Income - Other	5,480.00		
Total 7049 - Beer Garden/WineTasting Income	<u>1,331.09</u>		
4170 - Chamber Champion	33,903.49	33,500.00	403.49
4500 - Community Support	0.00	10,000.00	-10,000.00
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	-2,090.66	-3,000.00	909.34
7020 - Staff Appreciation Luncheon - Other	817.70	3,000.00	-2,182.30
Total 7020 - Staff Appreciation Luncheon	<u>-1,272.96</u>	<u>0.00</u>	<u>-1,272.96</u>
7040 - 7040-Ice cream Social			
7040840 - 7040840-Ice Cream Social expens	-293.30	-225.00	-68.30

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

	<u>Jan - Jul 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
7040 - 7040-Ice cream Social - Other	350.00		
Total 7040 - 7040-Ice cream Social	56.70	-225.00	281.70
7041 - Fundraising-Building fund			
7041841 - Fundraising Expenses-Bldg Fd	-21,853.00		
Total 7041 - Fundraising-Building fund	-21,853.00		
7043 - Golf Tournament	3,775.04	0.00	3,775.04
7045 - Seminar			
7045845 - Seminar Expenses	-2,411.25	-500.00	-1,911.25
7045 - Seminar - Other	1,439.61		
Total 7045 - Seminar	-971.64	-500.00	-471.64
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	-292.11	500.00	-792.11
7095 - Copier & Printing services	51.50		
7000 - Division Income - Other	3,287.50		
Total 7000 - Division Income	22,893.70	43,275.00	-20,381.30
Total Income	77,358.19	120,775.00	-43,416.81
Gross Profit	77,358.19	120,775.00	-43,416.81
Expense			
Bad Debt	181.98		
Insurance Expense (D&O)	602.80	900.00	-297.20
5000 - Salaries and Benefits			
5110 - Salaries			
5115 - Temporary/Part-time	4,602.50		
5110 - Salaries - Other	62,625.48	69,395.77	-6,770.29
Total 5110 - Salaries	67,227.98	69,395.77	-2,167.79
5117 - Reimbursed Expenses	3,750.00	3,850.00	-100.00
5120 - Payroll Tax Expense	4,805.08	6,346.17	-1,541.09
5139 - Staff development & Training	76.29		
5140 - Retirement Plan	1,750.00	1,750.00	0.00

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

	<u>Jan - Jul 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5160 · Staff Expenses	-53.10		
5170 · Travel	117.92	300.00	-182.08
5171 · Meals	37.25	300.00	-262.75
5175 · Sales Commission	13,517.01	9,300.00	4,217.01
5180 · Worker's Compensation Insurance	407.00	527.00	-120.00
5190 · Payroll Expenses	429.02	692.31	-263.29
Total 5000 · Salaries and Benefits	92,064.45	92,461.25	-396.80
5200 · Occupancy Expenses			
5230 · EIDL Loan	0.00	864.00	-864.00
5245 · Utilities	4,887.67	5,250.00	-362.33
5210 · Rent	3,654.00	3,654.00	0.00
5240 · Telephone	2,301.29	2,212.00	89.29
5250 · Liability Insurance	2,314.00	1,000.00	1,314.00
Total 5200 · Occupancy Expenses	13,156.96	12,980.00	176.96
5300 · Office Operations			
5310 · Office Supplies	192.16	580.00	-387.84
5315 · Supplies-other	370.23	580.00	-209.77
5320 · Postage	131.29	525.00	-393.71
5325 · Office support services	4,363.05	1,400.00	2,963.05
5330 · Professional Services	239.10		
5335 · Computer Expense	1,009.53	750.00	259.53
5370 · Lease and Service Contracts	2,073.97	1,725.00	348.97
5220 · Maintenance agreements	143.49	1,025.00	-881.51
5340 · Dues and Subscriptions	1,263.15	1,050.00	213.15
5380 · Bank Service Charges	771.19	437.50	333.69
5800 · Contingencies	327.25	1,445.50	-1,118.25
Total 5300 · Office Operations	10,884.41	9,518.00	1,366.41
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	2,278.00	1,750.00	528.00
5450 · Luncheons & Meetings	172.71	500.00	-327.29
5490 · Website Expense	5,570.39	2,597.00	2,973.39

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

	<u>Jan - Jul 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5400 - Membership Development - Other	3,225.55	2,625.00	600.55
Total 5400 - Membership Development	11,246.65	7,972.00	3,274.65
Total Expense	128,137.25	123,831.25	4,306.00
Net Ordinary Income	-50,779.06	-3,056.25	-47,722.81
Net Income	<u>-50,779.06</u>	<u>-3,056.25</u>	<u>-47,722.81</u>

Golf FORE Reidsville Tournament 2021

Expenses:	1st/2nd/3rd Prize Money	\$600.00
	Denise Comission	
	Raffle	\$530.00
	Snacks/Beer/Supplies	\$835.96
	Golf Towels	\$587.99
	Greensboro National	\$3,952.00
		\$6,505.95

Revenue:	Naming Sponsors	\$3,000.00
	Hole Sponsors	\$3,500.00
	Photography Sponsor	\$0.00
	Cash Prizes Money	\$750.00
	Goody Bag Sponsor	\$1,000.00
	Scorecard Sponsor	\$250.00
	Beverage Cart Sponsors	\$500.00
	Individual Golfers	\$4,100.00
	Golf Fun Pack	\$2,300.00
	Raffle	\$1,060.00

\$16,460.00

Total: **\$9,954.05**

Donated In-Kind:
 Bojangles
 Dominos Reception



Reidsville, NC
Chamber of
Commerce

VISITOR
CENTER



Chamber Security 8 Cameras

Estimate expires on September 24, 2021

Accept

Estimate #1434

August 25, 2021

Customer

Diane Sawyer (Reidsville Chamber of Commerce)

Reidsville Chamber Of Commerce

president@reidsvillechamber.org

(Pho) ne:-3363

Reidsville, North Carolina 27320

Message

We look forward to working with you.

**16 Channel POE NVR W/ 16 POE Ports - Records IP Security Cameras up to 4K (8MP)
Resolution - 1HDD**

\$430.99

Segate 4tb Skyhawk	\$169.99
1080p (2MP) Turret Dome IP POE Security Camera W/ 2.8mm Lens IP66 Weatherproof 100' Night Vision(Standard)	\$539.70
(\$89.95 ea.) × 6	
General Merchandise	\$299.98
<i>Cable, boxes connectors</i>	
Camera Labor	\$1,080.00
IR Mini PTZ Dome IP Security Camera	\$699.00
Subtotal	\$3,219.66
NCDOR	\$225.38
Total	\$3,445.04

Reid's Computer Sales & Service
chris@reidscomputers.net+1 (336) 280-0434