

Reidsville Chamber of Commerce  
Board of Directors Regular Meeting  
September 22, 2021  
12pm via ZOOM  
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:**

Lucky City Brewing, Friday, October 1 at 3pm

Lake Reidsville Trails Ribbon Cutting, Friday, October 8 at 1 pm

Vocational Rehabilitation Services, Wednesday, October 13 at 9 am

**UPCOMING EVENTS:**

Cycle NC Event, Monday, October 4

**Reidsville Chamber of Commerce  
Consent Agenda  
September 22, 2021**

- August 2021 Board Meeting Minutes
- New Members/DROP Report for September
- 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  
August 25, 2021 @ 12:00pm**

**Present:** Robbie City, Robin Pegram, Donald Carter, Judy Neal, Matt Searce, Beth Smith, Diane Sawyer, Jill Weston, Kalynn Roland, Drew Barefoot, Jessie Meador, Roy Sawyers, Kirk Smith

**Absent:** Wayne Hollowell, Justin Dill, Ross Apple, Patience Fairman-Evans

**Meeting Started at 12:02pm**

**Invocation:** Diane Sawyer

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

1<sup>st</sup> – Roy Sawyers

2<sup>nd</sup> – Drew Barefoot

Motion carried.

City Report

- **Jill Weston**

- Merchants Association is starting back up after several years of being defunct
- Depot District is being presented at City Council in September
- Potentially there is a company that could take over the Commonwealth building
- Chief of Police will be determined this week

**Executive Committee Report – Diane Sawyer**

- **Finance – Diane Sawyer**

- Gold Tournament, preliminary numbers show that we should meet the \$10,000 budget set for the first time in several years. Budget is in a great place.

- **Events – Staff**

- Summer Concert Series and 2DTF are still going well. The City is following the Governor's lead on the events. They are being evaluated by the City's COVID team in their weekly meetings. I will update as we have information. We are continuing to have events monthly, including ribbon cuttings and coffees. We are going to have to step back and evaluate the Business Showcase based on the level of participation.

- **President's Report**

- **Capital Improvements:** We are going to proceed with the Awnings Project. This should be complete this fall. We also presented quotes for different camera systems and security options. The board wants additional quotes and agreed to vote by email on options. Last, we discussed options for the coffee and the board meetings to be at different times to accommodate the group as we stand in the present. Diane will address this with the executive board with some options if there seems to be any need to change.

12:55 PM: Motion to adjourn

1<sup>st</sup> – Jessie Meador

2<sup>nd</sup> – Beth Smith

Motion carried.

Respectfully Submitted,  
Diane Sawyer

**August 2021 - Membership Report**

<b>Drop Members</b>				
<b>Company</b>	<b>Joined</b>	<b>Membership Dues</b>	<b>Last Payment Received</b>	<b>Reason</b>
Aspen by Rachel Rakes	7/31/2019	\$175.00	7/2/2020	Business Sold
Smith-Carolina Corporation	7/29/2019	\$450.00	6/1/2020	Per business request
The Ole Corner Shop by Davidson-Joyce, LLC	11/9/2018	\$175.00	3/12/2021	Non-Payment
Triad Behavioral Resources	10/27/2017	\$240.00	1/22/2021	Per business request
Jimmy Depalma Entertainment	11/9/2017	\$175.00	TRADE	Per business request
<b>Total</b>		<b>\$1,215.00</b>		
<b>YTD Total</b>		<b>\$5,038.00</b>		
<b>New Members</b>				
<b>Company</b>	<b>Joined</b>	<b>Membership Dues</b>		
<b>Total</b>		<b>\$0.00</b>		
<b>YTD Total</b>		<b>\$7,349.00</b>		

### **October Member of the Month:**

Gordon Allen is one of the kindest people and biggest Champions for Reidsville and Rockingham County.

Retired from the Employment Security office, he is an individual member of the Chamber of Commerce. Gordon can be found in his retirement, with his true talent and second career, taking photographs of nature. He is also known for posting albums on social media of local events and art, promoting the great things that are happening in our area. Gordon is a great supporter of the Chamber, Reidsville and Rockingham County.

He deserves the recognition of Member of the Month.

Reidsville Chamber of Commerce  
A/R Aging Summary  
As of September 17, 2021

	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Farm Bureau Insurance	0.00	295.00	0.00	5,000.00	5,295.00
Wal-Mart	1,965.00	0.00	0.00	3,930.00	5,895.00
Carefree Merchant Processing	26.25	26.25	26.25	1,752.13	1,830.88
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
Smith-Carolina Corporation	0.00	0.00	0.00	450.00	450.00
Mumbo Jumbo Imports	20.00	20.00	20.00	320.00	380.00
The Ole Corner Shop by Davidson-Joyce, LL	0.00	0.00	0.00	301.96	301.96
Eclectic Visions Art Co.	0.00	0.00	68.75	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
Piedmont Triad Charitable Foundation/ Wyn	0.00	0.00	0.00	240.00	240.00
Graphic Solutions	0.00	0.00	0.00	215.00	215.00
Alcorn's Custom Woodworking, Inc.	0.00	0.00	0.00	175.00	175.00
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
Charlie Wright	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
Greensboro National Golf Club	0.00	0.00	0.00	175.00	175.00
Hire Dynamics	0.00	0.00	0.00	175.00	175.00
Kelly Office Solutions	0.00	0.00	0.00	175.00	175.00
Monroeton Golf Course, Inc.	0.00	0.00	0.00	175.00	175.00
Paychex	0.00	0.00	0.00	175.00	175.00
Piedmont Broadcasting	0.00	0.00	0.00	175.00	175.00
The Flack Foundation	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	0.00	43.75	0.00	174.75	218.50
Blue Diamonds Dance and Cheer Elite	0.00	68.75	0.00	137.50	206.25
Cleanup receivables - Marie	0.00	0.00	0.00	131.41	131.41
Aspen by Rachel Rakes	0.00	0.00	43.75	131.25	175.00
Kelly's Kitchen, LLC	0.00	0.00	43.75	122.50	166.25
Triad Behavioral Resources	0.00	0.00	120.00	120.00	240.00
Mary Kay Cosmetics Inc.-Irish Dickerson	350.00	350.00	0.00	99.00	799.00
Rodan & Fields- Stephanie Ellington	0.00	0.00	0.00	99.00	99.00
Ambassador Relations Corp.	0.00	87.50	0.00	87.50	175.00
Amigo's Paint LLC	43.75	0.00	0.00	87.50	131.25
Elevated Environmental Corporation	43.75	0.00	0.00	87.50	131.25
Reidsville Tigers	0.00	43.75	0.00	85.75	129.50
Carmart of Reidsville	0.00	43.75	0.00	85.00	128.75
Covington Wesleyan Church	0.00	0.00	0.00	85.00	85.00
Jenkins, Lance	0.00	0.00	0.00	85.00	85.00
Briar Creek Farm	0.00	43.75	0.00	43.75	87.50
Beau La Vie Event Venue	87.50	0.00	0.00	20.00	107.50
Foster's Grill	0.00	0.00	0.00	20.00	20.00
<b>Highlands Residential Mortgage</b>	<b>8.34</b>	<b>8.33</b>	<b>8.33</b>	<b>16.67</b>	<b>41.67</b>
Garcia Fence Inc.	0.00	0.00	340.00	0.00	340.00
discca	0.00	0.00	215.00	0.00	215.00
Community Baptist Schools	0.00	0.00	175.00	0.00	175.00
Dan River Campground and River Adventures	0.00	0.00	175.00	0.00	175.00
Rockingham County Education Foundation	0.00	0.00	175.00	0.00	175.00
New Vision Therapy, PLLC	0.00	0.00	87.50	0.00	87.50
Through the Looking Glass Photography by	0.00	0.00	48.75	0.00	48.75
Sip Coffee House	0.00	0.00	43.75	0.00	43.75
Royalty Health & Wellness, P.C.	26.25	26.25	26.25	0.00	78.75
<b>Gabriel E. Zeller, Attorney at Law</b>	<b>14.59</b>	<b>14.58</b>	<b>0.01</b>	<b>0.00</b>	<b>29.18</b>
Holiday Inn Express Hotel & Suites	0.00	370.00	0.00	0.00	370.00
Albaad USA, Inc.	264.41	264.42	0.00	0.00	528.83
Goin' Postal Reidsville	275.00	250.00	0.00	0.00	525.00
Chandler Concrete Company	0.00	250.00	0.00	0.00	250.00
HealthTeam Advantage	0.00	250.00	0.00	0.00	250.00
Moore's Electrical and Mechanical	0.00	240.00	0.00	0.00	240.00
ALCOVA Mortgage, LLC	0.00	175.00	0.00	0.00	175.00
Blue Sky Realty	0.00	175.00	0.00	0.00	175.00

Reidsville Chamber of Commerce  
A/R Aging Summary  
As of September 17, 2021

	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Elite Driving School	0.00	175.00	0.00	0.00	175.00
Kiwanis Club of Reidsville	0.00	175.00	0.00	0.00	175.00
Manitou Auctions	0.00	175.00	0.00	0.00	175.00
Museum & Archives of Rockingham County	0.00	175.00	0.00	0.00	175.00
Rockingham Kidney Center	0.00	175.00	0.00	0.00	175.00
Sanitary Cafe	0.00	175.00	0.00	0.00	175.00
Triad Telecom, Inc.	0.00	175.00	0.00	0.00	175.00
Vintage Stone	0.00	175.00	0.00	0.00	175.00
Lelia's Tender Care, Inc.	0.00	157.50	0.00	0.00	157.50
Damsel in Defense/ Independent Damsel Pro	0.00	99.00	0.00	0.00	99.00
McMichael, Kimberly	0.00	85.00	0.00	0.00	85.00
Alpha and Omega Telecom Group, Inc.	0.00	20.00	0.00	0.00	20.00
Simply KJ's Boutique-Krystal Jordan	0.00	20.00	0.00	0.00	20.00
<b>North Star Driving School</b>	<b>14.58</b>	<b>14.59</b>	<b>0.00</b>	<b>0.00</b>	<b>29.17</b>
First National Bank	646.25	0.00	0.00	0.00	646.25
Short Sugar's Drive-In	450.00	0.00	0.00	0.00	450.00
Biscuitville	350.00	0.00	0.00	0.00	350.00
Carolina QSC Mgmt DBA McDonald's	350.00	0.00	0.00	0.00	350.00
Carter Bank And Trust	300.00	0.00	0.00	0.00	300.00
Henniges Automotive	300.00	0.00	0.00	0.00	300.00
Hometown Auto Group	300.00	0.00	0.00	0.00	300.00
Little Angel's Child Development Center	240.00	0.00	0.00	0.00	240.00
Pine Forrest ALF	240.00	0.00	0.00	0.00	240.00
Aflac Benefits Advisor- Walter Michael	175.00	0.00	0.00	0.00	175.00
All About Smiles	175.00	0.00	0.00	0.00	175.00
Cricket Wireless	175.00	0.00	0.00	0.00	175.00
McLaurin Funeral Home	175.00	0.00	0.00	0.00	175.00
Northwestern Mutual-Will Voris	175.00	0.00	0.00	0.00	175.00
Reidsville Insurance Center	175.00	0.00	0.00	0.00	175.00
Shamrock Shredding	175.00	0.00	0.00	0.00	175.00
Tarheel Basement Systems	175.00	0.00	0.00	0.00	175.00
Theatre Guild of Rockingham County	175.00	0.00	0.00	0.00	175.00
Trax NC	175.00	0.00	0.00	0.00	175.00
Vocational Rehabilitation Services	175.00	0.00	0.00	0.00	175.00
Reidsville Orthodontics	166.67	0.00	0.00	0.00	166.67
City of Refuge Ministries Int'l Inc (CORM	85.00	0.00	0.00	0.00	85.00
B & G Glass	43.75	0.00	0.00	0.00	43.75
Clean Solutions	20.00	0.00	0.00	0.00	20.00
Go Far Travels - Madonna Setliff	20.00	0.00	0.00	0.00	20.00
Thirty One Gifts- April Garris	0.00	99.00	0.00	-1.00	98.00
<b>TOTAL</b>	<b><u>8,576.09</u></b>	<b><u>4,941.17</u></b>	<b><u>1,617.09</u></b>	<b><u>19,954.05</u></b>	<b><u>35,088.40</u></b>

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

	Jan - Aug 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
7101 - PPP forgiven loans - Tax free	46,825.99		
Revenues			
4030 - Rental Income	14,221.00	13,200.00	1,021.00
4010 - Membership Investments	37,411.16	44,000.00	-6,588.84
4020 - New Member Investment	7,876.12	5,300.00	2,576.12
Total Revenues	59,508.28	62,500.00	-2,991.72
4150 - Miscellaneous Income	225.00		
4180 - Visitor Center			
4181 - Visitor Center Expenses	-1,884.25		
4180 - Visitor Center - Other	22,295.04	22,000.00	295.04
Total 4180 - Visitor Center	20,410.79	22,000.00	-1,589.21
7051 - Grasshoppers Night Income	100.00		
7052 - Greensboro Swarm Income	100.00		
7000 - Division Income			
7100 - Affinity Program Income	2,804.05		
7049 - Beer Garden/WineTasting Income			
7049849 - BeerGarden/WineTasting Expenses	-6,389.46		
7049 - Beer Garden/WineTasting Income - Other	9,839.00		
Total 7049 - Beer Garden/WineTasting Income	3,449.54		
4170 - Chamber Champion	35,903.48	38,000.00	-2,096.52
4500 - Community Support	10,000.00	10,000.00	0.00
7010 - Promotional Adv. Sponsorships			
7013 - Website Enhanced Listing	24.04		
7010 - Promotional Adv. Sponsorships - Other	150.00		
Total 7010 - Promotional Adv. Sponsorships	174.04		
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	-1,272.96	0.00	-1,272.96
7040 - 7040-Ice cream Social			
7040840 - 7040840-Ice Cream Social expens	-293.30	-225.00	-68.30
7040 - 7040-Ice cream Social - Other	350.00		
Total 7040 - 7040-Ice cream Social	56.70	-225.00	281.70
7043 - Golf Tournament			
7043843 - Golf Tournament Expenses	-6,387.96	-6,000.00	-387.96
7043 - Golf Tournament - Other	11,161.19	15,000.00	-3,838.81
Total 7043 - Golf Tournament	4,773.23	9,000.00	-4,226.77
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	59,963.33	56,775.00	3,188.33
Total Income	187,133.39	141,275.00	45,858.39
Gross Profit	187,133.39	141,275.00	45,858.39



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

Expense	Jan - Aug 21	Budget	\$ Over Budget
Bad Debt	181.98		
Insurance Expense ( D&O)	602.80	900.00	-297.20
5000 - Salaries and Benefits			
5110 - Salaries			
5115 - Temporary/Part-time	5,232.50		
5110 - Salaries - Other	71,882.44	78,648.54	-6,766.10
Total 5110 - Salaries	77,114.94	78,648.54	-1,533.60
5117 - Reimbursed Expenses	4,457.81	4,400.00	57.81
5120 - Payroll Tax Expense	5,489.40	7,192.32	-1,702.92
5139 - Staff development & Training	76.29		
5140 - Retirement Plan	2,000.00	2,000.00	0.00
5160 - Staff Expenses	139.88		
5170 - Travel	117.92	340.00	-222.08
5171 - Meals	37.25	340.00	-302.75
5175 - Sales Commission	14,844.51	10,700.00	4,144.51
5180 - Worker's Compensation Insurance	407.00	527.00	-120.00
5190 - Payroll Expenses	517.50	784.62	-267.12
Total 5000 - Salaries and Benefits	105,202.50	104,932.48	270.02
5200 - Occupancy Expenses			
5230 - EIDL Loan	0.00	1,296.00	-1,296.00
5245 - Utilities	5,613.84	6,000.00	-386.16
5210 - Rent	0.00	4,176.00	-4,176.00
5240 - Telephone	2,648.75	2,528.00	120.75
5250 - Liability Insurance	2,314.00	1,500.00	814.00
Total 5200 - Occupancy Expenses	10,576.59	15,500.00	-4,923.41
5300 - Office Operations			
5310 - Office Supplies	192.16	660.00	-467.84
5315 - Supplies-other	517.89	660.00	-142.11
5320 - Postage	131.29	600.00	-468.71
5325 - Office support services	4,453.05	1,650.00	2,803.05
5330 - Professional Services	239.10		
5335 - Computer Expense	1,085.61	750.00	335.61
5370 - Lease and Service Contracts	2,360.70	1,970.00	390.70
5220 - Maintenance agreements	143.49	1,170.00	-1,026.51
5340 - Dues and Subscriptions	1,276.10	1,190.00	86.10
5380 - Bank Service Charges	1,040.64	500.00	540.64
5390 - Interest	1,954.34		
5800 - Contingencies	327.25	1,652.00	-1,324.75
Total 5300 - Office Operations	13,721.62	10,802.00	2,919.62
5400 - Membership Development			
5410 - Ambassadors	0.00	500.00	-500.00
5440 - Advertising	3,397.50	2,000.00	1,397.50
5450 - Luncheons & Meetings	244.10	600.00	-355.90
5490 - Website Expense	5,941.39	2,968.00	2,973.39
5400 - Membership Development - Other	3,785.85	3,000.00	785.85
Total 5400 - Membership Development	13,368.84	9,068.00	4,300.84
Total Expense	143,654.33	141,202.48	2,451.85
Net Ordinary Income	43,479.06	72.52	43,406.54
Net Income	43,479.06	72.52	43,406.54