



**Reidsville Chamber of Commerce
Board of Directors Meeting
June 22, 2022, 12pm
Chamber Board Room**

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- | | |
|-------------------------------------|---|
| 1. Call to Order | Jessie Meador Chairwoman |
| 2. Invocation | |
| 3. Strategic Conversations (20 min) | Vicky Alston: Rockingham County School Board
Special Guest: Mr. Stover, Superintendent |

CONSENT AGENDA

The Reidsville Chamber of Commerce uses a Consent Agenda to consider items that are non-controversial and routine. The Consent Agenda is acted upon by one motion and vote of the Board. Items may be removed from the Consent Agenda and placed on the Regular Agenda at the request of a Board Member. The Consent Agenda contains the following items:

1. Approval of the April Minutes (Pg. 2)
2. Approval of New Members and Dropped Members (Membership Reports) (Pg. 3)

REGULAR AGENDA

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- | | |
|------------------------------|---|
| 1. City of Reidsville Report | Jeff Garstka Economic Development Director,
City of Reidsville |
| 2. Executive Board Updates | |
| a. Chairwoman's Comments | |
| b. Goal Setting Updates | |
| c. Budget & AR | Jessie Meador Chairwoman |
| 3. Committee Reports | |
| a. Workforce Development | Jennifer Lester Business & Industry Liaison |
| b. FUN Committees (Sign Up) | |
| 4. President's Report | Diane Sawyer President & CEO |
| a. Upcoming Events | |
| i. Ice Cream Social | |
| ii. Golf Tournament | |
| iii. Business Showcase | |
| iv. Summer Events | |
| 5. Announcements & Adjourn | |



**Reidsville Chamber of Commerce
Board of Directors Meeting
May 25, 2022
Chamber Board Room**

Present: Jessie Meador, Judy Neal, Chad Blakley, Eden Combs, Victoria Ellis, Jennifer Lester, Morgan Moore, Matthew Searce, Jeff Garstka, Donald Carter, Patience Fairman-Evans, Diane Sawyer

Absent: Wayne Hollowell, Patience Fairman-Evans, Kirk Smith, Justin Dill. Robbie Citty, Robin Pegram, Drew Barefoot,

CONSENT AGENDA – Motion made, Seconded, motion carried. 1:08pm

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Approval of the March minutes (Board Retreat) (Pg. 2-3)
Approval of New Members and Dropped Members (Membership Reports) (Pg. 4)
Member of the Month – May 2022 (Pg.5)

REGULAR AGENDA

City of Reidsville Report
Director,

Jeff Garstka | Economic Development
City of Reidsville

Executive Board Updates
Chairwoman's Comments
Board Retreat Follow up
Budget & AR

Jessie Meador | Chairwoman

Committee Reports
Workforce Development

Jennifer Lester | Business & Industry Liaison

President's Report (Pg 9)
Upcoming Events

Diane Sawyer | President & CEO

Annual Awards
Nominating Process
Staff Appreciation
Business Showcase
Summer Events

Announcements & Adjourn- Motion made, Seconded, motion carried. Meeting adjourned at 1:24pm pm

Respectfully submitted,
Diane Sawyer

May 2022 - Membership Report

Drop Members

Company	Joined	Members hip Dues	Last Payment Received	Reason
Child Evangelism Fellowship of the Greater Greensboro Area	3/16/2018	\$175.00	2/23/2021	Can't Afford Dues
Piedmont Tirad Charitable Foundation/Wyndham	7/19/2019	\$240.00	6/17/2020	Customer Request
Paychex Inc.	7/30/2019	\$175.00	10/17/2019	Customer Request
Total		\$590.00		
YTD Total		\$2,588.00		

New Members

Company	Joined	Members hip Dues		
The Landings of Rockingham	6/9/2022	\$350.00		
Total		\$350.00		
YTD Total		\$3,965.00		

Reidsville Chamber of Commerce
A/R Aging Summary
As of June 21, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
Greensboro Grasshoppers	0.00	0.00	0.00	0.00	1,175.00	1,175.00	Payment Promised
Food Lion	0.00	0.00	0.00	0.00	670.00	670.00	Payment Promised
Debbie's Restaurant Ritz Gourmet Inc.	0.00	0.00	0.00	240.00	240.00	480.00	Payment Promised
Piedmont Triad Charitable Foundation/ Wyn	0.00	240.00	0.00	0.00	240.00	480.00	DROP
ALEF Behavioral Group, LLC (DBA NC Wellne	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	
Wray's Concrete	0.00	0.00	0.00	0.00	240.00	240.00	
Elevated Environmental Corporation	0.00	43.75	0.00	0.00	218.75	262.50	
CDI Logistics	0.00	0.00	0.00	0.00	195.00	195.00	
Graphic Solutions	0.00	0.00	0.00	0.00	195.00	195.00	
Downtown Dog House	0.00	0.00	0.00	0.00	175.01	175.01	
Days Inn by Wyndham Reidsville	0.00	0.00	175.00	0.00	175.00	350.00	
Dr. Margaret Bowen MD, PLLC	0.00	0.00	175.00	0.00	175.00	350.00	
Paychex	0.00	175.00	0.00	0.00	175.00	350.00	DROP
1 of A Kind Auto Sales, LLC	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	
Celtic Fringe, The	0.00	0.00	0.00	0.00	175.00	175.00	
Child Evangelism Fellowship of the Great	0.00	0.00	0.00	0.00	175.00	175.00	DROP
Cricket Wireless	0.00	0.00	0.00	0.00	175.00	175.00	
Elizabeth's Pizza - Wentworth	0.00	0.00	0.00	0.00	175.00	175.00	
Gill's Inn & Suites	0.00	0.00	0.00	0.00	175.00	175.00	
Harvest Ridge Farm	0.00	0.00	0.00	0.00	175.00	175.00	
Inspire Nutrition	0.00	0.00	0.00	0.00	175.00	175.00	
Orion Photography	0.00	0.00	0.00	0.00	175.00	175.00	
PM Harrison Electric Company	0.00	0.00	0.00	0.00	175.00	175.00	
Reidsville Luckies Batting Academy	0.00	0.00	0.00	0.00	175.00	175.00	
Reidsville Rotary Club	0.00	0.00	0.00	0.00	175.00	175.00	
RockATOP (Rockingham Apprenticeship and T	0.00	0.00	0.00	0.00	175.00	175.00	
Rockingham County Theater Group	0.00	0.00	0.00	0.00	175.00	175.00	
Rockingham Kidney Center	0.00	0.00	0.00	0.00	175.00	175.00	
Sanitary Cafe	0.00	0.00	0.00	0.00	175.00	175.00	
Southern Spirits	0.00	0.00	0.00	0.00	175.00	175.00	
Terowa Fashion	0.00	0.00	0.00	0.00	175.00	175.00	
The Law Office of Jason Wilson	0.00	0.00	0.00	0.00	175.00	175.00	
The Massage Spot	0.00	0.00	0.00	0.00	175.00	175.00	
Schewels Home	0.00	0.00	0.00	0.00	147.50	147.50	
Through the Looking Glass Photography by	0.00	0.00	0.00	48.75	146.25	195.00	
Beau La Vie Event Venue	0.00	0.00	0.00	0.00	107.50	107.50	
The Collective Coffee and Bakery	0.00	0.00	43.75	0.00	87.50	131.25	
Linda Lou's DBA Sandy Cross General Merch	0.00	43.75	0.00	0.00	87.50	131.25	
Kelly's Kitchen, LLC	0.00	0.00	0.00	43.75	75.00	118.75	
CTT Productions, LLC	0.00	14.59	14.58	0.00	72.92	102.09	
Warrior Nutrition	0.00	43.75	0.00	0.00	43.75	87.50	
Amigo's Paint LLC	0.00	43.75	0.00	0.00	42.75	86.50	
Sip Coffee House	0.00	0.00	0.00	43.75	26.25	70.00	
Alpha and Omega Telecom Group, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	
Simply KJ's Boutique-Krystal Jordan	0.00	0.00	0.00	0.00	20.00	20.00	
Southeastern Data Comm, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	
Eclectic Visions Art Co.	0.00	0.00	0.00	43.75	15.63	59.38	
Gabriel E. Zeller, Attorney at Law	0.00	14.59	0.00	0.00	14.60	29.19	
North Star Driving School	0.00	14.58	14.59	14.58	8.33	52.08	

Reidsville Chamber of Commerce
A/R Aging Summary
As of June 21, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Henniges Automotive	0.00	0.00	0.00	1,584.00	0.00	1,584.00
Dr. Joe Adams DDS Caring Modern Dentistry	0.00	0.00	0.00	295.00	0.00	295.00
CaterFest Inc.	0.00	0.00	0.00	175.00	0.00	175.00
French's Corner Store	0.00	0.00	0.00	175.00	0.00	175.00
HealthTeam Advantage	0.00	0.00	0.00	175.00	0.00	175.00
Kona Ice of Rockingham	0.00	0.00	0.00	175.00	0.00	175.00
Slade Family Bakery	0.00	0.00	0.00	175.00	0.00	175.00
Triad Outlaws	0.00	0.00	0.00	175.00	0.00	175.00
WAKG FM/Piedmont Broadcasting	0.00	0.00	0.00	175.00	0.00	175.00
Tinsley's School of Barbering	0.00	0.00	0.00	43.75	0.00	43.75
Cafe 99	0.00	0.00	0.00	20.00	0.00	20.00
Mission First	0.00	0.00	0.00	20.00	0.00	20.00
Slade Home Improvement	0.00	0.00	0.00	20.00	0.00	20.00
Wright Rental Properties, LLC	0.00	0.00	0.00	20.00	0.00	20.00
Piedmont Occupational and Urgent Care	0.00	0.00	1,500.00	0.00	0.00	1,500.00
Powell - Barefoot Agency, Inc.	0.00	0.00	875.00	0.00	0.00	875.00
Mary Kay Cosmetics Inc.-Irish Dickerson	0.00	350.00	350.00	0.00	0.00	700.00
Impex Chevrolet Buick GMC	0.00	33.33	300.00	0.00	0.00	333.33
Clayton Homes	0.00	0.00	240.00	0.00	0.00	240.00
Cardinal Recycling, LLC	0.00	0.00	175.00	0.00	0.00	175.00
Carmela's	0.00	0.00	175.00	0.00	0.00	175.00
Fargis Insurance Service/ Erie Insurance	0.00	0.00	175.00	0.00	0.00	175.00
Fine Arts Festival Association of Rocking	0.00	0.00	175.00	0.00	0.00	175.00
Images by Autumn-Autumn Hollifield Photog	0.00	0.00	175.00	0.00	0.00	175.00
Khan Law Firm	0.00	0.00	175.00	0.00	0.00	175.00
Reidsville Precision Machine, LLC	0.00	0.00	175.00	0.00	0.00	175.00
The Flack Foundation	0.00	0.00	175.00	0.00	0.00	175.00
The McInnis Clinic, PLLC	0.00	0.00	175.00	0.00	0.00	175.00
Top Hat Cleaners	0.00	0.00	175.00	0.00	0.00	175.00
Wright Memorial Event Center	0.00	0.00	175.00	0.00	0.00	175.00
Page, Sam	0.00	0.00	60.00	0.00	0.00	60.00
RE/MAX Realty Consultants-Frank Verdi	0.00	500.00	50.00	0.00	0.00	550.00
Rise Up Professional Services	0.00	0.00	43.75	0.00	0.00	43.75
Arnold Robertson	0.00	0.00	40.00	0.00	0.00	40.00
GCRF Events and Custom Creations	0.00	0.00	34.75	0.00	0.00	34.75
Royalty Health & Wellness, P.C.	0.00	1,526.25	26.25	0.00	0.00	1,552.50
Heafner Knives, LLC	0.00	0.00	20.00	0.00	0.00	20.00
Wright Whitetail Mineral	0.00	0.00	20.00	0.00	0.00	20.00
First Citizens Bank	0.00	750.00	15.00	0.00	0.00	765.00
TOTAL	0.00	3,793.34	5,922.67	3,662.33	8,964.24	22,342.58

**Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
January through May 2022**

	Jan - May 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Revenues			
4030 · Rental Income	11,990.07	9,625.00	2,365.07
4010 · Membership Investments	29,309.37	28,333.30	976.07
4020 · New Member Investment	3,810.25	3,970.00	-159.75
Total Revenues	45,109.69	41,928.30	3,181.39
4150 · Miscellaneous Income	55.01	0.00	55.01
4180 · Visitor Center			
4181 · Visitor Center Expenses	-4,093.70	0.00	-4,093.70
4180 · Visitor Center - Other	22,028.46	0.00	22,028.46
Total 4180 · Visitor Center	17,934.76	0.00	17,934.76
7051 · Grasshoppers Night Income			
7051851 · Grasshoppers Night Expenses	-4,855.17		
7051 · Grasshoppers Night Income - Other	5,049.45	0.00	5,049.45
Total 7051 · Grasshoppers Night Income	194.28	0.00	194.28
7052 · Greensboro Swarm Income	500.00	0.00	500.00
7000 · Division Income			
7100 · Affinity Program Income	230.35	0.00	230.35
7049 · Beer Garden/WineTasting Income			
7049849 · BeerGarden/WineTasting Expenses	-2,540.87	0.00	-2,540.87
7049 · Beer Garden/WineTasting Income - O...	-79.65	0.00	-79.65
Total 7049 · Beer Garden/WineTasting Income	-2,620.52	0.00	-2,620.52
4170 · Chamber Champion	22,378.70	21,000.00	1,378.70
7020 · Staff Appreciation Luncheon			
7020820 · Staff Appreciation Expenses	-1,321.55	-3,000.00	1,678.45
7020 · Staff Appreciation Luncheon - Other	210.00	3,000.00	-2,790.00
Total 7020 · Staff Appreciation Luncheon	-1,111.55	0.00	-1,111.55
7043 · Golf Tournament	1,425.02	2,000.00	-574.98
7045 · Seminar			
7045845 · Seminar Expenses	0.00	-200.00	200.00
Total 7045 · Seminar	0.00	-200.00	200.00
7094 · Annual Meeting			
7094894 · Annual Meeting Expenses	-449.26	0.00	-449.26
7094 · Annual Meeting - Other	-412.85	500.00	-912.85
Total 7094 · Annual Meeting	-862.11	500.00	-1,362.11

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through May 2022

	Jan - May 22	Budget	\$ Over Budget
7095 · Copier & Printing services	3.65	0.00	3.65
7000 · Division Income - Other	625.00	0.00	625.00
Total 7000 · Division Income	20,068.54	23,300.00	-3,231.46
Total Income	83,862.28	65,228.30	18,633.98
Gross Profit	83,862.28	65,228.30	18,633.98
Expense			
Bad Debt	923.00	0.00	923.00
Insurance Expense (D&O)	261.20	900.00	-638.80
5000 · Salaries and Benefits			
5110 · Salaries			
5115 · Temporary/Part-time	2,612.50	0.00	2,612.50
5110 · Salaries - Other	42,182.58	52,342.00	-10,159.42
Total 5110 · Salaries	44,795.08	52,342.00	-7,546.92
5117 · Reimbursed Expenses	5,006.05	2,750.00	2,256.05
5120 · Payroll Tax Expense	3,029.73	4,595.00	-1,565.27
5139 · Staff development & Training	35.12	0.00	35.12
5140 · Retirement Plan	1,250.00	1,250.00	0.00
5160 · Staff Expenses	-118.80	0.00	-118.80
5170 · Travel	74.88	150.00	-75.12
5171 · Meals	132.64	150.00	-17.36
5175 · Sales Commission	4,249.45	6,500.00	-2,250.55
5180 · Worker's Compensation Insurance	335.00	0.00	335.00
5190 · Payroll Expenses	809.27	500.00	309.27
Total 5000 · Salaries and Benefits	59,598.42	68,237.00	-8,638.58
5200 · Occupancy Expenses			
5230 · EIDL Loan	0.00	1,260.00	-1,260.00
5245 · Utilities	4,208.46	3,750.00	458.46
5210 · Rent	0.00	2,610.00	-2,610.00
5240 · Telephone	1,725.72	1,630.00	95.72
5250 · Liability Insurance	2,273.00	4,000.00	-1,727.00
Total 5200 · Occupancy Expenses	8,207.18	13,250.00	-5,042.82

9:16 AM

06/21/22

Cash Basis

Reidsville Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through May 2022

	Jan - May 22	Budget	\$ Over Budget
5300 · Office Operations			
5310 · Office Supplies	335.42	250.00	85.42
5315 · Supplies-other	51.87	250.00	-198.13
5320 · Postage	747.98	375.00	372.98
5325 · Office support services	2,049.80	1,100.00	949.80
5330 · Professional Services	167.75	0.00	167.75
5335 · Computer Expense	50.72	750.00	-699.28
5370 · Lease and Service Contracts	1,103.21	1,200.00	-96.79
5220 · Maintenance agreements	173.32	700.00	-526.68
5340 · Dues and Subscriptions	958.74	700.00	258.74
5380 · Bank Service Charges	49.90	150.00	-100.10
5390 · Interest	1,061.35	0.00	1,061.35
Total 5300 · Office Operations	6,750.06	5,475.00	1,275.06
5400 · Membership Development			
5410 · Ambassadors	0.00	500.00	-500.00
5440 · Advertising	941.50	1,250.00	-308.50
5450 · Luncheons & Meetings	233.93	300.00	-66.07
5490 · Website Expense	2,166.65	1,855.00	311.65
5400 · Membership Development - Other	3,272.53	2,221.00	1,051.53
Total 5400 · Membership Development	6,614.61	6,126.00	488.61
Total Expense	82,354.47	93,988.00	-11,633.53
Net Ordinary Income	1,507.81	-28,759.70	30,267.51
Net Income	1,507.81	-28,759.70	30,267.51

President's Report June 2022

June has been a very hectic month. We are heavy in the summer events schedule. The beer gardens are going well, and we have been finalizing Chamber Champions this week. We are down to waiting on one more answer before we can send all of it off.

Other projects include getting a clean copy of our QB file ready so that we can send over to ChamberMaster for this integration of Qbooks and ChamberMaster. This is due to start by June 30th. This process can take up to a month from start to finish. I will keep you updated.

We are working on goals, committees, Ice Cream Social, Golf Tournament and Business Showcase. I am hopeful to have dates this week for the Business Showcase. The location is pending as far as being able to announce it, but I have been told we have secured it.

These are my notes as I sent via email yesterday:

1. I will be on vacation and out of the office beginning this weekend 6/25 through July 4th holiday. I will return on Tuesday, July 5th.
2. We need volunteers desperately this weekend for the concert at Market Square. The events link for volunteering can be found here: <https://bit.ly/ReidsChamberEvents2022>
3. We are closing out the Chamber polo shirt orders this week. They can be ordered here: <https://bit.ly/ChamberPolo>
4. Ice Cream Social is here! Register for a ticket here: <https://business.reidsvillechamber.org/events/details/2022-ice-cream-social-9445> and sign up to bring ice cream of toppings here: <https://bit.ly/2022IceCreamSocial>

<u>UPCOMING EVENTS</u>	<u>UPCOMING RIBBON CUTTINGS</u>
June 25 Concert/ Ace Party Band Market Square 7:00-9:00	ABC Board 150 Diesel Drive Thursday 23, 2022 12:00-1:00
July No Coffee	
July 8 /Second Downtown Friday 6:00-8:30	
July 14 th Ice Cream Social 4:40-7:30	
July 23 Concert/Tell Me Lies Fleetwood Mac Market Square 7:00-9:00	
<u>Next Board Meeting; July 27th at 12pm</u>	