



**Reidsville Chamber of Commerce
Board of Directors Meeting
February 22, 2023
140 S Scales Street**

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|-------------------------------------|------------------------------------|
| 1. Call to Order | Jessie Meador Chairwoman |
| 2. Invocation | |
| 3. Strategic Conversations (20 min) | Goal Setting: Board Retreat RECAP. |

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 New Members and Dropped Members (Membership Reports) (Pg. 2-3)
2. Member of the Month (Pg. 4)

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 | Jessie Meador Chairwoman |
| b. Budget & AR (Pgs.5-8) | |
| 3. Committee Reports | |
| a. Workforce Development | Jennifer Lester Business & Industry Liaison |
| b. Casino Night Committee | Diane Sawyer President & CEO |
| 4. President's Report (Pg. 9) | |
| a. Upcoming Events | Diane Sawyer President & CEO |
| i. Casino Night | |
| ii. Swarm Night | |
| iii. Staff Appreciation | |
| 5. Announcements & Adjourn | |

January 2023 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Sanitary Café	6/1/2020	\$175.00		Nonpayment
Homestar Financial	2/17/2022	\$175.00	2/21/2022	Out of Area
Clayton Homes	6/22/2021	\$175.00	6/25/2021	Member Request
Edward Prairie- Allstate Agency	2/16/2022	\$175.00	10/26/2022	Member Request
CPI Securty	7/30/2021	\$175.00	7/30/2021	Nonpayment
Tarheel Basement Systems	10/7/2020	\$175.00	9/21/201	Nonpayment
Triad Outlaw	3/21/2022	\$175.00	n/a	Nonpayment
Law Office of Jason Wilson	3/27/2013	\$175.00	2/12/2021	Out of Area
Jack's Burgers	1/21/2022	\$175.00	1/31/2022	Business Closed
Moore's Electrical & Mechanical	9/25/2017	\$240.00	10/25/2021	Business Closed
Round About Way	6/21/2011	\$175.00	5/2/2022	Business Closed
Total		\$1,815.00		
YTD Total		\$1,815.00		

New Members

Company	Joined	Membership Dues		
Total		\$0.00		
YTD Total		\$0.00		

February 2023 - Membership Report

Drop Members

Company	Joined	Membership Dues	Last Payment Received	Reason
Carroll Creek Golf Club, LLC	7/21/2023	\$175.00		Nonpayment
Southen Dates	12/29/2023	\$175.00		Nonpayment
Total		\$350.00		
YTD Total		\$2,165.00		

New Members

Company	Joined	Membership Dues		
Arts & Trade of North Carolina Inc.	1/31/2023	\$200.00		
Carlisle School	1/12/2023	\$200.00		
Love & Light Reiki, LLC	2/14/2023	\$200.00		
Realty One Group Results	2/14/2023	\$200.00		
Sassy Southern Drawl Boutique	1/20/2023	\$200.00		
The Maintenance Man 336	1/23/2023	\$200.00		
Used Powersports LLC	2/13/2023	\$200.00		
Yopp Properties LLC	2/14/2023	\$200.00		
Carolina Core Machine	2/16/2023	\$320.00		
Total		\$1,920.00		
YTD Total		\$1,920.00		

March Member of the Month: *Tinsley's School of Barbering*

As a North Carolina licensed barber since 2002 and owner of Tinsley's Barbershop in Reidsville North Carolina since 2005, he has enjoyed serving the community and surrounding areas with many different barber services, haircuts, and styles. Being a barber has allowed him to fulfill my dreams of being a business owner in his community, as well as, helped him to maintain the stability necessary to provide for his family. He started this school in 2021 with hopes to help others who inspire to become a licensed barber achieve and enjoy some of the same benefits that he was able to enjoy over the years. He has encouraged anyone who comes through this program to take what they've learned with them, maintain the professional standards set forth and with every chance given find a way to positively impact and improve the Barbering Profession.

Reidsville Chamber of Commerce Profit & Loss Budget Overview January through December 2023

	Jan - Dec 23	Jan - Dec 22
Ordinary Income/Expense		
Income		
Revenues		
4030 · Rental Income	30,000.00	23,100.00
4010 · Membership Investments	82,000.00	68,000.00
4020 · New Member Investment	10,000.00	9,500.00
Total Revenues	<u>122,000.00</u>	<u>100,600.00</u>
4180 · Visitor Center	44,000.00	44,000.00
7000 · Division Income		
4170 · Chamber Champion	59,000.00	56,000.00
4500 · Community Support	10,000.00	10,000.00
7020 · Staff Appreciation Luncheon		
7020820 · Staff Appreciation Expenses	-3,000.00	-3,000.00
7020 · Staff Appreciation Luncheon - Other	3,000.00	3,000.00
Total 7020 · Staff Appreciation Luncheon	<u>0.00</u>	<u>0.00</u>
7040 · 7040-Ice cream Social		
7040840 · 7040840-Ice Cream Social expens	-225.00	-225.00
Total 7040 · 7040-Ice cream Social	<u>-225.00</u>	<u>-225.00</u>
7042 · Breakfast With Santa		
7042842 · Breakfast With Santa Expenses	0.00	
7042 · Breakfast With Santa - Other	0.00	
Total 7042 · Breakfast With Santa	<u>0.00</u>	
7043 · Golf Tournament		
7043843 · Golf Tournament Expenses	-6,000.00	-6,000.00
7043 · Golf Tournament - Other	15,000.00	15,000.00
Total 7043 · Golf Tournament	<u>9,000.00</u>	<u>9,000.00</u>
7045 · Seminar		
7045845 · Seminar Expenses	-500.00	-500.00
Total 7045 · Seminar	<u>-500.00</u>	<u>-500.00</u>
7046 · Business Showcase		
7046846 · Business Showcase expenses	-8,500.00	-8,500.00
7046 · Business Showcase - Other	12,000.00	12,000.00
Total 7046 · Business Showcase	<u>3,500.00</u>	<u>3,500.00</u>
7094 · Annual Meeting		
7094894 · Annual Meeting Expenses	-2,000.00	500.00
7094 · Annual Meeting - Other	2,000.00	500.00
Total 7094 · Annual Meeting	<u>0.00</u>	<u>0.00</u>
Total 7000 · Division Income	<u>80,775.00</u>	<u>0.00</u>
Total Income	<u>246,775.00</u>	<u>222,875.00</u>
Gross Profit	246,775.00	222,875.00
Expense		
Insurance Expense (D&O)	900.00	900.00
P.O Box Fee	194.00	194.00
5000 · Salaries and Benefits		

Reidsville Chamber of Commerce Profit & Loss Budget Overview January through December 2023

	<u>Jan - Dec 23</u>	<u>Jan - Dec 22</u>
5110 · Salaries	144,840.00	125,618.00
5117 · Reimbursed Expenses	8,400.00	6,600.00
5120 · Payroll Tax Expense	12,000.00	11,000.00
5140 · Retirement Plan	4,200.00	3,000.00
5170 · Travel	1,500.00	500.00
5171 · Meals	500.00	500.00
5175 · Sales Commission	18,000.00	16,000.00
5180 · Worker's Compensation Insurance	527.00	527.00
5190 · Payroll Expenses	1,200.00	1,200.00
Total 5000 · Salaries and Benefits	191,167.00	39,327.00
5200 · Occupancy Expenses		
5230 · EIDL Loan	2,524.00	3,024.00
5245 · Utilities	9,000.00	9,000.00
5210 · Rent	6,264.00	6,264.00
5240 · Telephone	4,200.00	3,800.00
5250 · Liability Insurance	4,000.00	4,000.00
5270 · Property Taxes	4,000.00	4,000.00
Total 5200 · Occupancy Expenses	29,988.00	30,088.00
5300 · Office Operations		
5310 · Office Supplies	750.00	750.00
5315 · Supplies-other	750.00	750.00
5320 · Postage	900.00	900.00
5325 · Office support services	2,500.00	2,500.00
5335 · Computer Expense	750.00	750.00
5370 · Lease and Service Contracts	2,950.00	2,950.00
5220 · Maintenance agreements	1,750.00	1,750.00
5340 · Dues and Subscriptions	1,750.00	1,750.00
5380 · Bank Service Charges	426.00	500.00
Total 5300 · Office Operations	12,526.00	12,600.00
5400 · Membership Development		
5410 · Ambassadors	500.00	500.00
5440 · Advertising	3,000.00	3,000.00
5450 · Luncheons & Meetings	1,000.00	1,000.00
5490 · Website Expense	4,500.00	4,452.00
5400 · Membership Development - Other	3,000.00	5,196.00
Total 5400 · Membership Development	12,000.00	14,148.00
Total Expense	246,775.00	228,875.00
Net Ordinary Income	0.00	0.00
Net Income	0.00	0.00

Company Name	Current	1 to 30	31 to 60	61 to 90	91 to 120	> 120	Total	
Quality Diversified Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	
Wray's Concrete	\$0.00	\$0.00	\$0.00	\$240.00	\$0.00	\$240.00	\$480.00	
Beau La Vie Event Venue	\$0.00	\$0.00	\$25.00	\$0.00	\$0.00	\$195.00	\$220.00	
Reidsville Trading Post	\$187.50	\$0.00	\$0.00	\$362.50	\$0.00	\$187.50	\$737.50	
Rockingham County Theater Group	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	\$350.00	
Southern Spirits	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	\$350.00	
The Collective Coffee and Bakery	\$50.00	\$0.00	\$0.00	\$43.75	\$0.00	\$175.00	\$268.75	
All About Smiles	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	
Carroll Creek Golf Club, LLC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	
CaterFest Inc.	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	Trade for Food
Crazy Running	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	
Elizabeth's Pizza - Wentworth	\$180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$355.00	
Fargis Insurance Service/ Erie Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	
PM Harrison Electric Company	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$375.00	
Reidsville Downtown Corporation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$175.00	
Reidsville Rotary Club	\$175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$350.00	
Warrior Nutrition	\$0.00	\$0.00	\$0.00	\$87.50	\$0.00	\$131.25	\$218.75	
RE/MAX Realty Consultants-Frank Verdi	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$50.00	\$225.00	
Rise Up Professional Services	\$50.00	\$0.00	\$0.00	\$43.75	\$0.00	\$43.75	\$137.50	
Alpha and Omega Telecom Group, Inc.	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$40.00	\$40.00	
Southeastern Data Comm, Inc.	\$0.00	\$0.00	\$0.00	\$0.00	\$20.00	\$20.00	\$40.00	
Cafe 99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.00	\$20.00	Trade for Food
Clean Solutions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.00	\$20.00	
Go Far Travels - Madonna Setliff	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.00	\$20.00	
Belmont Small Animal Hospital	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
Care First Pharmacy	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
Coates Collectibles and Antiques	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
Crave Nutrition	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
National Federation of the Blind	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
Strader Insurance and Financial Services, LLC	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$175.00	
Allen, Gordon	\$0.00	\$0.00	\$0.00	\$0.00	\$85.00	\$0.00	\$85.00	
Reidsville Christian Church	\$0.00	\$0.00	\$0.00	\$0.00	\$85.00	\$0.00	\$85.00	
Sip Coffee House	\$0.00	\$50.00	\$0.00	\$0.00	\$43.75	\$0.00	\$93.75	
Tinsley's School of Barbering	\$0.00	\$50.00	\$0.00	\$0.00	\$31.25	\$0.00	\$81.25	
Mumbo Jumbo Imports	\$22.08	\$22.08	\$0.00	\$40.00	\$20.00	\$0.00	\$104.16	
Piedmont Natural Gas	\$0.00	\$0.00	\$0.00	\$400.00	\$0.00	\$0.00	\$400.00	
Martin Marietta Aggregates	\$0.00	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$350.00	
Pizza Hut of Reidsville	\$0.00	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$350.00	
Truist	\$0.00	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$350.00	
Belk	\$0.00	\$0.00	\$0.00	\$295.00	\$0.00	\$0.00	\$295.00	
Brown Entertainment LLC/The Reidsville Showcase Theater	\$0.00	\$200.00	\$0.00	\$250.00	\$0.00	\$0.00	\$450.00	
Greensboro News & Record	\$0.00	\$0.00	\$0.00	\$195.00	\$0.00	\$0.00	\$195.00	
Adobe	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00	

Hicks Insurance Group	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
MGA Marketing & Web Design	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Old North State League Inc.	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
OpulenceMD Beauty	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Pennrose Park Country Club	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
River Lake Homes, LLC	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Seth M. Woodall & Associates, PLLC	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Sherwin Williams Co.	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Southern Dates	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
TMS Digital	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Woodforest National Bank	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
ZenBusiness	\$0.00	\$0.00	\$0.00	\$175.00	\$0.00	\$0.00	\$175.00
Impex Chevrolet, Buick, GMC	\$35.42	\$0.00	\$0.00	\$66.66	\$0.00	\$0.00	\$102.08
Cone Health/Annie Penn Hospital	\$0.00	\$0.00	\$0.00	\$55.00	\$0.00	\$0.00	\$55.00
GCRF Events and Custom Creations	\$50.00	\$0.00	\$0.00	\$43.75	\$0.00	\$0.00	\$93.75
Royalty Adult & Pediatric Home Care	\$30.00	\$30.00	\$0.00	\$26.25	\$0.00	\$0.00	\$86.25
Piedmont Advantage Credit Union	\$0.00	\$0.00	\$0.00	\$20.00	\$0.00	\$0.00	\$20.00
Love Sales, Inc.	\$0.00	\$0.00	\$0.00	\$2.40	\$0.00	\$0.00	\$2.40
AT&T North Carolina	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
PG's Chicken & Biscuits	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$265.00
ATC Staffing Solutions	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Dex Imaging	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Reidsville Event Center	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
RockinghamNow	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Southeastern Orthopaedic Specialists	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Tech Authority, LLC	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Kennedy Disability Services	\$0.00	\$75.00	\$0.00	\$0.00	\$0.00	\$0.00	\$75.00
Through the Looking Glass Photography by Alice	\$0.00	\$47.50	\$0.00	\$0.00	\$0.00	\$0.00	\$47.50
Scales Street Music	\$0.00	\$43.75	\$0.00	\$0.00	\$0.00	\$0.00	\$43.75
First Piedmont Corporation	\$0.00	\$2.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2.00
	\$980.00	\$2,385.33	\$25.00	\$5,671.56	\$1,685.00	\$5,567.50	\$16,314.39

President's Report February 2023

Board Retreat: We had an amazing board retreat. I feel like we made a lot of progress in going through the agenda. We covered the organization's purpose, how we are structured, what the board is responsible for and what is expected this year. We also covered last year's SWOT analysis, updated it and brainstormed goals for this year. We will be looking at all of this information in the meeting.

City Franchisee Event Series: I am please to announce that the City and the Chamber are working on an event series targeting franchisees, potential franchises, property owners, brokers, and many others. We plan to have a three part series in May, June and September. We have Eden and Jennifer participating in this planning process on behalf of Chamber alongside me. We are excited that our very own Victoria will also be a part of the event as one of the panel experts. How exciting!

Leadership Rockingham: This program is on track to release application in the Spring, choose applicants over the summer and begin in September. We do this in partnership with the two other Chambers in the county and things are going very well in the planning process. We have a lot of interest around this getting started back up. The format will be similar to the last couple of years and I will have more detail sand a schedule for you soon.

Casino Night: Casino Night is well underway. Please make plans to attend this fundraiser event! We are very excited to make it happen. The committee will be working in partnership with the promotions committee of the RDC.

Swarm Night: Sponsored by the City of Reidsville in celebration of their 150th anniversary, we will be starting to sell tickets to this event in March. Come out and be a part of a great event and fun night of basketball.

Topics @ Twelve: We are please to have this series back. We have had three seminars already this year with multiple being scheduled for the members.

UPCOMING EVENTS

Topics at 12
February 28, 2023, 12:00pm-1:00pm
Reidsville Chamber of Commerce (lunch provided)

MARCH COFFEE AND CONNECTIONS
REIDSVILLE ORTHODONTICS
MARCH 2, 2023, 1429 FRONT STREET,
REIDSVILLE, 9:00am-10:00am

Directory Blitz
March 2nd & 3rd - ALL DAY

Casino Night
March 17, 2023, 6:00pm-11:00pm
Reidsville Elks Lodge
1014 Cypress Drive

Next Board Meeting: March 22, 2023

UPCOMING RIBBON CUTTINGS

Disability Advocacy Center
March 9, 2023, 12:00pm
140 South Scales Street - Reidsville Chamber of
Commerce Office

Sassy Southern Drawl Boutique
March 10, 2023, 1:00
138 South Scales Street

Sky's The Limit All Inclusive Park
March 25, 2023, 12:00 noon
City Hall, Reidsville