



Albert Lea-Freeborn County Chamber of Commerce
Board of Directors Meeting Minutes
Wednesday, September 23, 2020 – 7:30 a.m.
Zoom Meeting

Present: Beau Hartman, Kim Nelson, Bobbie Jacobs, Tricia Dahl, Mike Funk, George Gonzalez, Angie Eggum, Heather Lee, Kevin Miland, Mike Chandler, Angie Kolker, Shari Jenson and Elaine Wallace

Absent: Jeff Woodside

Welcome:

- George Gonzalez called the meeting to order at 7:35 a.m.

REPORTS: Invitations not sent to anyone other than Board members, due to sensitive nature of majority of meeting

Consent Items:

- August 2020 Chamber Meeting Minutes were presented. Mike Chandler made a motion, seconded by Tricia Dahl to approve the minutes. Motion carried.
- August 2020 Chamber Financial Reports were presented. Tricia Dahl made a motion, seconded by Kim Nelson to approve the financials. Motion carried.

Executive Director Updates:

- Continuing to offer 20% discount on past due membership dues.
- Ambassador CD – As per noted in previous minutes, CD was cashed out and is in holding in the money market account; still waiting to meet with all Ambassadors to discuss.
- County Nonprofit Grant – Applied for two grants: 1) Requested \$15,000 for Operational losses, and 2) Requested \$13,000 to roll out First Aid/CPR/AED Program (funds will help with materials, face covers, manikins, etc.) will sustain program for 1 year; then, program should be self-sustaining.
- Rolled out program to promote Chamber Bars & Restaurants. Individuals asked to post a picture at the restaurant/bar and/or a receipt for a chance to win \$25 in Chamber Bucks Promotion will continue through October.
- Rolling out QR Code program before this month's end.
- Annual Meeting Alternate Plan – Nominees: We have received nominees for the Large, Medium and Small 2020 Business of the Year Awards. Nomination Questionnaires have been emailed out to the nominees. Angie Eggum, Bobbie Jacobs and Mike Chandler volunteered to review the submitted Nomination Questionnaires. Nominees for Volunteer of the Year are to be emailed to Shari. Ambassador of the Year Award will be selected from a committee of the Ambassadors.
- Nominee Board Seats: Mike Chandler made a motion, seconded by Bobbie Jacobs to approve the three nominations for a seat on the Board of Directors. Motion carried. Mike Funk made a motion to accept all three applicants for the seats on the Board of Directors. Motion carried.
 - Allen Hendriks – to replace Angie Kolker
 - Rita Moyer – to replace Tricia Dahl
 - Ryan Langemeier – to replace Kim Nelson

Budget – 2020-2021 Budget Worksheet:

- To note under Income:
 - There will be no Ambassador Allocation to the Chamber
 - There will be no revenue from Big Island Rendezvous/Fest
 - There will be no revenue from the Chamber Foundation
 - Friday Focus is being discontinued – will be offered as a member benefit
 - \$116,000 is being budgeted for revenue in Member Dues – Shari explained that this number is more in line with what has come in the past 3 years.
 - \$12,000 is being budgeted for revenue in New Member Dues – Shari explained that this number is a lofty goal but will do her best to meet it.
 - Shari has added a line item for Miscellaneous Fundraising Activities, which will include small fundraisers throughout the year and any grant funding acquired.
 - There will be NO Farm Tours this year.
 - Currently, plan to hold the Annual Meeting in 2021
 - Builders Exchange Program will be discontinued due to the lack of benefit it provides
 - Leadership Program will hopefully be attended by 20 students for 2021-2022.
- To note under Expenses:
 - Shari cut the entire budget for the following:
 - Advertising
 - Board Activity
 - Equipment – Supplies/Service
 - Legal and Professional Fees
 - Food/Beverage Expense
 - Meetings and Education
 - Miscellaneous Expense
 - Public Relations
 - Staff Bonuses
 - Shari stated that she knew some money may need to be spent in those areas but didn't want to allocate funds to them without knowing how the expenses would be covered. She asked if she should allocate or go over budget on the line items, should spending occur. Kim suggested leaving them at zero.
- 2020-2021 Budget was presented. Mike Chandler made a motion, seconded by Bobbie Jacobs to approve the proposed 2020-2021 Budget. Motion carried.
- George stated that the Board and Chamber really need to focus on fundraisers. The following suggestions were made:
 - Hold 3 Golf Tournaments instead of one 2021 (Green Lea, Wedgwood Cove and Clarks Grove)
 - To hold a raffle
 - Virtual auction
 - Virtual fashion show
 - Dinner at Crescendo for \$100/ticket
 - Shari will research additional grant funding
 - Any other ideas for fundraising should be forwarded to Shari.

Adjourn: George adjourned the meeting.

The next Meeting will be Wednesday, October 28, 7:30 a.m. via Zoom.