

**Crystal Lake Chamber of Commerce**  
**Board of Directors Minutes – October 28, 2022, 7:30am**  
**Crystal Lake Chamber of Commerce Boardroom**

**PRESENT:** Eric Beier, Leslie Blake, Gary Bonick, Stacy Brown, Pierre Garcia, Matt Horist, Cameron Hubbard, Lisa Karlov, Jeff Lord, Kathryn Martens, Scott McKeever, Katie O'Neill, Ken Pringle, Catie Schmit, Chris Slack, Randy Smith, Grace Todd, Samantha Wagner, Mike Wheeland, and staff members Wendy Pratola, Drew Casaccio, Nick Kubiak, Kristin Parkin, and guests Heather Maieristch, and Mayor Haig Haleblian.

**ABSENT:** Josh Howell

**CALL TO ORDER:** 7:32 AM by Ken Pringle

**CITY OF CRYSTAL LAKE/MAYORS REPORT:** Heather reported there is a lot of new business activity. Ollies opened in the former HH Gregg space. They are opening a distribution center in our area so you will see more of Ollie's opening in the suburban Chicagoland area soon. We are one of the first in this market. Pots and Pies opened this week in the former Smoothology space on Woodstock St. Casey's is opening in the former Crystal Lake RV space on Sands and NW Highway. MercyHealth is looking at summer 2023 opening on Route 31. The Encore at Crystal Lake Assisted Living is opening on Alexandria Blvd. Summer Moon Coffee is opening at 625 COG Circle near Mario Tricoli next month. Valvoline Instant Oil Change is moving into 6319 NW Highway. Banfield Pet Hospital will be opening in the former Helzberg Diamonds building on NW Highway. Orange Theory Fitness will be going into the former Great American Bagel Space on NW Highway. Soil and Spade will open on Crystal Lake Avenue. The Enclave multi use space with condominiums and retail space at 95 Crystal Lake Avenue is starting construction. Rookies will open later in 2023 in the former Moretti's location on Williams Street. Guzman E Gomez will be opening on NW Highway in March 2023. Wendy's will be relocating next door to Guzman E Gomez. The Cannabis dispensary on Pingree will be opening next year. General Kinematics will be expanding. The medical building on NW highway and main will become a discount tire. On the corner by the bank, plans have been submitted to become a car wash. Redwood, across from the springs, will be a ranch style development. Haig reported that there are more things going on, but they are in negotiations at the moment. There is a lot of great things coming to town. Update on Water's Edge – we are close to completing the legal work and hopefully will begin development soon in the old Walmart space. We are getting offers on the old Curran space for residential development, but we are holding out for the right project.

**CONSENT AGENDA:** Kathryn went through the changes in the minutes. Grace noted that her last name was incorrect. Motion to approve revised Minutes of the September 2022 Board Meeting by Stacy Brown, seconded by Randy Smith, motion carried.

**DIVISION REPORTS:** Randy reported that Leaders in Action are working on scheduling the speakers. There are seven speakers confirmed, they are just working out the dates at this time. It will be held in the Community Foundation with a backup plan if we have a lot of interest and need a bigger space (over forty people) at the American Community Bank. We will be having some fresh speakers this year. Jeff Lord reported that the YP's held an Axe throwing event that had a great turn out. Thanks to the Chamber staff for coming up with the idea and letting the YP's steal it. Spartan Axe Throwing was very appreciative and took good care of us. Thanks to everyone who showed up to the event. The next event will be on November 18<sup>th</sup> at the Crystal Lake Food Pantry followed by a holiday party at Dukes Ale House. Kathryn reported that the Ambassadors are celebrating their 45<sup>th</sup> year as an organization. They are working on the holiday luncheon for the board and ambassadors. It will be December 8<sup>th</sup>. They are working on the venue. There will be some fun team building and they hope everyone can come. Eric reported that he will be meeting with Kristin, and he has some ideas for a few new community engagement ideas. He would like to see a few more community events. Cameron reported he and Josh are working on membership and will have something to report next month. As far as Government relations, he mentioned that it might be good to form a government relations committee. Staff confirmed that there is not a government relations committee currently. It is a committee that would be under a division. Ken has been talking to the State of Illinois Board Chair to get some ideas. Randy attended a safety act town hall meeting, and it was well done. He feels the government relations committee would also be good so they can share more information about the legislation that is coming up with our businesses. Cameron will work with the new Chamber president to build a committee. Haig noted that he would really like to have a group that can relay this information to our small businesses. Ken noted that there is still an opening for a vice chair for Member Benefits division. What events fall under what divisions was discussed. The executive committee is working with Kathryn to sort out which events go under which division. Stacy volunteered to vice chair the Member Benefits division. Kathryn noted that each board member needs to be a part of one of the divisions.

**FINANCE:** Lisa reported that the Finance Committee added Samantha Wagner, Leslie Blake, and Maribel Lozano to the committee. The 990 and review documents were presented to the committee, but the documents needed to be changed due to July revenue being billed on June 1 and that revenue needing to be pulled out of last year. They will be presented next month to the board. Wendy and Lisa are working on the Forecast. The Statement of Financial Position shows a reduction in operating capital, which was anticipated for this time of year. We still have enough in operating capital. Everything is moving as anticipated in cash flow. In the

Statement of Activities current vs prior you will see notes that everyone should have reviewed. The membership number will change with the journal entry from the review. The network group revenue and expenses will be hitting this report moving forward. On the Statement of Activities vs Budget Performance, the Finance Committee is requesting the new president to create a budget variance within 30 days of his start date to reset the budget, due to all the changes. It will be difficult to evaluate financials without a more accurate budget. The cashflow statement shows in 20250 an adjustment where we pulled out the liability for the network groups. There will be a note entered for the next meeting. Motion to approve the September 2022 financial statements presented in the packet by Matt Horist and seconded by Gary Bonick. Motion Carried.

**MEMBERSHIP:** Drew reported that we lost six members last month, but he was able to save one – Gig Energy. He is going to try to talk to Associated Bank. We are all sad that Nana's New York Deli is closed. We got twelve new members this month. A to Z Chiropractic, BetrSocials social media marketing, HAW Benefits which is insurance, Healthy Mentality Counseling, Jamee Elane Interiors, Mary Kay Cosmetics, PNC Bank, Royal Alliance Associates, Seeds of Hope Counseling, Wee Little Paws Inn Crystal Lake, Gig Energy Corporation, and Kay and Amanda Henry, DDS. Motion to approve the membership report for October 2022 by Mike Wheeland and seconded by Catie Schmit, motion carried. Samantha noted there is a typo on the bottom of the membership report that it says eleven but there is 12.

**CHAIRMAN'S REPORT:** Ken reported that everyone should have received the board call list. Everyone gets a chance to put their name by people you want to call. Any left blank will be filled in next Friday. Please make your calls. The calls are people who are renewing in the next few months. Samantha asked what the purpose of the call list was and why does the board make calls. It was explained that it is a personal check-in from the board, another way to update information, and to engage them and tell them about the events. The script has been updated and is in the google sheet please see the script for ideas on what to say. Please summarize any feedback you get in the notes section of the google sheet. Chamber staff read the notes and will make information updates as needed to contacts and contact information. Drew noted that the call list really minimizes the drop list. Ken noted that there are a handful of leadership table members who have not bought or sold their season passes for MNF. Ken instructed the staff to bill for the passes so if you see an invoice that is what it is for. Samantha asked if anyone else bought the passes besides the leadership tables. It is noted that the passes are advertised throughout the membership and in the community. Ken noted that if it were just leadership tables buying them then they would all be winners and that there are 105 books on the board and that they sell 400-600 typically.

**ITEMS FOR BOARD CONSIDERATION:** Catie noted that the staff sent out a survey and got a lot of great responses and she would like to see the responses sent out to the board.

**UPCOMING EVENTS:** There are three upcoming ribbon cuttings for new members. Wee Little Paws, Seeds of Hope Counseling, and Healthy Mentality LLC. Coffee with Legislator Bill Foster on November 1. Salon Cora mixer is November 1 also. Salvation Army Mixer, and Chamber Foundation Mixer at CL Brewing are both coming up. If you bring a canned food item, you will get a drink ticket. We have an Out to Lunch at Andy's coming up also. The Membership Workshop is highly recommended, and Nick and Drew are working on putting clips up on the website. Dec 1 Castle Autoplex, which is formerly Gary Lang, is having a ribbon cutting. Cannawerx had a great turnout. There was a ton of food. Ken noted that everyone needs to sign a conflict-of-interest policy.

**HEARD AROUND TOWN** – None

**ADJOURN:** The meeting adjourned to executive session at 9:35 am on a motion by Lisa Karlov and seconded by Randy Smith. Motion passed.