

Executive Committee Meeting
9 – 10 AM, Aug. 18, 2022
Chair Casey Doyle Conference Room

9:00	Call Executive Committee Meeting to Order and Invocation	Chair Casey Doyle
9:05	Approve Consent Agenda <ol style="list-style-type: none"> 1. Executive Committee Minutes for June (Attachment 1) 2. Board Member Attendance (Attachment 2) 3. Membership Reports June and July (Attachment 3) 	Chair Casey Doyle
9:10	Financial Report <ol style="list-style-type: none"> 1. Discuss/Approve June/July Financial Recaps (Attachment 4) 	Treasurer Beth Lawson
9:15	Old Business <ol style="list-style-type: none"> 1. Community Brand Update 2. Board Retreat Recap 	Chair Casey Doyle Kay McDowell Steve Beck
9:30	New Business <ol style="list-style-type: none"> 1. Legislative Summit Recap 2. Energy Consultant 	Kyle Jacobson Kyle Jacobson
9:45	CEO Report	Kay McDowell
9:55	Chair's Comments and Adjourn <ol style="list-style-type: none"> 1. Upcoming Events 2. New Member Leads 	Chair Casey Doyle

Executive Committee Meeting Minutes
9:00-10:00 a.m. June 16, 2022

Members Present: Steve Beck* Chris Chambers* Dave Marcinkowski*
Robert Wood* Dana Madison* Rey Carrasco*
Kay McDowell Becky Palmer*

Staff: Kyle Jacobson*

Welcome

1. Chair Casey Doyle called the meeting to order and provided the invocation

Consent Agenda

1. Reviewed Consent Agenda Items
 - a. Executive Committee minutes from May
 - b. Board Member Attendance
 - c. Membership Reports
2. Approval was made with a motion by Steve Beck, seconded by Robert Wood and passed unanimously

Financial Report

1. The April financial recaps were discussed and approved with a motion by Robert Wood, seconded by Dana Madison and passed unanimously

Old Business

1. Becky Palmer provided an update on the City-wide Branding efforts
2. Kyle Jacobson provided an update on the Champions for Business PAC (CBPAC) efforts

New Business

1. Incoming Chair Steve Beck provided an update on the annual board retreat
2. Chair Casey Doyle provided an overview of the events calendar for June and July

Chamber Report

1. Kyle Jacobson provided an update on the Chamber's efforts to make inroads with newly-elected officials, the Business Expo, the Leprino Foods groundbreaking, and a food and beverage survey conducted by the Lubbock Airport

Chair's Comments

1. Chair Casey Doyle discussed the Chamber Chair succession plan
2. Chair Casey Doyle adjourned the meeting

Sincerely,



Kay McDowell
Secretary

2022 Board Member Attendance

Board Member		1/27	2/24	4/28	6/23	7/27	9/29	7/28	10/27	12/1	12/15		
Acosta-Cruz	Maridel	E	E	E	Y								
Ammons	Greg	Y	Y	E	Y								
Atwood	Nick	Y	Y	Y	Y								
Barbee	Jeremy	Y	Y	Y	Y								
Barnett	Travis	Y	Y	Y	Y								
Beck	Steve	Y	Y	Y	Y								
Berry	Chris	Y	Y	Y	Y								
Bryant	Keith	Y	Y	Y	E								
Bustos	Fernando	E	E	Y	E								
Carrasco	Rey	Y	Y	Y	Y								
Chambers	Chris	Y	E	Y	Y								
Doyle	Casey	Y	Y	Y	Y								
Funderburk	Mark	Y	Y	Y	E								
Hill	Elizabeth	Y	Y	Y	Y								
Holmes	Bud	E	E	U	U								
Hufstedler	Pam	Y	Y	Y	Y								
Konechney	Shara	Y	Y	E	E								
Lambert	Mike	Y	Y	Y	E								
Lawson	Beth	Y	Y	Y	E								
Madison	Dana	Y	Y	Y	Y								
Mandrell	Chris	Y	Y	Y	Y								
Marcinkowski	Dave	Y	E	E	Y								
McCord	Michelle	E	Y	Y	E								
Palmer	Becky	Y	Y	Y	Y								
Powell	Felicia	Y	Y	Y	E								
Rollo	Kathy	Y	E	E	Y								
Salamon	Paulene	Y	Y	E	Y								
Schulz	Eddie	Y	Y	Y	Y								
Timms	Kathy	Y	Y	Y	E								
Tucker	Kelly	Y	Y	Y	Y								
Vitela	Gabe	Y	Y	E	Y								
Watts	Cole	Y	Y	Y	Y								
Whitehead	Victoria	Y	E	Y	Y								
Wood	Robert	Y	Y	Y	Y								

E=Excused Absence, U=Unexcused Absence, Y=Attended

Chamber Membership Value Report
July 2022

2022	January 2022		February 2022		March 2022		April 2022		May 2022		June 2022		July 2022	
	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value
NO. OF MEMBERS & BOOK VALUE														
Beg of Yr Members & Book Value	1360	\$ 1,087,226	1365	\$ 1,094,339	1374	\$ 1,106,436	1384	\$ 1,135,257	1379	\$ 1,168,901	1387	\$ 1,174,320	1389	\$ 1,174,696
Out of Business	(1)	(450)	(2)	(900)	(2)	(900)	(1)	(462)	(1)	(1,000)	(1)	(450)	(1)	(1,000)
90+ Day Delinquent & Value	(10)	(4,500)	(5)	(2,429)	(5)	(2,090)	(8)	(3,354)	(12)	(10,335)	(8)	(5,427)	(5)	(1,399)
Requested Cancellations	(4)	(2,242)	(8)	(6,782)	(10)	(5,106)	(10)	(4,240)	(7)	(4,796)	(4)	(4,127)	(5)	(2,135)
Reinstated	0	0	1	492	2	1,017	0	0	4	1,800	2	830	2	830
Total Dropped	(15)	(7,192)	(14)	(9,619)	(15)	(7,079)	(19)	(8,056)	(16)	(14,331)	(11)	(9,174)	(9)	(3,704)
New Accounts	20	14,305	23	21,716	25	35,900	14	41,700	24	19,750	13	9,550	14	19,100
Net Adjustment for Membership Changes	5	7,113	9	12,097	10	28,821	(5)	33,644	8	5,419	2	376	5	15,396
MONTH END MEMBERS & BOOK VALUE	1365	\$ 1,094,339	1374	\$ 1,106,436	1384	\$ 1,135,257	1379	\$ 1,168,901	1387	\$ 1,174,320	1389	\$ 1,174,696	1394	\$ 1,190,092
% Compared to 1st of the Month	100.37%	100.65%	100.66%	101.11%	100.73%	102.60%	99.64%	102.96%	100.58%	100.46%	100.14%	100.03%	100.36%	101.31%
% Compared to January 1, 2022	100.37%	100.65%	101.03%	101.77%	101.76%	104.42%	101.40%	107.51%	101.99%	108.01%	100.14%	100.03%	100.50%	101.34%
Average Member	\$ 801.71		\$ 805.27		\$ 820.27		\$ 847.64		\$ 846.66		\$ 845.71		\$ 853.72	

2021	January 2021		February 2021		March 2021		April 2021		May 2021		June 2021		July 2021	
	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value
NO. OF MEMBERS & BOOK VALUE														
Beg of Yr Members & Book Value	1495	\$ 1,057,757	1460	\$ 1,063,653	1470	\$ 1,070,273	1480	\$ 1,076,783	1485	\$ 1,077,475	1460	\$ 1,074,357	1462	\$ 1,071,239
Out of Business	0	0	0	0	(2)	(886)	(3)	(1,147)	0	0	0	0	0	0
90+ Day Delinquent & Value	(32)	(18,792)	(19)	(8,564)	0	0	0	0	0	0	0	0	0	0
Requested Cancellations	(13)	(6,813)	(7)	(6,340)	(3)	(1,152)	(4)	(4,863)	(9)	(8,618)	(9)	(8,618)	(9)	(8,618)
Reinstated	2	1,135	1	464	0	0	0	0	0	0	0	0	0	0
Total Dropped	(43)	(24,470)	(25)	(14,440)	(5)	(2,038)	(7)	(6,010)	(9)	(8,618)	(9)	(8,618)	(9)	(8,618)
New Accounts	12	11,150	30	17,750	15	8,548	14	6,702	11	5,500	11	5,500	11	5,500
Net Adjustment for Dues Changes	(4)	19,216	5	3,310	0	0	(2)	0	0	0	0	0	0	0
MONTH END MEMBERS & BOOK VALUE	1460	\$ 1,063,653	1470	\$ 1,070,273	1480	\$ 1,076,783	1485	\$ 1,077,475	1487	\$1,074,357	1462	\$1,071,239	1464	\$1,068,121
% Compared to 1st of the Month	97.66%	100.56%	100.68%	100.62%	100.68%	100.61%	100.34%	100.06%	100.13%	99.71%	100.14%	99.71%	100.14%	99.71%
% Compared to January 1, 2021	97.66%	100.56%	98.33%	101.18%	99.00%	101.80%	99.33%	101.86%	99.46%	101.57%	106.40%	102.22%	102.45%	98.43%
Average Member	\$ 728.53		\$ 728.08		\$ 727.56		\$ 725.57		\$ 722.50		\$ 732.72		\$ 729.59	

Lubbock Chamber of Commerce
Actual Joins
June - July 2022

Company	Join Date	Dues
June		
Dion's	6/9/2022	\$1,000
Easy Backyard Storage	6/10/2022	\$1,000
Greenlight Distribution	6/29/2022	\$1,000
Hawaiian Island Hut	6/2/2022	\$450
Howdy Homemade Ice Cream	6/29/2022	\$450
Integrity Building Components	6/3/2022	\$450
Invey's Hair Studio	6/16/2022	\$450
Kiger Ventures	6/15/2022	\$450
Lite Bite Mediterranean, LLC	6/7/2022	\$450
Something Different Grill	6/14/2022	\$450
The Turquoise Lily	6/24/2022	\$450
United Rentals	6/14/2022	\$450
Zar's Pump and Drilling Service, LLC	6/29/2022	\$2,500
<i>Total Joins</i>	13	\$9,550 \$ 735
July		
Adventura World - Theresa Hardin	7/21/2022	\$450
American State Bank	7/12/2022	\$5,000
ASIET, Inc.	7/7/2022	\$450
Buxkemper Farms	7/20/2022	\$450
Clean Slate by Faith	7/7/2022	\$450
Law Office of Gilda McDowell	7/19/2022	\$450
Marc Whitehead & Associates, Attorneys at Law LLP	7/5/2022	\$1,000
Next Kitchens	7/11/2022	\$450
Nichole Forman, State Farm Insurance	7/26/2022	\$450
Parry's Pizzeria and Taphouse	7/25/2022	\$1,000
Ryno Recycle	7/22/2022	\$1,000
South Plains Rehabilitation Hospital	7/26/2022	\$5,000
The Toasted Yolk Café	7/8/2022	\$450
Trinity Church, Lubbock	7/25/2022	\$2,500
<i>Total Joins</i>	14	\$19,100 \$ 1,364

Lubbock Chamber of Commerce
Actual Drops
June - July 2022

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Drop Reason</i>
Board Action			
June			
Emory Senior Living	3/14/2012	380	Board Action
Home Instead Senior Care	1/13/2021	2,500	Board Action
Omega 4 Construction, LLC	3/1/2018	380	Board Action
Orkin of Lubbock	3/27/2009	437	Board Action
Red Team Investigations and Consulting	3/23/2021	450	Board Action
The Cliffs Resort	2/11/2014	380	Board Action
The Perched Real Estate Group	2/16/2021	450	Board Action
TJ Warren State Farm	3/5/2020	450	Board Action
<i>Total Count</i>	8	\$5,427	\$678.38
July			
ACR Commercial Roofing	4/27/2017	380	Board Action
BBVA Compass Bank - 82nd & Nashville	3/7/2018	532	Board Action
Custom Electronics	10/26/2009	487	Board Action
Evie Mae's Barbeque	7/29/2015	380	Board Action
H & S Pressure	4/27/2020	450	Board Action
<i>Total Count</i>	5	\$1,399	\$279.80
Requested Cancellation			
June			
24 Karat Health Solutions	4/17/2020	\$ 450	Requested
J Ferg Pros	4/25/2011	\$ 727	Requested
Mason Coor State Farm	3/18/2021	\$ 450	Requested
Moore Cajun Smokehouse	3/14/2022	\$ 2,500	Requested
<i>Total Count</i>	4	\$4,127	\$1,031.75
July			
Castle Nails Spa	4/12/2021	450	Requested
Continental Automatic Doors of Lubbock, LLC	7/21/2011	\$ 406	Requested
Hoverstate	4/11/2018	\$ 349	Requested
Innovative Healthcare Management, Inc.	4/14/2020	\$ 1,000	Requested
Nugent Mechanical	6/29/2007	\$ 380	Requested
<i>Total Count</i>	5	\$2,135	\$427.00
Out of Business			
June			
Plain Jane's Fried Pies	9/1/2021	450	Business was sold
<i>Total Count</i>	1	\$450	\$450.00
July			
HuddleNurse	9/23/2021	1,000	Out of Business
<i>Total Count</i>	1	\$1,000	\$1,000.00

Lubbock Chamber of Commerce
Actual Drops
June - July 2022

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Date Paid</i>
Reinstatements			
June			
Allen Financial Agency, Inc.	2/15/2008	380	6/6/2022
Beat the Heat Shading Systems	1/28/2021	450	6/2/2022
<i>Total Reinstatements</i>	2	830	
July			
Living Water Copy and Printing	2/15/2008	380	6/6/2022
Repeat Customers, LLC	1/28/2021	450	6/2/2022
<i>Total Reinstatements</i>	2	830	
<i>TOTAL DROPPED</i>	24	<u><u>\$12,878</u></u>	\$536.58

90 Day Collections July 2022

Profile Name	Open Balance	Member Since	
806 Wildcat Graphics	2500.00	5/21/2021	Undecided
A.S. Dent Shop, LLC	412.00	5/14/2007	Paid
All Saints Episcopal School of Lubbock, Inc.	986.00	5/10/2004	Paid
Barbara Dickerson, Attorney at Law	380.00	5/26/2006	Requested to drop
BC Supply	450.00	8/23/2019	Paid
Best In-Home Care, LLC	450.00	5/19/2015	Undecided
C & M Ranch	380.00	5/20/2010	Undecided
Delijah Salon & Boutique	95.00	2/06/2016	Plans to renew
EV of Lubbock	1000.00	10/03/2017	Plans to renew
H & H Trailer Sales, Inc.	507.00	5/26/2006	Undecided
JMTX, LLC dba Jersey Mike's	450.00	5/21/2018	Undecided
La Quinta Inn Lubbock West Medical Center	583.00	12/09/2016	Undecided
Liberty Mutual	380.00	9/23/2015	Undecided
Lubbock Monterey Ambucs	380.00	5/24/2016	Paid
Paul Rampy Insurance	190.00	2/15/2011	Undecided
Radio Lab Brandsource	412.00	5/04/2011	Paid
Sanchez Painting	450.00	5/17/2021	Undecided
Shipley Donuts	450.00	5/02/2019	Plans to renew
Stellar Media	359.00	5/16/2017	Paid
Stride Mindset LLC	450.00	5/17/2021	Paid
The Vision Center	836.00	5/16/2018	Requested to drop
Thryv	450.00	10/17/2019	Paid

12,550.00 22

Paid	\$3,899	8
Renewing	\$1,545	3
Undecided	\$5,890	9
Requested to be Dropped	\$1,216	2
Out of Business / Merged	\$0	0
	<u>\$12,550.00</u>	

YTD TOTALS
Profit & Loss Statement

Total Membership Revenue	:	\$723,932
Total Event / Program Revenue	:	\$365,827
Total Misc. Revenue	:	<u>\$35,706</u>
TOTAL REVENUE		\$1,125,465
Total Operating Expense	:	\$817,426
Total Event / Program Expense	:	\$152,647
Total Misc. Expense	:	<u>\$35,427</u>
TOTAL EXPENSES	:	<u>\$1,005,500</u>
NET INCOME before Depr & Bad Debt	:	\$119,965
Other Income	:	\$4,012
Bad Debt	:	<u>\$0</u>
NET INCOME (Loss)	:	<u>\$123,977</u>

MONTH TOTALS
Profit & Loss Statement

July		
Total Membership Revenue	:	\$90,540
Total Event / Program Revenue	:	\$40,384
Total Misc. Revenue	:	<u>\$1,109</u>
TOTAL REVENUE	:	\$132,033
Total Operating Expense	:	\$97,410
Total Event / Program Expense	:	\$45,207
Total Misc. Expense	:	<u>\$2,618</u>
TOTAL EXPENSES	:	\$145,235
NET INCOME before Depr & Bad Debt	:	-\$13,202
Other Income	:	\$4,012
	:	<u>\$0</u>
NET INCOME (Loss)	:	<u>-\$9,190</u>

Total
2
3
4
5
6
7
8
9
10
24
22
23
30



Lubbock Chamber of Commerce
July 31, 2022

		<u>Actual FY22</u>
Assets		
Current Assets		
Checking/Savings		
Wells Fargo (Special)	\$	1,218
Lubbock National Bank - PAC		39,136
Wells Fargo (Operating)		680,563
Lubbock National (Operating)		145,012
Investments		253,232
Lubbock National Bank - CBPAC		<u>8,596</u>
Total Checking/Savings		1,127,757
Other Current Assets		
Petty Cash		200
Weblink Receivables		33,240
Allowance for Uncollectible Accounts		(9,911)
Due from Foundation - net		67,372
Prepaid Expense		<u>7,328</u>
Total Other Current Assets		<u>98,229</u>
Total Current Assets		1,225,986
Fixed Assets		
Furniture, Fixtures & Equipment		52,377
Accumulated Depreciation		<u>(26,303)</u>
Total Fixed Assets		<u>26,074</u>
Total Assets	\$	<u><u>1,252,060</u></u>

Liabilities and Equity

Current Liabilities

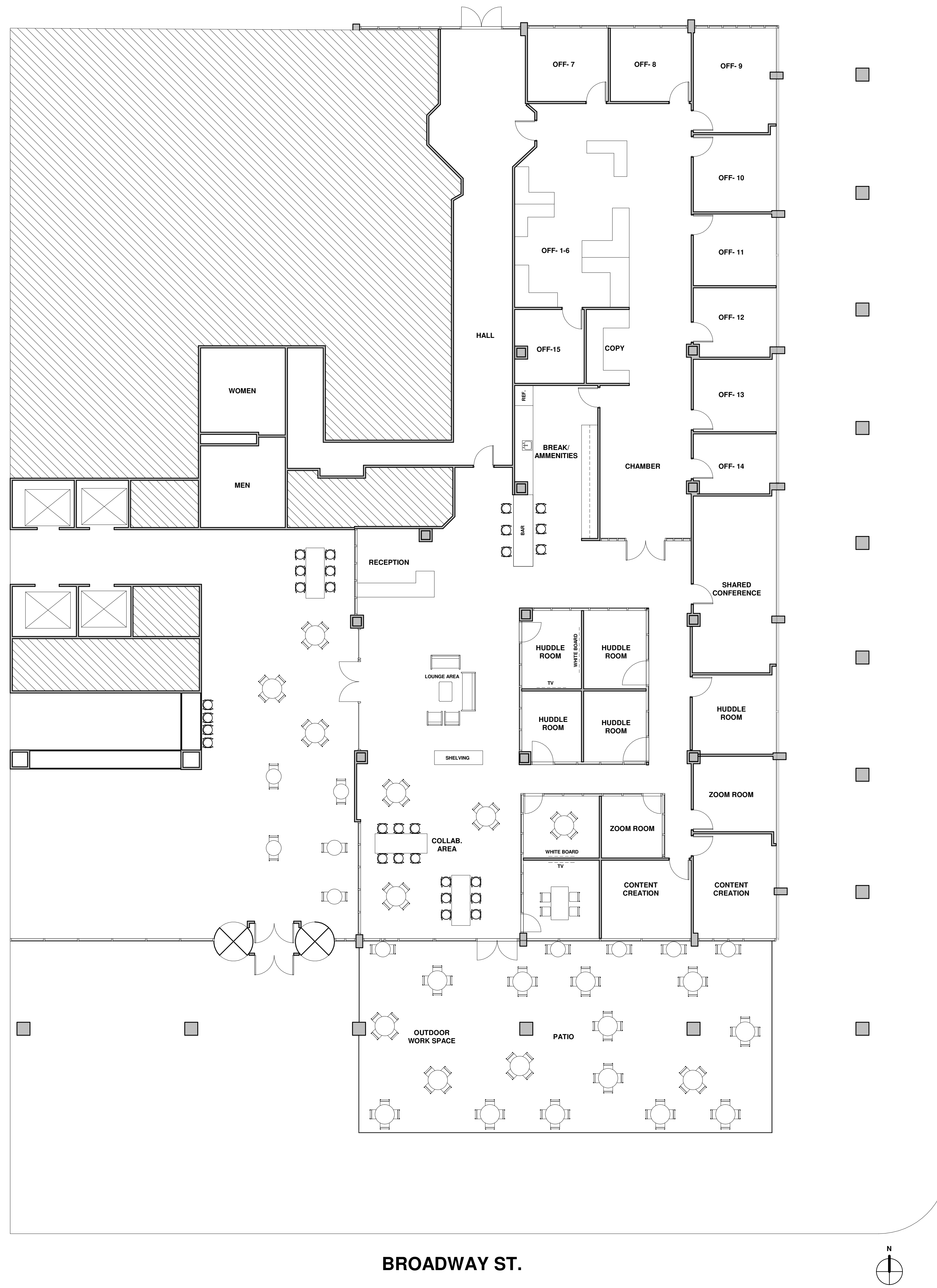
Accounts Payable	8,590
Credit Card Advances	19,857
Payroll & Personnel Related Liabilities	
Employee Insurance Payable	5,399
Payroll Taxes Payable	14,414
Employee Retirement Payable	6,160

	United Way Payable	1,977
	Total Payroll & Personnel Related	<u>27,950</u>
	Total Current Liabilities	<u>56,397</u>
Long Term Liability		
	Note Payable - SBA EIDL	<u>141,567</u>
Total Liabilities		<u>197,964</u>
Equity		
	Unrestricted Net Assets	930,119
	Net Income	<u>123,977</u>
	Total Equity	<u>1,054,096</u>
Total Liabilities and Equity		<u>\$ 1,252,060</u>

For the One Month & Seven Months Ended July 31, 2022

(Unaudited)

	Month to date Actual			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<i>Revenues</i>						
Membership Revenue - Renewal	\$ 70,176	\$ 82,933	\$ (12,757)	\$ 631,317	\$ 580,530	\$ 50,787
Membership Revenue - New	22,580	13,200	9,380	127,693	92,400	35,293
Membership - Non-Renewal	(4,585)	(14,940)	10,355	(59,948)	(115,560)	55,612
Engagement	2,369	2,183	186	24,870	19,383	5,487
Total Member Engagement	\$ 90,540	\$ 83,376	7,164	\$ 723,932	\$ 576,753	\$ 147,179
Programs, Services, and Events	40,384	38,400	1,984	365,827	346,600	19,227
Community Relations	-	-	-	6,259	8,000	(1,741)
Media Relations	-	-	-	700	1,225	(525)
Voice of Business	1,109	-	1,109	28,747	10,000	18,747
Total Programs	\$ 41,493	\$ 38,400	\$ 3,093	\$ 401,533	\$ 365,825	35,708
Total Revenue	\$ 132,033	\$ 121,776	\$ 10,257	\$ 1,125,465	\$ 942,578	\$ 182,887
<i>Expenses</i>						
Engagement	20,210	26,700	(6,490)	29,291	25,400	3,891
Total Member Engagement	\$ 20,210	\$ 26,700	\$ (6,490)	\$ 29,291	\$ 25,400	3,891
Personnel & Related Cost	63,316	85,917	(22,601)	592,129	601,417	(9,288)
Operations	34,094	29,924	4,170	225,297	200,340	24,957
Total Personnel & Operations	\$ 97,410	\$ 115,841	\$ (18,431)	\$ 817,426	\$ 801,757	15,669
Programs, Services, and Events	24,997	27,993	(2,996)	123,356	131,391	(8,035)
Community Relations	2,258	-	2,258	2,127	-	2,127
Media Relations	-	-	-	-	-	-
Voice of Business	360	-	360	33,300	10,000	23,300
Total Programs	\$ 27,615	\$ 27,993	\$ (378)	\$ 158,783	\$ 141,391	\$ 17,392
Total Expenses	\$ 145,235	\$ 170,534	\$ (25,299)	\$ 1,005,500	\$ 968,548	\$ 36,952
Other Income	4,012	-	4,012	4,012	-	4,012
Net Income (Loss)	\$ (9,190)	\$ (48,758)	\$ 39,568	\$ 123,977	\$ (25,970)	\$ 149,947
Depreciation Expense	-	-	-	-	-	-
Bad debt from prior year	-	-	-	-	-	-
Net Income (Loss)	\$ (9,190)	\$ (48,758)	\$ 39,568	\$ 123,977	\$ (25,970)	\$ 149,947



REVISIONS:	
DATE	DESCRIPTION

LUBBOCK CHAMBER OF
COMMERCE

1st Floor (East Side)
1500 Broadway St, Lubbock, TX 79401



TYLER GENTRY
REGISTERED TEXAS
ARCHITECT #27212

PRELIMINARY DRAFT

NOT FOR REGULATORY
APPROVAL, PERMITTING,
OR CONSTRUCTION

7/29/2022 10:18:02 AM

Seventeen Services LLC
Texas Architecture Firm BR 3014

1500 Broadway St 203
Lubbock, TX 79424
806.787.8533
tyler@17services.com

Project Number	2881
Date	07.28.22
Drawn By	JH
Sheet Size	E1 30X42

FLOOR PLAN -
OVERVIEW

A1.1

① Level 1 - FLOOR PLAN
1/8" = 1'-0"

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