

Executive Committee Meeting and Foundation Board Meeting  
9 – 10 AM, Sept. 22, 2022  
Chair Casey Doyle Conference Room

---

9:00	Call Executive Committee Meeting to Order and Invocation	Chair Casey Doyle
9:05	Approve Consent Agenda	Chair Casey Doyle
	1. Executive Committee Minutes for August (Attachment 1)	
	2. Board Member Attendance (Attachment 2)	
	3. Membership Reports August (Attachment 3)	
9:10	Financial Report	Treasurer Beth Lawson
	1. Discuss/Approve August Recaps (Attachment 4)	
	2. Discuss/Approve Foundation August Financial Recaps (Attachment 5)	
9:15	Old Business	Chair Casey Doyle
	1. Leadership Lubbock Selection Process	
	2. YP Twenty under Forty	
	3. Class of 2025 Nominations	Steve Beck
9:30	New Business	Chair Casey Doyle
	1. Annual Award Recipient Selection Process	
	2. Office Renovation Budget	
	3. City Street Bond Election	
	4. Energy Consultant Update	
9:45	CEO Report	Kay McDowell
9:55	Chair's Comments and Adjourn	Chair Casey Doyle

Executive Committee Meeting Minutes  
9:00-10:00 a.m. August 18, 2022

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

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 June
  - b. Board Member Attendance
  - c. Membership Reports from June and July
2. Approval was made with a motion by Robert Wood, seconded by Dana Madison and passed unanimously

Financial Report

1. The June/July financial recaps were discussed and approved with a motion by Dave Marcinkowski, seconded by Robert Wood and passed unanimously

Old Business

1. Kay McDowell provided an update on Community Brand efforts
2. Steve Beck provided a board retreat recap

New Business

1. Kyle Jacobson provided an update on the West Texas Legislative Summit
2. Kyle Jacobson provided an update on the Chamber working with an energy consultant
3. Kyle Jacobson provided an update on the City of Lubbock's proposed street bond
4. Chair Casey Doyle provided an update on the board nomination class of 2025

CEO Report

1. Kay McDowell provided an update on the Chamber's rebranding, new office concepts, and staffing

Chair's Comments

1. Chair Casey Doyle discussed the Chamber's upcoming events schedule in the fall
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	9/29	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 August 2022

2022	January 2022		August 2022		TO DATE	
	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value
NO. OF MEMBERS & BOOK VALUE						
<b>Beg of Yr Members &amp; Book Value</b>	<b>1360</b>	<b>\$ 1,087,226</b>	<b>1394</b>	<b>\$ 1,190,092</b>	<b>1360</b>	<b>\$ 1,087,226</b>
<i>Out of Business</i>	(1)	(450)	(1)	(1,000)	(10)	(6,162)
<i>90+ Day Delinquent &amp; Value</i>	(10)	(4,500)	(11)	(8,777)	(64)	(38,311)
<i>Requested Cancellations</i>	(4)	(2,242)	(7)	(3,396)	(55)	(32,824)
Reinstated	0	0	0	0	11	4,969
Total Dropped	(15)	(7,192)	(19)	(13,173)	(118)	(72,328)
New Accounts	20	14,305	21	17,400	154	179,421
<b>Net Adjustment for Membership Changes</b>	<b>5</b>	<b>7,113</b>	<b>2</b>	<b>4,227</b>	<b>36</b>	<b>107,093</b>
<b>MONTH END MEMBERS &amp; BOOK VALUE</b>	<b>1365</b>	<b>\$ 1,094,339</b>	<b>1,396</b>	<b>\$ 1,194,319</b>	<b>1,396</b>	<b>1,194,319</b>
% Compared to 1st of the Month	100.37%	100.65%	100.14%	100.36%	102.65%	109.85%
% Compared to January 1, 2022	100.37%	100.65%	102.65%	109.85%	102.65%	109.85%
Average Member		\$ 801.71		\$ 855.53		\$ 855.53

2021	January 2021		August 2021		TO DATE	
	No. Memb.	Value	No. Memb.	Value	No. Memb.	Value
NO. OF MEMBERS & BOOK VALUE						
<b>Beg of Yr Members &amp; Book Value</b>	<b>1495</b>	<b>\$ 1,057,757</b>	<b>1378</b>	<b>\$ 1,024,911</b>	<b>1495</b>	<b>\$ 1,057,757</b>
<i>Out of Business</i>	0	0	(5)	(2,900)	(17)	(8,221)
<i>90+ Day Delinquent &amp; Value</i>	(32)	(18,792)	(25)	(9,967)	(222)	(79,253)
<i>Requested Cancellations</i>	(13)	(6,813)	(21)	(8,878)	(78)	(46,185)
Reinstated	2	1,135	0	0	4	2,599
Total Dropped	(43)	(24,470)	(51)	(21,745)	(313)	(131,060)
New Accounts	12	11,150	20	18,750	134	92,224
Net Adjustment for Dues Changes	(4)	19,216	(31)	(2,995)	(179)	(38,836)
<b>MONTH END MEMBERS &amp; BOOK VALUE</b>	<b>1460</b>	<b>\$ 1,063,653</b>	<b>1316</b>	<b>1,018,921</b>	<b>1316</b>	<b>1,018,921</b>
% Compared to 1st of the Month	97.66%	100.56%	95.50%	99.42%	88.03%	96.33%
% Compared to January 1, 2021	97.66%	100.56%	88.03%	96.33%	88.03%	96.33%
Average Member		\$ 728.53		\$ 774.26		\$ 774.26

Lubbock Chamber of Commerce  
Actual Joins  
August 2022

Company	Join Date	Dues
10X Media Group	8/15/2022	\$450
Allsup's Express	8/3/2022	\$1,000
BodyLuxx Sculpting	8/10/2022	450.00
Byrider Lubbock	8/17/2022	\$2,500
Centered Family Health Clinic	8/15/2022	\$1,000
Combest Family Funeral Homes & Crematory	8/29/2022	\$1,000
Einstein Bros. Bagels	8/8/2022	\$450
Jaye Brooke's Grove, LLC	8/8/2022	\$450
KJTV FOX34	8/31/2022	\$450
LeAnne Legasse Coaching and Consulting	8/31/2022	\$450
National Charter Bus Lubbock	8/1/2022	\$450
Premier High School (Briercroft)	8/29/2022	\$450
R. Byrn Bass, Jr., Attorney at Law	8/29/2022	\$450
Rabern Rentals	8/9/2022	\$2,500
Scott Rose - Allstate Insurance	8/15/2022	\$450
Stella's Restaurant	8/11/2022	\$1,000
SugaringNYC	8/24/2022	\$1,000
The Whisenhunt Group	8/29/2022	\$450
Tracy Cole	8/22/2022	\$450
Wilshire Business Partners	8/18/2022	\$1,000
Zintex, LLC	8/25/2022	\$1,000
<i>Total Joins</i>	21	<u>\$17,400</u> \$ 829

Lubbock Chamber of Commerce  
Actual Drops  
August 2022

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Drop Reason</i>
<b>Board Action</b>			
7-Eleven Stores / Alon Brands	4/23/2012	1,900	Board Action
806 Wildcat Graphics	5/21/2021	2,500	Board Action
BPL Plasma Lubbock - 34th	9/18/2017	487	Board Action
Elysian Homes, LLC	3/31/2021	450	Board Action
JMTX, LLC dba Jersey Mike's	5/21/2018	450	Board Action
Midcon Data Shredding	4/9/2021	450	Board Action
Moon Water Boutique & Photography	3/4/2022	1,000	Board Action
Paul Rampy Insurance	2/15/2011	190	Board Action
Residence Inn Lubbock North	3/8/2021	450	Board Action
Sanchez Painting	5/17/2021	450	Board Action
Taylor Reid Realty	10/17/2019	450	Board Action
<i>Total Count</i>	11	<u>\$8,777</u>	\$797.91

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Drop Reason</i>
<b>Requested Cancellation</b>			
Assisted Living Locators	8/2/2021	450	Requested
Barbara Dickerson, Attorney at Law	5/26/2006	380	Requested
Best In-Home Care, LLC	5/19/2015	450	Requested
C & M Ranch	5/20/2010	380	Requested
Catching Whimsy	6/8/2021	450	Requested
Rattle Dazzle, LLC	7/23/2021	450	Requested
The Vision Center	5/16/2018	836	Requested
<i>Total Count</i>	7	<u>\$3,396</u>	\$485.14

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Drop Reason</i>
<b>Out of Business</b>			
Huntington Learning Center	11/21/2016		Out of Business
<i>Total Count</i>	1	<u>\$1,000</u>	\$1,000.00

<i>Company</i>	<i>Member Since</i>	<i>Dues</i>	<i>Date Paid</i>
<b>Reinstatements</b>			
<i>Total Reinstatements</i>	0	<u>0</u>	
<b>TOTAL DROPPED</b>	19	<u>\$13,173</u>	\$693.32

## 90 Day Collections September 2022

Profile Name	Open Balance	Member Since	
Assist, Inc.	412.00	6/08/2006	Requested Drop
Ballet Lubbock	450.00	6/23/1997	Paid
Blue Cross Blue Shield of Texas	450.00	6/25/2019	Paid
Bravo Welding & Fabrication	208.33	7/26/2021	Undecided
Delijah Salon & Boutique	95.00	2/06/2012	Undecided
Designers Group Salon	450.00	6/21/2021	Undecided
EV of Lubbock	1000.00	10/03/2017	Plans to renew
Exceptional Emergency Center	450.00	6/07/2019	Paid
Flatland Printing and Graphics	450.00	6/29/2021	Undecided
Frenship Independent School District	974.00	6/05/2001	Plans to renew
Hub City Home Services	450.00	3/02/2021	Paid
Liberty Mutual	380.00	9/23/2015	Requested Drop
Mint 10 Collectibles and Novelties	83.34	3/04/2021	Undecided
Paramount Broadcasting Corporation	450.00	1/23/2019	Paid
Polyaspartic Coating Professionals	450.00	6/21/2021	Undecided
ShIPLEY Donuts	450.00	5/02/2019	Plans to renew
Texas Farm Bureau Insurance	450.00	6/13/2000	Plans to renew
Vision Employment Group	450.00	6/04/2020	Undecided
Xplosive Kustomz	37.50	10/25/2021	Undecided

8,140.17      19

Paid	\$2,250	5
Renewing	\$2,874	4
Undecided	\$2,224.17	8
Requested to be Dropped	\$792.00	2
Out of Business / Merged	0.00	0
	<u>\$8,140.17</u>	



YTD TOTALS	
Profit & Loss Statement	
Total Membership Revenue	: \$817,798
Total Event / Program Revenue	: \$454,402
Total Misc. Revenue	: <u>\$37,394</u>
<b>TOTAL REVENUE</b>	<b>\$1,309,594</b>
Total Operating Expense	: \$919,086
Total Event / Program Expense	: \$169,727
Total Misc. Expense	: <u>\$36,765</u>
<b>TOTAL EXPENSES</b>	<b><u>\$1,125,578</u></b>
<b>NET INCOME before Depr &amp; Bad Debt</b>	<b>\$184,016</b>
<b>Other Income</b>	\$4,637
<b>Bad Debt</b>	<u>\$0</u>
<b>NET INCOME</b>	<b><u>\$188,653</u></b>

MONTH TOTALS	
Profit & Loss Statement	
August	
Total Membership Revenue	: \$93,866
Total Event / Program Revenue	: \$88,575
Total Misc. Revenue	: <u>\$1,688</u>
<b>TOTAL REVENUE</b>	<b>\$184,129</b>
Total Operating Expense	: \$101,660
Total Event / Program Expense	: \$17,080
Total Misc. Expense	: <u>\$1,338</u>
<b>TOTAL EXPENSES</b>	<b>\$120,078</b>
<b>NET INCOME before Depr &amp; Bad Debt</b>	<b>\$64,051</b>
Other Income	: \$625
Bad Debt	: <u>\$0</u>
<b>NET INCOME</b>	<b><u>\$64,676</u></b>



Lubbock Chamber of Commerce  
August 31, 2022

	<u>Actual FY22</u>
<b>Assets</b>	
<b>Current Assets</b>	
Checking/Savings	
Wells Fargo (Special)	\$ 1,218
Lubbock National Bank - PAC	38,966
Wells Fargo (Operating)	717,164
Lubbock National (Operating)	144,655
Investments	253,232
Lubbock National Bank - CBPAC	<u>8,596</u>
Total Checking/Savings	1,163,831
Other Current Assets	
Petty Cash	200
Weblink Receivables	61,329
Allowance for Uncollectible Accounts	(9,911)
Due from Foundation - net	65,996
Prepaid Expense	<u>10,378</u>
Total Other Current Assets	<u>127,992</u>
Total Current Assets	1,291,823
Fixed Assets	
Furniture & Fixtures	52,377
Accumulated Depreciation	<u>(26,303)</u>
Total Fixed Assets	<u>26,074</u>
<b>Total Assets</b>	<b><u>\$ 1,317,897</u></b>

## Liabilities and Equity

### Current Liabilities

Accounts Payable	6,725
Credit Card Advances	24,692
Payroll & Personnel Related Liabilities	
Employee Insurance Payable	6,288
Federal Withholding & Payroll Taxes Payable	14,585
Employee Retirement Payable	5,909
Total Payroll & Personnel Related	<u>26,782</u>
Total Current Liabilities	<u>58,199</u>

### Long Term Liability

Note Payable - SBA EIDL	<u>140,926</u>
-------------------------	----------------

### Total Liabilities

199,125

### Equity

Unrestricted Net Assets	930,119
Net Income (current year-to-date)	<u>188,653</u>
Total Equity	<u>1,118,772</u>

### Total Liabilities and Equity

\$ 1,317,897

**Financial Results**

**For the One Month & Eight Months Ended August 31, 2022**

(Unaudited)

	Month to date Actual			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<b><u>Revenues</u></b>						
Membership Revenue - Renewal	\$ 88,245	\$ 82,933	\$ 5,312	\$ 719,562	\$ 663,463	\$ 56,099
Membership Revenue - New	17,350	13,200	4,150	145,043	105,600	39,443
Membership - Non-Renewal	(13,462)	(16,200)	2,738	(73,410)	(131,760)	58,350
Engagement	1,733	2,183	(450)	26,603	21,566	5,037
Total Member Engagement	\$ 93,866	\$ 82,116	11,750	\$ 817,798	\$ 658,869	\$ 158,929
Programs, Services, and Events	88,575	44,300	44,275	454,402	390,900	63,502
Community Relations	245	-	245	6,504	8,000	(1,496)
Media Relations	600	-	600	1,300	1,225	75
Voice of Business	843	-	843	29,590	10,000	19,590
Total Programs	\$ 90,263	\$ 44,300	\$ 45,963	\$ 491,796	\$ 410,125	81,671
<b>Total Revenue</b>	<b>\$ 184,129</b>	<b>\$ 126,416</b>	<b>\$ 57,713</b>	<b>\$ 1,309,594</b>	<b>\$ 1,068,994</b>	<b>\$ 240,600</b>
<b><u>Expenses</u></b>						
Engagement	2,860	1,150	1,710	32,151	26,550	5,601
Total Member Engagement	\$ 2,860	\$ 1,150	\$ 1,710	\$ 32,151	\$ 26,550	5,601
Personnel & Related Cost	65,354	85,917	(20,563)	657,483	687,334	(29,851)
Operations	36,306	42,424	(6,118)	261,603	242,764	18,839
Total Personnel & Operations	\$ 101,660	\$ 128,341	\$ (26,681)	\$ 919,086	\$ 930,098	(11,012)
Programs, Services, and Events	14,220	18,000	(3,780)	137,576	149,391	(11,815)
Community Relations	494	-	494	2,621	-	2,621
Media Relations	-	-	-	-	-	-
Voice of Business - Legislative	844	-	844	34,144	10,000	24,144
Total Programs	\$ 15,558	\$ 18,000	\$ (2,442)	\$ 174,341	\$ 159,391	\$ 14,950
<b>Total Expenses</b>	<b>\$ 120,078</b>	<b>\$ 147,491</b>	<b>\$ (27,413)</b>	<b>\$ 1,125,578</b>	<b>\$ 1,116,039</b>	<b>\$ 9,539</b>
Other Income	625	-	625	4,637	-	4,637
<b>Net Income (Loss)</b>	<b>\$ 64,676</b>	<b>\$ (21,075)</b>	<b>\$ 85,751</b>	<b>\$ 188,653</b>	<b>\$ (47,045)</b>	<b>\$ 235,698</b>