



Proudly Serving Morrison County Since 1888

2018 Annual Report

The mission of the
Little Falls Area Chamber of Commerce
is to serve and promote our members while advocating
for the improvement of the greater community



March 2019



Dear Chamber Members,

Thank you for the privilege of serving as the Chairperson of the Board of Directors this past year. I am proud to present the Little Falls Area Chamber of Commerce's 2018 Annual Report.

The Chamber ended its membership year with 295 members, which is 5 members less than the previous year. The Chamber is appreciative of the loyal membership that continues to support the mission of service to not only the membership, but the greater community.

The Chamber's Business Plan outlined the mission to promote our members and the greater community. Our financial contributions to the greater community in 2018 included the Little Falls Dam Festival, the Little Falls Business Association, Community Development of Morrison County and the Initiative Foundation.

The 46th annual the Little Falls Arts & Crafts Fair was held in 2018 along with the 7th annual Market Place Fair that hosted buy-sell items and was staged on West Broadway. Returning for a second year in the Man Cave area of the Fair was the Department of Natural Resources 'Wall of Shame' trailer.

The Chamber's strength comes not only from the number of members, but also from their active participation in the community. Thank you for your continued membership.

*John Thielen, Board Chair
Thielen Meats*

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The History of the Chamber of Commerce

The Chamber of Commerce was organized on May 15, 1888 with the filing of the Articles of Incorporation, constitution and bylaws for the stated purpose of “advancing the commercial, mercantile and manufacturing interests of Little Falls and the surrounding country”. Listed on the initial membership roster were 42 businesses.

For the past 129 years, the Chamber has been instrumental in the development and expansion of business in Morrison County. The foresightedness of the founding fathers of the area laid the foundation for the Chamber as we know it today.

There is little recorded history for the Chamber from the years 1888 to 1954. The Chamber’s first paid staff came in the form of administrative support by Mrs. W. J. Bellefeuille from 1954-1960 and Lorrie Virnig from 1960 - 1961.

G. Harmon Klemme was the first paid administrator serving 1960 - 1962 followed by W. J. Vondrashek from 1963 -1967. The Glen Kraywinkle tenure was from 1967 - 1984; Dave Hochhalter from 1984 - 1995; Elaine Westerdahl-Delaney from 1996 - 2003. Since 2004 Debora K. Boelz has been the President/CEO.

In 1972, the Chamber took over the sponsorship of the Little Falls Arts & Crafts Fair. This event has grown to include hundreds of vendors from 25 states. It annually attracts crowds of shoppers numbering over 130,000. Proceeds from the Arts & Crafts Fair enable the Chamber to keep its membership dues at very reasonable rates and support community projects and improvements.

In 1984, the Chamber of Commerce changed its name to Little Falls Area Chamber of Commerce to demonstrate the importance of developing an area wide approach to attract new commercial and industrial businesses.

In 1989, the annual golf outing was started.

In 1991, the Chamber moved into its current offices located in the historic Cass Gilbert Depot. The results of a community-wide effort saved the historic train depot from demolition and it is now used not only to house the Little Falls Area Chamber of Commerce, but contains a community room that is enjoyed by many people on an annual basis.

In 2004, Friday Morning Coffees were started. In 2006, the tag line “Proudly serving Morrison County since 1888” was added and the logo revised.

In 2006, Sporting Clays networking event was started.

In 2007, an expanded, full-color membership directory was published. In 2008, the Chamber website was redesigned and the City of Lights retro fit with energy efficient LED bulbs. Meet Me @ the Chamber was new programming started in 2009.

In 2014, the Chamber created its first Facebook page for the Little Falls Arts & Crafts and Market Place Fairs.

In 2015 a new networking event, Lunchtime on Location replaced Business After Hours.

In 2017 the educational component formerly titled Leadership LindyLand was revised to Falls Area Leadership Series (FALS). Building on the success of the previous 8 session, updated content was added with an enhanced 4-month session being offered in off-years focusing on middle management.

2018 Board of Directors



Pictured seated left to right are officers

Jill Moore, Great River Arts - Vice Chair; Rosi Przybilla - Marshik Insurance Agency- Treasurer; John Thielen, Thielen Meats- Chair; Steve Andres, Design Electronics - Immediate Past Chair; Dr. Allison Girtz, Allison Zak, D.C., LLC - Secretary

Standing left to right

Laurie Whitlow, PrimeLending
Rob Ronning, Pine Country Bank
Tim Matros, Five Pines Senior Solutions
Peter Mooney, The Source Computing
Patrick Watercott, Vernon Sales Promotions
Cindy Brey, SweetWater Resort

Staff

President/CEO
Debora K. Boelz

Projects & Volunteer Coordinator
Gina Vetter

**Office Coordinator,
Arts & Crafts Fair Registrar, and
Financial Coordinator**
Mary Bednarek

Membership Services Division

The goal of the Membership Services Division is to maintain a membership that finds value in their Chamber through effective communication of member benefits and development and maintenance of member-only activities and services. In 2018, the Chamber had 295 members in good standing, which was down 5 members over 2017

Membership Development Committee

Chair: Julie Zupko, Bieganek Insurance & Randall State Insurance

Board Liaison: Cindy Brey, SweetWater Resort

Objectives:

- ~ to continue implementation of the plan to communicate membership benefits to the members and potential members;
- ~ to maintain a membership investment schedule that is equitable for all membership categories;
- ~ to identify methods for ensuring that all members' investments are made in a fair and timely fashion and to monitor/supervise member benefits.
- ~ published the 2018 Membership Directory

Member Networking

Board Liaison: Laurie Whitlow, PrimeLending

Objective:

- ~ to provide a varied offering of networking events and to provide all members an opportunity to develop business relationships with each other.

Lunchtime on Location

Lunchtime on Location networking is held over the lunch hour and provides the opportunity for a Chamber member to showcase their business. The events were held monthly with summer months off. Sponsors for 2018 included:

January - Horizon Health

February - Hands of Hope Resource Center

March - Berg's Bug Removal

April - Falls Ballroom

May - Falls Area Leadership Series

August - Morrison County United Way

September - Design Electronics

October - Morrison County Historical Society

November - Initiative Foundation

December - no event

Friday Morning Coffee

Friday Morning Coffees are held the 3rd Friday of the month at either the Cass Gilbert Depot or at the sponsoring business. In 2018, the following Friday Morning Coffees were held:

January - CHI St. Gabriel's Health Foundation

February - Diamond Willow Assisted Living

March - Habitat for Humanity of Morrison County

April - Country Inn & Suites

May - Shoe Sensation

June - Shirley Mae's Outfitters

July - Spectrum Marketing Services

August - The Office Shop

September - MN Computer Systems

October - CHI St. Gabriel's Health at Home

November - Knute Nelson Home Care

December - Highland Senior Living

29th annual Chamber Golf Outing

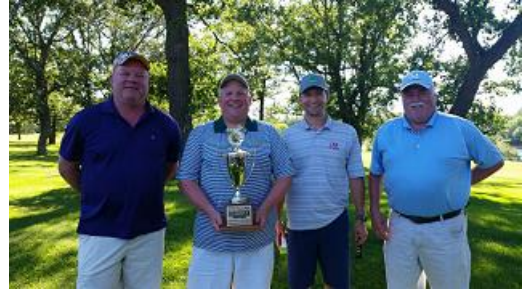
Chair: Michelle Carlson, Pine Country Bank

Board Liaison: Steve Andres, Design Electronics

The Little Falls Area Chamber of Commerce sponsored its 29th annual Golf Outing on July 16 at the Little Falls Country Club.

Corporate Golf Sponsors

Benefit Innovations
CHI St. Gabriel's Health
Grand Casino Mille Lacs
Mid MN Federal Credit Union
Minnesota Power
Schlenner Wenner & Co



Hole Sponsors for the Golf Outing

Bursch Travel
C & L Distributing
Central MN Credit Union
CTC Consolidated Telecommunication
D & D Beverage
Divine Home Care
Dominos
DOWCO
Emblom Brenny Funeral Service
Family Medical Center
Fresh Hair Professionals
Gammello-Pearson Attorneys' at Law
Highland Senior Living
Horizon Health
Kampa Gerbi & Associates
Knut Nelson Home Care

Pictured is the Low Gross Team from **CHI St. Gabriel's Health** Tom Miller, Mike Johnson, Dr. Chris Bell and Mike Saurer.

Larson Abstract Company, Inc.
Little Falls Anesthesia PA
Little Falls Business Association
Little Falls Health Services
Marshik Insurance Agency
Midwest Machinery Company
Morrison County Record
Pizza Ranch
RTO, PA
Service Master Clean by Retka
Spectrum Marketing Service
Speer Chiropractic PA
Stand Up 4 U Coalition
Vernon Sales Promotions

Taking first place with a low gross score of 51 was the **CHI St. Gabriel's Health** team. The 2 random drawing team winners were **Spectrum Marketing** and **Design Electronics**. Men's Longest Drive was Eric Andres, Design Electronics; Women's Longest Drive was Teresa Giese, playing with **RTO PA**. Oven mitt men's longest drive Brad MacKissock, **Thielen Meats**; and women's oven mitt longest drive was Terri Hoggarth. The skins game had 6 winners, **Central MN Credit Union**, **Design Electronics**, **Keller Williams Realty Professionals**, **RTO PA**, **Grand Casino Mille Lacs** and **Great River Arts**.

Special thanks to **Thielen Meats** for the cart sponsorship, **Froggy's Signs** for signage, **Subway** for box lunches and to **Century 21 New Horizons Realty** for sponsoring the ice cream treats.

For the first time ever, there was a hole-in-one on hole #16, won by Brad MacKissock winning \$500 cash from Brandl Motors



13th annual Sporting Clays Outing

Chair: Mark Gerbi, Kampa Gerbi & Associates

Board Liaison: Rob Ronning, Pine Country Bank

The Little Falls Area Chamber of Commerce sponsored its 13th annual Sporting Clays Outing on August 15 at LeBlanc's Rice Creek Hunting & Recreation. Nineteen teams enjoyed the challenges of trap shooting, sporting clays, an Annie Oakley shoot and quick draw contest.



Pictured above are the Competitive Division High Score teams that tied with 182 targets. **Four Cheeks Foods** - Gary Bermel, Craig Kempenich, Steve Roberts and Rick Turner and **GoldSmith Jewelers** - David Grell, John LeMieur, Jonathon LeMieur and Tim Nelson



Pictured left is our Casual Division High Score Score team with 151 targets, **D & D Beverage** - Gregg Dick, Travis Dahlhamer, Dave Kush and Tony Whitlock

Station Sponsors

Benefit Innovations
CTC Consolidated Telecommunication
Hanneken Insurance Agency
ServiceMaster Clean by Retka
Stephen Browning
Vacuum Cleaner Outlet & Service Center

Corporate Sponsors

Central MN Credit Union
GoldSmith Jewelers
Kampa Gerbi & Associates
Ron Kresha
Little Falls Orthopedics
Mid Minnesota Federal Credit Union
North Risk Partners-DeMI Insurance
Pine Country Bank
Schlenger Wenner & Co.
West Side Bar

Beverage Sponsors

D & D Beverage
Pine Country Bank
West Side Bar

The winners were:

Flurry Shoot: **Central MN Credit Union** and **Dondelinger Automotive** tied breaking all 30 targets!
Annie Oakley contest: *Greg McNamara*, **North Risk Partners-DeMI Insurance**. Top Female Shooter: *Kayla Bates*, **Central MN Credit Union** with 35 broken targets; Top Male Shooter: *Jonathon LeMieur*, **GoldSmith Jewelers** with 48 broken targets; Quick Draw contest winner was **Derek Lipke**, **Central MN Credit Union**, with a time of .66 seconds.

Member Recognition Division

Objectives:

- ~ to recognize members of the Chamber for their membership and support of the community;
- ~ to recognize member's major anniversaries in the community;
- ~ to recognize new businesses in the service area for their choice of location and assist them in growing a prosperous business network;
- ~ to recognize the importance of outstanding employees from the membership.

Lindy Greeters

Chair: Doug Dahlberg, Pine Country Bank

Board Liaison: Peter Mooney, The Source Computing

Lindy Greeters visited 23 new businesses in the service area in 2018. Regular member calls, which are made on a 3-year cycle, were made to 51 Chamber member businesses.

Thank you to the **Morrison County Record** for publishing, free of charge, the Lindy Greeter visit photos of new businesses in the service area. This truly demonstrates the paper's commitment to supporting area growth and development.

Outstanding Service Committee

Chair: Kathy Kahlhamer, Habitat for Humanity of Morrison County

Board Liaison: Jill Moore, Great River Art

The Outstanding Service Committee works to identify and reward Chamber members and their employees who go above and beyond the job description in their daily jobs. Nominations are sought from the general public as well as other Chamber members for Employee of the Month designations, Large and Small Business of the Year and the Volunteer of the Year awards.

The Employee of the Month (EOM) program recognizes a Chamber member employee who has been nominated by a customer or employer. In 2018, the 12 Employees of the Month were:

January - Julie Kapsch, Hands of Hope Resource Center

February - Tony Kula, Little Falls Community Schools

March - Brenda Bonebrake, Little Falls Health Services

April - Renee Kono, Morrison County Animal Humane Society

May - Laurie Ochoa, Little Falls Convenience Center

June - Jayne Cekalla, Falls Floral

July - Danna Potter, St Otto's Care

August - Steve Olson, Perkins Restaurant & Bakery

September - Sara Manlick, Jason Anakkala, LTD

October - Deb Lentner, Little Falls Community Schools, Lincoln School

November - Kenny Garrison, United States Post Office

December - Pat Steiner, McDonalds

The Employees of the Month are presented with fresh flowers provided on a rotating basis from **Coborn's Floral and Falls Floral**. **Silker Studio** provided the professional headshots that were displayed on the Employee of the Month board.

The **Morrison County Record** supports the Employee of the Month program by running monthly articles and photos of each recipient. The Employee of the Month is also presented with gift certificates to one or more of the following: **Dominos, Design Electronics, Franciscan Sisters of Little Falls, Fresh Hair Professionals, GoldSmith Jewelers, Charles A. Lindbergh Historic Site, Subway, and West Side Bar** and a cookbook from **CHI St Gabriel's Health Auxiliary**.

2018 Award Winners

Small Business of the Year

Froggy's Signs

Started in 1992, Froggy's Signs has grown into a full service sign company, working from design to installation plus repair and replacement, throughout central Minnesota. Froggy's Signs can be seen outside of buildings, signs inside of buildings. Temporary signs at construction sites, campaign signs, flags and pennants, 3-dimensional signs, custom lettering & logos on vehicles, 3-D lettering & logos and license numbers for fish houses, boats, snowmobiles, etc.



Karla & William "Froggy" Nornberg
with Debora K. Boelz, President/CEO

Large Business of the Year

Anderson Custom Processing

Anderson Custom Processing provides custom spray drying services to the food & beverage industries including infant formulas; pharmaceutical, hair care, cosmetics and paper product industries and they have been doing so for more than 47 years. Company founder Glen Anderson started the company in 1972 in Sleepy Eye and in 1974, opened the Little Falls plant on South Lindbergh Drive to meet the growing needs of the company. An additional production facility is located in Belleville, Wisconsin.



Anderson owner-siblings Dave, Denice and
Brian with Debora K. Boelz, President/CEO

Volunteer of the Year Kristine Hoheisel

Horizon Health

Kristine is the senior resource director at Horizon Health. She believes that if you want to live in a great community, you have to help to make it great Being hooked on volunteering herself makes her job of overseeing 50 volunteers who help 240 senior residents living in Morrison County a natural fit. On the Chamber level, she has been a Lindy Greeters and on the Membership Development Committee, is a past participant of the Falls Area Leadership Series (FALS) program, volunteers for the Chamber Golf Outing and often steps up to host networking events.



Communications Division

The goals of the Communications Division were:

~ To further enhance the various communication channels of the Chamber including the Chamber newsletter, the Chamber's website, www.littlefallsmnchamber.com, direct mail, and guest columns written by the President/CEO in the **Morrison County Record**;

~ To cultivate relationships within the community generally, and specifically with members, by increasing awareness of Chamber activities and the services and activities of its members.

In 2018, 12 issues of the Chamber newsletter were published. Weekly Updates were sent electronically on Fridays, previewing the up-coming week's activities and noting member sponsorships of events while providing advertising opportunities for members.

ChamberMaster, a software company that specializes in providing services to chambers of commerce, integrates the Chamber's membership data base with the website software, streamlining many of the day-to-day activities of the staff. Not only is the membership data base maintained by ChamberMaster, the Arts & Crafts and Market Place Fairs vendor information is managed in this same format.

Press releases were done on networking opportunities, Chamber sponsored events such as legislative updates, educational sessions and the Arts & Crafts Fair. Press releases were regularly sent to the Brainerd Dispatch, St. Cloud Times, **Morrison County Record**, and **Little Falls Radio**.

The Chamber website, www.littlefallsmnchamber.com, provides members and the greater community with information on upcoming events and membership listings with links to each individual business website, where available.

Community Partnerships Division

The goals of the Community Partnership Division were:

~ to work in partnership with a variety of community entities (governmental, nonprofit, and private) to address community issues and opportunities;

~ to provide support to Chamber members through advocacy and liaison with government, taxing entities (including city, county, townships, and school districts) on a case by case basis as determined by the Board.

Legislative Updates

Pre-session briefing was held on January 23 with Representative Ron Kresha and Senator Paul Gazelka addressing the concerns of the attendees that ranged from Department of Natural Resources funding to opioid addition to immigration issues. The post-session debriefing was held on May 31.

Community Pride Division

The goals of the Community Pride Division were:

- ~ To generate income to support the activities of the Chamber which are unable to generate income;
- ~ To make a donation to local projects and programs;
- ~ To provide information, marketing, and promotion to area residents and potential visitors in order to increase the dollars spent in the community.

Activity: Heritage Preservation Commission, City of Lights, Halloween Trick or Treating and Chamber Bucks.

The City of Lights was lit in conjunction with the Santa Parade through the 1st of the year. The Chamber proudly sponsors the City of Lights for the enjoyment of the community as well as the numerous visitors to Little Falls during the holiday season. From November - January, the City of Lights not only outlines the downtown buildings with lights, but includes the historic streetlights with pole wraps and wreaths that the Chamber also funds.

Another long-standing tradition of the Chamber is Halloween Trick or Treating with the business community. Annually around October 31, the Chamber coordinates with local businesses to provide the opportunity for safe trick or treating in daylight hours. The community welcomed about 1,000+ children in 2018 for this event.

Little Falls Arts & Crafts Fair

The Little Falls Arts & Crafts Fair continues to be a quality event which includes a cross section of handcrafted merchandise in a comfortable and safe setting for shoppers.

The 46th annual Arts & Crafts Fair, the 7th annual Market Place Fair and the 3rd annual Man Cave was held September 8 & 9 in the historic downtown streets, parks and parking lots.

Priding ourselves on having a Fair comprised of handcrafted items, each year vendors have been denied access to the Fair, or juried out of the event. To accommodate vendors with buy-sell items the Market Place Fair, added in 2012, was again staged on West Broadway and included 51 vendors with buy-sell, commercial product lines.



The Fairs are a source of financial support to the community through significant contributions to the operations and projects of the Chamber. The proceeds from the Fairs underwrite the dues for all Chamber members, making Chamber membership affordable. Proceeds from the Fairs have been reinvested in the community by the Chamber on items such as the historic streetlights, downtown redevelopment, maintenance and upkeep of the entry signs into Little Falls, in the sponsorship of the Falls Area Leadership Services and through financial contributions to the Dam Festival (\$500), Community Development of Morrison County (\$1,000), the Initiative Foundation (\$1,000) and the Little Falls Business Association (\$1,000).

In 2018, the Arts & Crafts Fair welcomed 42 food vendors, 460 artisan/craft vendors and 51 Market Place vendors. Attendance for this event was estimated at 125,000 people. Locally, 20+ nonprofit agencies earned money for their programs through the Fair by working the event for the Chamber, by having a food booth or staffing parking lots for local service organizations.

The use of electronic marketing was expanded beyond the Facebook page for the Fairs to eBlasts and boosted posts.

Development Services Division

The goal of the Development Services Division was:

~ to provide development services to assist in the areas of leadership and business.

Falls Area Leadership Series

Chair: Linda Meemken, Royalton Lumber & Hardware

Board Liaison: Dr. Allison Girtz, Allison Zak D.C., LLC

In its 14th year, the Chamber leadership programming underwent a name and logo change, plus revised program content. The newly named FALS continues to provide a training ground for the next generation of community leaders. Programming is held every other year with 2017 being the beginning of biennial cycle.

2017- 2018 Participants

Mary Brutger
Marshik Insurance Agency

Lacey Burgardt
Little Falls Radio &
City of Little Falls

Ashley Effinger
Morrison County Social
Services

Maryrose Knutson
CHI St. Gabriel's Health

Sabrina Koelsch
Little Falls Convention &
Visitors Bureau

Megan Kruse
Morrison County United Way

Alicia Noakes
Schlenner Wenner & Co.

Angie Petersen
Keller Williams Realty
Professionals

Melissa Prozinski
Horizon Health

Jon Radermacher
City of Little Falls

Amy Walker
Little Falls Health Services

Sheila Watercott
Stand Up 4 U Coalition

Falls Area Leadership Series provides the opportunity for businesses to speak to the participants by being a session sponsor or graduation sponsor. Sponsors during the spring sessions were LeBlanc's Rice Creek Hunting & Recreation, St. Otto's Care Center and MN Power. Program content for FALS is broken down into 9 days over the course of the year. A Community Service project is incorporated into the leadership development training that instills group planning and implementation skills. This year the group made 50 care packages for Hands of Hope Resource Center for families in transitional housing situations.

Educational sessions held in 2018 include:

Hiring is Hard Work: this free workshop was led by Dave Traub, Classified Recruiting Director for Adams Publishing Group and co-sponsored by the Morrison County Record and the Workforce Center. Attendees learned of alternative ways to seek qualified job candidates and pitfalls to avoid. The event was held at the Depot on June 12.

All Topics Mail: Little Falls Post Master, Matthew Heier and members of the Post Office team covered all aspects of mail, first class mail, door to door service and bulk mail procedures on June 27 at the Depot.

Liaison activities: Community Development of Morrison County, City of Little Falls and the Little Falls Convention & Visitors Bureau

Other Community Outreach: in 2018, Chamber staff served on the boards for Morrison County Food Shelf, Little Falls Lindbergh Lions, City of Little Falls' Heritage Preservation Commission, Morrison County Volunteer Network, Franciscan Sisters and the Citizen's Committee at Camp Ripley. Staff regularly attends the Little Falls Business Association City of Little Falls Park Board meetings and West Side Improvement Association meetings.

Governance

Chair: John Thielen, Thielen Meats
Vice Chair: Jill Moore, Great River Arts
Committee: Executive Committee

Annual Meeting

The 130th Annual Meeting of the Little Falls Area Chamber of Commerce was held at the Falls Ballroom on February 28 with 235 in attendance. Past board members Cindy Brey, SweetWater Resort and John Thielen, Thielen Meats, were honored for their years of service to the Chamber

Featured entertainment was local group Harper's Chord.



Corporate sponsors for the 2018 Annual Meeting included

Anderson Custom Processing
Benefit Innovations
Bieganek Insurance Agency
CHI St. Gabriel's Health
Central MN Credit Union
Central Minnesota Renewables
Franciscan Sisters of Little Falls
Fresh Hair Professionals
Horizon Health
Keller Williams Realty Professionals
Marshik Insurance Agency

Mid Minnesota Federal Credit Union
Morrison County Record
Pine Country Bank
PrimeLending
St. Otto's Care Center
Schlenner Wenner & Co.
Tri County Community Action
Partnership

Table Sponsors
Vernon Sales Promotion

Major Accomplishments in 2018

- ~ Sponsored the 46^h annual Little Falls Arts & Crafts Fair with 460 artisan and food vendors with additional 51 Market Place vendors and 42 food vendors. Revenues for this event grossed \$166,410
- ~ Completed the membership year with 295 members, down 5 members over 2017.
- ~ Sponsored 24 networking events
- ~ Sponsored Falls Area Leadership Series
- ~ Published 2018 Membership Directory
- ~ Sponsored a Target Membership Drive

Investing in the Community - \$18,805 in 2018

- ~ \$8,205 to the City of Little Falls in Arts & Crafts and Market Place Fairs vendor license fees
- ~ \$1,000 to the Little Falls Business Association in support of retail promotions
- ~ \$1,000 to Community Development of Morrison County
- ~ \$1,000 to the Initiative Foundation
- ~ \$500 to the Little Falls Dam Festival
- ~ \$7,100 was paid to local nonprofits that assist with the Arts & Crafts and Market Place Fairs ranging from garbage patrol to security

2018 Financial Recap

with comparisons to 2016 & 2017

		2018	2017	2016
Receipts				
	Membership Dues	\$62,937	\$63,762	\$67,040
	Arts & Crafts and Market Place Fairs	166,410	167,129	180,213
	Donations	17,867	28,440	33,453
	Ticket Sales	5,978	4,151	4,418
	Registrations	4,188	4,591	5,160
	Interest	1,447	1,203	1,274
	Services Provided	5,120	3,180	2,883
	Other	182	190	3,828
	Total	\$264,129	\$272,646	\$298,269
Disbursements				
	Communications	\$25,943	\$21,614	\$25,877
	Community Partnerships	25,000	25,000	25,000
	Membership Services	49,310	46,324	42,695
	Development Services	6,788	6,487	5,870
	Community Pride	86,399	76,982	75,978
	General Operations	112,601	94,551	83,750
	Restricted Funds	5,035	6,227	3,822
	Total	\$311,076	\$277,185	\$262,992
	Excess/Deficiency	<\$39,555>	<\$5,000>	\$35,277
Chamber Bucks				
	Sold	\$14,830	\$10,950	\$8,730
	Redeemed	\$10,011	\$10,374	\$13,200

For more information or membership materials, please contact us at:

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