



METROCREST
CHAMBER OF COMMERCE
ADDISON • CARROLLTON • FARMERS BRANCH

June 6, 2018

Honorable Mayor Robert C. Dye
ATTN: Ben Williamson, MPA, PMP
Assistant to the City Manager
City of Farmers Branch
13000 William Dodson Parkway
Farmers Branch, TX 75234

Dear Mayor Dye and Council;

The Metrocrest Chamber of Commerce is pleased to submit the enclosed proposal to the City of Farmers Branch for FY2018-19 funding. We believe this proposal is consistent with the economic and community development goals of the City. We appreciate our partnership with Farmers Branch and the opportunity to advocate for the success of our local business community.

In a metropolitan community, collaboration, as well as partnerships, yield a stronger, unified voice of business. We serve as the conduit between the unique and diverse business communities in our region, which ultimately strengthens our presence amongst the dynamic North Texas landscape. The total budgetary request to support the initiatives outlined in this proposal is \$10,000 (2.54% of annual budget, increase of 0.621% from FY17-18 request). Attached is a summary of initiatives/activities the Metrocrest Chamber of Commerce will conduct in 2018-19; this mirrors the schedule of services supported by the chamber in 2017-18, with the addition of TAGS (Target Advisory Groups) specific to Farmers Branch.

To meet our mission and advance our vision, the Metrocrest Chamber provides 33.3% split services, equally distributed between the three municipalities we serve; Addison, Carrollton, and Farmers Branch. As a 550-member-strong business advocacy organization, our 2017 key statistics demonstrate our stake in the community; we provided 118+ network and professional development opportunities, 43 ribbon cuttings, 17,000+ business directory searches online through our website, and sealed 133 Certificates of Origin for manufacturers shipping internationally. These statistics represent our organization as a whole; we recognize strength in community cohesiveness, which has been a consistent catalyst for our advocacy efforts, transcending city boundaries, limits, and borders.

As Farmers Branch continues to develop, the Chamber is prepared and equipped to provide service appropriate for today's business climate, tomorrow's challenges, and the future of commerce. We'd be pleased to expand the initiatives to further support objectives related to the City's mission to build a vibrant, dynamic community; we are better, together, and our partnership is a result of that community-centric philosophy.

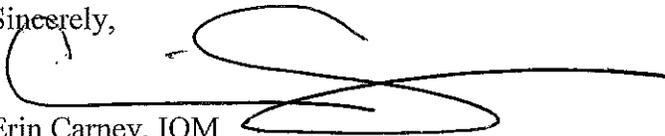
BUILDING BUSINESS. BREAKING BOUNDARIES.

2550 Midway Road, Suite 240 • Carrollton, TX 75006 • (469) 587-0420 • metrocrestchamber.com



METROCREST
CHAMBER OF COMMERCE
ADDISON • CARROLLTON • FARMERS BRANCH

Sincerely,


Erin Carney, IOM
President
Metrocrest Chamber of Commerce

Enclosures

- FY 18-19 Purposed Schedule of Services
- 2017 Approved Financials
- 2018 Approved Budget
- 2018 Board of Directors
- 2017-2018 Program of Work/Strategic Initiatives

BUILDING BUSINESS. BREAKING BOUNDARIES.

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METROCREST CHAMBER

2017



A Year in Review.

#buildingbusinessbreakingboundaries

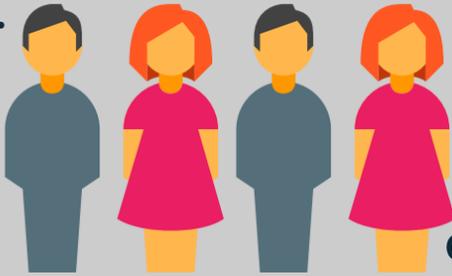
We represent

533

BUSINESSES



Throughout three communities, and the North Texas region.



We've been busy.

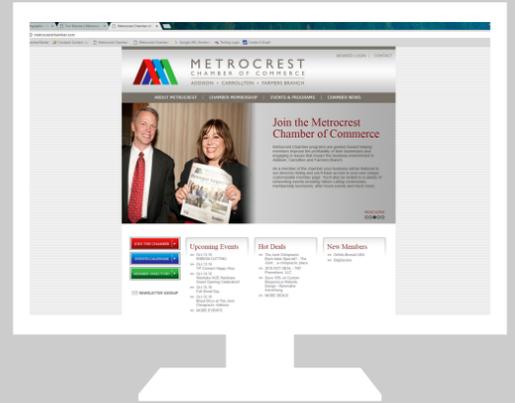
118+

Network and professional development opportunities.

Open for business!

43

Ribbon Cuttings



We told people to check us out online. And they did. Business Directory searches.

17K+

We're social.

290K+

Social Media Impressions.

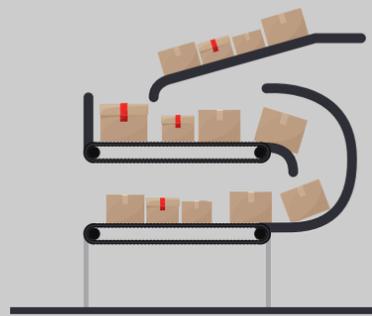


We're making things happen.



14

Graduates from Leadership Metrocrest.



133

Certificates of Origin certified.

We're growing.

By approximately 8 members a month.

8

113



You got mail. From the chamber.



We're ready for you, 2018.



2018 Board of Directors

Voting Members

JT Barnhart
Dallas Medical Center
7 Medical Parkway
Dallas, TX 75234

Jerry Bates
Oncor
14400 Josey Lane
Farmers Branch, TX 75234

Carol Blair
The Blair Group
15690 Quorum
Addison, TX 75001

Mary Ann Burns
BB&T Bank
3939 Beltline Road, Suite 100
Addison, TX 75001

Katie Coldwell
Southwest Airlines
2702 Love Field Drive HDQ-1PR
Dallas, TX 75235

Sally Dyess
Baylor Scott & White Medical Center-Carrollton
4343 N Josey Ln.
Carrollton, TX 75010

Sheryl Giles
Edward Jones
17330 Preston Road #103D
Dallas, TX 75252

Mark Glenn, FASTSIGNS of Carrollton
2717 E. Belt Line Road, Suite 113
Carrollton, TX 75006

Charles Heath
Metrocrest Hospital Authority
4325 N. Josey #107
Carrollton, TX 75010

Kimberly Hilley
TXU Energy
6555 Sierra Drive
Irving, TX 75039

Josephus Howard
Frost Bank
1111 West Belt Line Rd, Suite 101
Carrollton, TX 75006

Jan Rugg
Atmos Energy
3697 Mapleshade Lane
Plano, TX 75075

Bill Thomas
TNT Promotions, LLC
3044 Old Denton Road #111-214
Carrollton, TX 75007

Jim Weichel
Mutual of Omaha Bank
15030 Preston Road, Suite 934
Dallas, TX 75254

TJ Gilmore
Waste Management
520 Corporate Drive
Lewisville, TX 75057

Justin Shoemaker
Chase Bank
8111 Preston Road Floor 02
Dallas, TX 75255

Sandee Treptow
Reliant, an NRG Company
2745 Dallas Parkway, Ste. 200
Suite 310
Plano, TX 75093

Jeff Laceky
Frost Bank
15301 N. Dallas Parkway
Suite 100
Addison, TX 75001

Non-Voting, Ex-Officio Members

Mayor Robert C. Dye
City of Farmers Branch

Councilmembers Ivan Hughes and Tom Braun
Town of Addison

Councilman Glen Blanscet
City of Carrollton

Dr. Bobby Burns
CFBISD

Thom Chesney
Brookhaven College

Kronda Thimesch
Lewisville ISD

STRATEGIC INITIATIVES

BUILDING BUSINESS. BREAKING BOUNDARIES.

DEVELOP



Board Retreat, Board meetings, staff meetings.



Harvest ideas, understand opportunities, and source strategies for strong foundation.

CONNECT

Staff internalization of ideas. Connect opportunities to existing program.



Practice inclusion, foster relationships, build membership.

GROW



Identify partnership potential. Duplicate success throughout program of work.



Balance quantity and quality membership potentials; leverage opportunities for engagement across boundaries and industries.

ADVOCATE

Evaluate dollar-driven events; work to promote and produce value-focused program of work.



Meet members where their needs are.

STICK



Share, promote, and celebrate chamber sustainable success.



Tell chamber story. Audience includes board, business community, and municipalities.



Metrocrest Chamber of Commerce

BUDGET OVERVIEW: FY_2018 - FY18 P&L

January - December 2018

	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	DEC 2018	TOTAL
Income													
30200 Renewals	8,500.00	10,000.00	11,000.00	10,500.00	8,500.00	8,500.00	7,250.00	10,250.00	10,250.00	10,000.00	5,000.00	9,250.00	\$109,000.00
30300 New Members	4,000.00	3,750.00	3,750.00	3,750.00	4,000.00	4,000.00	3,500.00	3,500.00	3,750.00	3,750.00	3,750.00	1,500.00	\$43,000.00
30325 New Account Processing Fee	285.00	250.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	\$2,285.00
31100 Golf Tournament	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	3,000.00	4,000.00	12,000.00	2,000.00	6,000.00	\$29,000.00
33100 Expo Trade Fair	0.00	2,800.00	5,690.00	5,675.00	1,250.00	2,000.00	0.00	200.00	1,500.00	3,500.00	0.00	0.00	\$22,615.00
33200 General Membership													\$0.00
33205 GML	1,500.00	3,000.00	500.00	250.00	3,500.00	2,500.00	5,000.00	10,000.00	1,000.00	5,000.00	5,000.00	2,000.00	\$39,250.00
Total 33200 General Membership	1,500.00	3,000.00	500.00	250.00	3,500.00	2,500.00	5,000.00	10,000.00	1,000.00	5,000.00	5,000.00	2,000.00	\$39,250.00
33206 Womens Business Forum	4,000.00	0.00	500.00	3,500.00	500.00	500.00	3,500.00	500.00	500.00	0.00	0.00	0.00	\$13,500.00
33400 Women's Connection	0.00	0.00	0.00	0.00	5,000.00	3,500.00	4,500.00	2,000.00	10,000.00	0.00	0.00	0.00	\$25,000.00
33450 Workshops Income	1,750.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	0.00	250.00	250.00	0.00	\$4,000.00
34100 Leadership	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00	3,000.00	8,000.00	2,000.00	1,000.00	0.00	\$18,000.00
34550 Young Professionals	0.00	0.00	250.00	0.00	0.00	0.00	250.00	0.00	0.00	0.00	250.00	0.00	\$750.00
36500 Interest	1.95	1.95	1.95	1.95	1.95	70.00	1.95	1.95	1.95	1.95	1.95	1.95	\$91.45
37300 Certificate of Origin	300.00	200.00	300.00	200.00	200.00	200.00	300.00	200.00	200.00	200.00	200.00	200.00	\$2,700.00
37500 Economic Development	13,000.00	0.00	0.00	0.00	0.00	17,500.00	0.00	0.00	0.00	17,500.00	0.00	7,500.00	\$55,500.00
38400 Annual Banquet	10,000.00	5,000.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$20,000.00
Total Income	\$43,336.95	\$25,251.95	\$27,416.95	\$24,301.95	\$23,376.95	\$41,195.00	\$28,726.95	\$33,076.95	\$39,376.95	\$54,376.95	\$17,626.95	\$26,626.95	\$384,691.45
GROSS PROFIT	\$43,336.95	\$25,251.95	\$27,416.95	\$24,301.95	\$23,376.95	\$41,195.00	\$28,726.95	\$33,076.95	\$39,376.95	\$54,376.95	\$17,626.95	\$26,626.95	\$384,691.45
Expenses													
40300 Bank & Credit Card Expenses	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	\$4,200.00
40500 Accounting/Legal	0.00	0.00	220.00	0.00	220.00	0.00	510.00	0.00	220.00	0.00	220.00	0.00	\$1,390.00
40600 Liability Insurance	0.00	1,029.37	0.00	754.74	373.63	373.63	373.63	373.63	373.63	373.63	373.63	373.63	\$4,773.15
40800 Office Supplies	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	\$1,800.00
40801 Office Expenses	364.00	364.00	364.00	364.00	364.00	364.00	364.00	364.00	364.00	364.00	364.00	364.00	\$4,368.00
40850 Base Rent	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	3,200.08	\$38,400.96
40900 Equipment Rental & Maint.	193.00	193.00	193.00	193.00	193.00	193.00	193.00	193.00	193.00	193.00	193.00	193.00	\$2,316.00
41000 Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	600.00	200.00	\$1,550.00
41310 Utilities/Electric	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	\$6,000.00
41312 Phone/Internet	373.84	373.84	373.84	373.84	373.84	373.84	373.84	373.84	373.84	373.84	373.84	373.84	\$4,486.08
41315 Janitorial	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	\$2,280.00
41400 Postage	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	\$1,800.00
41600 Community Support	0.00	0.00	250.00	250.00	0.00	0.00	0.00	0.00	250.00	0.00	250.00	0.00	\$1,000.00
41900 Property Taxes	71.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$71.08
42000 Computer Expenses	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	\$4,800.00
42050 Website Expense	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	\$6,000.00
42100 Marketing Expense	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	\$1,800.00
42500 Interest Expense	1,144.00	144.00	144.00	1,144.00	144.00	144.00	1,144.00	144.00	144.00	1,144.00	144.00	144.00	\$5,728.00
44500 Contract Labor	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	\$18,000.00
44600 Mileage	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	\$1,200.00
45100 Wages*	10,379.16	10,379.19	10,379.16	10,379.16	10,379.16	10,379.16	10,500.00	10,500.00	10,500.00	10,500.00	10,500.00	10,500.00	\$125,274.99
45150 Car Allowance	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	\$3,600.00
45200 Payroll Taxes*	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	1,440.00	\$17,280.00
45500 Retirement	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	\$3,900.00
45600 Business Promotion	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	\$1,800.00
45700 Management Training	1,500.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,500.00	0.00	1,000.00	0.00	0.00	\$5,000.00
45800 Employee Insurance	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	2,073.18	\$24,878.16
46000 Worker's Comp	0.00	0.00	0.00	107.45	0.00	134.78	59.89	0.00	55.00	55.00	55.00	55.00	\$522.12
51100 Golf Tourn.	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	3,000.00	8,200.00	0.00	\$12,700.00
51300 *Annual Banquet	5,000.00	5,000.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$10,500.00
52000 Gen. Membership													\$0.00
52009 GBC/GML	0.00	0.00	5,000.00	0.00	4,500.00	0.00	0.00	9,500.00	0.00	3,600.00	1,000.00	1,500.00	\$25,100.00
Total 52000 Gen. Membership	0.00	0.00	5,000.00	0.00	4,500.00	0.00	0.00	9,500.00	0.00	3,600.00	1,000.00	1,500.00	\$25,100.00
52006 Women's Business Forum	3,000.00	0.00	0.00	3,500.00	0.00	0.00	3,500.00	0.00	0.00	0.00	0.00	0.00	\$10,000.00
52600 Bus. After Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	0.00	0.00	0.00	\$250.00
52900 Ambassador Program	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	25.00	25.00	\$550.00
53000 Expo Trade F	0.00	0.00	2,000.00	2,000.00	100.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	\$6,100.00
53100 Executive/Board of Dir	100.00	50.00	50.00	100.00	100.00	100.00	100.00	50.00	50.00	100.00	100.00	100.00	\$1,000.00
53425 Women's Business Forum Conferen	0.00	0.00	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00	10,000.00	1,000.00	0.00	0.00	\$14,000.00
53450 Workshops Expense	50.00	50.00	50.00	50.00	0.00	50.00	50.00	50.00	50.00	0.00	50.00	50.00	\$500.00
54100 Leadership/Main	0.00	500.00	0.00	750.00	0.00	750.00	0.00	0.00	2,000.00	0.00	0.00	0.00	\$4,000.00
55000 Members Directory	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
56300 Chairman's Council	150.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	\$550.00
Payroll Expenses	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	\$480.00
Total Expenses	\$35,893.34	\$29,651.66	\$31,092.26	\$31,534.45	\$28,515.89	\$26,430.67	\$29,736.62	\$35,616.73	\$37,391.73	\$34,021.73	\$35,966.73	\$25,596.73	\$381,448.54
NET OPERATING INCOME	\$7,443.61	\$-4,399.71	\$-3,675.31	\$-7,232.50	\$-5,138.94	\$14,764.33	\$-1,009.67	\$-2,539.78	\$1,985.22	\$20,355.22	\$-18,339.78	\$1,030.22	\$3,242.91
NET INCOME	\$7,443.61	\$-4,399.71	\$-3,675.31	\$-7,232.50	\$-5,138.94	\$14,764.33							

Metrocrest Chamber of Commerce

BUDGET VS. ACTUALS: FY_2017 - FY17 P&L

January - December 2017

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
30200 Renewals	117,365.00	109,250.00	8,115.00	107.42792%
30300 New Members	37,395.00	43,000.00	-5,605.00	86.96512%
30325 New Account Processing Fee	1,800.00	2,100.00	-300.00	85.71429%
33000 Master's Golf Tournament	12,515.01	30,000.00	-17,484.99	41.7167%
33100 Expo Trade Fair	13,920.00	22,615.00	-8,695.00	61.55207%
33200 General Membership				
33203 GML- New Teacher Luncheon	1,300.00	0.00	1,300.00	
33203B Bush Elementary	2,455.00	0.00	2,455.00	
Total 33203 GML- New Teacher Luncheon	3,755.00	0.00	3,755.00	
33205 GML	9,620.00	39,250.00	-29,630.00	24.50955%
33208 Mayor's Forum	5,174.95	0.00	5,174.95	
33212 Addison Economic Development Lu	2,840.00	0.00	2,840.00	
Total 33200 General Membership	21,389.95	39,250.00	-17,860.05	54.49669%
33206 Womens Business Forum	23,680.00	13,500.00	10,180.00	175.40741%
33213 Business For Breakfast	2,200.00	0.00	2,200.00	
33401 Sponsorships	15,555.00	0.00	15,555.00	
33425 Women's Business Forum Conf. (deleted)		25,000.00	-25,000.00	
33450 Workshops Income	1,720.00	4,000.00	-2,280.00	43.00%
340 Ambassadors	400.00	0.00	400.00	
34100 Leadership	20,107.72	18,000.00	2,107.72	111.70956%
34550 Young Professionals	505.00	750.00	-245.00	67.33333%
36000 Seminars	160.00	0.00	160.00	
36500 Interest	17.28	91.45	-74.17	18.89557%
37300 Certificate of Origin	1,500.00	2,600.00	-1,100.00	57.69231%
37500 Economic Development	87,830.02	51,000.12	36,829.90	172.21532%
38400 Annual Banquet	16,355.00	20,000.00	-3,645.00	81.775%
49900 Uncategorized Income	14,521.00	0.00	14,521.00	
Total Income	\$388,935.98	\$381,156.57	\$7,779.41	102.041%
GROSS PROFIT	\$388,935.98	\$381,156.57	\$7,779.41	102.041%
Expenses				
40300 Bank & Credit Card Expenses	4,600.35	4,200.00	400.35	109.53214%
40500 Accounting/Legal	1,457.50	1,390.00	67.50	104.85612%
40600 Liability Insurance	4,778.30	4,549.16	229.14	105.03697%
40700- Automobile	235.31	0.00	235.31	
40800 Office Supplies	2,701.31	1,800.00	901.31	150.07278%
40850 Base Rent	38,400.96	34,910.04	3,490.92	109.99976%
40870 A/P-Economic Dev.	74.41	0.00	74.41	
40900 Equipment Rental & Maint.	3,761.44	6.00	3,755.44	62,690.66667%
41000 Dues & Subscriptions	3,219.00	1,550.00	1,669.00	207.67742%
41310 Utilities/Electric	3,377.77	9,936.00	-6,558.23	33.99527%

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
41311 Gas	672.10	0.00	672.10	
41312 Phone/Internet	4,352.70	4,486.08	-133.38	97.0268%
41313 Trash Pick-up Service	983.57	773.50	210.07	127.15837%
41315 Janitorial	2,090.00	1,800.00	290.00	116.111111%
41316 Utilities-Water		150.00	-150.00	
41400 Postage	328.24	4,800.00	-4,471.76	6.83833%
41600 Community Support		1,000.00	-1,000.00	
41700 Advertising	6,732.43	878.00	5,854.43	766.79157%
41900 Property Taxes		230.97	-230.97	
42000 Computer Expenses	5,484.00	6,750.00	-1,266.00	81.24444%
42050 Website Expense	4,689.00	6,000.00	-1,311.00	78.15%
42100 Marketing Expense	2,880.48	1,800.00	1,080.48	160.02667%
42500 Interest Expense	2,157.84	1,728.00	429.84	124.875%
44500 Contract Labor	11,362.92	36,000.00	-24,637.08	31.56367%
44600 Mileage		1,200.00	-1,200.00	
45100 Wages*	122,991.45	123,166.68	-175.23	99.85773%
45150 Car Allowance	3,000.00	3,600.00	-600.00	83.33333%
45200 Payroll Taxes*	9,948.48	10,429.05	-480.57	95.39201%
45500 Retirement	2,578.00	3,900.00	-1,322.00	66.10256%
45600 Business Promotion	627.66	1,800.00	-1,172.34	34.87%
45700 Management Training	211.86	5,000.00	-4,788.14	4.2372%
45800 Employee Insurance	19,051.73	10,200.00	8,851.73	186.78167%
46000 Worker's Comp	1,485.84	522.12	963.72	284.57826%
51100 Golf Tourn.	10,375.67	12,700.00	-2,324.33	81.69819%
51300 *Annual Banquet	12,865.60	10,500.00	2,365.60	122.52952%
52000 Gen. Membership	328.70	0.00	328.70	
52003 Educator Appreciation Luncheon	4,250.25	0.00	4,250.25	
52003B Educator Appreciation (BUSH)	2,661.60	0.00	2,661.60	
52008 Mayor's Forum	5,835.67	0.00	5,835.67	
52009 GBC/GML	3,145.17	25,100.00	-21,954.83	12.53056%
Total 52000 Gen. Membership	16,221.39	25,100.00	-8,878.61	64.62705%
52006 Women's Business Forum	25,853.90	10,000.00	15,853.90	258.539%
52300 Metrocrest Conn.	8,272.02	0.00	8,272.02	
52600 Bus. After Hours		250.00	-250.00	
52900 Ambassador Program	388.36	550.00	-161.64	70.61091%
53000 Expo Trade F	1,486.40	0.00	1,486.40	
53100 Executive/Board of Dir	339.36	1,000.00	-660.64	33.936%
53212 Addison Economic Development Lu	40.00	0.00	40.00	
53300 Open House	700.00	10.00	690.00	7,000.00%
53425 Women's Business Forum Conferen		14,000.00	-14,000.00	
53450 Workshops Expense		500.00	-500.00	
54100 Leadership/Main	9,093.67	4,000.00	5,093.67	227.34175%
54550 Young Professionals Expense	548.01	500.00	48.01	109.602%
55000 Members Directory		5,000.00	-5,000.00	
56300 Chairman's Council		550.00	-550.00	
Total Expenses	\$350,419.03	\$369,215.60	\$ -18,796.57	94.90905%
NET OPERATING INCOME	\$38,516.95	\$11,940.97	\$26,575.98	322.56132%
NET INCOME	\$38,516.95	\$11,940.97	\$26,575.98	322.56132%

Metrocrest Chamber of Commerce/City of Farmers Branch
Proposal FY18-19
Request: \$10,000

City Development: Provide resources and support targeted at promoting the City of Farmers Branch locally and regionally.

- Conduct at least 4 Economic Development Committee meetings which comprise of Economic Development representatives from each city served by the Metrocrest Chamber of Commerce.
- Coordinate 30 networking events that present lead generation opportunities (i.e. Connect Lunch, Emerging Professionals Happy Hours, Business Expo, Industry-specific events).
- Organize and conduct annual Mayors' Forum in October 2019.
- Distribute Farmers Branch marketing collateral to new members, new residents, etc. with the goal of raising awareness of Farmers Branch initiatives and to promote area events.
- Conduct 3 events at venues located in Farmers Branch facilities (i.e. member hotels, City facilities, Brookhaven Country Club, Brookhaven College); include Farmers Branch member vendors in all bid-related event inquiries.
- Conduct Annual Awards Banquet (Luncheon) in February 2018.
- List current information about City of Farmers Branch on website as well as promote the City of Farmers Branch membership directory (digital) as well as Chamber website/social platforms and additional marketing opportunities (i.e. relocation services/events, promotional marketing pieces)

Business Community Development: Provide resources and support that support local businesses growth and development.

- Highlight local resources available to entrepreneurs (i.e. SBA, SBDC, SCORE, etc.). Free SCORE counseling provided by appointment at chamber office or location of choice by business/SCORE counselor.
- Conduct Business Expo in April/May/June 2019 with marketing targeted at Farmers Branch businesses as well as those in Carrollton, Addison and surrounding areas and provide network development opportunities.
- Provide local Leadership development opportunity via Leadership Metrocrest to begin August/September 2018 and end May 2019; include participant recruitment from Farmers Branch staff and member businesses.
- Conduct annual Educator Appreciation Breakfast for CFBISD in August 2019.
- Conduct monthly workshops (10-12 annually) targeted at small business owners and representatives.
- Organize industry-specific programs/events/initiatives aimed at supporting and helping identified sectors continue to grow and expand; partner with the City of Farmers Branch Economic Development Department and associated entities (i.e. manufacturers, healthcare, startups, etc.).
- Help raise the visibility of key community partners (i.e. Brookhaven College, CFBISD).
- Conduct a Women's Business Forum Conference (September 2019) to provide educational and networking opportunities for female CEOs, business owners and community leaders in the region.
- Identify/build TAGS (Target Advisory Groups) specific to Farmers Branch; incorporate City staff and appropriate Council liaisons for groups (i.e. West Side, entrepreneurial development, education, etc.).

file
INTERNAL REVENUE SERVICE
District Director

DEPARTMENT OF THE TREASURY
1100 Commerce St., Dallas, TX 75242

Metrocrest Chamber Of
Commerce
1204 Metrocrest Dr
Carrollton, TX 75006-5735

Person to Contact:
EP/EO Correspondence Examiner

Telephone Number:
(214)767-1869

Refer Reply to:
EP/EO:SPB:4950DAL

Date: 08-15-90

75-1047178

Dear Sir or Madam:

Our records show that Metrocrest Chamber Of Commerce
is exempt from Federal Income Tax under section 501(c)(06) of the
Internal Revenue Code. This exemption was granted September 1968
and remains in full force and effect.

If we may be of further assistance, please contact the person whose name
and telephone number are shown above.

Sincerely yours,

Janice Thomas

EP/EO Correspondence Examiner