



The Business-In Business-For Your Business (Established 1979)

June 11th, 2018

The Honorable Mayor Robert Dye and Council
City of Farmers Branch
Attn: Amy M. Piukana, City Secretary
P.O. Box 819010
Farmers Branch, TX 75234

RE: 2019 City Appropriation Proposal

Dear Mayor Dye and Council:

On behalf of the Farmers Branch Chamber of Commerce Board of Directors, I am pleased to submit the attached proposal for your consideration.

The Farmers Branch Chamber of Commerce is requesting City Appropriation funding of \$60,000 to support and further the combined goals of the Chamber and the City. This funding request is 21% of our budget. Our total income is \$222,000, our Gross Revenue is \$280,000 which includes our net fundraising of \$56,000. Without the financial support from the City, The Chamber of Commerce could not continue to offer the caliber of events and programs which we currently offer. With the City's funding, the Chamber continues to grow not only in its membership, but impact and reach within the community.

It is exciting to watch and be a part of the growth in Farmers Branch. As our city is growing, the Chamber wants to continue to be a resource and a voice for our business community. Our Board of Directors are in the process of re-examining our Program of Work. We are diligently working towards a more robust program of work, and a healthier membership, which will support a healthier and thriving Chamber.

We are proud of the accomplishments the Chamber has made in recent years, building confidence within the business community.

The Chamber has worked diligently to support the goals and initiatives of the City. It is our intent to continue this partnership while striving to make Farmers Branch the best place to live and work in North Texas.



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The programs implemented this year have been geared towards fostering short-term and long-term business development. To this date, Chamber members and community leaders have responded favorably to the programs.

We are asking for a lump sum payment in last quarter, Oct. or Nov. of 2018 to support the Chamber's fiscal year beginning January 1, 2019. This funding will include sponsorship recognition and attendee tables at the 2019 State of the City Address, Awards Gala Event, Back the Blue & the Firemen Too, and a new event in which we are collaborating with the Historical Park.

We thank you in advance for your consideration and we look forward to working with you and our esteemed City Council.

Respectfully,

Nanette W. Foght

President

Farmers Branch Chamber of Commerce



2019 Municipal Appropriation Proposal

Program Objectives:

- Enhance the image of Farmers Branch.
- Build future leaders through student programs offered at C-FB ISD schools.
- Provide training and development for small businesses and large corporations.
- Stimulate business and commerce within Farmers Branch.
- Create meaningful partnerships with the top employers of the City of Farmers Branch.

Plan for 2019:

- ***Enhance the Image of Farmers Branch***
 - Continue to recognize the City of Farmers Branch and designated officials at all luncheons, ribbon cuttings and other public events.
 - Continue to plan and execute the Annual State of the City Address with the focus solely on activities in Farmers Branch.
 - Continue to build and enhance the Farmers Branch Chamber of Commerce website as a benefit to its members and to the community.
 - Work with the City on revitalization and redevelopment image, marketing and branding efforts as appropriate.
 - Continue to increase visibility of the Chamber offices and presence in the community.
 - Continue to work with the City of Farmers Branch to plan and execute the Annual Branch of Excellence, which highlights members of the Farmers Branch community for Lifetime Achievement Award as well as Farmers Branch businesses for awards such as Business Citizenship Award, Best Business Relocation, Small Business of the Year, and Large Business of the Year.
- ***Build future leaders through student programs offered at C-FB ISD schools***
 - Sponsor Youth Leadership Program for 22 high school students during their Junior year.
 - Sponsor Junior Chamber Ambassador Program for 20 high school AVID
 - (Advancement via Individual Determination) students.



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- ***Champion training and development for small businesses***
 - Business Development Seminars: Continue offering high interest seminars: Texas Workforce Commission collaborating with Brookhaven College, Leadership training, and Social Media training as well as our Impact lunch and learns.
 - Continue Service Corps of Retired Executives (SCORE) Counseling & Partnership
 - Counselors are available by appointment in the Farmers Branch Chamber office.
 - Continue to partner with SCORE to provide resources and training in the community.

- ***Stimulate business and commerce within Farmers Branch***
 - Work with the City as appropriate as a business resident on redevelopment opportunities within the Four Corners District.
 - Restructure and reinvent a tradeshow/career expo event designed to highlight small businesses and large-scale companies that will be open to the public.
 - Continue to develop the Farmers Branch Chamber Online Member Resources to promote networking, referrals, tools and growth.
 - Continue to build and foster relations with the Dallas Business Journal & Dallas Morning News.
 - Support and cooperate with various City departments, boards and commissions.
 - Continue to provide opportunities for networking, including the Branch Out Sunrise Meetings held at the Chamber and the First Friday Connect Lunches held at a variety of restaurants throughout Farmers Branch.

- ***Create meaningful partnerships with the top employers of the City of Farmers Branch***
 - Continue to grow and enhance the Farmers Branch Chamber of Commerce Platinum Club. The Platinum Club allows City of Farmers Branch officials to interact with the City's top employers in a relaxed and comfortable environment.
 - Continue to invite representatives from the top employers of the City of Farmers Branch to take an active role in the Chamber by sitting on the Chamber Board of Directors.



2018 Status Report

Highlight Events

January 24	39 th Annual State of the City Address
February 16	Annual Student Recognition Luncheon
April 5	Youth Leadership & Jr. Chamber Ambassadors Trip to Austin (Dallas Museums)
May 10	Branch Evening of Excellence
June 1st	Youth Leadership Graduation Luncheon
May 31	Junior Chamber Ambassadors Graduation Breakfast
April 20, Aug.22	Texas Workforce Commission- Impact: Lunch & Learn
September 5th	Back The Blue & The Firemen Too!
September 25	29 th Annual Golf Classic
October	Disney Leadership Lunch & Learn
October 19	Red Ribbon Breakfast
November TBD	Board Retreat
December 12,13	Holiday Party
December 5	Board of Director's Induction Luncheon

Other Programs & Events

Annual	City Day Tour for CFBISD students
Annual	Youth Leadership Farmers Branch Program
Annual	Junior Chamber Ambassador Program
Quarterly	Platinum Club Roundtables
Quarterly	Lunch and Learn
Bimonthly	Branch Out Networking Sunrise Meetings
Monthly	Farmers Branch Young Professionals After Hours
Monthly	Board of Directors & Committee Meetings
As Scheduled	Ribbon Cutting & Open House Ceremonies
Weekly	SCORE Business Counseling
Monthly	First Friday Connect Luncheons
As Scheduled	Young Professional Lunch and Learn

Farmers Branch Chamber of Commerce 2018 Budget

	Jan - Dec 18
Ordinary Income/Expense	
Income	
In-Kind Contributions	7,500.00
Fundraisers	
Special events income	84,000.00
Direct fundraising expenses	
Auction Items	(1,000.00)
Printing	(2,000.00)
Contract Labor/Speaker Fee	(30,000.00)
Supplies	(3,500.00)
Venue	(20,000.00)
Total Direct fundraising expenses	(56,500.00)
Total Fundraisers	27,500.00
City Appropriation Fund	60,000.00
Misc. Income	
Membership Dues:	
New	10,000.00
Renewal	110,000.00
Total Membership Dues:	120,000.00
Advertising:	
Membership Directory: Print & Online	500.00
Other Advertising Income	2,000.00
Total Advertising:	2,500.00
Membership Services:	
Luncheons/Breakfasts:	
Luncheons/Breakfasts Income	15,000.00
Luncheons/Breakfasts Expense	(10,000.00)
Total Luncheons/Breakfasts:	5,000.00
Red Ribbon Breakfast:	
Red Ribbon Breakfast Income	0.00
Total Red Ribbon Breakfast:	0.00
Total Membership Services:	5,000.00
Other Income:	
Interest	20.00
Total Other Income:	20.00
Total Income	222,520.00
Expense	
In-Kind Membership Dues	7,500.00
Other (Plaques, Drive, Etc.)	848.00
Directors Liab. Insurance	0.00
Internet Related	800.00
Advertising/Photography	0.00
Computer Equipment	2,240.00
Office Equipment/Furniture	500.00

Modified Cash Basis

**Farmers Branch Chamber of Commerce
2018 Budget**

Lease/Rent	30,000.00
Misc. Printing	1,774.00
Office Supplies	2,500.00
Liability Insurance	1,860.00
Maintenance & Repairs	1,100.00
Expense Acct. - Staff	1,200.00
Dues & Subscriptions	
Brookhaven Country Club Dues	2,926.00
Chamber Master Dues	3,000.00
Online Subscriptions	980.00
Membership Dues	2,120.00
Dues & Subscriptions - Other	0.00
Total Dues & Subscriptions	<u>9,026.00</u>
Credit Card/Bank Fees	3,500.00
Telephone	2,772.00
Legal and Professional Fees	12,000.00
Payroll & Related:	
Payroll Taxes	10,200.00
Contract Labor	0.00
Salaries & Wages	132,500.00
Payroll Service	2,200.00
Total Payroll & Related:	<u>144,900.00</u>
Member Related Services:	0.00
Total Expense	<u>222,520.00</u>
Net Ordinary Income	<u>0.00</u>
Net Income	<u><u>0.00</u></u>