

ANNUAL REPORT May 2023 - May 2024







Dustin Williams President



Christie Cook Membership Director

BOARD OF DIRECTORS

Board Chair: Jeff Stevens - First Federal Bank Board Chair Elect: Beth Anderson - Bob Barker Company Treasurer: Allen Jackson - Oak City Payments Secretary: Kelly Quiring - Revelry Barber & Shave Shop Ex-Officio Board Liaison: Blake Massengill (Mayor of Fuguay-Varina) Krista Abshure: Abshure Realty Group **Scott Barker Douglas Congdon: Cummings Group Buddy Everhart: Aviator Brewing Company Qisoundra Flowers: Cultural Arts Society of Fuquay-Varina** Radhesh Gurrala: Cardinal Oaks Properties Bennett Johnson: John Hiester Chevrolet Lisa Schreiner: Senter, Stephenson, & Johnson PA Tim Smith: Fuquay-Varina Police Department Jessica Swanson: Turpentine Design Alison Terwilliger: Wells Fargo

BY THE NUMBERS

We celebrate tremendous growth this year at the Fuquay–Varina Chamber of Commerce! Memberships, Sponsorships, Events, and Attendance Are All Surging!

MEMBERSHIP



New Members and Renewals. 100 new members in first 6 months!

PRESIDENT'S CIRCLE



35 Businesses have invested into our President's Circe



Business Exchange Breakfast, After Hours, Ribbon Cuttings, Signature Events, etc..





- Our year's focus was on member spotlights, getting out in to our community, having conversations, and listening.
- Numerous businesses dropped membership prior to May 2023. We earned trust and gained many memberships back! We currently have 448 active and engaged members!
- We hosted 41 Ribbon Cuttings! That is an average of more than 3 a month!
- There is a fantastic mix of big and small businesses working together. This is a big focus for us here at the Chamber!
- Our President's Circle rolled out in the Fall of 2023! All members had 30 days to review it. This gave every member a chance to bid and sponsor any event that they wanted to invest in.
- The flexibility and understanding of various levels in sponsorships helped produce great results!
- The addition of "Behind The Scenes" tours at local businesses for these investors increased engagement between our board and business community!



- The consistent programming of events every month has been key to helping businesses gain exposure and build relationships.
- Our monthly events have been well attended and provided our sponsors a chance to really connect and market their business.
- Our Signature Events have grown significantly. The Economic Summit surpassed 100 attendees, the Golf Tournament was a sold out event, and all of our signature events continue to grow!

OPERATING BUDGET: \$390,000

THE OVERALL OPERATING BUDGET HAS INCREASED BY 21.5%

*New payment processing and more timely annual membership payments *President's Circle engagement and investments

F-V GROWTH

Our Chamber has an outstanding relationship with the Town of Fuguay-Varina. Your Chamber is poised and ready to help your business and staff for the future! No better time to be a member of vour local Chamber of Commerce!

LAUNCH F-V



11 Business Leaders Graduated the 1st Inaugural Program in December.

EDUCATION



YOUNG PROFESSIONALS



MBASSADORS



The Ambassadors are chaired by Marty Woodward. This group has grown to 31 members!



- The Launch F-V program was provided at no cost to it's students through partnerships with Wake Tech Community College, Town of Fuquay-Varina, Downtown Fuguay-Varina Rotary Club, Fuquay-Varina Rotary Club, Fuquay Coworking, and our F-V Chamber!
 - The Education Council is chaired by Wanda Denning. We met with our local principals monthly and brought back our Excellence In Education Awards Event to recognize our star teachers in our community!
 - The Chamber has setup a checking account with the Southwest Wake Business Alliance to help cover some of their program expenses. This alliance is lead by Emily Jessee (FVHS) and Tori Gates (WSHS).
 - The Young Professionals program began in December of 2023.
 - We experimented with a schedule of events, taking into consideration their needs to grow in their business ventures.
 - The 40 and under group of business leaders continue to grow in our area.!
 - We have focused on professional . development during the launch phase.









LEADERSHIP F-V



8 graduates in 2023, and the 2024 class has 12 students.

SMALL BUSINESS WFFK









- candidates running for Town Commissioner and the bond referendum. This was live streamed on Facebook and
- was a resource for voters.



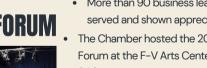
Our Instagram account was established in May of 2023 and now has 785 followers.

- DATA IS FROM LIGHTCAST USING THE 27526 ZIP CODE

*This population projection is based on the current 12.05% average growth rate. *We have seen an increase of people from the West Coast from states such as California and Colorado moving to Fuguay-Varina!!



- The Leadership FV program is now in their 10th year and has continued to produce and grow quality leaders for our business community!
- There are 93 graduates to date.
 - The week of April 29th May 3rd 2024, the Chamber and Town of F-V put together "Small Business Week" for ALL small business owners and their staff, at no cost.
 - Local Chamber Member photographers hosted free headshots.
 - We featured guest speakers to lead various topics to our business leaders,. The topics were alternative avenues for funding, mentoring, branding,, and marketing.
 - More than 90 business leaders were served and shown appreciation.
- The Chamber hosted the 2023 Candidate Forum at the F-V Arts Center, on October





THANK YOU!

Platinum Sponsors -BobBarker FUQUAY-VARINA JOHN DEERE n dash mare **Gold Sponsors** Storage First Federal BUTLER HOME Lane & Associates **Family Dentistry** Massenø Kime & PETS PLUS **Design-Build** Silver Sponsors ZAXBYS Leapfrog EABSHURE REALTY GROUP CHARLES ASHLEY MANN, DDS DUKE LANDCARE Family and Cosmetic Dentistry ENERGY. 919.427.3131 LUB YOUR WakeMed 🚼 HEALTH ting FIRST BANK **Bronze Sponsors** 2 Dog Digital Company's Best Friend for IT Services PINE STATE Dominion HARROD HEATING @ AIR Energy First National Bank CONSTRUCTION GROUP