

THE HEB CHAMBER & TECHNOLOGY

The HEB Chamber of Commerce has been more active in “getting social” to promote the latest events in the community. The Chamber will be using a variety of tools like Facebook, Twitter, LinkedIn, and YouTube.

STAYING CONNECTED



FACEBOOK



TWITTER



LINKEDIN

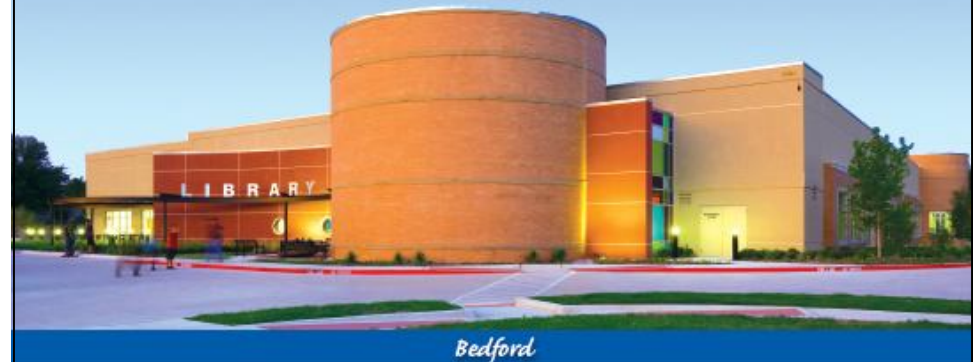


YOU TUBE

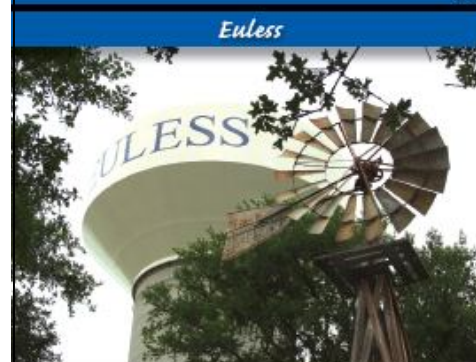


Promoting Business for Over 50 Years

2013 Annual Report



Bedford



Eules



Hurst

MISSION STATEMENT

The mission of The Chamber is to serve and promote our members and the community.

VISION

The HEB Chamber is the preferred chamber in Northeast Tarrant County.

The Chamber has the most active membership because of its effective programs and opportunities for business.

The Chamber experiences membership retention and growth from businesses that receive enhanced value from their membership.

WWW.HEB.ORG

2013 EXECUTIVE COMMITTEE

Deborah Paganelli, Chairman of the Board
Bill Lynch, Immediate Past Chairman
Brent McIlvain, Chairman-Elect
Geoff Graham, Secretary/Treasurer
Pete Benenati, Corporate Guidance Officer
Mary Martin Frazier, President & CEO

Texas Health Harris Methodist Hospital HEB
Minuteman Press
Edward Jones
Carter BloodCare
Benenati Law Firm, P.C.
HEB Chamber of Commerce

Division Chairmen

Darryl Day, *Day Real Estate*
Michael Delgado, DDS, MS, *Delgado Orthodontics*
Michael Land, *Forest Ridge Funeral Home*
Tim Philpot, *Preservation Financial, LLC*
Sandee Treptow, *Reliant Energy*

At-Large Members

Wes Harrison, *Allen Samuels Dodge Chrysler Jeep Ram Hyundai*
Kimberly Ball, *DOCumation*

2013 BOARD OF DIRECTORS

Astrid Bradley, Dynamic Business Solutions
Steve Chapman, HEB Independent School District
Larry Darlage, Ph.D., Tarrant County College - Northeast Campus
Steve Farco, Mason-Dallas, Inc.
Jeff Fegan, Dallas Fort Worth International Airport
Gary Fickes, Tarrant County Commissioner, Precinct 3
Roger Fisher, Qualtex Incorporated
Donovan Fredricksen, PhD., DBU Hurst-Colleyville
Walter Furnace, American Airlines Federal Credit Union
Matthew Gallagher, The Gallagher Group
Jim Griffin, City of Bedford
Kelly Hancock, State Senator, District 9
Diane Hildreth, Republic Services
Tom Hingst, Hingst Enterprises
Linda Huggins, James B. Wright, D.D.S.

Judith Kutler, Kaner Medical Group, P.A.
LaKisha Miller, Baylor Regional Medical Center at Grapevine
Jesus Oquendo, Atmos Energy
Travis Parker, First Financial Bank
Don Perfect, ONCOR Electric Delivery
Jim Richardson, Foresight Computer Solutions
Mary Lib Saleh, City of Euless
Scott Shepherd, 6 Stones Mission Network
Howard Shotwell, Coors Distributing Company
Jonathan Stickland, State Representative, District 92
Jamie Tongate, Liberty Bank HEB
JJ Walker, Bell Helicopter
Richard Ward, City of Hurst
Glen Whitley, Tarrant County Judge
Donna Williams, Insurance of Mid-Cities Agency, Inc.
Tom Woodson, Supreme Lending

MEMBERSHIP DIVISION

The **MEMBERSHIP** Division, chaired by Michael Land, promoted The Chamber to prospective members and worked to retain existing members.

- The AMBASSADORS continued to welcome new members by contacting them when they first join and greet guests at membership luncheons and Business After Hours. In addition, they held more than 40 RIBBON CUTTINGS.



Ribbon Cutting ceremony

- The C.A.R.E. group of the Ambassadors contacted members six months into their membership year by phone and personal visits to encourage involvement.
- MEMBER APPRECIATION DAY was conducted by the Ambassadors, Board Members and other volunteers to let members know they are appreciated and to deliver the membership directories.
- More than 100 NEW MEMBERS joined the Chamber. Orientations sessions for new members were held five times this year, drawing 90% of all new members.

MARKETING DIVISION

The **MARKETING** Division, chaired by Sandee Treptow, recognized members for their accomplishments, promoted the Chamber and increased its presence with the membership and the community.

- For the first time, the Chamber's MEMBERSHIP DIRECTORY AND BUSINESS REFERRAL GUIDE was published in print and in "flip book" format and posted on the website.
- New members were surveyed for expectations of membership when they first joined. Members were surveyed in September to gather information for the ANNUAL PLANNING RETREAT. The on-line SURVEY received 12% return.
- The Chamber's WEBSITE was redesigned to provide members easier access to information and event registration. The website includes opportunities for members to publicize their business, post jobs, post coupons or member to member discounts and add events to the website calendar.
- Members received the Chamber Connection weekly by email to inform them of upcoming meetings, programs and news about members.
- The ANNUAL AWARDS GALA was held in September at the Hurst Conference Center and included opportunities for members to promote their products and services through sponsorships and the donation of auction items. Awards were presented to outstanding volunteers in The Chamber and the community, as well as to three exemplary businesses.

ECONOMIC DEVELOPMENT DIVISION

To foster a business climate that encourages new businesses and retains existing businesses, the **ECONOMIC DEVELOPMENT** Division, chaired by Dr. Michael Delgado, completed the following activities and programs:

- The Chamber continued its partnership with the cities of Hurst, Eules and Bedford and the HEB ISD in the HEB ECONOMIC DEVLEOPMENT FOUNDATION. The Chamber's chairman and president participated in the Foundation's annual exhibit at the International Council of Shopping Centers in May.
- The WORKFORCE DEVELOPMENT Committee continued supporting quality high school graduates by making presentations through Challenge By Choice, encouraging students to take high level courses. Twenty-five presenters covered 52 eighth grade classes.
- The Chamber promoted CLEAN AIR by producing and distributing an information flyer on steps to help make the air in our area cleaner and avoid producing extra ozone.
- The GOVERNMENTAL AFFAIRS COMMITTEE led groups to the State Capitol on two different occasions. In January, the Chamber joined with the Arlington Chamber for meetings with and a reception for elected officials. As part of the Coalition of Tarrant County Chambers of Commerce, the Chamber hosted a breakfast for the Tarrant County legislative delegation and a reception for all legislators and state officials. Position statements were shared with legislators that included transportation, education, water, and workforce development. Bills were followed by the Committee throughout the regular session and the called special sessions.
- The Chamber continued to promote the expansion and reconstruction of AIRPORT FREEWAY by holding monthly updates with the contractor and the cities. The CHAMBER LUNCH MOB program was started to get people to patronize restaurants affected by the construction of Airport Freeway.
- More than 500 people attended the EXPO where 82 members had exhibit booths along with sponsors who promoted their products and services. The event was held at the Hurst Conference Center.



A MESSAGE FROM THE 2013 CHAIR DEBBIE PAGANELLI



Over the last year, I have witnessed pride and collaboration driving us toward economic prosperity, academic excellence and community achievements. It has been my honor to serve as the HEB Chamber of Commerce Chair and work alongside members who are passionate and committed to the HEB community's success.

I am proudest of the board's decision to move forward with two key strategies that will set the HEB Chamber apart. The first is the pursuit of Accreditation with the U.S. Chamber of Commerce. This achievement will validate high quality, expertise, and strong leadership by the HEB Chamber. It will bring resources to our community, prestige to the Chamber, and ultimately make us stronger. Secondly, is the decision to move forward with the Young Entrepreneurs Academy (YEA!). This groundbreaking program will transform junior high and high school students into confident entrepreneurs by teaching them to develop business ideas and write business plans all the way up to fully forming their own companies, further creating future leaders in our community.

As I pass the gavel to the incoming chairperson, Brent McIlvain, I can say with confidence that the financial strength of the Chamber continues as strong as ever, allowing the engagement in these exciting new initiatives while continuing to support events and programs that enhance our very own businesses.

A heartfelt Thank You to Mary Frazier and the Chamber Staff. We couldn't have done it without you.

Debbie Paganelli

BUSINESS DEVELOPMENT DIVISION

Through the **BUSINESS DEVELOPMENT** Division, chaired by Darryl Day, The HEB Chamber provided opportunities for members to network with other members to increase their potential client and customer base, and to share their business knowledge:

- Nine BUSINESS AFTER HOURS were held at member's offices where the sponsors promote their business to an average of 39 people who network in a relaxed atmosphere. Two joint mixers were added with area chambers.
- The Annual STAN'S CHILI CHALLENGE was held in the Chamber parking lot with more than 100 guests in attendance. The winner of the Best Overall Chili represented the Chamber at the Classic Chevrolet Chili Cook-off.
- Eleven MEMBERSHIP LUNCHEONS were held, giving sponsors, new members and holders of display tables time to promote their business and presenting informational speakers to those present. For the third year, the HEB Chamber had a joint luncheon with the Grapevine Chamber in July.
- There were four LEADS GROUPS where members exchange sales leads on a weekly basis, meeting at Chamber member restaurants.
- SEMINARS were held on organizational skills, marketing, hiring employees, and LinkedIn. The BUSINESS REFERRAL WORKSHOPS were held bimonthly to teach members how to use the opportunities provided by the Chamber to develop business relationships and grow their company.
- The annual GOLF CLASSIC was held at Texas Star Golf Course in Euless. The golfers had a great time and sponsors promoted their products and services.
- A membership breakfast was held in October with the city managers of Hurst, Euless and Bedford, each giving a "STATE OF THE CITIES" presentation. Attendance was 121.



2013 Golf Classic

COMMUNITY DEVELOPMENT DIVISION

Activities and programs of the **COMMUNITY DEVELOPMENT** Division, chaired by Tim Philpot, included opportunities for involvement in the community:

Leadership HEB

- LEADERSHIP HEB, a nine-month program to identify and motivate emerging leaders, held informative meetings for the participants and graduated 17. The 2014 class started in September and had 22 participants.
- The LEADERSHIP ALUMNI ASSOCIATION congratulated the graduating class at a reception. Through their dues, the Alumni provided three scholarships for the class.
- The COMMUNITY ALLIANCES Committee demonstrated business support for the community by providing complimentary display tables at luncheons and email blasts for nonprofit members. In addition, the Chamber supported 6 Stones Mission Network's HEB ISD Backpack Program, CPR and Night of Wonder.



Leadership HEB 2013 Class