

# Snapshot *of the Chamber*

**Mission:** Advancing Business, Strengthening Community.

**Vision:** The most relevant, value-driven chamber in Tarrant County.

**Values:** Leadership, Integrity, Diversity, Innovation, Relevance

## 2016-2020 Goals

### Business and Community SUCCESS

*Provide opportunities and services to help businesses develop strategic partnerships.*

Community causes    Nonprofit community    Personal development    Business connections

### Economic DEVELOPMENT

*Foster a climate that supports business and workforce growth as well as retention.*

Business retention    Workforce development    Economic Development Foundation  
Partnership for Economic Development

### Business ADVOCACY

*Represent interests of business community and promote beneficial public policies.*

Government relations    Collaboration    A seat at the table    Civic responsibility  
Candidate forums    Voting records    Issues identification

### Chamber EXCELLENCE

*Maintain a chamber that is recognized for its leadership and achievement.*

The HEB Chamber is one of **just three percent** of all chambers in the nation to have received 4-Star accreditation from the U.S. Chamber of Commerce.

**Founded:** August 8, 1955

**Ongoing activities:** Monthly membership meetings, monthly Business After Hours, quarterly seminars, Leads Groups that meet weekly and Save Local Now, our digital marketing service.

**Mailing address:** P.O. Drawer 969, Bedford, TX 76095

**Physical address:** 2109 Martin Drive, Bedford, TX 76021

**Phone:** 817-283-1521

**Website and social media:**

heb.org, Facebook, Twitter, Linked In, YouTube, Google+

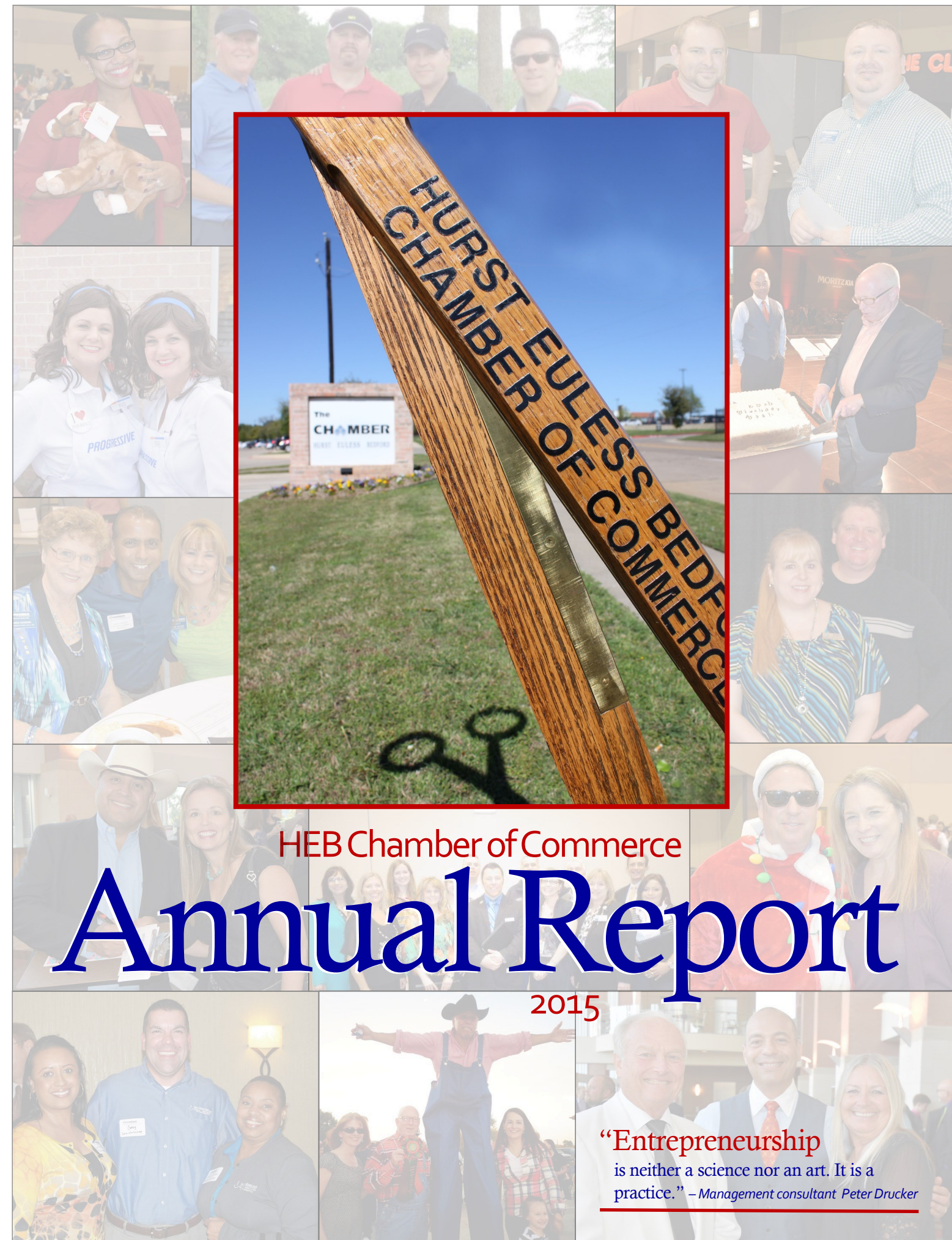
### “Entrepreneurship

is one of the loneliest professions in the world.

The entrepreneurs that are really successful reach out in networking groups and peer associations. They need that thought partner.”

— Jeff Mask,

Vice President, Infusionsoft



### “Entrepreneurship

is neither a science nor an art. It is a practice.” — Management consultant Peter Drucker



# Letter

*from the 2016 Chair*



IT IS NOT EASY to allocate our time. Between work, family, friends and other commitments, it seems there is never enough time in the week, let alone the day, and we often find ourselves having to decide where to focus our efforts.

That's why I believe this annual report is so helpful. In just a couple of pages, you'll be

reminded of the great work the HEB Chamber did in 2015, everything from the grand scale of the EXPO and the Golf Classic to the smallest Leads Group and committee meeting. Each of these activities reflects the Chamber's commitment to strengthen our community and advance businesses — including yours.

2015 marked the 60th anniversary of the Chamber. The organization today is very different from the one that started in 1955. But of course our work is not done; we are always looking forward, and continuously working to provide greater value to our membership.

This report serves another valuable purpose: It makes clear the importance of *your* involvement in the Chamber. So as you review this information, I hope you will take pride in all we accomplished last year.

I also hope you will use it as an opportunity to renew your commitment to supporting and growing the Chamber. Tell other business owners about the value Chamber membership brings to your business, and encourage them to become active members. And remember that ultimately, it is we, the members, who will determine the success of the organization — and by extension, the success of our community. Thank you for your continued support of our Chamber.

## Kimberly Ball

2016 Chairman of the Board

Major Account Manager, DOCUmentation North Texas



## “If you don't care deeply

about what you're building and why you're building it, it's unlikely you'll have the energy to see it through to the end. Most overnight successes had at least 10 years of hard labor behind them before they suddenly shot to fame.”

— *Forbes Magazine*

# Leadership

## 2015 Executive Committee

Chairman of the Board:  
**Michael Land**, Forest Ridge Funeral Home

Chair-Elect:  
**Kimberly Ball**, DOCUmentation North Texas

Immediate Past Chairman:  
**Brent McIlvain**, Edward Jones Investments

Treasurer:  
**Geoff Graham**, Carter BloodCare

Corporate Guidance Officer:  
**Pete Benenati**, Benenati Law Firm, P. C.

President & CEO: **Mary Martin Frazier**, IOM, CCE

## 2015 Board of Directors

**Astrid Bradley**, Dynamic Business Solutions  
**Reuben Brown**, Commercial Bank of Texas  
**Steve Chapman**, HEB Independent School District  
**Jeff Corbet**, D.D.S., P.A.  
**Margarita Conry**, Wells Fargo Bank  
**Sean Donohue**, DFW International Airport Board  
**John Fletcher**, Fletcher Consulting  
**Gary Fickes**, Tarrant County Commissioner, Pct. 3  
**Allen Gobin**, Ph.D., TCC-Northeast Campus  
**Jim Griffin**, City of Bedford  
**Kelly Hancock**, State Senator, District 9  
**Jeri Harwell**, Republic Services  
**LaKisha Howard**, Baylor Regional Medical Center — Grapevine  
**Stacy Howard**, North Hills Hospital  
**Linda Huggins**, James B. Wright, D.D.S., Inc.  
**Bill Lynch**, Minuteman Press  
**Linda Martin**, City of Euless  
**Ashley Moore**, Bell Helicopter, A Textron Company  
**Kelly Pacleb**, Atmos Energy  
**Suzanne Paul**, North East Mall  
**Jim Richardson**, ForeSight Computer Solutions  
**Rochelle Ross**, A Simplified Space  
**Howard Shotwell**, R&D Associates, Inc.  
**Jonathan Stickland**, State Rep., District 92  
**Lynn Stillman**, Better Signs & Banners  
**Sandee Treptow**, Reliant, an NRG company  
**Jamie Whisman**, Liberty Bank  
**Gale Wagner**, Affiliated Bank  
**Richard Ward**, City of Hurst  
**Glen Whitley**, Tarrant County Judge  
**Donna Williams**, Insurance of Mid-Cities Agency, Inc.

## 2015 Division Chairmen

**Darryl Day**, Day Real Estate  
**Steve Farco**, Mason-Dallas, Inc.

**Patty Marshall**, Glint Advertising  
**Travis Parker**, First Financial Bank

*At Large:*  
**Michael Delgado**, D.D.S., M.S.  
Delgado Orthodontics

**Wes Harrison**,  
Allen Samuels Dodge Chrysler Jeep  
Ram Hyundai



“If you've never run a million-dollar business, you don't know how to start a business — simple as that. But you can learn. However, you need to accept right now that learning always comes before earning. You'll need to be committed to learning as much as you can about sales and marketing and operations. Once you do that, however, the sky is the limit.” — *Entrepreneur Magazine*

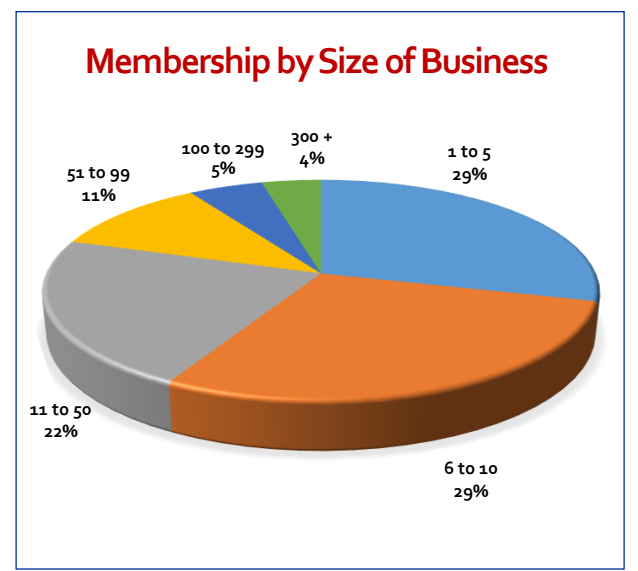
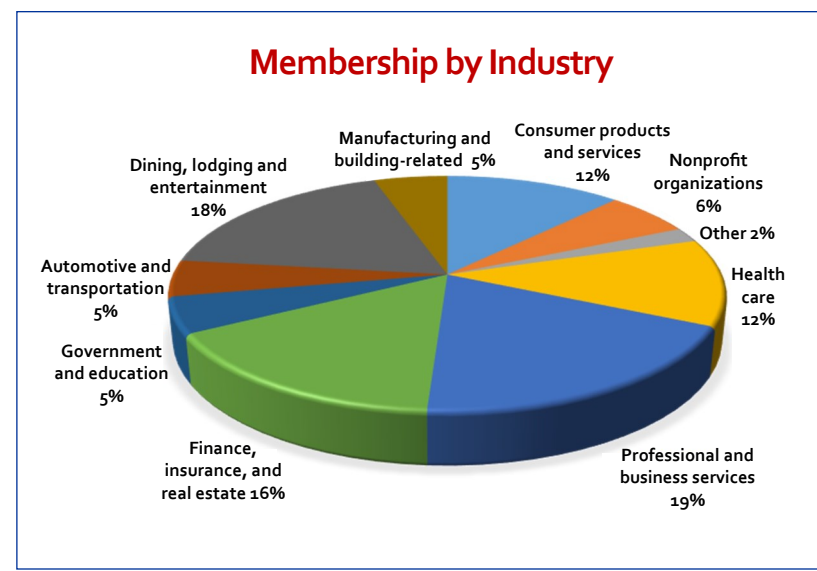
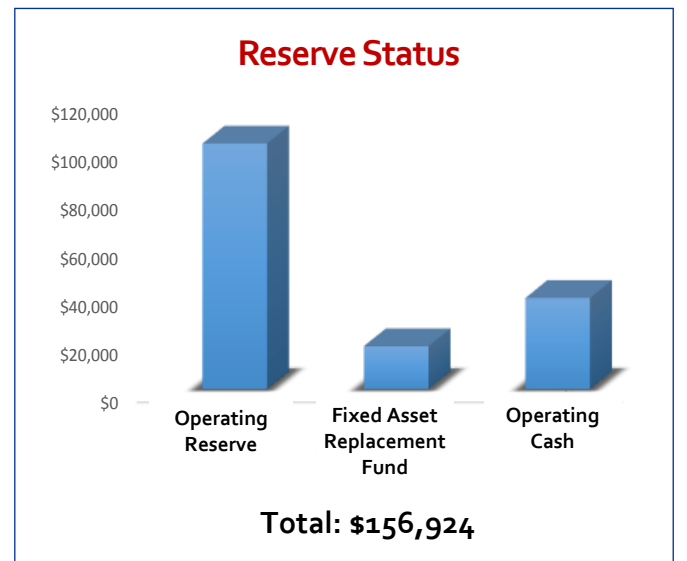
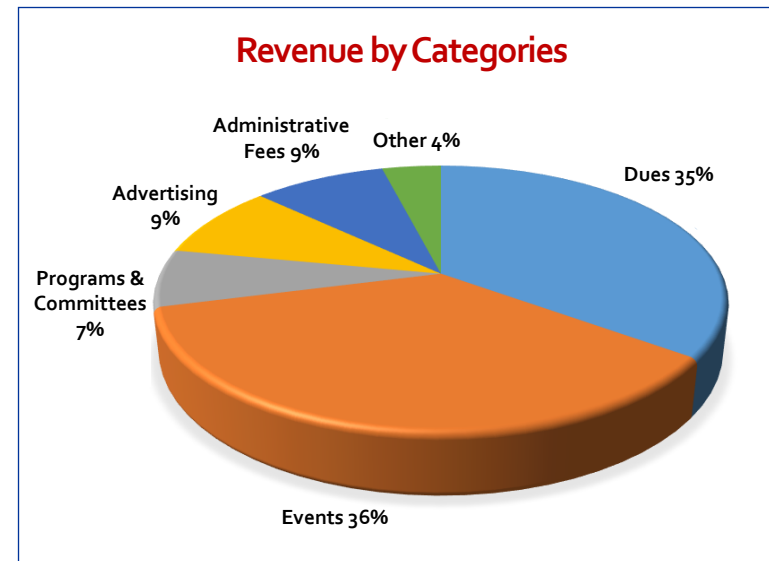


# Images



**“The definition** of an entrepreneur is someone who is willing to take risk.”  
 — Kevin O’Leary, “Shark Tank” investor

# Performance *and membership*



**“Starting anything** is hard. Starting something you truly care about is even harder. The pressure you’ll put on yourself to succeed will end up being greater than anything you’ll experience in your average career. Always remind yourself why you started. Open up to your family and friends. Celebrate the little things, the momentum will carry you.”  
 — Forbes Magazine



# Our Year

**Advocacy** remained a priority for the Chamber, starting in January, when we joined with the Arlington Chamber for meetings with elected officials, followed by a reception. In March, as part of the **Coalition of Tarrant County Chambers of Commerce**, the Chamber hosted a breakfast for the Tarrant County legislative delegation, as well as a reception for all legislators and state officials. In September, the Chamber hosted a town hall meeting for State Comptroller **Glen Hegar**.

We also created **position statements** that addressed key issues concerning transportation, education, water and workforce development. During the legislative session, our **Government**



Leadership HEB



Annual Awards Luncheon Honorees

**Affairs Committee** followed several key bills potentially impacting businesses, working to ensure the bills reflected the priorities of our members.

The **Community Alliances Committee** supported nonprofit members by providing complimentary display tables at luncheons and email blasts. In addition, we supported three of **6 Stones Mission Network's** initiatives: The HEB ISD Backpack Program, Night of Wonder and the Community Powered Revitalization (CPR).

**Chamber Ambassadors** made C.A.R.E. calls and personal visits to new and renewing members, encouraging their participation. Ambassadors also joined with board members and other volunteers to distribute membership directories during **Member Appreciation Day**.



December Luncheon

The inaugural class of the **Young Entrepreneurs Academy (YEA!)** graduated in May. Working in collaboration with the HEB school district, YEA! teaches junior high and high school students entrepreneurial skills. Participants also presented their business ideas to a panel of investors.

The Chamber's annual **Relocation, Community Guide and Business Directory** was published digitally and in print. The Chamber also continued its partnership with the **HEB Economic Development Foundation**.

**Chamber Lunch Mobs** continued to meet regularly, helping support restaurants affected by construction work on Airport Freeway.

The annual **Stan's Chili Challenge** was held in October in the Chamber parking lot. The winning



EXPO

**"You don't choose your passions; your passions choose you."**  
— Jeff Bezos, CEO, Amazon



60th Anniversary Birthday Bash



First graduating class of YEA!

recipe was from **Mason-Dallas, Inc.** And the **2015 Awards** were presented in January at the Texas Star Conference Centre in Euless. The list of winners is provided in the box at right.

## Annual Award Winners

Small Business of the Year:  
**Hingst Enterprises**

Mid-size Business of the Year:  
**Affiliated Bank**

Large Business of the Year:  
**Linebarger Goggan Blair & Sampson, LLP**

Officer of the Year:  
**Pete Benenati, Benenati Law Firm, PC**

Director of the Year:  
**Wes Harrison, Allen Samuels Dodge Chrysler Jeep Ram Hyundai**

Ambassador of the Year:  
**Chris Coyle, Express Oil Change and Service Center**

Gertrude Tarpley Memorial Spirit Award:  
**Rochelle Ross, A Simplified Space**

Member of the Year:  
**Darryl Day, Day Real Estate**

HEB Chamber of Commerce Community Service Award:  
**Steve Lineweaver**

Chairman's Award:  
**Steve Farco, Mason-Dallas, Inc.**

Bill Ridgway Spirit of Enterprise Award:  
**Steve Bowden, City of Hurst**  
**Mike Collins, City of Euless**  
**Bill Syblon, City of Bedford**

Clyde Mooney Award:  
**David B. Medina, Forest Ridge Funeral Home**

## For the Record

**113** new members joined in 2015.

**22** junior high and high school students participated in the inaugural class of the **Young Entrepreneurs Academy (YEA!)**.

**85** businesses exhibited at the annual **EXPO**, held in March at the Hurst Conference Center.

**17** individuals graduated from the 2015 class of **Leadership HEB**, a nine-month program. Leadership HEB alumni provided **5** scholarships for the class that started in 2015.

**11** Membership Luncheons were held. Speakers included Leta Andrews, Steve Chapman, Mike Kelley, Steve Lineweaver and Jim Riddlesperger.

In July, a joint luncheon was held with the Grapevine Chamber of Commerce.

**100** members attended the five **New Member Orientation** sessions held during the year.

**33** ribbon-cuttings were held, each one attended by some of our Chamber Ambassadors.

**30** member volunteers made Challenge by Choice presentations on behalf of the **Workforce Development Committee**, encouraging students to take high-level courses. In total, the presenters spoke to **66** classes.

**104** people attended the **State of the Cities Breakfast**. All three city managers made presentations.

**116** golfers participated in the Chamber's annual **Golf Classic**.

**11** Business After Hours events were held at member businesses. Two mixers were held with area chambers.

**3** Leads Groups operated, and a fourth was started, enabling participants to meet weekly to exchange sales leads.