



HEB Chamber of Commerce annual report 2017

THE
CHAMBER
HURST EULESS BEDFORD

Promoting Business for Over 60 Years





From Steve Farco

2017 Chairman of the Board and President, Mason-Dallas, Inc.

63 years of service
to our community

Nearly 800 members

Four-star accredited
by the U.S. Chamber
of Commerce

five hundred twenty-five thousand six hundred minutes.

That, according to the famous Broadway song, is one way to measure a year. But of course there are many others, and that's why I'm pleased to present you with our 2017 annual report.

The report highlights many measures of the year, including our advocacy work, our community service, our growth and our many events. Any way you measure it, this was a very productive year.

As 2017 Board Chair, the most satisfying part of my role was knowing that we worked together to achieve our goals. We had a great year, which was made possible only our teamwork and collaborative efforts. I'm grateful for the incredible support I received from the Executive Committee and our Board, from the membership and volunteers and from the community. People say HEB is a special place, and when I look

back on the year, I have no doubt they are right.

Still, even with all these successes, we know that the Chamber's work is not yet done; indeed, by some measures, we are just getting started.

So as you look through our report, I hope each of you will remember the important role you play in helping strengthen our community. I also hope you will re-commit to staying involved with the Chamber.

Thanks to all of you for your support and many contributions in 2017. And I hope you will join me in helping the Chamber achieve even greater things in 2018 — all five hundred twenty-five thousand six hundred minutes.





2017 Executive Committee

Chairman of the Board:
Steve Farco, Mason-Dallas, Inc.

Chair-Elect: **Kelly Pacleb**, Atmos Energy

Immediate Past Chairman:
Kimberly Ball, UBEO Business Services

Secretary/Treasurer:
Geoff Graham, Carter BloodCare

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

Business and Community Success Goal Chairman:
Steve Ward, Allstate Insurance

Business Advocacy Goal Chairman:
Walter Furnace, American Airlines Federal Credit Union

Economic Development Goal Chairman:
Jim Griffin, City of Bedford

Chamber Excellence —
Marketing & Membership Goal Chairman:
Patty Marshall, Pier 98 Marketing

Chamber Excellence —
Finance & Governance Goal Chairman:
Wendy Downs, Towne Place Suites by Marriott

At Large:
Reuben Brown, Commercial Bank of Texas
Michael Delgado, D.D.S., M.S., Delgado Orthodontics
President & CEO: **Mary Martin Frazier**, IOM, CCE

2017 Board of Directors

Cody Bettis, 6 Stones Mission Network
Steve Chapman, HEB Independent School District
Jeff Corbet, Jeff Corbet, D.D.S.
Chris Coyle, Express Oil Change & Service Center
Charolette Davis, Century 21 Mike Bowman, Inc.
Sean Donohue, DFW International Airport Board
Mandy Eliot, Keller Williams Realty
John Fletcher, Fletcher Consulting
Donovan Fredericksen, Ph.D., DBU Hurst-Colleyville
Gary Fickes, Tarrant County Commissioner, Precinct 3
Donovan Fredericksen, Ph.D., DBU Hurst-Colleyville
Eric Gachelin, Congrowence, Inc.
Allen Gobin, Ed.D., TCC-Northeast Campus
Eric Gachelin, Congrowence, Inc.
Kelly Hancock, State Senator, District 9
Jeri Harwell, Republic Services
David Henrietta,
The Thompson Group at Classic Chevrolet
LaKisha Howard,
Baylor Scott & White Medical Center — Grapevine
Linda Huggins, Brian C. Bui, D.D.S., P.L.L.C.

Ruthann Kusch, Forest Ridge Funeral Home
Linda Martin, City of Euless
Deborah Paganelli, Texas Health HEB
Dalene Parker, Frost Bank Euless
Brad Powell, Crazy Cowboy
Terry Purdom, Texas Harley-Davidson
Rochelle Ross, A Simplified Space
Randy Sachs, Medical City North Hills
Susan Shaw, Shaw Insurance Agency
Jonathan Stickland, State Representative, District 92
Yolanda Stoner, Bell
Sandee Treptow, Reliant, an NRG company
Gale Wagner
Richard Ward, City of Hurst
Glen Whitley, Tarrant County Judge



2017 award winners

Small Business of the Year
Chick-fil-A at Heritage Towne Crossing

Mid-size Business of the Year
Texas Harley-Davidson

Large Business of the Year
Republic Services

Officer of the Year
Steve Ward
Allstate - Steve Ward Agency

Director of the Year
John Fletcher
Fletcher Consulting

Ambassador of the Year
Darlene Hollingsworth
The Clubhouse for Special Needs

Gertrude Tarpley Memorial Spirit Award
Brenda Whitley
Texas Health HEB

HEB Chamber of Commerce Community Service Award
Linda Eilenfeldt
City of Euless

Member of the Year
Susan Shaw
Shaw Insurance Agency

Bill Ridgway Spirit of Enterprise Award
Gary Fickes
Tarrant County Commissioner, Pct. 3

Clyde Mooney Award
Geoff Graham
Carter Bloodcare



244 guests (and one puppy) at the Birthday Bash.



264 attendees at 10 Business After Hours.



55 volunteers were trained for the Challenge by Choice. They made **72** presentations to HEB ISD high schools.



18 graduates in the Leadership HEB Class of 2017. The class project was a poverty simulation.

31 ribbon cuttings, each facilitated by our Ambassador



12 entrants in the Chili Challenge. **Bobby Carr** with BB&T took the top prize.



120 exhibitors at the EXPO.



1,111 attendees at the 11 monthly membership luncheons. The July luncheon (left) was held jointly with the Grapevine Chamber.



142 participants in the Chamber Golf Classic.

78% increase since 2015 in "Likes" on the Chamber's Facebook page.



9 meetings held by WILD (Women Inspiring Leadership Development).



93% increase since 2015 in Twitter followers.

42 guests at the Partnership for Economic Development Breakfast.



4 Leads Groups, including Power Networking (above.)



6 New Member Orientations, attended by 172 member representatives.

Members of the Month

January

**Office of Tarrant County
Commissioner Gary Fickes**

February

Donna Cline

Oak Knoll Wealth Management Group

March

Diane Roberts

Pinnacle ER

April

Linda Siegert, Donna Thomas EECU

May

LaWonda Peoples

Eventfully Yours

July

Margaret Hall

Strategic Wealth Management

September

Eric Gachelin

Congrowence

October

Jana Autrey

El Pollo Loco

Ambassadors of the Quarter

Maura Harrell

Aflac

Margaret Hall

Strategic Wealth Management

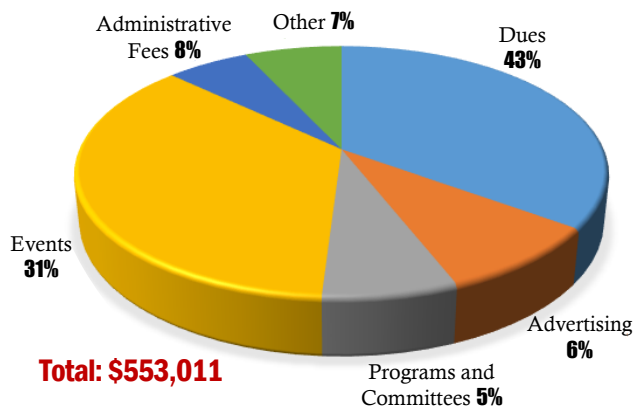
Darlene Hollingsworth

The Clubhouse for Special Needs

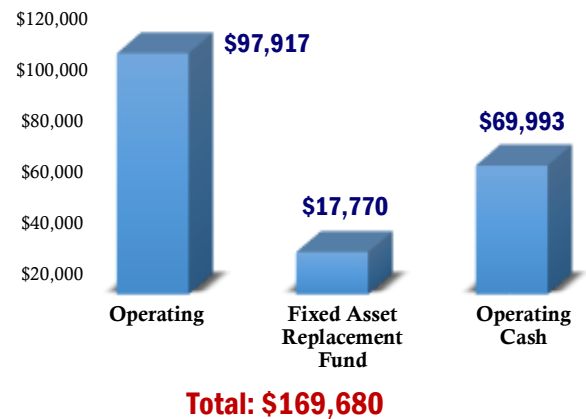




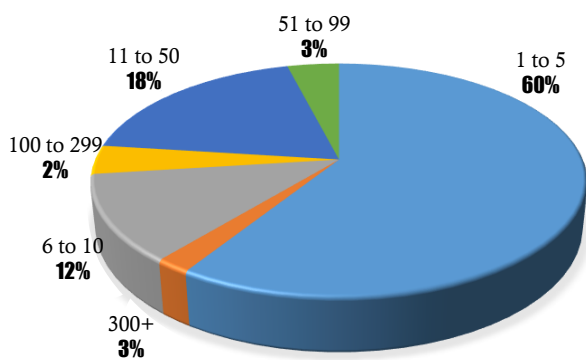
revenue by categories



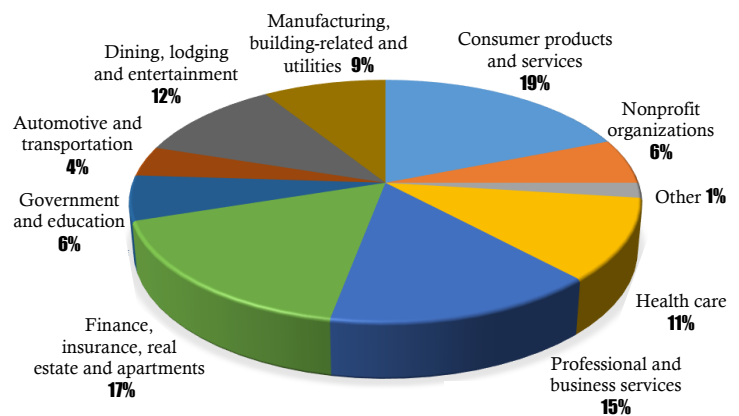
reserve status



membership by size of business



membership by industry



Membership Event

In 2017, the Chamber added **278** new members.



Luncheon Programs

January

Annual Awards Luncheon

Presenting Sponsor: Texas Health HEB

February

The People Experts

Sponsor: Fletcher Consulting

March

Six Flags Over Texas Marketing

Director **Jim Brothers**

Sponsor: Liberty Tax - Service Corinne Shipman

April

Tarrant County Judge **Glen Whitley**

Sponsor: Frost Bank

May

Bedford Mayor **Jim Griffin**

(Leadership HEB Graduation)

Sponsor: Benenati Law Firm, PC

June

HEB ISD Superintendent

Steve Chapman

Sponsor: EECU

July

Former CIA Chief of

Counterintelligence **James Olson**

Sponsors: First Bank Texas

Mid-Cities, Sterling's

Bookkeeping and Tax Service

August

Sound mixer **Rande Ferguson**

Sponsor: Wells Fargo

September

State of the Cities Breakfast

Sponsors: 6 Stones Mission Network, Atmos Energy, Republic Services, Texas Health HEB

October

TCU Professor **Mike Sherrod**

Sponsor: Medical City North Hills

November

Consultant **John Wright**

Sponsor: Republic Services

December

The Trinity High School Show Choir

Sponsor: Texas Health HEB

2017 was an enormously productive year for the HEB Chamber. In the area of **business advocacy**, we created a **position statement** that addressed key state legislative issues concerning transportation, education, water, health and workforce development. Prior In addition, representatives of the **Government Affairs Committee** met with state representatives and senators to express our views.

In September, we hosted the annual **State of the Cities Breakfast**. The city managers from each city provided updates to a packed house. In November, we hosted the **Partnership for Economic Development Breakfast**, where we heard from the economic development directors of our three cities and John Terrell with DFW Airport.

In the area of community service, we supported **6 Stones Mission Network's** Community Powered Revitalization (CPR) and Pulling for Hope competition.

Chamber Ambassadors made C.A.R.E. calls and personal visits to new and renewing members, encouraging their participation.

Our women's leadership program, **WILD**, met regularly, offering a variety of informative speakers and topics.

Supported by the **Century Club** campaign, the Chamber succeeded in paying off the mortgage on our building.

The **Challenge by Choice** program continued, with Chamber members making presentations to HEB ISD junior high school students. The presenters encouraged the students to take the difficult classes that will best prepare them for school and work after graduation.

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** to attract new businesses to HEB and retain existing companies.

Chamber Lunch Mobs met regularly, supporting restaurants in all three cities.

The annual **Stan's Chili Challenge** was held in October at Texas Harley-Davidson. The winning recipe was from **BB&T Estate**. And the **2017 Awards Luncheon** was held in January at the Texas Star Conference Center in Euless. A list of winners is provided on Page 4.



Ribbon cutting.

major partners

2017

CHAIRMAN'S CIRCLE

Texas Health HEB

PLATINUM

Baylor Scott & White
Medical Center — Grapevine

Bell Helicopter, A Textron Company

First Bank Texas Mid-Cities

Frost Bank, Euless

Linebarger Goggan Blair & Sampson, LLP

Medical City North Hills

ONCOR Electric Delivery

Republic Services

Wells Fargo

GOLD

Atmos Energy

City of Bedford

City of Euless

City of Hurst

SILVER

Stones Mission Network

All About Recognition

Allstate — Steve Ward Agency

American Airlines Federal Credit Union

Benenati Law Firm, P.C.

Cook Children's Northeast Hospital

Liberty Bank, HEB

BRONZE

Affiliated Bank

Cosmic Counselor

Delgado Orthodontics

Fort Worth Community Credit Union

My Marketing Cure

NTE Mobility Partners

Texas Harley-Davidson

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

Personal development

Nonprofit community

Business connections

Economic DEVELOPMENT

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

Business retention

Economic Development Foundation

Workforce development

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 luncheons, monthly Business After Hours, quarterly seminars, Leads Groups that meet weekly and SLN Connect, 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

Social media: Facebook, Twitter, Linked In,
Instagram, YouTube

heb.org