



Promoting Business for Over 60 Years



Annual

2019

Report



**Advancing Business.
Strengthening Community.**

Welcome

LETTER FROM THE 2019 CHAIRMAN OF THE BOARD



As the Chairman of the HEB Chamber, I want to say thank you to our Executive Board, the membership, and especially our President & CEO Mary Frazier as well as the best staff anywhere for the tremendous job everyone did in 2019.

The HEB Chamber is blessed to have a tremendous partnership and support from key members such as Tarrant County Judge Glen Whitley, Precinct 3 Commissioner Gary Fickes, the Mayors of our three cities (Hurst Euless and Bedford) and the HEB ISD School District. The HEB Chamber is uniquely positioned and supported by members such as American Airlines Federal Credit Union, Atmos Energy, Bell, DFW Airport, Medical City North Hills, Texas Health HEB and many, many other businesses throughout our community.

This partnership and collaboration is continually demonstrated in the way the HEB Chamber supports new business openings, facilitates leads groups to foster business growth, and creates opportunities to showcase businesses at our EXPO, Chamber luncheons, and the Chamber Golf Tournament.

I am very proud to be part of the HEB Chamber because the chamber is truly a catalyst in our community focused on helping businesses and the entire community.

Thanks for a great 2019 and I'm looking forward to what we do next!

-Jim Griffin

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
Non Profit 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
Candidate Forums
Collaboration

Voting Records
Civic Responsibility
Issue Identification

Chamber EXCELLENCE

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

Marketing & Membership
Finance & Government

2019 EXECUTIVE COMMITTEE

Chairman of the Board
Jim Griffin

Economic Development
Kimberly Ball, documentWORKS

Chair-Elect
Steve Ward,
Allstate Insurance-Steve Ward

Chamber Excellence
Finance & Governance
Dalene Parker, Frost Bank Eules

Immediate Past Chair
Kelly Biegler, Atmos Energy

Chamber Excellence-
Marketing & Membership
Susan Shaw, Shaw Insurance

Secretary/Treasurer
Steve Farco, Mason-Dallas, Inc

At Large
Jeri Harwell, Republic Services

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

At Large
Randy Sachs, Medical City North Hills

Goal Team Chairmen

Business & Community Success
Patty Marshall, Pier 98 Marketing

At Large
Brenda Tristan, American Airlines Credit Union

Business Advocacy
Howard Shotwell, R & D Associates, Inc.

President & CEO
Mary Martin Frazier, IOM, CCE

2019 BOARD OF DIRECTORS

Dr. Kenya Ayers
President, TCC NE

David Henrietta
The Thompson Group at Classic Chevrolet

Jonathan Stickland
State Representative, District 92

Kevin Ball
KB Handyman & Home Services

Stacy Pena Huynh
AlecXander Medical Spa

Yolanda Stoner
Bell

Michael Boyter
Mayor, City of Bedford

Jennifer Leney
6 Stones Mission Network

Steven Tobey
DFW International Airport

Bobby Carr
BB&T Bank, Now Truist

Linda Martin
Mayor, City of Eules

Russell Taylor
Smart Realty

Steve Chapman
Superintendent, HEB ISD

Tina McDonald
Hilton Garden Inn

Barbara Walker
EECU

Michael Delgado, DDS, MS
Delgado Orthodontics

Brent McIlvain
Edward Jones

Henry Wilson
Mayor, City of Hurst

Mandy Eliot
Deep Roots, DFW Realty

David B. Medina
Forest Ridge Funeral Home-
Memorial Park Chapel

Buck Weatherby
U.S. Concrete

Gary Fickes
Tarrant County Commissioner, Precinct 3

Brad Parker
Parker Law Firm

Jamie Whisman
The National Bank of Texas

Eric Gachelin
Congrowence, Inc.

Don Perfect
ONCOR Electric Delivery

Brenda Whitley
Texas Health HEB

Kristin Gilpin
Wells Fargo

Don Proctor
First Bank Texas

Glen Whitley
Tarrant County Judge

Kelly Hancock
State Senator, District 9

Holly Gray-Moore
Pacheco Koch

2019 Profile

64 Years of Business Leadership



Events



Memberships



Advertising



Administrative Fees



Programs & Committees



Other



Membership By Industry

Dining, Lodging
& Entertainment

13%

Professional &
Business Services

14%

Healthcare

12%

Consumer Products
& Services

12%

Non-Profit
Organizations

8%

Government
& Education

6%

Manufacturing
& Building
Related Utilities

9%

Other

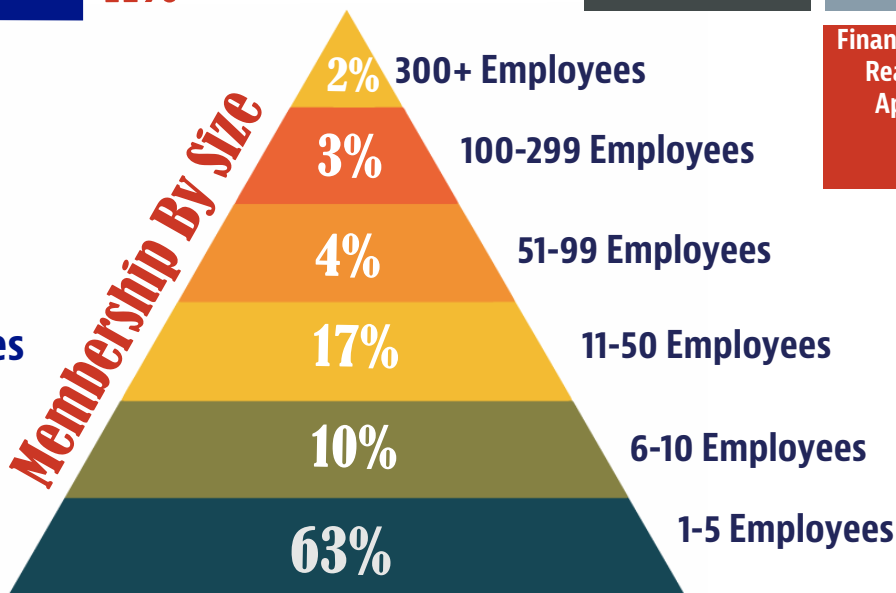
5%

Automotive
& Transportation

2%

Finance, Insurance,
Real Estate, &
Apartments

19%



Business Advocacy

2019 was a significant year for making waves at the state capitol in regards to business advocacy, and our Chamber continued the goal of fostering a climate that supports business and work force growth as well as retention. Trade with Canada and Mexico supports 12 million American jobs and is vital to businesses of every size, sector, and region. This is why, in October, The Coalition of East Tarrant Chambers traveled to Washington, D.C. and added it's voice to the U.S. Chamber advocating for Congress to pass the United States-Mexico-Canada Agreement. The Business Advocacy goal team have responsibilities that include government relations, issues identification, identifying collaboration opportunities and ensuring Chamber members always have a "seat at the table." The Business Advocacy goal team also hosted Breakfast with the (cont)

(cont) Senators. At this time, Senator Kelly Hancock and Beverly Powell were able to discuss the 86th Texas Legislature Session.

Major Events

There were 4 major events that the HEB Chamber provided to our members this year. The Annual Awards ceremony was an event of appreciation and celebration for members and groups that have stood out from the crowd and made our Chamber successful. In the spring, the Golf Classic tournament was a fun event that allowed our members and supportive sponsors to come together to casually compete for prizes and bragging rights on the course. EXPO was our highest rated business marketing event, bringing in over 100 businesses to feature their products and services. As the year closed, (cont)

700 Active Members



82%

Member
Retention Rate

18% New Member
Increase from 2018

133 New Members

Membership Luncheons

11 Luncheons

59 Member Display Tables

132 Attendee Average

1166 Registered Attendees



Specialty Luncheons

163 State of the Cities Attendees

123 State of the District Attendees

4 Major Events

282 Annual Awards Attendees

129 Golf Classic 2019 Golfers

105 EXPO Exhibitors

268 Birthday Bash Attendees

Birthday Bash



EXPO



Golf Classic



Stan the Man Chili Challenge



(cont) we celebrated in style by holding the Annual Chamber Birthday Bash. Members engaged in friendly bidding wars, live entertainment, and networking with other guests over a formal dinner.

Networking for Success

There are 4 leads groups that members are able to attend each week and 1 on a monthly basis. Three of the weekly groups are industry specific and provide an opportunity for networking, promotion, and member engagement. The monthly leads group is the Senior Services Alliance who are members that provide products and/or services for seniors.

Let's Get WILD

The HEB Chamber women enjoyed networking and connecting (cont)

10
Chamber
Lunch Mobs

346
Attendees

6
WILD
Luncheons

6
Chamber
Unplugged

5
Good
Morning HEB

5
Leads
Groups
1 Monthly
4 Weekly

*Unforgettable
Member
Events
of 2019*



45 Ribbon Cuttings

New Member Orientations

109 New Member Attendees

Welcome!



(cont) with other like-minded business owners during WILD, Women In Leadership Development. During the 6 meetings held throughout 2019, with almost 350 in attendance, there were featured speakers whose topics included motivation, encouragement, and how to be a productive business women within different industries.

Chamber Lunch Mobs

Ten Chamber Lunch Mobs took place this year and were held on a monthly basis. This event allowed networkers to experience a different Chamber member restaurant in Hurst Eules and Bedford each month and engage in an informal setting.



**SMALL BUSINESS
OF THE YEAR**
Central Arts

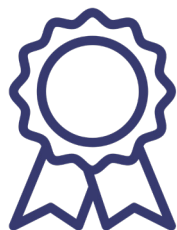
**MID-SIZE BUSINESS
OF THE YEAR**
Aloft Dallas Euless

**LARGE BUSINESS
OF THE YEAR**
Texas Health HEB

**DIRECTOR
OF THE YEAR**
Buck Weatherby, U.S.

**OFFICER
OF THE YEAR**
Dalene Parker, Frost Bank

CHAIRMAN'S AWARD
Kimberly Ball,
documentWorks



...and the Winner Is...!

The Annual Awards Luncheon was one of the biggest events of the year! During this time, the best and brightest Chamber members are acknowledge and celebrated for being a positive catalyst and recognized for continuously upholding our mission of Advancing Business, Strengthening Community. The luncheon was fortunate to have 14 sponsors, 11 award winners, and JPS President and CEO Robert Earley once again as the event MC.

Leadership HEB

2 Sponsors

9 Classes

22 Graduates

Class of 2019



Class of 2019



Thank You to All of Our Volunteer Groups and Supporters!

Birthday Bash Planning Task Force

Board Members

Recruiters

EXPO Planning Task Force

Golf Planning Task Force

Ambassadors

Advocates

Member Appreciation Volunteers

Chamber Members Challenge HEB ISD Students

The Challenge By Choice program was successful once again in 2019! The Chamber and HEB ISD partner together for this valuable program that allows business leaders and owners to visit junior high classes and give a presentation that guides them on how to be productive and purposeful in their future choices.



Leadership HEB: Leaders Making a Difference

For the Class of 2019, this leadership development program of the HEB Chamber of Commerce provided opportunities of community involvement and awareness of the economic growth within our great cities. 22 area business owners participated a 9 month program sponsored by AlecXander Medical Spa (Hurst) and Qualtex (Euless). Their community project for this year was 'Leaders Are Readers'. They partnered with 6 of our HEB Chamber non-profits as well as the artists of Central Arts and created Little Libraries out of refurbished newspaper boxes. Each of these boxes were painted to reflect the mission and purpose of the non-profit where it was homed.



MEMBER OF THE YEAR
Russell Taylor,
Smart DFW Realty



AMBASSADOR OF THE YEAR
Kristie Hanhart,
Kristie's Cleaning Service



**GERTRUDE TARPLEY
MEMORIAL SPIRIT AWARD**
Steve Farco, Mason-Dallas Inc.



**HEB CHAMBER OF COMMERCE
COMMUNITY SERVICE AWARD**
Mission Central



**BILL RIDGWAY SPIRIT
OF ENTERPRISE AWARD**
Dr. Kenya Ayers,
TCC, Northeast Campus



CLYDE MOONEY AWARD
Jim Griffin



Members of the Month

Members of the Month

Members of the Month

Members of the Month

January: Sergio Santos
February: Barbara Walker
March: Chris Coyle

April: Meagan Adams
May: Sue Shultz
June: Lindsey Colorado

July: Kevin Ball
August: Julie Andrews
September: David Medina

October: Braden Givens
November: Rochelle Ross
December: Melissa Miller

Stan the Man is at it Again!

In October 2019 the Stan the Man Chamber Chili Challenge did not disappoint the crowd! It was fun chowing and networking. All had a good time!



Congratulations to all of our winners!

Stan's Choice 'Overall Best Chili' - **Linda Dibley**, Ambassadors
Tastebud Tickler 'Smoothest' Chili- **Linda Huggins**, Wright & Bui Dental
Eclectic Delight 'Most Unusual Chili'- **Wes & Debbie Simmons**, Carpet Connection
Great Bowls of Fire 'Spiciest Chili'- **Bobby Carr**, Noon Networkers
Best Team Spirit- **Susan Shaw**, Leadership HEB Alumni Association

Leading By Example

The Chamber Ambassadors are business members that lead events throughout the year. From CARE calls to our new and existing members, to hosting ribbon cuttings, these members are becoming more successful in their business.



Thank You to Our 2019 Major Partners!

CHAIRMAN'S CIRCLE

Texas Health HEB

PLATINUM

Allstate Insurance – Steve Ward Agency
Baylor Scott & White Medical Center — Grapevine
Bell
First Bank Texas
Frost Bank, Euless
Linebarger Attorneys at Law
ONCOR Electric Delivery
Republic Services
The Thompson Group at Classic Chevrolet
Wells Fargo

GOLD

AlecXander Medical Spa
American Airlines Credit Union
Atmos Energy
City of Bedford
City of Euless
City of Hurst
Medical City North Hills
Superior Pipeline Services
Veritex Community Bank

SILVER

Benenati Law Firm, P.C.
Better Signs & Banners
D&B Computers
documentWORKS
EECU
Happy State Bank
HEB Independent School District
Outback Steakhouse, Euless
RBFCU
U.S. Concrete

BRONZE

6 Stones Mission Network
Chick-fil-A at Heritage Towne Crossing
Mason-Dallas, Inc.
My Marketing Cure
NTE Mobility Partners
Parker Law Firm, P.C.
Tara Simmons Insurance Agency
Texas Harley-Davidson

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.

Did you know a small business that is a Chamber of Commerce member enjoys a **68% increase in it's local reputation?** (Source: Shapiro Report)



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What are some great ways you can stay involved and support the HEB Chamber?

1. Like us on Facebook @HEB Chamber.
2. Post photos and tag with **#HEBChamber**.
3. Create events and hot deals using your member profile.
4. Attend members events
5. Join a leads group
6. Sign up for our membership newsletter.
7. ...and so much more! Contact us for more information!