



Fauquier Chamber of Commerce

Board of Directors

Meeting held in person at

PATH Foundation Building – Rappahannock Meeting Room

Wednesday, September 20, 2023, 8:30am

Mission: The Fauquier Chamber helps the community do business so that we all can thrive through Relationships, Resources and Revitalization.

8:30 Call to order – Ray Knott, Chairman

8:30 – 8:40 Consent Agenda

- i. Approval of Minutes from August 16, 2023, Board Meeting
- ii. Financials Update (Sarah Yakel) – Acceptance of the financial statements of the Chamber

8:40 – 8:50 Committee Reports/Updates

- i. Finance (Sarah Yakel)
 - a. Review of Accounts Receivable Detail Report
- ii. Economic Development/Legislative Affairs (Lorna Magill)
- iii. Member Engagement (Carmen Rivera)
- iv. Councils (Amelia Stansell)
- v. Events (Ray Knott)

8:50 – 9:00 Ex Officio Updates/Comments

- i. Fauquier Economic Development – Doug Parsons

9:00 – 9:30 Executive Update – Alec Burnett

- a. New Member Applications
- b. Member count and types by end of previous month
- c. Update on Digital Directory
- d. Other Executive Update Items
- e. Review of upcoming events –October and November

9:45 – 9:50 Old Business

- a. Board Strategic Planning Session – Session will be held Thursday 10/5/23 from 10:00 am – 4:00 pm.
 - i. Agenda and plan for the day
 - ii. Membership Engagement Focus
 - iii. Budget and Revenue Creation Focus
- b. Board Member Recruitment – Update on status of recruitment efforts and current candidate listing
 - i. Plan for voting on proposed Board slate at the Strategic Planning Meeting on 10/5 at Strategic Planning meeting. Will call a formal Board Meeting to Order solely to approve the Board slate. This will allow for email to go out to the Membership in the timeline for voting at the Annual Meeting/Gala, while allowing continued vetting of interested candidates.

9:50 – 9:55 New Business

- a. Recommendation from Finance Committee – Creation of new revenue stream for the Chamber in 2024 – Directory Listing Only for non-Member businesses – recommendation requires some development, due diligence, and marketing resources. – Alec Burnett to provide overview

9:55 – 10:00 Roundtable

Adjourn

The next Meeting of the 2023 Board of Directors – **October 18, 2023, 8:30 am - *PATH Foundation Rappahannock Room***