

# WCOC Monthly Snapshot for City of Washington - May 2020

**Upcoming Events**  
**Business Roundtable**  
**May 14 from 10:00-11:30**

## March by the Numbers

Business Check-Ins 1,200  
*For month of March, all staff combined.*  
 New Members 0  
 Dropped Members 0  
 Total Number of Members 261  
 # of Washington Based Members 230

Monthly Sales Tax  
 (Collected in November)

HMR \$204,042.89

MT \$214,843.47

MTART \$0.00

Admin Fees on HMR \$3,054.06

## Mission Moment

*Heard from a variety of businesses of all shapes and sizes how appreciative they are of our daily updates. Appreciate having the information in a easy to read and access format rather than have to go searching for it.*

## Monthly Marketing Theme



## 2020 WCOC Membership Report - As of March 31, 2020

2020 Budget			
Level	Member	Dues	Total Revenue
Courtesy	10	\$0.00	\$0.00
Non-Profit	2	\$0.00	\$0.00
Basic	6	\$0.00	\$50.00
One Star	182	\$250.00	\$45,500.00
Two Star	30	\$500.00	\$15,000.00
Three Star	10	\$1,000.00	\$10,000.00
Four Star	1	\$2,500.00	\$2,500.00
Five Star	1	\$5,000.00	\$5,000.00
<b>Total</b>	<b>230</b>		<b>\$78,000.00</b>

2020 Actual			
Level	Member	Dues	Total Revenue
Courtesy	0	\$0.00	\$0.00
Non-Profit	1	\$100.00	\$100.00
Basic	2	\$0.00	\$0.00
One Star	113	\$250.00	\$28,250.00
Two Star	17	\$500.00	\$8,500.00
Three Star	5	\$1,000.00	\$5,000.00
Four Star	0	\$2,500.00	\$0.00
Five Star	2	\$5,000.00	\$10,000.00
<b>Total</b>	<b>139</b>		<b>\$51,850.00</b>

2019 Actual			
Level	Member	Dues	Total Revenue
Courtesy	0	\$0.00	\$0.00
Non-Profit	1	\$100.00	\$100.00
Basic	2	\$0.00	\$0.00
One Star	64	\$250.00	\$16,000.00
Two Star	15	\$500.00	\$7,500.00
Three Star	0	\$1,000.00	\$0.00
Four Star	0	\$2,500.00	\$0.00
Five Star	0	\$5,000.00	\$0.00
<b>Total</b>	<b>82</b>		<b>\$23,600.00</b>

2020 Washington Businesses			
Level	Member	Dues	Total Revenue
Courtesy	0	\$0.00	\$0.00
Non-Profit	0	\$100.00	\$0.00
Basic	2	\$0.00	\$0.00
One Star	97	\$250.00	\$24,250.00
Two Star	12	\$500.00	\$6,000.00
Three Star	4	\$1,000.00	\$4,000.00
Four Star	0	\$2,500.00	\$0.00
Five Star	2	\$5,000.00	\$10,000.00
<b>Total</b>	<b>102</b>		<b>\$44,250.00</b>

## COVID-19 Efforts

- Have sent close to 40 daily e-mail updates with COVID-19 updates and relief information to our chamber members with a 50% open rate. We are also including non-members who have shared their e-mail address with us on these updates.
- Have called our chamber members, with the help of our ambassadors, twice during the last two months.
- Source of support, encouragement and listening for a variety of members during these unprecedented times.
- Assisting with the Business Arm of the Tazewell County EOC
- Social Media Posts and sharing of Member Posts pertaining to information on how to support our small businesses during this time.
- Started Tip Fridays to allow members to share their tips on getting through this crisis
- Assisted with the Downstate Stabilization Grant Application Process
- Creating a COVID-19 level of membership for non-members to take advantage of some benefits at a significantly reduced rate for a six month time frame. (Will only be open to businesses in the 61571 zip code)
- Daily communication with Jon Oliphant on coordinating efforts between the City/Chamber
- There has been a drastic increase in the outreach of our chamber members, while most of these have been virtual, we have tried to significantly increase the one-on-one communication between our members to make sure we are providing information that is useful to them.