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MINUTES
BOARD OF DIRECTORS
January 8, 1976 - 11:00 a.m.
Chamber Office

Present: Bob Bowman, Dr. Anna Beth Connell, Rufus Duncan, Duncan Garner, Joe Hornsey, J.B. Manning, Ray Polk, Ralph Ridinger, Jim Stephens, W.J. Thornton, Harvey Westerholm, Jerry Huffman

Rufus Duncan, Vice President, called the meeting to order for President Oscar Brookshire.

Minutes from December meeting were approved on motion by Joe Hornsey, second by Duncan Garner.

Duncan Garner presented the December financial report which showed a $965.53 balance as of year end. List of year end delinquent accounts was presented and Garner asked each director who might know one of them to give them a call concerning the delinquency. Ray Polk made the motion to accept the financial statement as presented. J.B. Manning seconded. Motion carried.

Rufus Duncan presented list of committee appointments as recommended by Executive Committee. They included:

Organizational Development Division - Rufus Duncan, Vice Pres.
- Goodwill/PR Committee.....Bob Morgan
- Women's Committee.....Betty Hobbs
- "First Friday" Committee.....George Chandler
- Public Information Committee.....Bob Bowman
- Membership Committee.....Joe Hornsey
- Accreditation Committee.....George Henderson

Economic Development Division - Ray Polk, Vice Pres.
- Agri-Business Committee.....Johnny Jackson
- Retail Committee.....George Porcher
- Business/Industry Relations Committee..Bill Trout
- Tourist/Conventions Comm.....Thomas Moore
- Industrial Development Comm.....J.B. Manning
- Forest/Wood Products Comm.....Buddy Wichman

Community Development Division - Duncan Garner, Vice Pres.
- Education Committee.....Dr. Douglas Prewitt
- Downtown Re-Development Comm.....Robert Richardson
- Civic Improvement Comm.....Devereaux Chapman
- Bi-Centennial Comm.....Bayo Hopper

Public Affairs Division - Henry Holubec, Vice Pres.
- Legislative Comm.....Dr. Charles Murray
- Lufkin-Nacogdoches Comm.....Vernon Berry
- Aviation Committee.....Tom Meredith

cont.

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Committee appointments were approved on motion by Duncan Garner, second by Bob Bowman.

Duncan also presented the 1976 budget recommendations from the Executive Committee. Discussion followed.

Major changes included: Salaries: a $50 per month increase for Chamber secretary Jean Harper, a $50 per month increase for bookkeeper Georgia Hunt, $150 increase for Chamber Manager Jerry Huffman, also increase in manager's retirement from 5% to 10% and payment of 15¢ per mile for mileage travelled outside of county. Printing: increase to include newsletter and all printing needs rather than categorizing them in committee expense. Increase represented 8.7% more than 1975.

The budget of $64,095.00 was approved on motion by Duncan Garner and second by J.B. Manning.

Funding of 1976 budget was discussed. Total dues potential was $45,000, with an additional $5,000 coming from City. Therefore an additional $14,000 was needed.

Each Board member was asked to accept the responsibility of his share of that figure, which would be $775.00 to raise through new membership or re-evaluation. Each Board member would be asked to appoint one representative to the Membership Committee and assist them in carrying out this effort. A progress chart would be prepared and kept in the Board room to show our efforts to achieve this goal.

Virginia Allen, chairman, presented report from Banquet Committee. She said the Angelina Hotel had been contracted to cater at $7.00 per meal. Also the hotel would be giving 10% of its fee to city and 10% to Chamber as a donation. Meal would be a 8 oz. filet of prime beef with trimming. She commented plans were going well and in excess of 1000 tickets would be sold.

Special guest for the Board meeting, J.L. Seaborn, President Metro Airlines, was introduced by Aviation Committee Chairman Tom Meredith. Seaborn presented his staff members who were with him and addressed the group briefly concerning Metro and its beginning service February 1. He commented he was glad to add the service to Lufkin and looked forward to a long tenure here. Discussion followed.

There being no further business, the meeting was adjourned.

Jerry Huffman
Jerry Huffman, Exec. Vice Pres.

Rufus Duncan
Rufus Duncan, Vice President
Organizational Development

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
December, 1975

	Dec. 1975	Total 12 mos.	1975 Budget	Budget Balance
ADMINISTRATIVE EXPENSE				
Salaries	$2,899.54	26,536.75	$25,350	$(-1,186.75
Manager Retirement	55.00	660.00	660	-0-
Allowances	250.00	2,700.00	2,400	(- 300.00
TCCM Insurance	-0-	276.43	480	203.57
Payroll Taxes	130.86	1,680.29	1,750	69.71
Rent	300.00	3,600.00	3,600	-0-
Janitor & Building Maintenance	242.50	1,303.87	1,500	196.13
Telephone	107.43	1,337.64	1,000	(- 337.64
Office Supplies	146.54	1,107.67	1,000	(- 107.67
Utilities	23.87	287.56	300	12.44
Office Equipment	66.81	357.84	500	142.16
Dues & Subscriptions	18.00	981.98	750	(- 231.98
Public Relations	9.21	220.62	300	79.38
Schools & Conferences	107.11	1,485.16	1,500	14.84
Postage & Freight	100.00	1,874.93	2,000	125.07
Maintenance	-0-	75.00	300	225.00
Insurance	-0-	370.50	200	(- 170.50
Printing	-0-	951.54	1,200	248.46
Audit	-0-	547.63	550	2.37
General Expense	-0-	101.14	750	648.86
1974 Committed Expenses	-0-	3,426.93	3,575	148.07
	$4,456.87	49,883.43	49,665	(-218.43
PROJECT ACTIVITIES				
Committee Projects	1,672.13	8,464.48	13,000	4,535.52
Self Sustaining Projects		6,100.13	7,650	1,549.87
Xmas	601.38			
	2,273.51	14,564.61	20,650	6,085.39
	6,730.38	64,448.09	70,315	5,866.91

Bank Balance, December 1, 1975 — $ 976.09

INCOME

Membership Dues	$720.78	
Christmas Parade	860.00	
Interest Income	9.20	
Certificate of Deposit	1,000.00	
Reserve CD (Transfer)	4,000.00	
Refund from TCCM	129.04	
		6,719.02
		$7,695.91

Disbursements as listed above — $6,730.38

Bank Balance, December 31, 1975 — 965.53

$7,695.91

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MINUTES
BOARD OF DIRECTORS
February 12, 1976 - 11:00 a.m.
Chamber Office

Present: Vernon Berry, Bob Bowman, Sue Bresie, Dr. Anna Connell, R.H. Duncan, Henry Holubec, Joe Hornsey, J.B. Manning, Dick McKay, Ralph Ridinger, Sam Slaydon, Jim Stephens, Harvey Westerholm, Duncan Garner, Virginia Allen, Jerry Huffman

In the absence of the President, Duncan Garner presided.

The minutes of the previous meeting were approved on motion made by J.B. Manning and seconded by Joe Hornsey.

The financial statement for January was presented. Jerry Huffman made a few comments about items on the statement, saying that dues were coming in exceptionally well.

Virginia Allen made a report on the banquet. She passed out a statement showing expenditures and income. Copy is filed with these minutes. Miss Allen was commended on the great job she had done on the banquet.

Jerry Huffman told the board that results from Paul Harvey's broadcast have been tremendous. We have received many inquiries since his broadcast on Lufkin.

David Anderson gave a report on his duties and the civic center, passing out a list of tentative scheduling of events of the civic center. He told the Board of his upcoming trip to St. Louis for the vacation show and also his trips to Houston for the Boat & Travel Show and to Dallas for an Auditorium Managers Association Convention.

In his manager's report, Jerry Huffman related that so many good things had been happening to the Chamber such as the story in the Dallas Morning News, the ad in the Texas Parade Magazine, Paul Harvey's broadcast, that maybe now is the time for the Chamber to utilize this momentum.

In relation to this, Rufus Duncan said Tom Meredith was working up some ads to run in the Wall Street Journal.

Also, Ralph Ridinger asked if the Chamber was doing anything about the housing situation. Mr. Huffman told him we were not, but asked the Board if there was anything we could do?

Rufus Duncan said the situation was really not as bad as it seemed and the Chamber could help by presenting a clearer picture of what

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The Board Meeting will be at Kurth Lake next month upon invitation by Bob Bowman from Southland Paper. The City Commissioners and the County Commissioners will also be invited.

Adjourn.

Jerry Huffman, Exec. Vice Pres.

Duncan Garner, Vice President
Community Development Division

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
January, 1976

ADMINISTRATIVE EXPENSES	January 1976	Budget 1976	Budget Balance
Salaries	2,325.43	$28,800	$26,474.57
Manager Retirement	110.00	1,620	1,510.00
Allowances	275.70	3,750	3,474.30
TCCM Insurances	-0-	375	375.00
Payroll Taxes	130.14	1,750	1,619.86
Rent	300.00	3,600	3,300.00
Janitor & Building Maintenance	154.73	1,200	1,045.27
Telephone	133.49	1,400	1,266.51
Office Supplies	11.30	1,000	988.70
Utilities	31.40	300	268.60
Office Equipment	-0-	1,000	1,000.00
Dues & Subscriptions	22.65	750	727.35
Public Relations	-0-	300	300.00
Schools & conferences	-0-	1,400	1,400.00
Postage & Freight	200.00	2,000	1,800.00
Maintenance	-0-	250	250.00
Insurance	-0-	300	300.00
Printing	319.45	2,500	2,180.55
Audit	-0-	550	550.00
General Expense	28.19	500	471.81
	4,042.48	53,345	49,302.52
PROJECT ACTIVITIES			
Committee Projects	-0-	10,750	10,750.00
	-0-	10,750	10,750.00
	$4,042.48	$64,095	$60,052.52

Bank Balance, January 1, 1976		$ 965.53
Income:		
Membership Dues	$17,811.50	
Miscellaneous	13.78	
		17,825.28
		$18,790.81
Disbursements as listed above		$ 4,042.28
Bank Balance, January 31, 1976		14,748.53
		$18,790.81

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MINUTES
BOARD OF DIRECTORS
March 11, 1976 - 10:00a.m.
Kurth Lake

Present: Oscar Brookshire, Joe Hornsey, J.B. Manning, Sue Bresie, Harvey Westerholm, W.J. Thornton, Dick McKay, Sam Slaydon, Alton Holt, Bob Bowman, Rufus Duncan, Henry Holubec, Ralph Ridinger, Vernon Berry, Jerry Huffman, David Anderson, Georgia Hunt, Ray Polk

Oscar Brookshire, President, called the meeting to order.

Minutes of the February Board Meeting were approved upon motion made by Joe Hornsey and seconded by Harvey Westerholm.

The financial statement for the month of February was presented. Alton Holt made a few comments on some of the items.

A list of Program of Work comments from a survey of the members was passed out to the Directors. Alton Holt, Chairman of the Program of Work Committee, reported that more people were getting involved. It was agreed that the directors should look over the list of suggestions, that they should be re-grouped and at the next meeting a priority list should be made of what should be done.

Oscar Brookshire reported for the Lufkin Industrial Foundation, stating that Housing by Vogue wanted a release of approximately 6 acres which they wanted to sell to Steele and Swatek. The Trustees had agreed to release this land and they want to board's approval to do so. Motion was made by Henry Holubec and seconded by Harvey Westerholm.

In a report on the Lufkin-Nacogdoches Committee, Jerry Huffman said that the two groups were going to try to have a combined clean-up effort of Highway 59 between Lufkin and Nacogdoches. They are going to solicit the help of the civic clubs to each take one mile to clean up.

Also, the Lufkin-Nacogdoches Committee had pointed out that in its first month of operation Metro had had nore than 300 boardings in Lufkin and Nacogdoches.

Joe Hornsey made a motion that the Chamber make a policy that before a business can be given a grand opening by the Chamber, they must become a member. The motion was seconded by J.B. Manning and carried.

Also, Mr. Hornsey made a motion to the Board that no realtors or commercial apartments be listed on the Chamber's realtor and apartment lists unless they are members of the Chamber. Ray Polk seconded the motion. Motion carried.

For something else to help the Membership Committee, Joe Hornsey suggested that a directory of medical facilities of the area be compiled with only member doctors and dentists listed. Sue Bresie said that some doctors probably did not want to be put on this. Joe Hornsey said that he would meet with some of the doctors before the next board meeting.

Joe Hornsey said that an attempt was going to be made to change the billing procedure to try to get everyone to pay their dues in January.

Also, the Membership Campaign was to be conducted in April by the Board. Each Director is to name an assistant. Either the director or his assistant will contact the prospects.

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Each Director is responsible for a certain number of new members. There will be a performance board kept. The directors will make a report of their new members at the Board meeting in May.

During June, the top 38 members who have not been re-evaluated will be contacted. Each Board member will take two. In November, a letter will be sent to members who have not re-evaluated. Sam Slaydon made a motion that these projects for membership and re-evaluation be accepted. Harvey Westerholm seconded the motion. Motion carried.

David Anderson passed out a list of events scheduled and tentatively scheduled for the Civic Center and made a short report.

Jerry Huffman reported that the Board had received a letter from the Homebuilders Association (copies passed out) asking for the Chamber's support of their position on a zoning issue. Vernon Berry made a motion that the Chamber leave this up to the Planning and Zoning Commission since they had done much research and study on this and knew more about it than did the Chamber Board of Directors. Alton Holt seconded the motion. Joe Hornsey made a motion which was seconded by Henry Holubec that the Homebuilders Association be commended on the efforts to build lower cost housing in Lufkin.

The upcoming Junior Livestock Show was announced and all members of the Board were urged to be present.

Oscar Brookshire thanked Bob Bowman and Southland Paper, Inc. for inviting everyone out to Kurth Lake for the luncheon.

Adjourn.

Jerry Huffman, Executive Vice President

Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
February, 1976

	February 1976	Total 2 months	Budget 1976	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,400.00	$4,725.43	$28,800	$24,074.57
Manager Retirement	110.00	220.00	1,620	1,400.00
Allowances	396.40	672.10	3,750	3,077.90
TCCM Insurance	-0-	-0-	375	375.00
Payroll Taxes	199.29	329.43	1,750	1,420.57
Rent	300.00	600.00	3,600	3,000.00
Janitor & Building Maintenance	84.69	239.42	1,200	960.58
Telephone	172.20	305.69	1,400	1,094.31
Office Supplies	102.98	114.28	1,000	885.72
Utilities	-0-	31.40	300	268.60
Office Equipment	-0-	-0-	1,000	1,000.00
Dues & Subscriptions	350.00	372.65	750	377.35
Public Relations	76.91	76.91	300	223.09
Schools & Conferences	19.68	19.68	1,400	1,380.32
Postage & Freight	254.38	454.38	2,000	1,545.62
Maintenance	-0-	-0-	250	250.00
Insurance	-0-	-0-	300	300.00
Printing	439.95	759.40	2,500	1,740.60
Audit	-0-	-0-	550	550.00
General Expense	-0-	28.19	500	471.81
	4,096.48	8,948.96	53,345	44,396.04
PROJECT ACTIVITIES				
Committee Projects	690.59	690.59	10,750	10,059.41
	5,597.07	9,639.55	64,095	54,455.45
Savings Certificates	12,000.00			
	$17,597.07			

Bank Balance, February 1, 1976	$14,748.53
INCOME	
Membership Dues	5,236.97
	$19.985.50
Disbursements as listed above	$ 5,597.07
Bank Balance, February 29, 1976	2,388.43
Operating Fund Savings Certificates	12,000.00
	$19.985.50

YEAR TO DATE INCOME, FEBRUARY 29, 1976

Membership Dues	$23,047.97
Miscellaneous	13.78
	$23,061.75

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MINUTES
BOARD OF DIRECTORS
April 8, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Vernon Berry, Sue Bresie, Dr. Anna Beth Connell, Rufus Duncan, Duncan Garner, Dick McKay, Ray Polk, Ralph Ridinger, Sam Slaydon, Jim Stephens, Harvey Westerholm, Jerry Huffman
Guests: Max Powers, Johnny Jackson

Oscar Brookshire, President, called the meeting to order.

Minutes to previous meeting were approved on motion of Duncan Garner, second by Harvey Westerholm.

Financial statement was presented by Jerry Huffman for Treasurer Alton Holt. It was approved on motion by Ray Polk, second by Ralph Ridinger.

Education Committee Report: It was reported that Education Committee was planning their second Annual Career Information Day for Thursday, May 6 at the Lufkin Civic Center. Exhibits would be shown from 9-3 p.m. for students and 6-9 p.m. in the evening for general public. Also, students would be shown a film on the free enterprise system prior to viewing booths.

Transportation Committee Resolution: Max Powers, chairman, presented as a recommendation from his committee a resolution to honor Frank Gallaway, local District Highway Engineer who had recently passed away. Resolution was read and approved on motion by Harvey Westerholm, seconded by Ray Polk. Copy is attached to these minutes.

Agri-Business Report: Chairman Johnny Jackson reported on a successful 20th Annual Junior Livestock Show. He commented the auction sale was the largest ever and more of our youth participated than ever before. Also, he reported a sub committee of his group had toured several rodeo arenas and exhibition buildings recently to see their facilities. He said that his committee would like to propose a new youth and rodeo complex for our county and would like to make such a proposal to the County at their next Commission meeting. Discussion followed. Consensus of the Board was in favor of this effort and urged the committee to continue their efforts.

Women's Committee: Sue Bresie reported for Chairwoman Betty Hobbs that this committee had scheduled a luncheon for April 22 at the Angelina Hotel and were looking for activities for the group. She asked the Board to contact her or Betty if they had any suggestions.

Wall Street Journal: President Brookshire brought up a series of ads designed by Tom Meredith at the Lufkin News to be run in the Wall Street Journal for purpose of attracting new business to Lufkin. Discussion followed. Consensus was to table decision on this until further information was received.

Adjourn.

Jerry W Huffman
Jerry Huffman, Executive Vice President

Oscar L Brookshire
Oscar Brookshire, President

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RESOLUTION

Fin Transportation.

WHEREAS, the Angelina County Chamber of Commerce lost an outstanding member and friend with the death of Frank D. Gallaway on December 10, 1975; and

WHEREAS, Frank D. Gallaway joined the Texas State Department of Highways and Public Transportation in 1938 as a Rodman, and through hard and dedicated work for the citizens of East Texas became successively a Field Engineer, Associate Resident Engineer, Resident Engineer, and on February 1, 1973, District Engineer of District 11 of the Texas State Department of Highways and Public Transportation; and

WHEREAS, Frank D. Gallaway was not only a dedicated public servant, but also a good citizen, exhibiting these qualities by his service in the U.S. Navy during the Second World War, his activities with the Chamber of Commerce, Rotary Club, Deep East Texas Development Association, and his Deaconship of the Baptist Church; and

WHEREAS, we, the Board of the Angelina County Chamber of Commerce, and the Transportation Committee wish to pay tribute to a fine gentleman and dedicated public servant, who worked so closely with and so often for the residents of Angelina County creating a continued fine highway system in our area; and

WHEREAS, we also wish to extend sympathy to the family of Frank D. Gallaway;

NOW THEREFORE, BE IT RESOLVED, BY THE ANGELINA COUNTY CHAMBER OF COMMERCE:

THAT copies of this Resolution be prepared for Frank D. Gallaway's wife, Katie, and his children, as an expression of our feeling for the loss of this outstanding man.

THIS RESOLUTION was unanimously adopted on the 8th day of April, 1976.

Oscar Brookshire

President
Angelina County Chamber of Commerce

Chairman, Transportation Committee

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
March, 1976

	March 1976	Total 3 mos.	Budget 1976	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,400.00	$7,125.43	$28,800	$21,674.57
Manager Retirement	110.00	330.00	1,620	1,290.00
Allowances	250.00	922.10	3,750	2,827.90
TCCH Insurance	-0-	-0-	375	375.00
Payroll Taxes	170.00	499.43	1,750	1,250.57
Rent	300.00	900.00	3,600	2,700.00
Janitor & Building Maintenance	89.99	329.41	1,200	870.59
Telephone	127.07	432.76	1,400	967.24
Office Supplies	126.00	242.28	1,000	757.72
Utilities	57.69	89.09	300	210.91
Office Equipment	35.78	35.78	1,000	964.22
Dues & Subscriptions	101.40	474.05	750	275.95
Public Relations	-0-	76.91	300	223.09
Schools & Conferences	230.00	249.68	1,400	1,150.32
Postage & Freight	204.26	658.64	2,000	1,341.36
Maintenance	31.22	31.22	250	218.78
Insurance	-0-	-0-	300	300.00
Printing	141.75	901.15	2,500	1,598.85
Audit	-0-	-0-	550	550.00
General Expense	20.96	49.15	500	450 85
	4,398.12	13,347.08	53,345	39,997.92
PROJECT ACTIVITIES				
Committee Projects	125.00	815.59	10,750	9,934.41
	4,523.12	14,162.67	64,095	49,932.33
Bank Balance, March 1, 1976				2,388.43
INCOME				
Membership Dues		$1,212.68		
Certificate of Deposit Cashed		2,000.00		3,212.68
				5,601.11
Disbursements as listed above				4,523.12
Bank Balance, March 31, 1976				1,077.99
				5,601.11

YEAR TO DATE INCOME	Total 3 Months
Membership Dues	$26,260.65
Miscellaneous	13.78
	$26.274.43

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
March 1 - 31, 1976

INCOME

	March, 1976	Total 3 mos.
Banquet Ticket Sales	$430.00	$12,953.00
Banquet Contributions	1,943.00	10,483.00
First Friday	154.00	399.75
Christmas Activities	-0-	75.00
Jr. Livestock Show Sponsors (Premiums)	1,975.00	1,975.00
Jr. Livestock Show Sale	21,774.99	21,774.99
Miscellaneous Income	-0-	110.69
	26,276.99	44,771.43

DISBURSEMENTS

Banquet Expense	2,317.51	23,602.07
Miscellaneous	-0-	110.69
First Friday	178.75	178.75
Jr. Livestock Show Premiums	2,857.28	2,857.28
Jr. Livestock Show Sale	29,895.70	29,895.70
	35,249.24	56,644.49

RECAP:

Bank Balance, March 1, 1976	$105.19	
Receipts	26,276.99	
		26,382.18
Disbursements, March	35,249.24	
Bank Balance, March 31, 1976	(- 8,867.15)	26,382.18

ACCOUNTS RECEIVABLE & CASH ON HAND FOR SPECIAL ACCOUNT

JR. LIVESTOCK SHOW SALE

Cash on hand	$4,589.38	
Accounts receivable	3,531.72	
		$8,121.10

JR. LIVESTOCK SHOW SPONSORS

Cash on Hand	100.00	
Outstanding	230.00	330.00

Banquet Tickets

Cash on Hand	40.00	
Outstanding	90.00	130.00
Banquet Contributions Outstanding		200.00
		$8,781.10

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MEMBERSHIP DUES ACTIVITIES REPORT
ANGELINA COUNTY CHAMBER OF COMMERCE

Jan. 1, 1976 - March 31, 1976

NEW MEMBERS

Edward D. Jones & Company	$50.00	
Turner Sleep Shops	50.00	
L & M Trophy Shops	50.00	
DK's Hardware	50.00	
McDonald's	100.00	
Tom Gann & Asso.	50.00	
KIMCO	200.00	
Mrs. Douglas McClary	25.00	
Bronough's	50.00	
Automotive Parts, Inc.	50.00	
Jerry W. Thompson, CPA	50.00	
Aluminum Gutter, Inc.	50.00	
East Texas Medical Clinic (Dr. Karpen)	50.00	
John Ross Kay, Attorney	50.00	
		+ $875.00

CANCELLATIONS

Sandra Piper Insurance	50.00	
Clarence Barber Exxon	50.00	
Massey Business College	69.00	
Lufkin Transfer & Storage	86.00	
Texas International	86.00	
Angelina Oil Company	50.00	
		- 391.00

DECREASE

Wm. Cameron & Company	109.00	- 109.00

Net Increase for Year	375.00
Increase Needed for 1976 Budget	18,028.00
Balance Needed	17,653.00

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MINUTES
BOARD OF DIRECTORS
May 13, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Sue Bresie, W.J. Thornton, Bob Bowman, Jim Stephens, Henry Holubec, Ralph Ridinger, Joe Hornsey, Rufus Duncan, Harvey Westerholm, Duncan Garner, Dick McKay, Alton Holt, Jerry Huffman, Ed Wagoner, Johnny Jackson, Ray Polk

Oscar Brookshire, President, called the meeting to order.

The minutes of the April Board Meeting were approved upon motion by Harvey Westerholm, seconded by Jim Stephens.

Alton Holt, Treasurer, briefly explained the April Financial Statements. Copies of the 1975 Audit Report for the Chamber and the Industrial Foundation were presented to Directors. Jerry Huffman explained some of the items on the audit. Both the monthly financial statement and the audit reports were approved upon motion made by Duncan Garner and seconded by Dick McKay.

In a report for the Legislative Committee, Chairman Ed Wagoner said there were two resolutions needing the Board's consideration. One was the Monongahela Decision (resolution filed with minutes) which he explained. The Board passed this resolution with a motion made by Joe Hornsey and seconded by Alton Holt.

The second resolution was one the Public Utilities Commission (copy filed with minutes) regarding the Commission putting a limit on the amount public utilities could spend on community development. This resolution was also passed, upon motion by Rufus Duncan and second by Alton Holt. These two resolutions were to be mailed to the proper elected officials so that the views of the Angelina County Chamber of Commerce could be expressed on these issues.

Joe Hornsey told the Directors that they had until the end of May to complete their contacts for membership in the Chamber. He passed out a list of new members that had already joined.(copy attached)

Johnny Jackson showed and explained drawings of the proposed Angelina Youth and Rodeo Complex.

Jerry Huffman read a letter of resignation from David Anderson who was manager of the Lufkin Visitor and Convention Bureau.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Oscar Brookshire, President

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RESOLUTION

WHEREAS, timber sales in the National Forests have been limited in a number of states by recent court decisions, beginning with the so-called "Monongahela decision," and

WHEREAS, preservationist groups are attempting to halt or severely limit timber sales on all National Forests, and have told a U. S. Senate hearing that it may be eventually "necessary for Congress to regulate private forest-lands," and

WHEREAS, a timber "embargo" in the entire National Forest system would result in shortages and higher prices for all wood-based products and in the loss of thousands of jobs in the wood products industry, and

WHEREAS, such an "embargo" would severely cripple the economy of East Texas and deprive dozens of counties, school districts and other local governmental agencies of revenue received as a result of timber sales, and

WHEREAS, the cause of the problem is an 1897 law interpreted strictly by the courts despite later laws and nearly 75 years of advances in forest practices.

THEREFORE, the Angelina County Chamber of Commerce urges Texas' representatives in Congress to seek legislative remedies allowing the National Forests to be managed on the basis of today's environmentally-sound forest management principles that consider all forest benefits, including water, wildlife, recreation and timber.

APPROVED by the Board of Directors of the Angelina County Chamber of Commerce at its meeting in Lufkin, Texas, on the 13 day of May, 1976, A.D.

Chairman, Legislative Committee

Oscar L. Brookshire

President, Chamber of Commerce

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RESOLUTION

WHEREAS, the Angelina County Chamber of Commerce is deeply concerned about the proposed substantive rules of the newly established Public Utility Commission, and,

WHEREAS, our specific concern deals with section .032, Cost of Service, sub sections a, b, B and vi, which would effectually eliminate the direct and indirect support provided by our utilities to the economic development and welfare of our cities, and

WHEREAS, the active participation of this industry is vital to our own local efforts, and,

WHEREAS, if we are deprived of this support, the remaining community would be handed an additional burden by an agency charged with protection of the public interest, and,

WHEREAS, recognizing these proposals as detrimental to the future growth of our area as well as all of the fast growing East Texas area we urge the commission to exercise restraint in the adoption of such rules that would retard the growth of business and industry in any manner,

THEREFORE, the Angelina County Chamber of Commerce requests the Public Utility Commission to consider such restraint and delete the portion of the proposed rules pertaining to control of advertising and funds for the promotion of energy use.

APPROVED by the Board of Directors of the Angelina County Chamber of Commerce at its meeting in Lufkin, Texas, on the 13 day of May, 1976, A.D.

Chairman, Legislative Committee

Oscar L. Brookshire

President, Chamber of Commerce

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
April, 1976

	April 1976	Total 4 mos.	Budget 1976	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$ 2,400.00	$9,525.43	$28,800	$19,274.57
Manager Retirement	110.00	440.00	1,620	1,180.00
Allowances	374.20	1,296.30	3,750	2,453.70
TCCM Insurance	-0-	-0-	375	375.00
Payroll Taxes	179.78	679.21	1,750	1,070.79
Rent	300.00	1,200.00	3,600	2,400.00
Janitor & Building Maint.	80.00	409.41	1,200	790.59
Telephone Expense	137.52	570.28	1,400	829.72
Office Supplies	123.11	365.39	1,000	634.61
Utilities	29.46	118.55	300	181.45
Office Equipment	35.78	71.50	1,000	928.50
Dues & Subscriptions	50.00	524.05	750	225.95
Public Relations	55.54	132.45	300	167.55
Schools & Conferences	8.00	257.68	1,400	1,142.32
Postage & Freight	239.38	898.02	2,000	1,101.98
Maintenance	-0-	31.22	250	218.78
Insurance	-0-	-0-	300	300.00
Printing	236.03	1,137.18	2,500	1,362.82
Audit	-0-	-0-	550	550.00
General Expense	-0-	49.15	500	450.85
	$4,358.79	$17,705.82	$53,345	$35,639.18
PROJECT ACTIVITIES				
Committee Projects	$ 511.89	1,327.48	$10,750	$ 9,422.52
	$4,870.69	$19,033.30	$64,095	$45,061.70

Bank Balance, April 1, 1976		$1,077.99
INCOME:		
Membership Dues	$6,410.43	
Sale of Equipment	50.00	6,460.43
		$7,538.42
Disbursements as listed above		$4,870.69
Bank Balance, April 30, 1976		2,667.73
		$7,538.42

YEAR TO DATE INCOME - Total 4 Months

Membership Dues	$30,671.08
Miscellaneous	63.78
	$30,734.86

Certificates of Deposit - $10,000

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
April, 1976

NEW MEMBERS

Hights Auto Parts	$50.00	
Transit Mix Concrete	50.00	
Auto Vinyl Top Center	50.00	
Green Thumb Nursery	50.00	
Bob Flournoy	25.00	
The Outhouse	50.00	
Raul M. Guiterrez, M. D.	100.00	
C. H. McClure, M. D.	100.00	
Jennings Auto Supply	50.00	
Holley's Sales	50.00	
James Holt Machine Co.	50.00	
J. O. Cheatham, Contractor	50.00	
Consumer's Panel Barn	50.00	
Lufkin Lanes	50.00	
J. L. Beaird	25.00	
Miller's Furniture	50.00	
Keith Green, CPA	50.00	
		+ $900.00

Cancellations

Showtown Twin	50.00	
Sammy's Auto Parts	50.00	
Pargas	50.00	
W. W. Beaver	25.00	
		- 175.00

Decreases

R. V. Welch	- $25.00	
Sam's Cabinet Shop	- 50.00	
		- 75.00

Net Increase for April, 1976	$650.00
Net Increase for 1976	1,111.00
Needed for Budget	$13,391.00
Balance Needed for Budget	$12,280.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
April, 1976

INCOME

	April, 1976	Total 4 Months
Banquet Ticket Sales	$ 20.00	$12,979.00
Banquet Contributions	-0-	10,483.00
First Friday	190.50	590.25
Christmas Activities	-0-	75.00
Jr. Livestock Show Sponsors	420.00	2,395.00
Jr. Livestock Show Sale	8,029.10	29,804.00
Miscellaneous Income	-0-	110.69
	$8,659.60	$56,436.94

DISBURSEMENTS

Banquet Expense	-0-	23,602.07
Miscellaneous Expense	-0-	110.69
First Friday	217.25	396.00
Jr. Livestock Show Premiums	-0-	2,857.28
Jr. Livestock Show Sale	-0-	29,895.70
Bicentennial Flags	25.30	25.30
Goodwill Committee	112.72	112.72
	$ 355.27	$36,999.76

RECAP:

Bank Balance, April 1, 1976	(-8,867.15)	
Receipts	8,659.60	
		(-207.55)
Disbursements, April	355.27	
Bank Balance, April 31, 1976	(- 562.82)	
		(-207.55)

ACCOUNTS RECEIVABLE & CASH ON HAND FOR SPECIAL ACCOUNT

Jr. Livestock Show Sale			
Outstanding		191.70	
Jr. Livestock Show Sponsors			
Outstanding	125.00		
Cash on Hand	25.00		
		150.00	
Banquet Tickets			
Outstanding	70.00		
Cash on Hand	20.00		
		90.00	
Banquet Contributions			
Outstanding		100.00	
Bicentennial Flags			
Outstanding		25.30	
Goodwill Committee			
Outstanding		121.08	
Total			678.08

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MINUTES
ANGELINA COUNTY CHAMBER OF COMMERCE
BOARD OF DIRECTORS
June 10, 1976 11:00 a.m.
Chamber Office

Present. Oscar Brookshire, Dr. Anna Beth Connell, Sue Bresie, Rufus Duncan, Duncan Garner, Harvey Westerholm, Dick McKay, Ray Polk.

Oscar Brookshire, President, called the meeting to order.

MINUTES: On motion by Dr. Anna Beth Connell, second by Sue Bresie, minutes for May Board meeting were approved.

FINANCIAL STATEMENT: On motion by Duncan Garner, second by Harvey Westerholm, the financial statement and report as attached to these minutes were approved.

MEMBERSHIP REPORT: Under the chairmanship of Joe Hornsey, the membership effort so far in 1976 had netted 33 new members totaling $1,725.00. Directors were urged to complete the calls on member prospects that had not yet been made to wind up the drive.

AGRI-BUSINESS: The Agri-Business Committee chaired by Johnny Jackson announced they would be recommending to the County Commission the proposed Fairgrounds Complex. Total cost to be approximately $975,000. Commission would be asked to call a bond election for November at the same time of general election.

WOMEN'S COMMITTEE: Sue Bresie presented a recommendation to the Board from Betty Hobbs, Chairperson of the Women's Committee to establish a Women's Division of the Chamber of Commerce with its own by-laws, officers, etc. Since this committee had grown so large, the division set-up would allow them to function better and serve as an arm of, not separate from, the regular Chamber operation. A copy of the proposed by-laws is attached to these minutes . Discussion followed. On motion by Duncan Garner, second by Harvey Westerholm, it was passed to allow the Women's Committee to pursue such a division set-up and proceed accordingly with regular updated reports to the Board on its program.

VISITOR/CONVENTION REPORT: Chamber manager Jerry Huffman reported he had interviewed several applicants for the Lufkin Visitor & Convention Bureau Manager's position and hoped to make a decision soon on this opening. Scheduling and promotion of the Civic Center was proceeding well with present staff taking on added duties to carry out the operations of such.

There being no further business, the meeting as adjourned.

Oscar Brookshire
Oscar Brookshire, President

Jerry W Huffman
Jerry Huffman, Exec. Vice President

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CONSTITUTION AND BYLAWS
of the
WOMEN'S DIVISION
of the
ANGELINA COUNTY CHAMBER OF COMMERCE

Article I

Name

The name of this organization shall be the "Women's Division of the Angelina County Chamber of Commerce."

Article II

Objects

Objects and purposes of the Women's Division shall be to foster the spirit of cultural and commercial progress among the business and professional women of Angelina County, to encourage good will and fellowship, and to enable them to cooperate with the Angelina County Chamber of Commerce in the advancement of agricultural, industrial, commercial, educational and civic and community interests of county of Angelina.

Article III

Membership

Section I. Active Membership--Active Membership in the Women's Division shall be limited to representative women (1) established in business, or (2) as members of firms, or (3) who may be designated by firms, or (4) professional women, or (5) women in positions of recognized trust and responsibility. Women in Angelina County with the qualifications outlined in this section may become active members upon payment of annual dues.

Section II. Honorary Members--Upon recommendation of the Board of Directors, honorary memberships may be conferred for distinction in public affairs at any annual meeting by a two-thirds vote of those present and voting.

Section III. Application--Each candidate for membership in the Women's Division shall make application in writing accompanied by remittance of one year's dues.

An application for membership must be endorsed by a member in good standing and application must be presented to the Membership Committee for consideration. If the Membership Committee approves the application, it shall then be presented to the Board of Directors of the Women's Division for approval and to the Board of Directors of the Chamber of Commerce for final approval.

Section IV. Voting--Membership in the Women's Division shall carry with it all the privileges afforded members of the Angelina County Chamber of Commerce except that the members of the Women's Division (other than the President of the Women's Division whose duties and privileges are set forth in Article IV of the bylaws) shall not have the right to vote for the election of members of the Board of Directors of the Angelina County Chamber of Commerce.

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Each member shall be entitled to one vote at any election held by the Division. Members cannot vote by proxy.

Section V. Resignations--All resignations shall be submitted in writing and shall take effect when accepted by the Board of Directors. The Board may refuse to accept a resignation of any member indebted to the organization.

Article IV

Officers and Directors

Section I. Directors--The government of this organization, the direction of its work and the control of its property shall be vested in a Board of Directors of 13 members consisting of the retiring President, and the 12 other members who shall be elected by the members of the Women's Division.

A. Four members of the Board of Directors shall be elected each year for a term of three years.

B. No Director, who has served a full term, shall be eligible for re-election for one year.

Section II. Officers--The officers of the Women's Division shall consist of a President, a First Vice President, a Second Vice President, a Secretary and a Treasurer.

A. Election--The President, First Vice President and Second Vice President shall be elected by the Board of Directors at its first meeting which shall be held within ten days after the annual election of the members of the Board of Directors.
No member shall be eligible to the office of President who has not at one time served at least one year as a member of the Board of Directors.

B. Duties--The President of the Women's Division shall preside at all meetings of the Board of Directors and all business meetings of the Division and perform such other duties as ordinarily pertain to or are indicated by the title of that office.
The President of the Women's Division shall be a member, ex-officio, of the Board of Directors of the Angelina County Chamber of Commerce representing the Women's Division at all meetings of said Board.
She shall sign or countersign all checks or receipts for the payment or withdrawal of money of the Women's Division.

C. Vice President--In the absence of the President, the First Vice President, or in her absence, the Second Vice President shall perform the duties of the President.
The First Vice President shall have the supervision of all committees dealing with internal affairs. The Second Vice President shall have the supervision of all committees dealing with external affairs.

D. Secretary--The Secretary shall keep the minutes of all meetings of the Board of Directors and shall have the custody of all books, records and papers belonging to the Women's Division. She shall keep a register of the names of all members of the Division. She shall report upon all dues and fees of the Division that are rendered to the Women's Division and shall keep books of account showing all money and possessions owned by the Division which are independent of the

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Chamber of Commerce. She shall render a monthly report of such matters to the Board of Directors and shall perform such other duties as are customary to such office. She shall countersign all checks and receipts for the payment or withdrawal of money of the Women's Division.

Section III. Nominations and Elections

A. Nominating Committee--On or before September 1, the President, with the approval of the Board of Directors, shall appoint a Nominating Committee of five members, three of whom shall be from the membership at large and two from the Board of Directors.

On or before October 1, the Secretary of the Women's Division shall mail a ballot to each member in good standing of the Women's Division. This shall list the names of those nominees selected by the Nominating Committee as well as by other nominees whose names have been presented in writing with the signature of not less than 15 members in good standing of the Women's Division.

On or before October 15, the President will appoint an Election Board comprised of five members, three of whom shall be from the membership at large. The ballots shall be returned to the Secretary of the Women's Division who shall retain them unopened to be turned over to the Election Board on November 1. Should November 1 be a Saturday, Sunday or holiday, they shall be turned over to the Election Board the first working day after November 1. The report of the Election Board shall be presented to the Board of Directors within ten days following the counting of the ballots at a meeting which shall be called for that purpose by the President.

B. Qualifications of Nominees--Nominees shall be selected because of their broad interest in the business and civic life of Angelina County. In making nominations the Nominating Committee shall consider the qualifications and interests of those already on the Board of Directors and shall endeavor, insofar as possible, to keep the Board of Directors representative of the business, civic and sectional interests of the membership.

1. On or before September 15, it shall record its list of candidates to the membership by bulletin.

2. The chairman of the Nominating Committee for the next five days following the publishing of the report of the Nominating Committee shall be authorized to accept any petitions for additional candidates signed by 15 members of the organization in good standing.

3. The official ballot shall give clear instructions as to how votes shall be cast. Names shall be arranged on the ballots alphabetically. Ballots on which votes are cast for more than the number of directors to be elected shall be termed defective and shall not be counted. No proxy shall be allowed. The Nominating Committee shall report results of the election at the Annual Meeting.

Article V

Dues

Section I. The dues of each member of this Division shall be payable annually in advance to the Angelina County Chamber of Commerce. Dues will be delinquent on the 20th day of the month following the due date when such members shall thereafter be denied the privileges of the Division and the Chamber of Commerce so long as their dues remain unpaid, and a notice to that effect shall be mailed to each.

Section II. All membership dues shall be paid into the General Fund of the Angelina

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County Chamber of Commerce. No extraordinary expenditure shall be contracted by the Women's Division without the approval of the Board of Directors of the Chamber of Commerce or its duly authorized representatives.

Section III. The Board of Directors of the Women's Division shall submit an annual budget for their Division to the Board of Directors of the Angelina County Chamber of Commerce for approval at the first Board meeting after the first of February.

Section IV. The amount of the annual dues shall be set by the Board of Directors of the Women's Division.

Article VI

Fiscal Year

The fiscal year of the Women's Division shall coincide with the fiscal year of the Angelina County Chamber of Commerce, January 1 to December 31.

Article VII

Meetings

Section I. The Board of Directors shall hold a monthly meeting at a time agreed upon by the Board of Directors at its initial meeting of the year. A special meeting may be called at any time by the President, or by any five members of the Board of Directors.

At all meetings of the Board of Directors, eight (8) members shall constitute a quorum.

Section II. The Annual Meeting of the Women's Division shall be held in November of each year. At this meeting the Annual Report of the President and the various committees and their activities shall be presented. The report of the election of the new directors shall be made to the membership. At this meeting the Treasurer shall present a detailed statement of the financial condition of the Women's Division.

At the Annual Meeting, 25 percent of the members of the Division shall constitute a quorum.

Section III. Special Meetings--A special meeting of the members may be called by the President or by the vote of the Board of Directors, or by the President or the Secretary upon written request of 15 members. A written notice of all special meetings shall be mailed to every member at the address which appears on the organization records at least seven days before the day fixed for such a meeting. Such notice shall state time and place of meeting and the business to be transacted.

Article VIII

Committees

Section I. The Board of Directors shall authorize and define the powers and duties of all committees.

Section II. The President shall appoint all committees subject to the confirmation by the Board of Directors

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Section III. The Executive Committee shall be composed of the President, the two Vice Presidents, and the Secretary/Treasurer.

Section IV. In the interim between meetings of the Board, the Executive Committee shall have charge of the routine business of the Division. It shall have general charge of the finances and property of the Division and shall have authority to order disbursements for necessary expenses and may grant to any committee a reasonable amount of money for special work, provided such amount shall not exceed the budget allowance for such work as previously approved by the Board. At the beginning of the fiscal year, it shall prepare and submit to the Board a budget of the general expenses of the Division for that year.

Section V. The Executive Committee may refer matters brought before it to a proper standing committee, which it may designate, or to the Board.

Section VI. It shall be the function of committees to investigate and make recommendations. They shall report to the Board of Directors in writing. This report may be in the form of minutes. No committee shall represent the Women's Division in advocacy of, or opposition to, any project without specific authority of the Board of Directors.

The Board of Directors of the Women's Division, in turn, will not approve the advocacy of, or opposition to, any project without the specific approval of the Board of Directors of the Angelina County Chamber of Commerce.

Article IX

Funds

In accordance with Article IV of these bylaws, all dues shall be paid into the Treasury of the Angelina County Chamber of Commerce. In accordance with the bylaws of the Angelina County Chamber of Commerce, the Women's Division shall be allowed a budget sufficient to maintain and carry on the affairs of the Division. This budget shall be arranged by the Finance Committee of the Women's Division, together with the Finance Committee of the Angelina County Chamber of Commerce, and submitted to the Board of Directors of the Angelina County Chamber of Commerce for approval at the first meeting in February.

All revenues, except the dues, paid into the Women's Division shall be placed in a special fund which shall be under the supervision of the Finance Committee of the Women's Division. The Finance Committee shall audit the books and account for this fund once a year.

No obligation shall be incurred and no money shall be appropriated from the Special Fund without being submitted for the recommendation of the Finance Committee and approved by the Board of Directors of the Women's Division.

The Finance Committee shall hold, manage and protect the Special Fund and shall invest and reinvest the money thereof in such securities and investments as are considered suitable and proper for the investment of trust funds and approved by the Board of Directors. All withdrawals from the fund shall be by check or receipt signed and countersigned by the President and Secretary of the Women's Division.

The Finance Committee shall make a report in writing to the members at the Annual Meeting of the Women's Division, showing in detail the items of the Special Fund, where invested, the cash on hand and the income and expenditure during the period covered by the report.

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Article X

Parliamentary Procedure

The proceedings of the Women's Division meetings shall be governed by, and conducted according to, the latest edition of Robert's Rules of Order, Revised.

Article XI

General Policies

All policies of the Women's Division shall be subject to the approval of the Board of Directors of the Angelina County Chamber of Commerce.

Article XII

Amendments

Section I. These bylaws may be amended only upon the referendum mail vote of which a majority of the votes received of members in good standing within five days after date of mailing shall be in the affirmative. All proposed amendments shall first be approved and recommended by the Board of Directors of the Women's Division and shall be effective only when approved by the Board of Directors of the Angelina County Chamber of Commerce.

Section II. Such referendum votes shall be counted by the committee on constitution and bylaws and the result thereof reported by such committee to the Board of Directors and the membership.

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
May, 1976

	May 1976	Total 5 mos.	1976 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$ 2,400.00	$11,925.43	$28,800	$16,874.57
Manager Retirement	110.00	550.00	1,620	1,070.00
Allowances	250.00	1,546.30	3,750	2,203.70
TCCM Insurance	-0-	-0-	375	375.00
Payroll Taxes	140.40	819.61	1,750	930.39
Rent	300.00	1,500.00	3,600	2,100.00
Janitor & Building Maintenance	119.42	528.83	1,200	671.17
Telephone Expense	124.63	694.91	1,400	705.09
Office Supplies	64.95	430.34	1,000	569.66
Utilities	29.95	148.50	300	151.50
Office Equipment	844.28	915.78	1,000	84.22
Dues & Subscriptions	5.00	529.05	750	220.95
Public Relations	-0-	132.45	300	167.55
Schools & Conferences	63.40	321.08	1,400	1,078.92
Postage & Freight	200.00	1,098.02	2,000	901.98
Maintenance	59.50	90.72	250	159.28
Insurance	-0-	-0-	300	300.00
Printing	51.14	1,188.32	2,500	1,311.68
Audit	-0-	-0-	550	550.00
General Expense	-0-	49.15	500	450.85
	4,762.67	22,468.49	53,345	30,876.51
PROJECT ACTIVITIES				
Committee Projects	499.23	1,826.71	10,750	8,923.29
	5,261.90	24,295.20	64,095	39,799.80

Bank Balance, May 1, 1976	2,667.73
INCOME	
Membership Dues	3,323.75
	5.991.48
Disbursements as listed above	5,261.90
Bank Balance, May 31, 1976	729.58
	5,991.48

YEAR TO DATE INCOME - Total 5 Months

Membership Dues	$33,994.83
Miscellaneous	63.78
	$34,058.61

Certificates of Deposit - $10,000 (Operating Fund)

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
May, 1976

INCOME

	May, 1976	Total 5 months
Banquet Tickets & Contributions	$ 167.00	$23,629.00
First Friday	282.00	872.25
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	224.50	2,619.50
Jr. Livestock Show Sales	-0-	29,804.00
Miscellaneous Income	-0-	110.69
Flags	2.50	2.50
Goodwill Committee	289.08	289.08
Women's Luncheon	87.00	87.00
	$1,052.08	$57,489.02

DISBURSEMENTS

Banquet Expense	-0-	$23,602.07
Miscellaneous Expense	-0-	110.69
First Friday	247.60	643.60
Jr. Livestock Show Premiums	-0-	2,857.28
Jr. Livestock Show Sale	-0-	29,895.70
Flags	-0-	25.30
Goodwill Committee	302.02	414.74
	$ 549.62	$57,549.38

RECAP:

Bank Balance, May 1, 1976	(-$562.87)	
Receipts	1,052.08	
		$489.26
Disbursements, May	549.62	
Bank Balance, May 31, 1976	(-60.36)	
		$489.26

ACCOUNTS RECEIVABLE FOR SPECIAL ACCOUNT

Jr. Livestock Show Sale	$191.70
Jr. Livestock Show Sponsors	125.00
Banquet Tickets	50.00
Flags	25.30
Goodwill Committee	126.00
	$ 518.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
May, 1976

NEW MEMBERS

Forrest Western Auto	$50.00	
Town & Country Sales	50.00	
J's & B's Supermarket	50.00	
Monroe - The Calculator Company	50.00	
Huntington Auto Parts	50.00	
Plaster Hut	50.00	
Ronnie's Western Store	50.00	
Lufkin Pecan Shelling	50.00	
Donovan's Real Estate	50.00	
Evans Sheet Metal	50.00	
Waller Sales	50.00	
		+ $550.00

CANCELLATIONS

Gilbert Spring, Attorney (requested)	50.00	
Red Ball Motor Freight (moved)	86.00	
Lovett's Antiques (out business)	50.00	
Summerall-Beauchamp Drug (out business)	50.00	- 236.00

Increases

Ames Fried Chicken	up	25.00	+ 25.00

Net Increase for May, 1976	$339.00
Net Increase for Year	$ 1,450.00
Increase needed for Budget	$13,391.00
Balance Needed for Budget	$11,941.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
DELINQUENT ACCOUNTS
6-1-76

MEMBER		AMOUNT DUE	ANNUAL DUES
A-Ace Locksmith	150 days	$25.00	$50.00
J. A. Anderson	150 days	50.00	50.00
Dunn's Drive In Market	150 days	50.00	50.00
Free Press	150 days	50.00	50.00
Greenville Texaco	150 days	50.00	50.00
Hathorn's Seafood	150 days	25.00	50.00
House of Photography	150 days	50.00	50.00
Kwik-Chek	150 days	25.00	50.00
Lufkin Steel Fabricators	150 days	83.00	83.00
Lufkin TV Magnavox	150 days	25.00	50.00
Riley Mobile Homes	150 days	50.00	50.00
Dr. Robert Ray, D.D.S.	150 days	50.00	50.00
Swindle-Satterwhite	150 days	100.00	100.00
Thurman's of Lufkin	210 days	37.50	50.00
Winchell's	150 days	25.00	50.00

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MINUTES
BOARD OF DIRECTORS
July 8, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Bob Bowman, Rufus Duncan, Duncan Garner, Alton Holt, Henry Holubec, Joe Hornsey, Dick McKay, Ralph Ridinger, Jim Stephens, W.J. Thornton, Harvey Westerholm, Jerry Huffman

Oscar Brookshire, President, presided.

Ratification of previous board action: President Brookshire asked for a motion to ratify action of previous Board meeting as there was not a quorum present. W.J. Thornton so moved, seconded by Alton Holt.

Minutes: Minutes of June Board meeting were approved on motion by Duncan Garner, second by Bob Bowman.

Treasurer's report: Alton Holt, Treasurer, presented the June financial statement and moved that it be approved. Statement is attached to these minutes. Motion seconded by Joe Hornsey. Carried.

Membership report: Joe Hornsey, Chairman, reported an increase of 49 new members for the year totaling $2,650 in new membership money. He said the Board effort in membership had netted 33 new members and urged those members who had not responded to do so.

Re-evaluation: Hornsey also reported that a comprehensive re-evaluation research would be done in November to continue our strong effort in increasing the Chamber income. Main efforts would be directed to those members who have not been increased in the last few years.

Agri-Business report: Chamber Manager Huffman reported for Chairman Johnny Jackson that the committee had again approached the County Commission concerning the proposed $975,000 Youth & Agriculture Complex. He commented the Commissioners seemed favorable and a favorable decision was expected in September to place such a proposal on the November ballot.

LVCB report: Huffman reported he had hired Barry Hayes, formerly of Lufkin, now News Director for a radio station in Baton Rouge to be manager of the Lufkin Visitor & Convention Bureau. Hayes would begin work August 1.

Image of Chamber: Director Joe Hornsey said he felt the Chamber had a definite image problem due to responses he had received from member prospects recently. He felt we were not doing an adequate job in telling the Chamber story to the general public and that the Chamber manager was not being exposed enough to the membership and the public. He recommended we hire someone to survey the members and the community just to see what our true image was. Bob Bowman commented he felt we could do more with the media and said he felt the Chamber manager should send out more news releases.

President Brookshire appointed a committee to look into these recommendations, get an idea of the Chamber's image and report to the Board in August. Committee appointed consisted of Bob Bowman, chairman, Henry Holubec, Harvey Westerholm and Jim Stephens.

Building lease: President Brookshire commented that it had been brought to his attention by Chamber Manager Huffman that the lease on our present facility expired June 15, 1977.

cont.

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He added that it was doubtful that the Hotel would consider a renewal as they wanted the space for their own expansion. If we were going to build our own facility, the time was now. Brookshire re-appointed a new building research committee to study this and recommend to Board by September meeting. Committee consisted of: Rufus Duncan, chairman, Duncan Garner, Joe Hornsey, Ray Polk, and Sue Bresie.

Community Development Foundation: President Brookshire said he would contact Vernon Berry to see how progress was going on the creation of such. This new foundation would allow us to receive monies from already existing foundations in our area to do more community development programming.

Meeting adjourned.

Jerry Huffman, Executive Vice President

Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
June, 1976

	June 1976	Total 6 months	1976 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,400.00	$14,325.43	$28,800	$14,474.57
Manager Retirement	110.00	660.00	1,620	960.00
Allowances	383.83	1,930.18	3.750	1,819.82
TCCM Insurance	-0-	-0-	375	375.00
Payroll Taxes	140.40	960.01	1,750	789.99
Rent	300.00	1,800.00	3,600	1,800.00
Janitor & Building Maint.	80.00	608.83	1,200	591.17
Telephone Expense	100.60	795.51	1,400	604.49
Office Supplies	26.75	457.09	1,000	542.91
Utilities	31.82	180.32	300	119.68
Office Equipment	35.78	951.56	1,000	48.44
Dues & Subscriptions	35.60	564.65	750	185.35
Public Relations	21.81	154.26	300	143.74
Schools & Conferences	45.00	366.08	1,400	1,033.92
Postage & Freight	25.00	1,123.02	2,000	876.98
Maintenance	36.50	127.22	250.	122.78
Insurance	7.50	7.50	300	292.50
Printing	212.31	1,400.63	2,500	1,099.37
Audit	550.00	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	4,542.95	27,011.44	53,345	26,333.56
PROJECT ACTIVITIES				
Committee Projects	548.42	2,375.13	10,750	8,374.87
	5,091.37	29,386.57	64,095	34,708.43

Bank Balance, June 1, 1976		$ 729.58
INCOME		
Membership Dues	$1,057.12	
Interest Income	36.72	
C D's Cashed In	3,500.00	
		4,593.84
		5,323.42
Disbursements as listed above		5,091.37
Bank Balance, June 30, 1976		232.05
		5,323.42

YEAR TO DATE INCOME

Membership Dues	$35,052.45
Miscellaneous	63.78
Interest Income	36.72
	$35,152.95

Certificates of Deposit (Operating Fund) - $6,500.00
Certificates of Deposit (Reserve Savings) $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
June, 1976

INCOME	June, 1976	Total 6 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	72.00	944.25
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	100.00	2,719.00
Jr. Livestock Show Sales	-0-	29,804.00
Miscellaneous Income	-0-	110.69
Flags	25.30	27.80
Goodwill Committee	84.00	373.08
Women's Luncheon	117.00	204.00
Career Day Booths	445.00	445.00
	$ 843.30	$58,332.32

DISBURSEMENTS		
Banquet Expense	-0-	23,602.07
Miscellaneous Expense	-0-	110.69
First Friday	-0-	643.60
Jr. Livestock Show Premiums	105.00	2,962.28
Jr. Livestock Show Sale	-0-	28,895.70
Flags	-0-	25.30
Goodwill Committee	-0-	414.74
Women's Committee	247.51	247.51
	$ 352.51	57,901.89

RECAP:

Bank Balance, June 1, 1976	$(- 60.36)	
Receipts	843.30	
		$782.94
Disbursements, June	352.51	
Bank Balance, June 30, 1976	430.43	
		$782.94

ACCOUNTS RECEIVABLE FOR SPECIAL ACCOUNT

Jr. Livestock Show Sale	$191.70	
First Friday	21.00	
Banquet Tickets	50.00	
Career Day Booths	210.00	
Goodwill Committee	84.00	
		$556.70

ACCOUNTS PAYABLE FOR SPECIAL ACCOUNT

Career Day Booths	$642.60

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
June, 1976

NEW MEMBERS

Potts Photography		$50.00	
Scott Lumber Company		50.00	
S & M Body Shop		50.00	
Lafayette Radio & Electronics		50.00	
Evelyn Johnson, Realtor		50.00	
Lufkin Auto Parts		50.00	
Nathan Edwards Insurance		50.00	
			+ $350.00

Cancellations

Jerry Thompson, CPA (moved)		50.00	- 50.00

Increases

Decorative Interiors	up	50.00	+ 50.00

Net increase for June, 1976	$350.00
Net Increase for 1976	1,800.00
Increase Needed for Budget	13,391.00
Balance needed for Budget	11,591.00

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MINUTES
BOARD OF DIRECTORS
August 19, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Vernon Berry, Bob Bowman, Sue Bresie, Dr. Anna Beth Connell, Henry Holubec, Dick McKay, Ralph Ridinger, Sam Slaydon, Jim Stephens, W.J. Thornton

Oscar Brookshire, President opened the meeting.

Minutes: July minutes were approved on motion by Jim Stephens, seconded by Bob Bowman.

Financial Statement: July financial statement was approved on motion by Henry Holubec and seconded by Ralph Ridinger.

LVCB Report: New LVCB manager Barry Hays gave an updated report on the activities at the Civic Center so far this year. Over 40 activities at the Center had attracted over 21,000 persons to use the facility. He mentioned several things the LVCB would be doing for 1977 as the City had approved a $28,800 budget for the Bureau. An article would be purchased in Texas Parade Magazine on Lufkin in the spring, several new brochures would be produced on the Center, hotel/motel & restaurant facilities, a special traveling exhibit on Lufkin for use at traveling shows, contention bids, etc. To date the hotel/motel tax collected totals over $66,000. Revenue for building use at Civic Center since February 1 is $8,435.42. Hays commented use of Center was increasing and expected '77 to be a banner year. (Financial Report of LVCB attached.)

Survey Report: Bob Bowman, Chairman of Survey Committee, reported on results of survey of Chamber image and offered following recommendations:

While its membership accurately perceives the Chamber's role to be one of business support and enhancement, the public apparently has a different conception, i.e. that the Chamber's responsibility is to the entire populace. While this is an admirable goal (and is hopefully being achieved as a matter of course), the Chamber's first responsibility - because of its structure, by-laws and dues - is to the business community that finances its functions. The public is not readily associating a healthy business climate with a prosperous community.

Recommendation: Undertake a program to educate the public in the goals and purpose of the Chamber, tying the need for healthy business growth with community prosperity. Some possible methods might be: 1) Public service announcements, radio and TV 2) Newspaper advertising 3) Bank statement stuffers. 4) Speeches by Chamber executives with appropriate news coverage 5) Expansion of the Chamber's monthly bulletin mailing list to include key opinion makers who may not be chamber members. 6) Greater use of news releases dealing with Chamber activities 7) Utilize testimony and comments from "smaller" chamber members in the educational effort to counteract the feeling that the Chamber is controlled by large business firms.

The survey indicates an underlying feeling among the Chamber membership and the general public that more attention should be devoted to securing more business firms for Angelina County while, in fact, the county may be experiencing more new business activity than any comparable Texas area. While the new firms are not large and seldom "make a splash" in arriving here, there is evidence that new business activity is considerably above levels of the past.

Recommendation: Undertake a survey of new business firms that have located in Angelina County within the last 24 months and publicize the findings with an appropriate news conference by the Chamber president, stressing Lufkin's economic growth in the face of a national recession. Include in the survey expansions by existing firms.

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Provide more community recognition for new business firms with emphasis on the number of employees, payrolls, economic benefits, new products and services that will benefit the community, etc.

The survey indicates a lack of appreciation and a sense of resentment toward Angelina County's business firms, particularly those that might be considered "large." If Lufkin and Angelina County are to continue to attract new businesses, this attitude must be reversed. A business bases its decision to locate in a community on the prevailing attitude of the people. At this time, Angelina County's prevailing attitude is one of latent resentment toward all business.

Recommendation: Undertake a Chamber-sponsored business appreciation effort, possibly in conjunction with the Chamber's own education efforts. Stress the community benefits that have resulted from business' presence. Some possible themes include: "There's something business hasn't given us. A recession." "A clean environment. And it hasn't cost you a dime in taxes." "We admit it. A lot places have something Angelina County doesn't. A recession."

Jim Stephens made the motion to accept this report and that committee be authorized to carry-out their recommendations. Motion seconded by Ralph Ridinger and carried.

Agri-Business Report: This committee would be making proposal before County Commission on September 13 on proposed Agri-Business complex.

Banquet Committee: President Brookshire commented we needed to name a chairman to begin plans for 1977 Banquet and asked Board to consider a nominee and report to him.

Nominating Committee: President Brookshire appointed the following to 1976 nominating committee for directors. They were: Chairman Bill Fenley, Walter Atwell, George Henderson, J.B. Manning and Rufus Duncan. This committee would meet, nominate six directors and report to September Board.

Swine Flu Vaccine: Chamber manager Jerry Huffman reported on a letter from Harry Castleberry local Governor's representative for Swine Flu Vaccine Program, which asked Chamber's endorsement of program. Ralph Ridinger made the motion that Chamber go on record endorsing the program, second by Sam Slaydon. Motion carried.

Retirement Program: Chamber manager Huffman reported on new government regulations in reference to ETCC retirement program which our Chamber participates in. New amendments would have to be passed to bring our program up to those regualtions. The amendment/resolution attached to these minutes was passed on motion by Vernon Berry, second by Bill Thornton. Copies were sent to ETCC and insurance program.

Legislative Breakfast: The East Texas Chamber of Commerce is sponsoring a series of Legislative breakfasts in Austin for the East Texas delegation during the 65th Session of the Texas Legislature. Local Chambers are being asked to sponsor one of these breakfasts for a cost of $200. With special recognition given to our organization and our legislators. Chamber manager Huffman asked Board for approval to endorse this program. Jim Stephens made the motion to allocate $200 for this program and authorize Chamber manager to set a date, second by Bob Bowman. Motion carried.

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Forestry Bill: Bob Bowman brought to attention of Board that U.S. Senate had voted 90-0 to pass a new forestry management bill which would hopefully alleviate some of the mandates on clear-cutting in National Forests. More should come of this later.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

Oscar Brookshire, President

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Angelina County Chamber of Commerce P.O. Box 1606 / Lufkin, Texas 75901 / Phone (713) 634-6644

August 25, 1976

TO: BOARD OF DIRECTORS

FROM: BOB BOWMAN, CHAIRMAN

RE: Survey Committee Report
Committee consisted of Bob Bowman, Chairman,
Henry Holubec, Jim Stephens, Harvey Westerholm

Our committee has compiled the survey results which have been mailed to you already.

After seeing the results, Jerry Huffman asks that we continue our committee functions and offer some recommendations for dealing with the attitudes expressed. The attached is our recommendations.

I would appreciate <u>your</u> additional comments as well as any recommendations you may have.

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1

PROBLEM:

While its membership accurately perceives the Chamber's role to be one of business support and enhancement, the public apparently has a different conception, i.e. that the Chamber's responsibility is to the entire populace. While this is an admirable goal (and is hopefully being achieved as a matter of course), the Chamber's first responsibility — because of its structure, by-laws and dues — is to the business community that finances its functions. The public is not readily associating a healthy business climate with a prosperous community.

RECOMMENDATION:

Undertake a program to educate the public in the goals and purposes of the Chamber, tying the need for healthy business growth with community prosperity. Some possible methods might be:

1. Public service announcements, radio and TV.

2. Newspaper advertising.

3. Bank statement stuffers.

4. Speeches by Chamber executives with appropriate news coverage.

5. Expansion of the Chamber's monthly bulletin mailing list to include key opinion makers who may not be Chamber members.

6. Greater use of news releases dealing with Chamber activities.

7. Utilize testimony and comments from "smaller" chamber members in the educational effort to counteract the feeling that the Chamber is controlled by large business firms.

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2

PROBLEM:

The survey indicates an underlying feeling among the Chamber membership and the general public that more attention should be devoted to securing more business firms for Angelina County while, in fact, the county may be experiencing more new business activity than any comparable Texas area. While the new firms are not large and seldom "make a splash" in arriving here, there is evidence that new business activity is considerably above levels of the past.

RECOMMENDATION:

Undertake a survey of new business firms that have located in Angelina County within the last 24 months and publicize the findings with an appropriate news conference by the Chamber president, stressing Lufkin's economic growth in the face of a national recession. Include in the survey expansions by existing firms.

Provide more community recognition for new business firms with emphasis on the number of employees, payrolls, economic benefits, new products and services that will benefit the community, etc.

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PROBLEM:

The survey indicates a lack of appreciation and a sense of resentment toward Angelina County's business firms, particularly those that might be considered "large." If Lufkin and Angelina County are to continue to attract new businesses, this attitude must be reversed. A business bases its decision to locate in a community on the prevailing attitude of the people. At this time, Angelina County's prevailing attitude is one of latent resentment toward all business.

RECOMMENDATION:

Undertake a Chamber-sponsored business appreciation effort, possibly in conjunction with the Chamber's own education efforts. Stress the community benefits that have resulted from business' presence. Some possible themes include:

"There's something business hasn't given us. A recession."

"A clean environment. And it hasn't cost you a dime in taxes."

"We admit it. A lot of places have something Angelina County doesn't. A recession."

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
July, 1976

ADMINISTRATIVE EXPENSES	July 1976	Total 7 Mos.	1976 Budget	Budget Balance
Salaries	$2,368.01	$16,693.44	$28,000	$12,106.56
Manager Retirement	110.00	770.00	1,620	850.00
Allowances	397.00	2,327.18	3,750	1,422.82
TCCM Insurance	62.90	62.90	375	312.10
Payroll Taxes	145.09	1,105.10	1,750	644.90
Rent	300.00	2,100.00	3,600	1,500.00
Janitor & Building Maint.	100.00	708.83	1,200	491.17
Telephone Expense	109.67	905.18	1,400	494.82
Office Supplies	48.11	505.09	1,000	494.91
Utilities	25.76	206.08	300	93.92
Office Equipment	35.78	987.34	1,000	12.66
Dues & Subscriptions	103.00	667.65	750	82.35
Public Relations	-0-	154.26	300	145.74
Schools & Conferences	160.59	526.67	1,400	873.33
Postage & Freight	258.08	1,381.10	2,000	618.90
Maintenance	-0-	127.22	250	122.78
Insurance	154.00	161.50	300	138.50
Printing	147.87	1,548.50	2,500	951.50
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	$4,525.86	$31,537.19	$53,345	$21,807.81
PROJECT ACTIVITIES				
Committee Projects	248.67	2,673.80	10,750	8,076.20
	$4,774.53	$34,210.99	$64,095	$29,884.01

Bank Balance, July 1, 1976	$ 232.05
INCOME	
Membership Dues	5,405.50
	$ 5,637.55
Disbursements as listed above	$ 4,774.53
Bank Balance, July 31, 1976	863.02
	$ 5,637.55

YEAR TO DATE INCOME

Membership Dues	$40,457.95
Miscellaneous	63.78
Interest Income	36.72
	$40,558.45

Certificates of Deposit (Operating Fund) - $6,500.00
Certificates of Deposit (Reserve Savings) - $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
July, 1976

Income	July, 1976	Total 7 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	163.50	1,107.75
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	102.10	2,821.00
Jr. Livestock Show Sales	330.00	30,134.00
Miscellaneous Income	7.14	117.83
Flags	19.86	47.66
Goodwill Committee	-0-	373.08
Women's Luncheon	92.00	296.00
Career Day Booths	150.00	595.00
Bicentennial Stickers	110.00	110.00
New Teacher Banquet	600.00	600.00
	$1,574.60	$59,906.42

Disbursements		
Banquet Expense	100.98	23,703.05
Miscellaneous Expense	-0-	110.69
First Friday	150.00	793.60
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	330.00	30,225.70
Flags	19.86	45.16
Goodwill Committee	-0-	414.74
Women's Committee	118.68	366.19
Career Day Booths	642.60	642.60
	$1,362.12	$59,264.01

Recap

Bank Balance July 1, 1976	$ 430.43	
Receipts	1,574.60	
		$2,005.03
Disbursements, July	$1,362.12	
Bank Balance, July 31, 1976	642.91	
		$2,005.03

Accounts Receivable for Special Account

Jr. Livestock Show Sale	$191.70
First Friday	21.00
Banquet Tickets	50.00
Career Day Booths	70.00
Goodwill Committee	84.00
Women's Luncheon	57.00
	$473.70

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
July, 1976

NEW MEMBERS

Choice Cut Meat Market	$50.00	
Pioneer Publishing Company	50.00	
		+ $100.00

CANCELLATIONS

Lester Greenville Texaco - requested		- 50.00

Net Increase for July, 1976	50.00
Net Increase for 1976	1,850.00
Increase needed for budget	13,391.00
Balance needed for budget	11,541.00

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STATEMENT OF RECEIPTS & DISBURSEMENTS
LUFKIN VISITOR & CONVENTION BUREAU
October 1, 1975 - July 31, 1976

RECEIPTS:

City of Lufkin	$21,600.00	
Miscellaneous	245.00	(Reimbursement from ETCC)
		$21,845.00

DISBURSEMENTS:

Salaries	$ 4,849.73	
Payroll Taxes	280.93	
Auto & Travel Expenses	1,680.87	
Public Relations	41.26	
Membership & Subscriptions	187.75	
Postage	222.56	
Office Supplies	443.95	
Telephone Expense	423.65	
Printing	120.49	
Advertising/Promotions	3,541.86	
Petty Cash	25.00	
Miscellaneous (Audit)	200.00	
		$12,018.05
Bank Balance, July 31, 1976		9,826.95
		$21,845.00

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PROJECTED RECEIPTS & DISBURSEMENTS
LUFKIN VISITOR & CONVENTION BUREAU
August 1, 1976 - September 30, 1976

Bank Balance, July 31, 1976			$9,826.95
RECEIPTS			
City of Lufkin			4,800.00
			$14,626.95
DISBURSEMENTS			
Salaries		$2,000.00	
Payroll Taxes		93.60	
Auto & Travel Expenses		450.00	
Memberships & Subscriptions		175.00	
Postage		100.00	
Office Supplies		50.00	
Telephone		150.00	
Printing		531.28	
Advertising/Promotions:			
Travel Show Display	$2,500.00		
Discover Texas Asso. Display	1,200.00		
Texas Parade	3,750.00		
Civic Center Brochure	3,000.00		
Hotel/Motel Brochure	150.00		
Restaurant Brochure	150.00		
		10,750.00	
Total Estimated Disbursements			$14,299.88
Bank Balance, (estimated) September 30, 1976			327.07
			$14,626.95

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LUFKIN VISITOR & CONVENTION BUREAU

PROPOSED 12 MONTH BUDGET

Running Concurrently with the fiscal year of the City.

SALARIES	$12,000.00	
PAYROLL TAXES	750.00	
EXPENSES (AUTO,TRAVEL, PR)	4,800.00	
MEMBERSHIPS/SUBSCRIPTIONS	300.00	
ADMINISTRATIVE		
Postage	750.00	
Office Supplies	500.00	
Telephone	900.00	
Printing	1,100.00	
Audit	200.00	
PROMOTION:		
Texas Parade	3,000.00	
Hotel/Motel Guide (1,000)	150.00	
Restaurant Guide (1,000)	150.00	
Recreation Brochure (25,000)	3,000.00	
D.T.A. Exhibit	1,200.00	
		$28,800.00

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MINUTES
BOARD OF DIRECTORS
September 16, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Bob Bowman, Sue Bresie, Rufus Duncan, Alton Holt, Henry Holubec, J.B. Manning, Ray Polk, Ralph Ridinger, Jim Stephens, Harvey Westerholm, Bill Fenley, Johnny Jackson, Barry Hays, Jerry Huffman

Absent: Vernon Berry, Dr. Anna Beth Connell, Duncan Garner, Joe Hornsey, Dick McKay, Chester Moore, W.J. Thornton

Oscar Brookshire, President, called the meeting to order.

Minutes: Minutes to August Board meeting were approved on motion by Ray Polk, second by J.B. Manning.

Financial Statement: Alton Holt, Treasurer, gave the financial report as attached to these minutes. He commented that we would probally be close to $5,000 short of budget unless we had an increase in new members or re-evaluation. Ray Polk made the motion to approve the statement, seconded by Alton Holt - motion carried.

Survey Recommendations: Bob Bowman, chairman, reported recommendations from his committee in reference to the survey they had done on the Chamber's image. The following recommendations were made:

Undertake a program to educate the public in the goals and purposes of the Chamber, tying the need for healthy business growth with community prosperity. Some possible methods might be:

1) Public service announcements, radio and TV.
2) Newspaper advertising.
3) Speeches by Chamber executives with appropriate news coverage.
4) Bank statement stuffers.
5) Expansion of the Chamber's monthly bulletin mailing list to include key opinion makers who may not be Chamber members.
6) Greater use of news releases dealing with Chamber activities.
7) Utilize testimony and comments from "smaller" chamber members in the educational effort to counteract the feeling that the Chamber is controlled by large business firms.

Undertake a survey of new business firms that have located in Angelina County within the last 24 months and publicize the findings with an appropriate news conference by the Chamber president, stressing Lufkin's economic growth in the face of a national recession. Include in the survey expansions by existing firms.

Provide more community recognition for new business firms with emphasis on the number of employees, payrolls, economic benefits, new products and services that will benefit the community, etc.

Undertake a Chamber-sponsored business appreciation effort, possibly in conjunction with the Chamber's own education efforts. Stress the community benefits that have resulted from business' presence. Some possible themes include: "There's something business hasn't given us. A recession: "A clean environment. And it hasn't cost you a dime in taxes." "We admit it. A lot of places have something Angelina County doesn't. A recession."

Taped proposed radio spots were played for Board to hear and they were shown several news paper ads and bank statement stuffers. Bowman made motion to carry out these recommendatic.. second by Jim Stephens; motion carried unanimously.

cont.

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Agri-Business Report: Report on upcoming bond election for the Youth and Agriculture complex was given by Chairman Johnny Jackson. He said election was scheduled for November 2 at same time as general election and requested Board endorsement. Ray Polk made the motion to endorse this election, seconded by Jim Stephens; motion carried unanimously.

Nominating Committee Report: Chairman Bill Fenley reported for his committee who were: Walter Atwell, Rufus Duncan, George Henderson and J.B. Manning. They offered the following six directors for nomination to membership, five from county and one from Diboll. The names were: Devereux Chapman (Lufkin Muffler), Johnny Jackson (State Farm Insurance), Mark Swan (Home Savings), H.J. Shands, Jr. (First Bank & Trust), Tom Selman (Angelina Chevrolet-Cadillac) and from Diboll, Horace Stubblefield (Sabine Investment). Bob Bowman made the motion to accept these nominees and send to membership for election, seconded by Ray Polk; motion carried unanimously. Chamber Manager Jerry Huffman was instructed to send ballot to general membership 15 days prior to next Board meeting.

LVCB Report: Barry Hays, manager, reported to Board that Lufkin would be featured in the March 1977 issue of Texas Parade with an 8-page story.

Tourist/Convention Report: Hays also reported for Thomas Moore, chairman, that this committee was taking bids for erecting 4 new billboards to entrance way of Lufkin.

Federation of Business, Industry & Professionals: Harry Castleberry, Chamber member, presented a proposal to Board in reference to the creation of a federation of chambers of commerce, trade associations and related organizations that was his brainchild. He commented: 1) a study he had done showed that business' number one opponent was labor. 2) and that business and labor had similar organizational structures to a point, but 3) labor was more unified on a national basis as one strong voice, where as business was represented by many splinter groups 4) labor represented 18 million people while business organizations represented a combined total of 52 million.

Castleberry's proposal was to get two (2) representatives from all chambers in State, trade associations and related organizations to meet and form a Federation to give us a stronger combined voice for promoting free enterprise.

He said former governor Allan Shivers supported his plan and he had support from Texas Forestry Assn., Texas Restaurant Assn., Kilgore & Beeville Chambers presently and had others in process of deciding.

He wanted Board to 1) send two (2) representatives to such a meeting to be announced and 2) allow our Chamber to assist in getting other Chamber to meeting.

Discussion followed. Ralph Ridinger moved 1) that President Brookshire name two representatives from Board to attend such a meeting and 2) authorize C of C manager Huffman to assist in getting other Chambers to send representatives. Rufus Duncan seconded - passed unanimously.

Retreat: Alton Holt suggested our Chamber host a "social" for all Chambers in counties contiguous to Angelina County for purpose of fellowship and public relations. Bob Bowman said we could host such at Kurth Lake. Discussion followed. President Brookshire asked C of C manager Huffman to contact other Chambers and check on feasibility and if possible work with committee composed of Alton Holt, Bob Bowman & Jim Stephens to accomplish it. No further business, the meeting was adjourned.

Jerry W Huffman
Jerry Huffman, Executive Vice President

Oscar Brookshire
Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
August, 1976

ADMINISTRATIVE EXPENSES	Aug. 1976	Total 8 mos.	1976 Budget	Budget Balance
Salaries	$2,380.99	$19,074.43	$28,800	$ 9,725.57
Manager Retirement	110.00	880.00	1,620	740.00
Allowances	351.10	2,678.08	3,750	1,071.92
TCCM Insurance	62.90	126.80	375	248.20
Payroll Taxes	138.92	1,244.02	1,750	505.98
Rent	300.00	2,400.00	3,600	1,200.00
Janitor & Building Maint.	80.00	788.83	1,200	411.17
Telephone Expense	137.85	1,043.03	1,400	356.97
Office Supplies	22.64	527.84	1,000	472.16
Utilities	26.20	232.28	300	67.72
Office Equipment	35.78	973.18	1,000	26.82
Dues & Subscriptions	31.17	698.82	750	51.18
Public Relations	15.75	170.01	300	129.99
Schools & Conferences	306.09	872.76	1,400	527.24
Postage & Freight	40.00	1,407.32	2,000	592.68
Maintenance	-0-	127.22	250	122.78
Insurance	92.00	217.50	300	82.50
Printing	97.65	1,743.80	2,500	756.20
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	$4,229.04	$35,805.07	$53,345	$17,547.93
PROJECT ACTIVITIES				
Committee Projects	1,770.64	4,296.79	10,750	6,453.21
	$5,999.68	$40,101.86	$64,095	24,001.14

Bank Balance, August 1, 1976			$ 858.86
INCOME			
Membership Dues		1,098.94	
Interest Income		167.30	
Insurance Refund		36.00	
CD Cashed In		6,500.00	
			7,802.24
			$8,661.10
Disbursements as listed above		5,999.68	$5,999.68
Bank Balance, August 30, 1976			2,661.42
			$8,661.10

Year to Date INcome

Membership Dues	$41,552.73
Miscellaneous	99.78
Interest Income	204.02
	$41,856.52

Reserve Savings Certificates of Deposit - $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
August, 1976

INCOME	August, 1976	Total 7 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	67.50	1,175.25
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	-0-	2,821.60
Jr. Livestock Show Sale	-0-	30,134.00
Miscellaneous Income	-0-	117.83
Flags	-0-	47.66
Goodwill Committee	-0-	373.08
Women's Luncheon	124.00	420.00
Career Day Booths	60.00	655.00
Bicentennial Stickers	-0-	110.00
New Teacher Banquet	390.00	990.00
	$641.50	$60,548.52

DISBURSEMENTS		
Banquet Expense	-0-	$23,703.05
Miscellaneous	-0-	110.69
First Friday	258.75	1,052.35
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	-0-	30,225.70
Flags	-0-	45.16
Goodwill Committee	-0-	414.74
Women's Committee	93.01	459.20
Career Day Booths	-0-	642.60
Teacher Banquet	976.40	976.40
	1,328.16	$60,592.17

RECAP		
Bank Balance, August 1, 1976	$ 642.81	
Receipts	641.50	
		$1,284.31
Disbursements, August	1,328.16	
Bank Balance, August 30, 1976	(- 43.85)	
		$1,284.31

Accounts Receivable for Special Account	
Jr. Livestock Show	191.70
First Friday	35.00
Banquet Tickets	50.00
Career Day Booths	-0-
Goodwill Committee	84.00
Women's Committee Luncheon	69.00
Teacher Banquet	310.00
	$739.70

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
August, 1976

NEW MEMBERS		
Cedar Sands Motel	$50.00	
Langford Advertising	50.00	
		+$100.00
CANCELLATIONS		
Kwik-Chek	$50.00	- 50.00
Net Increase for August	$50.00	
Net Increase for 1976	1,900.00	
Increase needed for Budget	13,391.00	
Balance needed for Budget	11,491.00	

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MINUTES
BOARD OF DIRECTORS
October 14, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Rufus Duncan, Alton Holt, Henry Holubec, J.B. Manning, Dick McKay, Ralph Ridinger, Sam Slaydon, Jim Stephens, W.J. Thornton, Harvey Westerholm, Betty Hobbs, Barry Hays, Jerry Huffman

Oscar Brookshire, President, called the meeting to order.

Minutes: Minutes from September Board meeting were approved on motion by Sam Slaydon, second by J.B. Manning.

Financial Statement: Alton Holt, Treasurer, gave financial report as attached to these minutes. Motion was made to approve by W.J. Thornton, second by Henry Holubec. Motion carried.

Director Election: Chamber Executive Vice President Jerry Huffman reported that the election of six directors had been completed and the following six directors were elected: Mark Swan, (Home Savings & Loan), Horace Stubblefield, (Sabine Investments), Devereux Chapman, (Lufkin Muffler), Johnny Jackson, (State Farm Insurance), H.J. Shands, Jr., (First Bank & Trust) and Tom Selman, (Angelina Chevrolet-Cadillac). The election was certified on motion by Jim Stephens, second by Harvey Westerholm.

Retreat Report: Discussion was held on the possibility of hosting a retreat BBQ by the Board and inviting the Boards of Chambers of Commerce of counties adjacent to Angelina County. Purpose being strictly to better acquaint ourselves with our neighbors. Rufus Duncan made the motion to approve this project to be held at a date to be decided at Southland Staff House at Kurth Lake. J.B. Manning seconded. Motion carried. Committee of Alton Holt, Jim Stephens & Bob Bowman will handle this project.

LVCB Report: Barry Hays, Manager, reported new purchase of needed equipment at center, drapes, marquees, etc. Also that over 28,000 persons had attended over 50 events!

Women's Division: Betty Hobbs, President, reported over 50 members in the new division of the Chamber. She also commented they were preparing for their annual "Woman of the Year" banquet. A new program utilizing a group to call Chamber members in reference to coming events would be soon instigated to be known as "Voice of the Chamber."

Nominating Committee: President Brookshire appointed the following as a nominating committee for office for 1977: Rufus Duncan, Bill Thornton, and J.B. Manning. They would make their recommendations at the November meeting of the Board.

Financial Committee: Realizing the need for major adjustments in the 1977 budget, President Brookshire appointed a finance committee to study our present structure and make recommendations for solutions. Jim Stephens was named Chairman with committee members to include Dick McKay, Henry Holubec, Alton Holt & Duncan Garner.

Banquet Committee: President Brookshire also appointed Joe Byrd as 1977 Banquet Committee chairman.

First Friday: Joe Christie, Chairman of State Insurance Commission, was announced as guest speaker for Nov. 5 First Friday Luncheon. Brookshire asked all to attend. Adjourn.

Jerry W Huffman
Jerry Huffman, Executive Vice President

Oscar Brookshire
Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
September, 1976

ADMINISTRATIVE EXPENSES	SEPT. 1976	TOTAL 9 mos.	1976 Budget	Budget Balance
Salaries	2,400.00	19,074.43	28,800	9,725.57
Manager Retirement	110.00	990.00	1,620	630.00
Allowances	250.00	2,928.08	3,750	821.92
TCCM Insurances	-0-	126.80	375	248.20
Payroll Taxes	140.40	1,381.15	1,750	368.85
Rent	300.00	2,700.00	3,600	900.00
Janitor & Building Maint.	80.00	868.83	1,200	331.17
Telephone Expense	71.60	1,114.63	1,400	285.37
Office Supplies	43.14	570.98	1,000	429.02
Utilities	26.60	258.88	300	41.12
Office Equipment	35.78	1,008.96	1,000	(- 8.96)
Dues & Subscriptions	135.15	833.97	750	(- 83.97)
Public Relations	21.00	191.01	300	108.99
Schools & Conferences	-0-	832.76	1,400	567.24
Postage & Freight	400.00	1,807.32	2,000	192.68
Maintenance	-0-	127.22	250	122.78
Insurance	-0-	217.50	300	82.50
Printing	157.71	1,901.51	2,500	598.49
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	4.171.38	37,533.18	53,345	15,811.82
PROJECT ACTIVITIES				
Committee Projects	739.83	5,036.62	10,750	5,713.38
	4,911.21	42,569.80	64,095	21,525.20
		(66.42%)		

Bank Balance, September 1, 1976		$2,661.42
INCOME		
Membership Dues	1,121.70	
Income - City of Lufkin	5,000.00	
Tax Refund	3.27	
		6,124.97
		$8,786.39
Disbursements as listed above		$4,911.21
Bank Balance, September 30, 1976		3,875.18
		$8,786.39

Year to Date Income

Membership Dues	$42,674.43
Miscellaneous	103.05
Interest Income	204.02
City of Lufkin	5,000.00
	$47,981.50

Reserve Savings Certificates of Deposit = $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
September, 1976

INCOME	Sept., 1976	Total 9 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	-0-	1,175.25
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	-0-	2,821.60
Jr. Livestock Show Sale	-0-	30,134.00
Miscellaneous Income	-0-	117.83
Flags	-0-	47.66
Goodwill Committee	-0-	373.08
Women's Committee	76.00	496.00
Career Day Booths	-0-	655.00
Bicentennial Stickers	-0-	110.00
New Teacher Banquet	150.00	1,140.00
	226.00	60,774.42

DISBURSEMENTS		
Banquet Expense	-0-	23,703.05
Miscellaneous	-0-	110.69
First Friday	-0-	1,052.35
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	-0-	30,225.70
Flags	-0-	45.16
Goodwill Committee	-0-	414.74
Women's Committee	105.01	564.21
Career Day Booths	-0-	642.60
Teacher Banquet	50.40	1,026.80
	155.41	60,747.58

RECAP

Bank Balance, September 1, 1976	$ (-43.85)	
Receipts	226.00	
		$182.15
Disbursements, September	155.41	
Bank Balance, September 30, 1976	26.74	
		$182.15

Accounts Receivable for Special Account

Jr. Livestock Show	$191.40
Banquet Tickets	50.00
Goodwill Committee	72.00
Women's Committee	12.00
Teacher's Banquet	160.00
	$485.40

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
September, 1976

NEW MEMBERS

Snoopy's Kid Kollege	$50.00	
Lufkin Kawasaki	50.00	
Almand's Home Furnishings	50.00	
		+ $150.00

CANCELLATIONS

B. J. Lewis - moved	25.00	
Bert West - moved	25.00	
		- 50.00

Net Increase for September	$100.00
Net Increase for 1976	2,000.00
Increase needed for Budget	13,391.00
Balance needed for budget	11,391.00

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MINUTES
BOARD OF DIRECTORS
NOVEMBER 18, 1976 - 11:00 a.m.
CHAMBER OFFICE

Present: Oscar Brookshire, Vernon Berry, Dr. Anna Beth Connell, Alton Holt, Henry Holubec, J.B. Manning, Dick McKay, Chester Moore, Ray Polk, Ralph Ridinger, Sam Slaydon, Jim Stephens, W.J. Thornton, Harvey Westerholm, Jerry Huffman

Absent: Bob Bowman, Sue Bresie, Rufus Duncan, Duncan Garner, Joe Hornsey

Oscar Brookshire, President, called the meeting to order.

MINUTES: Minutes to the October Board meeting were approved on motion by J.B. Manning, second by Chester Moore.

FINANCIAL STATEMENT: Treasurer's report was given by Alton Holt as attached with these minutes. Report was approved on motion by Holt and second by Chester Moore.

OFFICERS NOMINATING REPORT: The nominating committee consisting of Bill Thornton, Chairman, J. B. Manning and Rufus Duncan met on October 19, 1976 for the purpose of selecting the officer nominees for 1977. The following names and positions are submitted for approval of the Board:

President - Rufus Duncan
Vice President - Henry Holubec
Dick McKay
Jim Stephens
Sue Bresie
Treasurer - W.J. Thornton

Ray Polk made the motion that this slate be elected by acclamation, second by Chester Moore carried unanimously. President Brookshire congratulated the new officers.

RETREAT REPORT: Alton Holt reported on the Chamber Board sponsored retreat for other area Chamber Boards. He commented that over 100 attended and all expressed their opinion it was a good idea just to get together in this manner more often. The communities of Rusk, San Augustine, Nacogdoches, Livingston, Henderson, Jacksonville, Palestine, Jasper and Crockett were represented. He thanked Bob Bowman and Jim Stephens for assisting with the project and Southland Paper for allowing us the use of their staff house at Kurth Lake.

LVCB REPORT: Barry Hays reported two new brochures were forthcoming, one an area "fun map" which would include listings on all area hotel/motels and restaurants and another specifically on the Civic Center. He said he would be representing Lufkin at the World Living Festival in Houston November 22 at an East Texas Chamber of Commerce booth passing out information on our area. He also reported that plans were complete on a 250 person Bass Tournament at Sam Rayburn in late January by the Basscasters Association, national sponsor to be the Schlitz Brewing Company. He commented we should receive much publicity from this activity.

FINANCE STUDY REPORT: Jim Stephens, Chairman, presented the findings of the Finance Study Committee as attached with these minutes. The report indicated a need to increase the minimum dues of the Chamber. After discussion, the consensus of opinion of the Board was that rather than increase the dues from the minimum of $50 to $75 we should go ahead now and increase to $100 and not have the problem of going back to the membership again later for more of an increase. President Brookshire asked the same committee to continue functioning and offer a method to accomplish this increase by the next Board meeting.

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BANQUET COMMITTEE REPORT: Chamber manager Jerry Huffman asked for speaker suggestions as no one had been secured for the annual banquet. Discussion followed. Oscar Brookshire and Chester Moore were to contact Governor Dolph Briscoe to see if he would accept our invitation to come. Consensus was that such a speaker would draw a good attendance and allow the Chamber to make a profit on the banquet at a time when more money was definitely needed.

LOTUS LANE APARTMENT RECOMMENDATION: Chamber manager Huffman asked the Board to approve a recommendation from the Lotus Lane Board of Trustees to pay the Chamber of Commerce a monthly fee of $100.00 for administration services and management services of the Lotus Lane project. He commented the project was allowed to pay for such services and the Chamber was entitled to it. Motion was made by Alton Holt, seconded by Jim Stephens to approve this. Motion carried.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
October, 1976

	Oct. 1976	TOTAL 10 Mos.	1976 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	2,400.00	21,474.42	28,800	7,325.57
Manager Retirement	110.00	1,100.00	1,620	520.00
Allowances	250.00	3,178.08	3,750	571.92
TCCM Insurances	31.45	158.25	375	216.75
Payroll Taxes	144.00	1,524.15	1,750	225.85
Rent	300.00	3,000.00	3,600	600.00
Janitor & Building Maintenence	80.00	948.83	1,200	251.17
Telephone Expense	89.98	1,204.63	1,400	195.37
Office Supplies	133.73	704.71	1,000	295.29
Utilities	30.64	289.52	300	10.48
Office Equipment	35.78	1,044.74	1,000	(-44.74)
Dues & Subscriptions	66.00	899.98	750	(-149.97)
Public Relations	40.38	231.39	300	68.61
Schools & Conferences	38.00	870.76	1,400	529.24
Postage & Freight	39.38	1,846.70	2,000	153.30
Maintenance	-0-	127.22	250	122.78
Insurance	-0-	217.50	300	82.50
Printing	264.33	2,165.84	2,500	334.16
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	4,053.67	41,585.87	53,345	11,759.13
PROJECT ACTIVITIES				
Committee Projects	209.54	5,246.16	10,750	5,503.84
	4,263.21	46,832.03	64,095	17,262.97

Bank Balance, October 1, 1976	3,875.18
INCOME	
Membership Dues	3,246.68
	$7,121.86
Disbursements as listed above	$4,263.21
Bank Balance, October 30, 1976	2,858.65
	$7,121.86

Year to Date Income

Membership Dues	$45,921.11
Miscellaneous	103.05
Interest Income	204.02
City of Lufkin	5,000.00
	$51,228.18

Reserve Savings Certificates of Deposit - $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
October, 1976

NEW MEMBERS

Metroflight, Inc.	$200.00	
David Porter, Attorney	100.00	
Travis Taylor	25.00	
Record Rack	50.00	
		+ $375.00

INCREASES

Lufkin Federal Savings & Loan Asso. up $150.00	+ 150.00

CANCELLATIONS

Mrs. B. M. E. Smith	$ 25.00	
Wm. Jake Lyon	25.00	
Summerall-Beauchamp	50.00	
		- 100.00

Net Increase for October, 1976	$425.00
Net Increase for 1976	2,425.00
Increase Needed for Budget	13,391.00
Balance Needed for Budget	10,966.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
October, 1976

INCOME	October, 1976	Total 10 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	158.75	1,334.00
Christmas Activities	-0-	75.00
Jr. Livestock Show Premiums	-0-	2,821.60
Jr. Livestock Show Sale	-0-	30,134.00
Miscellaneous Income	-0-	117.83
Flags	-0-	47.66
Goodwill Committee	-0-	373.08
Women's Committee	56.00	552.00
Career Day Booths	-0-	655.00
Bicentennial Stickers	-0-	110.00
New Teacher Banquet	-0-	1,140.00
Printed Materials	7.00	7.00
Hay Show	703.60	703.60
	925.35	61,699.77

DISBURSEMENTS		
Banquet Expense	-0-	23,703.05
Miscellaneous	-0-	110.69
First Friday	273.00	1,325.35
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	-0-	30,225.70
Flags	-0-	45.16
Goodwill Committee	-0-	414.74
Women's Committee	114.00	564.21
Career Day Booths	-0-	678.21
Teacher Banquet	-0-	1,026.80
Hay Show	9.95	9.95
	396.95	61,066.14

RECAP

Bank Balance, October 1, 1976	26.74	
Receipts	925.35	
		$952.09
Disbursements, October	396.95	
Bank Balance, October 30, 1976	555.14	
		$952.09

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MINUTES
BOARD OF DIRECTORS
December 9, 1976 - 11:00 a.m.
Chamber Office

Present: Oscar Brookshire, Bob Bowman, Sue Bresie, Rufus Duncan, Duncan Garner, Alton Holt, Joe Hornsey, J.B. Manning, Dick McKay, Chester Moore, Ray Polk, Ralph Ridinger, Jim Stephens, W.J. Thornton, Johnny Jackson, Mark Swan, Tom Selman, Dr. Anna Beth Connell, Jerry Huffman

Absent: Vernon Berry, Henry Holubec, Sam Slaydon, Harvey Westerholm, Devereux Chapman, H.J. Shands, Jr. Horace Stubblefield

Oscar Brookshire, President, called the meeting to order.

Minutes: On motion by Chester Moore, second by Ray Polk, the minutes to the November Board meeting was approved.

Financial Statement: Alton Holt, Treasurer, presented the November financial statement as attached to these minutes. He commented an additional $4,000 would be needed to accomplish the budget for the year and recommended this amount be drawn from surplus savings. On motion by Chester Moore and second by Ray Polk, the November statement was approved and decision made to withdraw $4,000 from surplus funds.

Welcome New Directors: President Brookshire welcomed the new directors in attendance which included Johnny Jackson, Tom Selman and Mark Swan. Other new directors Devereux Chapman, H.J. "Bubba" Shands and Horace Stubblefield were not present.

Retiring Directors: Brookshire also recognized the directors who were completing their three year terms on the Board and commended them for their efforts. These were Ray Polk, Alton Holt, Chester Moore, Harvey Westerholm and J.B. Manning.

Finance Study Committee: Jim Stephens, Chairman, submitted his final report which is attached to these minutes. Recommendations include: (1) increase minimum dues from $50 to $100 (2) increase all other members on recommendation by Finance Study Committee. Total increase potential would be approximately $28,000. These increases could give Chamber an operating income for 1977 in the $70-80,000 category.

On motion by Chester Moore and second by Ray Polk the full report of the Finance Committee was accepted and authorized to be put into action. President Brookshire asked the same committee to continue to function until full re-evaluation was accomplished. Program for soliciting dues increase would begin immediately.

LVCB Report: Barry Hays reported on newly created Hotel/Motel Association of which Leeland Petty had been elected President. This new group would meet regularly to discuss common problems, etc. Hays also urged Board to support the Community Calendar just started by LVCB and asked each to promote it within the other organization they belonged to. He listed bookings for Civic Center which would be coming.

Dick McKay asked what the policy was on allowing competitive retail type group to rent the center. He said he was concerned with renting the Center to "outside" interests who were in direct competition with local retail establishments. Hays said he would look into this policy and see what other centers did.

Banquet Committee Report: Discussion followed on need for a banquet speaker. President Brookshire and Chester Moore were to contact Governor Dolph Briscoe as a potential speaker.

cont.

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Final plans on banquet will be announced at January Board meeting.

Building Committee Report: Rufus Duncan, chairman, commented that he and his committee had narrowed down to several possibilities and expected a decision soon, hopefully before the end of the year.

Texas Forestry Association Lawsuit: On motion by Bob Bowman and second by J.B. Manning, it was approved to send TFA a check for $100 in support of their pending lawsuit in reference to clearcutting of National Forests now being tried in Tyler. Chamber manager Jerry Huffman was instructed to send check with letter supporting their efforts.

Christmas Bonuses: Chamber manager Huffman was asked to leave the room for discussion on Christmas bonuses. On motion by Chester Moore, second by Ray Polk, Christmas bonuses were awarded as follows: Jerry Huffman, $500, Georgia Hunt $150 and Jean Harper $100.

Salary Review Committee: President Brookshire appointed the following committee to review salaries of Chamber staff and offer recommendations at January Board meeting - Duncan Garner, Mark Swan and Dick McKay.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

Oscar Brookshire, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
November, 1976

ADMINISTRATIVE EXPENSES	November 1976	Total 11 Mos.	1976 Budget	Budget Balance
Salaries	$2,400.00	23,874.42	28,800	$4,925.58
Manager Retirement	110.00	1,210.00	1,620	410.00
Allowances	250.00	3,428.08	3,750	321.92
TCCM Insurance	31.45	189.70	375	185.30
Payroll Taxes	140.40	1,664.55	1,750	85.45
Rent	300.00	3,300.00	3,600	300.00
Janitor & Building Maintenance	80.00	1,028.83	1,200	171.17
Telephone Expense	104.18	1,308.81	1,400	91.19
Office Supplies	136.31	841.02	1,000	158.98
Utilities	28.52	318.04	300	(-18.04)
Office Equipment	318.70	1,363.44	1,000	(-363.44)
Dues & Subscriptions	58.75	958.73	750	(-208.73)
Public Relations	-0-	231.39	300	68.61
Schools & Conferences	139.92	1,010.68	1,400	389.32
Postage & Freight	-0-	1,846.70	2,000	153.30
Maintenance	-0-	127.22	250	122.78
Insurance	-0-	217.50	300	82.50
Printing	80.85	2,246.69	2,500	253.31
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	4,179.08	45,764.95	53,345	7,580.05
PROJECT ACTIVITIES				
Committee Projects	325.87	5,572.03	10,750	5,177.97
	4,504.95	51,336.98	64,095	12,758.02

Bank Balance, November 1, 1976		2,858.65
INCOME		
Membership Dues	$714.29	
Lotus Lane	1,200.00	
Refund from Nacgodoches C of C	44.11	
		1,958.40
		$4,817.05
Disbursements as listed above		4,504.95
Bank Balance, November 30, 1976		312.10
		4,817.05

Year to Date Income

Membership Dues	$46,635.40
Miscellaneous	147.16
Interest Income	204.02
City of Lufkin	5,000.00
Lotus Lane	1,200.00
	$53,186.58

Reserve Savings Certificates of Deposit - $28,855.52

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ANGELINA COUNTY CHAMBER OF COMMERCE
Membership Dues Activities
November, 1976

NEW MEMBERS

Lufkin Tractor Equipment	$100.00	
John Taylor	25.00	
Lufkin Vanguard	50.00	
		$175.00

CANCELLATIONS

Action Service Center	$ 50.00	
Phillips 66 Truck Stop	100.00	
Kirby Vacuum Company	50.00	
Kerr-Larson Associates	50.00	
McFaddin Investments	50.00	
		$300.00

Net (Increase) (Decrease) for November, 1976 - (-$125.00)

Net Increase for 1976 $2,300

Increase needed for budget $13,391.00

Balance needed for budget $11,091.00

DELINQUENT ACCOUNTS

Winchell's Donuts	330 days	$50.00
Thurman's of Lufkin	395 days	62.50
Royal Crown Cola	150 days	58.00
Riley Mobile Homes	330 days	50.00
Dr. Robert E. Ray, D.D.S.	330 days	50.00
Nacalina Motor Lodge	240 days	50.00
Mr. B's	150 days	50.00
Jordan Realtors	180 days	50.00
House of Photography & Supplies	330 days	50.00
Hathorn's Seafood	330 days	50.00
Dunn's Drive In Market	330 days	50.00
A-Ace Locksmith	210 days	50.00
ATCO Industries	210 days	50.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCOUNT
FINANCIAL STATEMENT
November, 1976

INCOME	November, 1976	Total 11 months
Banquet Tickets & Contributions	-0-	$23,629.00
First Friday	254.00	1,588.00
Christmas Activities	500.00	575.00
JR. Livestock Show Premiums	-0-	2,821.60
Jr. Livestoch Show Sale	-0-	30,134.00
Miscellaneous Income	-0-	117.83
Flags	35.08	82.74
Goodwill Committee	-0-	373.08
Women's Committee	196.00	748.00
Career Day Booths	-0-	655.00
Bicentennial Stickers	-0-	110.00
New Teacher Banquet	-0-	1,140.00
Printed Materials	-0-	7.00
Hay Show	204.50	908.10
	1,189.58	62,889.35

DISBURSEMENTS		
Banquet Expense	-0-	23,703.05
Miscellaneous	-0-	110.69
First Friday	-0-	1,325.35
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	-0-	30,225.70
Flags	35.03	80.19
Goodwill Committee	-0-	414.74
Women's Committee	156.00	834.21
Career Day Booths	-0-	678.21
Teacher Banquet	-0-	1,026.80
Hay Show	591.00	600.95
Christmas Activities	425.00	425.00
	1,207.03	62,387.17

RECAP		
Bank Balance, November 1, 1976	555.14	
Receipts	1,189.58	
		1,744.72
Disbursements, November	1,207.03	
Bank Balance, November 30, 1976	537.69	
		1,744.72

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TO: BOARD OF DIRECTORS

FROM: FINANCE STUDY COMMITTEE
JIM STEPHENS, CHAIRMAN

Gentlemen:

After two months of study, we offer this final recommendation:

A. Minimum Business Dues be increased to $100. This would affect the following increases:

297	accounts	@	$50	Net increase $14,850
10	"	@	55	450
26	"	@	58	1,092
1	"	@	65	35
11	"	@	69	341
1	"	@	70	30
1	"	@	75	25
5	"	@	83	85
4	"	@	86	56
1	"	@	90	10
1	"	@	92	8
			Total Net	$16,992

This could be accomplished with a letter to each notifying them of the increase and explaining need.

B. Increase from almost all others on an individual basis. The Finance Study Committee has reviewed each of the remaining accounts and have recommended increases ranging from as small as $30 to as large as $200.

Individual letters would be written to each requesting amount recommended and personal contact as required.

In this area a potential net increase of $11,150 can be achieved.

C. As these two categories are carried out, an image campaign for the Chamber will be achieved. (See attached sheet.)

D. It is to be noted in reference to next year's income:

Present income	$48,000
Net increases	28,142
City of Lufkin	5,000
Lotus Lane	1,200
New Members	5,000
TOTAL	$87,342

Conservatively, at least $20,000 of the net increase should be easily accomplished. Thus a budgeted income approaching $80,000.

This effort would place us 4th behind Tyler, Longview and Temple in total income!!

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DATE	EVENT	OBJECTIVE
Dec. 13	News conference by Chamber officials, joined by mayors throughout county	To communicate to the public and the chamber's membership the success experienced by the county during the past 5 to 10 years in business growth and expansion. Emphasize the number of new businesses, the number of new employees, amounts of additional payrolls. Commend existing business-industry for expansionary spirit. Be specific; cite names, examples.
Dec. 14	Release announcement of Chamber membership development drive	To announce the beginning of a drive to broaden the chamber's membership and financial base. Compare Lufkin with neighboring communities. Release should be well-written and should be accompanied by a photograph of the membership committee at work. Write short release for radio and television; longer release for newspapers. Give radio and television access to Chamber officials for taping and video purposes.
Dec. 15	Launch membership drive with letters	To acquaint the Chamber's existing membership and prospective members with the goals and objectives of the Chamber in 1977; its achievements during 1976; and its financial needs compared with other chambers in East Texas.
Dec. 15	Launch public communications effort	To acquaint the Chamber's membership and prospective members, as well as the general public, with the Chamber, its services in the community, and its role as a catalyst for county-wide growth. Use radio-TV spots; newspaper testimonials by key leaders; bank stuffers.
Dec. 26-30	Annual report of Chamber activities during 1976	To further acquaint the Chamber's membership and the general public - during the height of the membership drive - with accomplishments of the organization during the year. Use newspaper tabloid format for the report.

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Angelina County Chamber of Commerce P.O. Box 1606 / Lufkin, Texas 75901 / Phone (713) 634-6644

THIS LETTER MAY BE THE MOST IMPORTANT LETTER WRITTEN TO YOU AS A MEMBER OF THE ANGELINA COUNTY CHAMBER OF COMMERCE.

AS YOU KNOW, ANGELINA COUNTY HAS AND IS GROWING AT A RAPID PACE. SINCE 1960, WE HAVE EXPERIENCED AN EXCELLENT POPULATION GROWTH, RETAIL SALES HAVE SOARED, AND THE LOCAL ECONOMY HAS EXPANDED IN VIRTUALLY EVERY AREA YOU CAN ANALYZE.

YOUR CHAMBER HAS BEEN CONSTANTLY THE CATYLIST FOR THIS UPWARD CHANGE. IT HAS BECOME WHAT WE WANT IT TO BE -- AN AGRESSIVE, HIGHLY RESPECTED, ACTION-ORIENTED BODY THAT REPRESENTS OUR AREA IN A MOST DESIRABLE MANNER....AND, MORE THAN EVER, WE NEED YOUR HELP.

AS YOU WILL NOTE FROM THE ATTACHED SHEET OUR CHAMBER RANKS LAST AMONG THE MAJOR COMMUNITIES IN EAST TEXAS IN AVERAGE MEMBERSHIP DUES AND INCOME.... AND, OUR PROGRAM HAS GROWN TO THE EXTENT THAT WE MUST ACT NOW TO IMPROVE THAT FIGURE.

WITH THAT IN MIND, YOUR BOARD HAS DEEMED IT NECESSARY TO INCREASE THE MINIMUM DUES OF THE CHAMBER TO $100.00 ANNUALLY, EFFECTIVE JANUARY 1, 1977.

IT HAS BEEN ALMOST FIVE YEARS SINCE OUR LAST INCREASE, AND THE INCREASING INFLATIONARY COST ALONE HAS TAKEN THAT.

PLEASE JOIN WITH US NOW IN THIS EFFORT.....THE RESULTS WILL BE THE STRONGEST CHAMBER OF COMMERCE IN EAST TEXAS.....WORKING FOR YOUR FUTURE!

THANK YOU IN ADVANCE FOR YOUR CONTINUED SUPPORT.

SINCERELY,

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COMPARISON OF DUES
SELECTED CITIES - EAST TEXAS
OCTOBER, 1976

CITY	AREA POPULATION	# OF MEMBERS	CURRENT INCOME	AVERAGE DUES
Marshall	25,600	474	$43,870	$92
Corsicana	21,200	600	60,198	100
Nacogdoches	41,300	490	50,000	102
Plano	45,000	364	82,775	227
Temple	45,000	974	108,000	110
Baytown	50,000	700	60,000	85
Lufkin	53,000	650	48,000	73
Longview	60,000	1,700	150,078	88
Humble	63,000	410	55,000	134
Bryan	72,200	800	78,499	98
Conroe	108,000	550	68,000	123
Tyler	108,000	1,436	153,775	107

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MINUTES
BOARD OF DIRECTORS
January 13, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Bob Bowman, Sue Bresie, Duncan Garner, Henry Holubec, Johnny Jackson, Dick McKay, Ralph Ridinger, Tom Selman, Sam Slaydon, Jim Stephens, Horace Stubblefield, Mark Swan

Absent: Oscar Brookshire, Devereux Chapman, Anna Beth Connell, M.D., Joe Hornsey, H.J. Shands, Jr., W.J. Thornton

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by Henry Holubec and second by Horace Stubblefield, the minutes to the December Board meeting were approved.

FINANCIAL STATEMENT: Chamber Manager Jerry Huffman presented the December financial statement for Treasurer W.J. Thornton who was unable to attend. Such report is attached to these minutes. Huffman reported a need to take $4,700 from the reserve fund to complete the year's program, leaving a balance in that fund of $24,705.58. The financial statement was approved on motion by Jim Stephens and second by Ralph Ridinger.

FINANCE STUDY UPDATE: Chairman Jim Stephens reported on the continuation of the membership dues increase which was begun in December. To date he reported that over $21,250.00 dues had been committed for 1977 with almost $7,000.00 of that amount representing increases. Out of 550 membership accounts, 140 had accepted the increase thus far. Stephens also said only six (6) members had cancelled because of the increase, and he asked if a member of the Board would go by and talk to them before we took action. The six were: East Texas Refrigerator Sales, Frank Shanks Gulf Oil Distributor (Tom Selman will see), Jewell Hudgins Machine Company (Rufus Duncan will see), Kid'Stuff (Mark Swan will see), L & M Trophy (Johnny Jackson will see) and Photo-World (Duncan Garner will see). Stephens commented he would keep the Board posted on the success of this activity.

LVCB REPORT: Barry Hays, Manager, reported that 10,000 copies of the new "You'll Love Lufkin" brochure had been printed and are ready for distribution to visitors and conventioneers. Hays also presented a list of vacation shows the Chamber would be participating in for 1977 which included Houston, Dallas, San Antonio, Austin, Des Moines and Kansas City.

INDUSTRIAL FOUNDATION REPORT: Rufus Duncan reported for the Foundation that a half acre tract had been sold to a Mr. Sam Dearmond from Henderson who would be building a small bait aerator production company on the site. Location was on Spence Street, total cost $1250. Sale was approved on motion by Jim Stephens, second by Bob Bowman.

INDUSTRIAL FOUNDATION FINANCIAL STATEMENT: Duncan also presented to the Board an annual financial statement for the Foundation which showed a December 31 bank balance of $15,328.07. A copy is attached to these minutes.

1976 ANNUAL REPORT PROPOSAL: Chamber Manager Huffman recommended to the Board that the 1976 annual report be printed in a special 8-page tabloid section and be included for distribution in the Lufkin News, Huntington-Zavalla Herald and the Diboll Free Press, total distribution would be 20,000 copies. After discussion, this proposal was approved and Bob Bowman and Henry Holubec volunteered to help get sponsors to underwrite the $1400 cost.

cont.

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SALARY REVIEW COMMITTEE: Chamber Manager Huffman was asked to leave the room for Chairman Duncan Garner to report on salary recommendations for 1977. On motion by Dick McKay and second by Johnny Jackson, the following recommendations were approved: Georgia Hunt, increase of $50 per month in salary; Jean Harper, increase of $50 per month in salary; Jerry Huffman, increase of $150 in salary and $50 per month in car allowance.

1977 BUDGET REPORT: Chamber Manager presented a tentative budget proposal for Board consideration and told the Board such a budget would be dependent on the outcome of the re-evaluation program. He said that by March we should know exactly how we stood for income for 1977. A copy of such budget is attached to these minutes. Budget proposal was approved on motion by Duncan Garner, second by Jim Stephens.

1977 COMMITTEE APPOINTMENTS: Each of the Divisional Vice Presidents made the following appointments for 1977: Goodwill Committee, Jerry Benson; Public Information, Alan Miller; Women's Division, Betty Hobbs; Business/Industry, Jerry Collins; Industrial Development, Richard Thompson; Metro Trade, John Parker; Tourist/Convention, Woody Gann; Aviation, Jim Bob Odom; Forestry, Howard Victery; Beautification, to be named; Education, Louis Bronaugh; Transportation, Thomas Moore; Agri-Business, Ray Polk; Downtown Development, Pitser Garrison; Legislative, John Ross Kay; First Friday, Bob Bowman; Lufkin/Doches, Oscar Brookshire.

BANQUET REPORT: Joe Byrd reported that all was go for the 57th Annual Banquet and that Governor Briscoe had accepted to be our guest speaker. A crowd in excess of 800 was expected and he urged all Board members to push ticket sales.

BUILDING REPORT: Rufus Duncan reported that a decision should be forthcoming on a new location for the Chamber office.

ANNOUNCEMENT: Chamber Manager Huffman reported on three upcoming meetings 1) the Federation of Business and Industry meeting in Austin February 11 and 12. He commented the Board had decided several months to send two representatives to this meeting. The meeting was in reference to a new state-wide organization being formed by Harry Castleberry. Rufus Duncan and Ralph Ridinger agreed to be the Chamber's representatives at this meeting. 2) A trip to Washington sponsored by the ETCC, March 6-9, total cost $550 per person, tabled 3) Conference on State Government, sponsored by ETCC in Austin, January 27.

There being no further business, the meeting adjourned.

Jerry Huffman, Executive Vice President

Rufus Duncan, President

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LUFKIN INDUSTRIAL FOUNDATION
FINANCIAL STATEMENT
January 1, 1976 - December 31, 1976

Bank Balance, January 1, 1976		$2,385.33
INCOME		
Rental Income - Temple Hangar	$6,430.56	
Interest Income	3,945.84	
Housing By Vogue - Note Receivable	60,584.95	
Certificates of Deposit	15,000.00	
		$85,961.35
		$88,346.68
DISBURSEMENTS		
Note Payable - Principal (Temple)	$ 5,442.45	
Note Payable - Principal (Vogue)	38,768.06	
Interest Expense	3,045.65	
Taxes	3,575.45	
Singleton Property Payment	21,750.00	
Fees (Audit)	437.00	
		$73,018.61
Bank Balance, December 31, 1976		15,328.07
		$88,346.68

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
December, 1976

	Dec. 1976	Total 12 mos.	1976 Budget	Balance Budget
ADMINISTRATIVE EXPENSES				
Salaries	$3,150.00	$29,424.43	$28,800	(-$624.43)
Manager Retirement	185.00	1,395.00	1,620	225.00
Allowances	250.00	3,678.08	3,750	71.92
TCCM Insurance	31.45	220.15	375	154.85
Payroll Taxes	140.40	1,805.95	1,750	(- 55.95)
Rent	300.00	3,600.00	3,600	-0-
Janitor & Building Maintenance	88.97	1,117.80	1,200	82.20
Telephone Expense	98.14	1,406.93	1,400	(- 6.93)
Office Supplies	65.33	906.35	1,000	93.65
Utilities	27.77	345.81	300	(- 45.81)
Office Equipment	35.78	1,399.22	1,000	(- 399.22)
Dues & Subscriptions	15.00	973.72	750	(- 223.72)
Public Relations	25.00	256.39	300	43.61
Schools & Conferences	-0-	1,010.68	1,400	389.32
Postage & Freight	6.99	1,853.69	2,000	146.31
Maintenance	-0-	127.22	250	122.78
Insurance	8.00	225.50	300	74.50
Printing	7.35	2,254.04	2,500	245.96
Audit	-0-	550.00	550	-0-
General Expense	-0-	49.15	500	450.85
	$4,435.18	$52,600.11	$53,345	$ 744.89
PROJECT ACTIVITIES				
Committee Projects	$ 939.83	6,511.86	10,750	4,238.14
	$5,375.01	$59,111.97	$64,095	$4,983.03

Bank Balance, December 1, 1976 — $312.10

INCOME

Membership Dues	$ 390.77	
Withdrawal from Reserve	4,700.00	
		5,090.77
		$ 5,402.87

DISBURSEMENTS as listed above — $5,375.01

Bank Balance, December 31, 1976 — 27.86

$5,402.87

Year To Date Income

Membership Dues	$47,026.17
Miscellaneous	151.32
Interest Income	204.02
City of Lufkin	5,000.00
Lotus Lane	1,200.00
Reserve Withdrawal	4,700.00
	$58,281.51

Reserve Savings Certificates of Deposit - $24,705.58

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
December, 1976

NEW MEMBERS

NONE

CANCELLATIONS

Riley Mobile Homes	$50.00
Winchell's Donut House	50.00
Hathorn's Seafood	50.00
Thurman's of Lufkin	50.00
Royal Crown Bottling Co.	58.00
Roland's Tackle Shop	50.00
Nacalina Motor Lodge	50.00
Mr. B's	50.00
ATCO Industries	50.00
Pineywood Printing	50.00
Action Service Center	50.00
A-Ace Locksmith	50.00
Dunn's Drive In Market	50.00
Jordan-McCall, Realtors	50.00
Piggly Wiggly Supermarket	50.00
Pavlic Supermarket	50.00
Matlock Printing	69.00
	- $927.00

Net Increase for 1976 - $1,373.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACTIVITIES ACCT.
FINANCIAL STATEMENT

INCOME

	December, 1976	Total 12 months
Banquet Tickets	-0-	$23,629.00
First Friday	77.00	1,665.00
Christmas Activities	100.00	675.00
Jr. Livestock Show Premiums	-0-	2,821.60
Jr. Livestock Show Sale	-0-	30,134.00
Miscellaneous Income	25.00	142.83
Flags	-0-	82.74
Goodwill Committee	223.00	596.08
Women's Committee	54.00	802.00
Career Day Booths	-0-	655.00
Bicentennial Stickers	-0-	110.00
New Teacher Banquet	150,00	1,290.00
Printed Materials	5.00	12.00
Hay Show	-0-	908.10
	$634.00	$ 63,523.35

DISBURSEMENTS

Banquet Expense	-0-	23,703.05
Miscellaneous	-0-	110.69
First Friday	249.01	1,574.36
Jr. Livestock Show Premiums	-0-	2,962.28
Jr. Livestock Show Sale	-0-	30,225.70
Flags	-0-	80.19
Goodwill Committee	228.05	642.79
Women's Committee	150.00	984.21
Career Day Booths	-0-	678.21
Teacher Banquet	-0-	1,026.80
Hay Show	-0-	600.95
Christmas Activities	-0-	425.00
	$627.06	$63,014.23

RECAP

Bank Balance, December 1, 1976	$537.69	
Receipts	634.00	
		$1,171.69
Disbursements, December, 1976	$627.06	
Bank Balance, December 31, 1976	544.63	
		$1,171.69

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MINUTES
BOARD OF DIRECTORS
February 10, 1977 - 10:00 a.m.
Chamber Office

Present: Rufus Duncan, Sue Bresie, Oscar Brookshire, Devereux Chapman, Dr. Anna Beth Connell, Henry Holubec, Johnny Jackson, Dick McKay, H.J. Shands, Jr, Jim Stephens, Mark Swan, Horace Stubblefield, W.J. Thornton, Joe Byrd, Louis Bronaugh, Barry Hays, Jerry Huffman, Sam Slaydon

Absent: Bob Bowman, Duncan Garner, Joe Hornsey, Ralph Ridinger, Tom Selman,

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by H.J. Shands, Jr. and second by Mark Swan, the minutes to the January Board meeting were approved.

FINANCIAL STATEMENT: W.J. Thornton presented the January Financial Statement for Board approval and made the motion to approve it. Second by Jim Stephens. Motion carried.

FINANCE STUDY REPORT: Jim Stephens, Chairman, presented an updated report on the status of the Chamber's dues increase and reevaluation program. At present, he reported almost $44,000 in dues pledged and of that amount over $14,000 represented increases over 1976. If the program continued at its present rate of acceptance, there was no reason he said that we should not more than reach our goal for the year. He commented that the few members who had submitted requests for cancellation were being contacted before their membership was finally terminated in the hopes of keeping them on the Chamber roles. President Rufus Duncan commended Stephens and the work of his committee.

INDUSTRIAL FOUNDATION REPORT: Oscar Brookshire, Vice Chairman of the Lufkin Industrial Foundation, asked the Board to approve the Foundation's sale of a three acre tract on North Spence Street to Texas Eastern Distributors, Inc., a wholesale meat distributor. Total sell price was $2500 per acre. Dr. Anna Beth Connell moved the approval of this sale. Seconded by Johnny Jackson. Motion unanimously carried.

BANQUET REPORT: Joe Byrd, Chairman, reported the final financial statement for the Annual Banquet as attached to these minutes. It showed a net profit of approximately $1500. He commented that the banquet was a high success being the second largest in the history of the Chamber.

BUILDING RESEARCH REPORT: President Duncan said that a report would be forth coming on the status of a location for a new Chamber facility.

EDUCATION COMMITTEE REPORT: Reporting for the Education Committee, Louis Bronaugh, Chairman, updated the Board on his committee activities for the coming year to include the Career Fair, April 6 & 7, a free enterprise education program, the beginning of a Junior Achievement program in the schools and the new teacher banquet. He asked the Board to approve an $850 expenditure for four films and eight slide presentations from the National Chamber of Commerce to be utilized in the civic/service clubs in the County as well as an extensive program in the county school districts. He said these visuals as a nucleus will give us an excellent start on a free enterprise education program and the establishment of a Chamber sponsored speakers bureau. Motion was made to authorize this expenditure by Sue Bresie, seconded by Dr. Anna Beth Connell. Motion unanimously carried.

LVCB Report: Barry Hays, LVCB manager, updated the Board on upcoming events at the Civic

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Center and the travel shows the Chamber would participate in for the year. Discussion followed among the Board about rental of the Cneter to types of operations which were in direct competition with other retailers in the area. President Duncan appointed a committee to pursue this idea and see what other centers had for a policy on it. Mark Swan was asked to chair such a committee with Dick McKay and Devereux Chapman to assist. Hays was asked to gather information for the Committee to consider for a report at the next Board meeting.

INDUSTRIAL FOUNDATION APPOINTMENTS: Oscar Brookshire said he had made several appointments to the Industrial Foundation Board last July while serving as Chamber President which needed the approval of the Chamber Board. The following were appointed for a six year term: Pitser Garrison, J.B. Manning, H.J. Shands, Jr., and Tom Meredith. These appointees were approved on motion by Henry Holubec and second by Jim Stephens.

There being no further business, the meeting was adjourned.

Jerry W Huffman

Jerry Huffman, Executive Vice Pres.

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
January, 1977

	Jan. 1977	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES			
Salaries	$2,547.36	$33,600	$31,052.64
Manager Retirement	108.26	1,700	1,591.74
Allowance	300.00	4,000	3,700.00
TCCM Insurance	31.45	375	343.55
Payroll Taxes	149.56	1,900	1,750.44
Rent	300.00	3,600	3,300.00
Janitor & Bldg. Maint.	80.00	1,200	1,120.00
Telephone	89.94	1,600	1,510.06
Office Supplies	184.54	1,000	815.46
Utilities	31.43	360	328.57
Office Equipment	81.75	1,500	1,418.25
Dues, Subs., Publications	95.00	900	805.00
Public Relations	-0-	600	600.00
Schools & Conferences	-0-	1,500	1,500.00
Postage & Freight	354.38	2,500	2,145.62
Maintenance	-0-	250	250.00
Insurance	-0-	300	300.00
Printing	-0-	2,700	2,700.00
Audit	-0-	550	550.00
General Expense	-0-	500	500.00
	$4,353.67	$60,635	56,281.33
Committee Projects	511.40	12,000	11,488.00
	$4,865.07	$72,635	$67,769.93
Bank Balance, January 1, 1977		$27.86	
Income: Dues		26,926.25	
		$26,954.11	
Disbursements as listed above		$ 4,865.07	
Bank Balance, Januar 31, 1977		22,089.04	
		$26,954.11	

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP ACTIVITIES REPORT
JANUARY, 1977

NEW MEMBERS

William E. Medford, Realtor	$100.00	
Jimmy Tinkle	25.00	
Frank R. Denman, M. D.	100.00	
Blue Cross-Blue Shield	100.00	
Sirloin Stockade	150.00	
		+ $475.00

CANCELLATIONS

McGee Bend Corporation	$ 50.00	
Potts Photography	50.00	
Scott Lumber Company	50.00	
		- 150.00

INCREASES

Abney & Medford Hardware #1	+ 42.00
Alexander & Rogers, CPAs	+ 50.00
Aluminum Gutter Service	+ 50.00
American Equitable Insurance	+ 50.00
American National Life Insurance	+ 50.00
Ames Fried Chicken	+ 25.00
Anderson Insurance	+ 50.00
Angelina Casulaty Company	+ 8.00
Angelina Chevrolet-Cadillac	+ 50.00
Angelina Hardwood Sales	+ 70.00
Angelina & Neches River RR	+ 93.00
Angelina Nursing Home	+ 50.00
Angelina Travel	+ 50.00
R. K. Arnett, M. D. & Asso.	+ 42.00
The Automotive, Inc.	+ 31.00
Avon Products, Inc.	+ 50.00
Axley & Rode, CPAs	+ 85.00
Mrs. Baird's Baking Company	+ 100.00
Dr. John G. Barrett	+ 35.00
Bartlett, Baggett & Shands	+ 10.00
Baskin Robbins Ice Crean	+ 50.00
Beam's Motel & Restaurant	+ 45.00
T. R. Bennett, M. D.	+ 50.00
Dr. Bryan Blevins	+ 50.00
Blue Bonnett Beauty Shop	+ 50.00
Borden Chemical Company	+ 50.00
Borden's, Inc.	+ 64.00
Geraldine Bradford Realty	+ 50.00
Jack Bresie, Builder	+ 50.00
Bronaugh's Opticians	+ 50.00
Brookshire Brothers	+ 155.00
Brown's Shoe Fit Company	+ 50.00
Burton's Eggs	+ 75.00
Cablecom General, Inc.	+ 85.00
Cameracraft	+ 50.00
Horace Cardwell	+ 50.00
Carney's Ranch House Barbecue	+ 50.00
Cavanaugh's Jewelers	+ 50.00

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INCREASES (cont'd)

Central Freight	+ 50.00
City News Stand	+ 50.00
Clark's Department Store	+ 60.00
Dr. J. C. CLement	+ 42.00
Coburn's	+ 45.00
Coleman Arco Station	+ 50.00
Anna Beth Connell, M. D.	+ 42.00
Consumer's Panel Barn	+ 50.00
Curiosity Railroad Salvage Sales	+ 50.00
Daiches Jewelers	+ 42.00
Dairy Queen	+ 50.00
Davis Insurance	+ 50.00
Dealers Electrical Supply	+ 50.00
Denum Moving & Storage	+ 42.00
Dial Electrical Supply	+ 50.00
Diboll State Bank	+ 100.00
Dixon Furniture	+ 50.00
Dorsett Refrigeration	+ 50.00
Drive In Paint Service	+ 50.00
W. A. DuBose & Son	+ 56.00
East Texas Family Medical Clinic	+ 50.00
East Texas Veterinary Clinic	+ 25.00
Nathan Edwards Insurance	+ 50.00
El Chico	+ 50.00
Employers Aid Placement Service	+ 50.00
E-Tex International	+ 45.00
ETOX, Inc.	+ 31.00
Ewell Equipment Company	+ 50.00
Fashion Jewelry	+ 50.00
Fenley, Bate & Deaton	+ 100.00
O. L. Finley Tire Company	+ 17.00
First Bank & Trust	+ 150.00
Pat Foley & Company	+ 50.00
Foster & Kleiser Company	+ 50.00
Charles Fredrick	+ 50.00
Freisen Life Agency	+ 31.00
Furniture Distributors of Lufkin	+ 50.00
Bert Gann Realty	+ 45.00
Tom Gann & Associates	+ 50.00
R. H. Duncan Homes	+ 85.00
Garden of Memories Memorial Park	+ 42.00
Dr. R. I. Garrett	+ 42.00
Arthur A. Garrison, Realtor	+ 50.00
GMAC	+ 67.00
George & Raymond Plumbing	+ 50.00
Wm. George Produce	+ 60.00
Gibbs Insurance	+ 50.00
Gipson Funeral Home	+ 70.00
Gibbs Motor Company	+ 85.00
B. F. Goodrich Company	+ 42.00
Greater Lufkin Ford	+ 50.00
R. E. Grimes Construction	+ 50.00
Vernell Havard, Realtor	+ 50.00
S. W. Henderson, Jr.	+ 35.00
T. M. Hill Plumbing	+ 50.00

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INCREASES (cont'd)

Holder Brothers Printing	+ 50.00
Holiday Inn Of Lufkin	+ 62.00
Holland Hardware	+ 50.00
Kay Holleman, Realtor	+ 50.00
Home Savings & Loan Association	+ 110.00
Dr. H. L. Hughey	+ 50.00
Huntington State Bank	+ 60.00
Industrial Towel & Uniform	+ 50.00
W. T. Jackson, M. D.	+ 42.00
Dr. Vernon Jenson	+ 50.00
W. H. Johnston Furniture	+ 75.00
KEEE-KJCS	+ 100.00
KRBA	+ 35.00
KTRE	+ 70.00
Kent, Marcellos & Scott	+ 17.00
Kentucky Fried Chicken	+ 50.00
Kerr's Metals	+ 50.00
Lake Sam Rayburn KOA	+ 50.00
Langford Advertising	+ 50.00
Phillip Leach, Attorney	+ 50.00
Kye Lee Insurance	+ 50.00
Louis Leggett Surveying	+ 50.00
Leslo Sales	+ 31.00
Little Italy	+ 50.00
Love Wood Products	+ 42.00
Lufkin Abstract Company	+ 50.00
Lufkin Barbecue	+ 50.00
Lufkin Coca-Cola Bottling Co.	+ 74.00
Lufkin Creosoting	+ 25.00
Lufkin Ditching Service	+ 50.00
Lufkin Electric Company	+ 50.00
Lufkin Farm Supply	+ 45.00
Lufkin Industries	+ 490.00
Lufkin Lanes	+ 50.00
Lufkin Muffler Shop	+ 50.00
Lufkin National Bank	+ 150.00
Lufkin News	+ 98.00
Lufkin Printing Company	+ 117.00
Lufkin Redi-Mix, Inc.	+ 37.00
Lufkin Telephone Exchange	+ 150.00
Lufkin Typewriter Company	+ 67.00
Luther News Agency	+ 50.00
Robert F. McCall, M. D.	+ 42.00
Maddux Building Materials	+ 45.00
Mathews-Miller Department Store	+ 56.00
Meadowview Trailer Park	+ 50.00
Dr. Gail Medford	+ 75.00
Medical Discount Pharmacy	+ 50.00
Medical Plaza Pharmacy	+ 50.00
William A. Mitchell, M. D. .	+ 42.00
Monco Motors	+ 50.00
Montgomery Ward	+ 85.00
Moore Brothers Construction	+ 30.00

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INCREASES (continued)

Bob Morgan Insurance	+ 50.00
Morrow Buick-Pontiac	+ 50.00
Mustang Tractor & Equipment	+ 45.00
National Cash Register	+ 30.00
National Military Mutual Life Ins.	+ 17.00
Nayr Corporation	+ 50.00
Ralph New Motor Company	+ 135.00
Nine 'til Nine Auto Parts	+ 50.00
One Hour Martinizing	+ 50.00
Pearson's Furniture	+ 25.00
Perry Brothers, Inc.	+ 30.00
Pioneer Publishing Company	+ 50.00
Pit Construction	+ 50.00
Pizza Hut of Lufkin	+ 50.00
Pluss-Tex Poultry	+ 100.00
R. L. Polk & Company	+ 50.00
Pruitt Medical Laboratories	+ 31.00
Quality Sign Service	+ 45.00
R & H Mobile Homes	+ 50.00
Dr. R. E. Read	+ 42.00
W. J. Reid, M. D.	+ 42.00
Bob Rhodes, D.D.S.	+ 50.00
L. Richardson & Sons	+ 100.00
Ronnie's Western Store	+ 50.00
Sabine Investments	+ 35.00
Sam's Cabinet Shop	+ 50.00
Sears, Roebuck & Company	+ 60.00
Security & Guaranty Abstract Co.	+ 42.00
Sherwin-Williams Paint Store	+ 50.00
John Lee Slaughter, Inc.	+ 100.00
Southern Pacific	+ 42.00
Southern Pacific Transport	+ 50.00
Southern Pacific Transportation	+ 45.00
Southland Paper Mills, Inc.	+ 200.00
Southwest Color Printing Corp.	+ 120.00
Dr. Dan Spivey	+ 42.00
State Farm Insurance - Johnny Jackson	+ 50.00
State Farm Insurance - Wm. Philmon	+ 50.00
Story-Wright Printing & Office Supply	+ 67.00
Sullivan Refrigeration	+ 50.00
Sun-N-Pines	+ 60.00
Curtis Swain Insurance	+ 50.00
Taylor Brothers Painting Company	+ 56.00
Temple Associates	+ 125.00
Tennessee Life Insurance	+ 50.00
Texas Forestry Association	+ 50.00
Texas Power & Light Company	+ 100.00
Texas South-Eastern Railroad	+ 25.00
Texas State Optical	+ 42.00
Dr. W.D. Thames	+ 42.00
Dr. George Thannisch	+ 42.00
Thomas & Thompson Construction	+ 145.00

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INCREASES (continued)

Thompson's Pharmacy	+ 35.00
Thompson Real Estate	+ 50.00
Timberland Insurance	+ 50.00
Timberland Nursery	+ 50.00
Timberidge Apartments	+ 50.00
Town & COuntry Sales	+ 50.00
Tri-State Mill Supply	+ 50.00
Upper Neches Conservation	+ 50.00
Village Cafeteria	+ 67.00
Vincent Automotive	+ 50.00
Wagon Wheel Barbecue	+ 50.00
Waller Sales	+ 50.00
Watson Electric Supply	+ 42.00
Weiner's Department Store	+ 64.00
White Stores, Inc.	+ 85.00
Doug Williamson Dodge	+ 150.00
William D. Winston, Attorney	+ 50.00
Woody's Toys	+ 131.00
Zeleskey, Cornelius, Rogers, Berry & Hallmark	+ 50.00
The Record Rack	+ 50.00

Total Increases

Net Increase for 1977 - $13,119

Increase Needed for Budget -$19,238.

Balance Need for Budget - $6,119.

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1977 BANQUET STATEMENT
Joe Byrd, Chairman

INCOME: 766 Tickets Sold

$6,820.00 Already Paid
840.00 Outstanding

	Total	$7,660.00

DISBURSEMENTS:	Decorations	$ 210.00	
	Awards	525.38	
	Meal	4,456.75	
	Entertainment	200.00	
	Printing	273.05	
	Civic Center	485.60	
	Total		$6,150.78
	NET PROFIT		$1,509.22

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MINUTES
SPECIAL BOARD OF DIRECTORS MEETING
February 18, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Tom Selman, Mark Swan, Duncan Garner, Oscar Brookshire, Ralph Ridinger, Devereux Chapman, Henry Holubec, Horace Stubblefield, Sue Bresie, Johnny Jackson, H.J. Shands, Jr., Dick McKay, Jim Stephens, & Jerry Huffman

Rufus Duncan, President, called the meeting to order and told the Board the special meeting was called to make a decision on the proposed Chamber of Commerce facility.

Duncan reported the recommendation of the Building Research Committee which unanimously recommended that the Chamber negotiate the purchase of the present Gibbs Insurance Building which was located at 515 S. First.

Specifications: Building size: 2400-2500 sq. feet
Presently divided into two separate sections
Asking price: $60,000 total
Lot size: 50 feet by 300 feet
Parking 4-5 cars in front 10-12 cars in rear area
Building approximately ten years old and in excellent condition

Duncan commented that with very little remodeling it would make an excellent Chamber office and that consideration could be given to renting out a portion of it. There was no present meeting or Board room but could very easily be added within the present structure or added on to the rear if necessary.

Our present rental of $300 per month would offset loan payment, possibility of securing United Fund offices at $150 per month also.

Our reserve account totaling some $27,000 could also be utilized for down payment and remodeling.

After discussion Oscar Brookshire made the motion that the Board authorize Rufus Duncan to negotiate the purchase of this facility for Chamber offices and secure financing needs to present to the Board for approval as soon as possible, second made by Jim Stephens. Unanimously carried.

Duncan said he would have a complete financial analysis for the Board as soon as he could finalize arrangements.

Adjourn.

Jerry Huffman, Exec. Vice Pres.

Rufus Duncan, President

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MINUTES
BOARD OF DIRECTORS
March 10, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Bob Bowman, Oscar Brookshire, Devereux Chapman, Henry Holubec, Joe Hornsey, Johnny Jackson, Ralph Ridinger, Tom Selman, H.J. Shands, Jr., Sam Slaydon, Jim Stephens, Mark Swan, Bill Thornton, Rev. Caskey, John Kay, Joe Byrd, Ray Polk, Harry Castleberry, Thomas Moore, Betty Hobbs, Barry Hays, Jerry Huffman

Absent: Sue Bresie, Dr. Anna Beth Connell, Duncan Garner, Dick McKay, Horace Stubblefield

Rufus Duncan, President, called the meeting to order.

FEBRUARY MINUTES: On motion by Jim Stephens, second by Bob Bowman, the minutes for the February meeting were approved.

FEBRUARY TREASURERS REPORT: W.J. Thornton, Treasurer, presented the February Financial Statement as attached to these minutes. The Statement was approved on motion made by Oscar Brookshire and second by Henry Holubec.

FINANCE STUDY REPORT: Chairman Jim Stephens updated the Board on the status of the re-evaluation effort begun January 1. He said that to date 306 members had responded to the increase and new money totaled $15,802. He said it was time to make a concerted effort to get responses from the remaining members. A list of approximately 120 accounts was passed out to the Board. Stephens asked for volunteers to assist in a phone campaign to clear up these accounts. Mark Swan, Devereux Chapman, Bob Bowman, Ralph Ridinger committed to assist in this effort. Stephens said he would ask Duncan Garner and Dick McKay to help also and would try to have a complete report to the Board at the April meeting. Of the $19,600 still outstanding we needed $13,000 of it to make the budget.

AGRI BUSINESS COMMITTEE REPORT: The 21st Annual Junior Livestock Show was set for March 15 and Chairman Ray Polk reported to the Board that all plans were complete and ready for the event. He commented the only need at this point was for more buyers at the auction and urged as many Board members as possible to attend and purchase an animal. He said over 200 entries were in this show and if people of Angelina County wanted something for the youth to do then they should invest in this type of activity.

LUFKIN YOUTH COUNCIL: President Duncan called on Joe Byrd and Rev. John Caskey, guest at the meeting, to discuss with the Board the formation of a Lufkin Youth Council. Rev. Caskey said the purpose of the Council was to consider new ideas to help the youth of our area solve the need for "something to do." He said this council would explore many avenues in the hopes of getting more youth-oriented facilities in the area. Caskey asked the Chamber Board for support. On motion by Ralph Ridinger and second by Joe Hornsey, the Board unanimously approved the formation of the Lufkin Youth Council and sanctioned its activities. Chamber manager Jerry Huffman would represent the Chamber on the Council.

LEGISLATIVE COMMITTEE REPORT: Chairman John Kay made several recommendations to the Board for their considerations as follows: (A)HB 3 Texas which would allocate an additional $561 million to the state highway funding the next two years...this is a minimum bare bones program. Passage is the only way to stop the deterioration of the State Highway system. RECOMMEND WE SUPPORT THIS BILL. The Transportation Committee of the Chamber supports this recommendation. Approved on motion made by Johnny Jackson, second by Jim Stephens. (B) RIGHT TO WORK:RECOMMEND WE OPPOSE THE REPEAL OF SECTION 14b. The

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Business/Industry Committee of the Chamber is also in full support of this recommendation. Approved on motion by Ralph Ridinger, second by Devereux Chapman. (C) COMMON SITUS PICKETING: RECOMMEND WE OPPOSE COMMON SITUS. The Business/Industry Committee of the Chamber supports this recommendation strongly. Approved on motion by Joe Hornsey, second by Oscar Brookshire. (D) WILDERNESS AREA: RECOMMEND THAT WE OPPOSE LEGISLATION WHICH WILL MAKE A LARGE PORTION OF THE ANGELINA NATIONAL FOREST A " Wilderness Area." The Forestry Committee of the Chamber endorses this recommendation. Note: Our opposition should be voiced April 12 at a hearing being held in Lufkin by Congressman Wilson. Approved on motion by Bob Bowman and second by Johnny Jackson.

Kay also reported that a delegation from our area would be going to Austin to attend a Legislative Breakfast on Wednesday, March 30 and asked any of the Board members who wished to attend to get in touch with him. The breakfast was being co-sponsored by the East Texas Chamber of Commerce..

EDUCATION COMMITTEE: Louis Bronaugh, Chairman, reported on the upcoming Career Fair which was scheduled at the Civic Center on April 6-7. He said that over 40 exhibitors would be there and expected a large turnout from the schools in the area in attending the event. He urged each member of the Board to attend so they could see first hand what the Fair was all about.

TRANSPORTATION COMMITTEE: Thomas Moore, Chairman, reported on the goals for his committee for 1977. They are as follows: 1) Push for 4-lane highway on Loop 287 West 2) Support continuation of South Angelina to Loop 287 3) Support widening from Bynum to Angelina 4) Promote long range planning for second underpass in downtown area 5) Extend South Angelina to Feagin 6) Continue city wide curb and gutter program 7) Extend Wilson to Kurth Drive 8) Improvement of Old Nacogdoches Highway from Loop 287 to US 59 9) Hill Street extension to HWY 94 10) Widen Paul from Timberland to Loop 287 11) Long range planning for overpasses at HWY 59, 94, 841 on LOOP 287 12) Support efforts to make Shepherd a major thoroughfare to Ellis in downtown area

For Angelina County: 1) Widen Hwy 94 from Loop 287 to Hudson 2) ROW for State HWY 63 east to Zavalla 3) Extend FM 818, connecting 2108 and 3212 4) Extend FM 842 to run parellel with Lake to 103 5) Improve roads in Fuller springs area 6) FM 328 to Shofner to FM 2801 7) County road from 2109 to Rayburn 8) County road from SH 63 to FM 2743 9) Decide feasibility of a grade separation in Diboll

WOMEN'S DIVISION REPORT: President Duncan called on the President of the Chamber's Women's Division for a report of their activities. Duncan said that Betty Hobbs would be meeting with the Board for each month for this purpose. Betty Hobbs commented that the Women's Division now had almost sixty members and were gearing up their program for the year. One of their main programs was the Voice of the Chamber which utilized about twenty five ladies who called the entire Chamber membership about major activities of the Chamber each month.

FEDERATION OF BUSINESS, INDUSTRY AND PROFESSIONALS: Ralph Ridinger reported on the trip made to Austin by President Duncan and him in reference to the formation of a new organization in Texas which would have representatives of Chambers of Commerce Associations and other business organizations. This organization would serve as a communication channel for the business sector on expecially legislative matters affecting business. He said another meeting would be held soon on this program and asked the Board if they wanted to pursue this any further. On motion by Oscar Brookshire, second by Jim Stephens, the motion was passed to continue supporting the effort and send two representatives

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to the next meeting.

LVCB REPORT: Manager Barry Hays reported the Texas Parade article had appeared on the newsstands and was excellent. He commented that Lufkin would receive much exposure from this publication. He also showed several new brochures which would be utilized to attract convention dollars to the area.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
February, 1977

	Feb. 1977	Total 2 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$ 2,630.00	5,177.36	33,600	$28,422.64
Manager Retirement	135.00	243.36	1,700	1,456.64
Allowance	312.00	612.00	4,000	3,388.00
TCCM Insurance	31.45	62.90	375	312.10
Payroll Taxes	155.04	304.60	1,900	1,595.40
Rent	300.00	600.00	3,600	3,000.00
Janitor & Building Maintenance	80.00	160.00	1,200	1,040.00
Telephone	103.24	193.18	1,600	1,406.82
Office Supplies	188.89	373.43	1,000	627.57
Utilities	32.78	64.21	360	295.79
Office Equipment	233.07	314.82	1,500	1,185.18
Dues, Subs., Publications	360.50	455.50	900	444.50
Public Relations	15.00	15.00	600	585.00
Schools & Conferences	20.00	20.00	1,500	1,480.00
Postage & Freight	200.00	554.38	2,500	1,945.62
Maintenance	-0-	-0-	250	250.00
Insurance	-0-	-0-	300	300.00
Printing	1,058.52	1,058.52	2,700	1,641.48
Audit	-0-	-0-	550	550.00
General Expense	-0-	-0-	500	500.00
	$ 5,855.49	10,199.26	60,635	$50,426.04
Committee Projects	568.45	1,079.85	12,000	10,920.15
	$ 6,423.94	11,279.11	72,635	$61,346.19

Bank Balance, February 1, 1977	$22,089.04
Income: Dues	7,671.89
	$29,760.93
Disbursements as listed above	$ 6,423.94
Bank Balance, FEbruary 28, 1977	3,336.99
Certificates of Deposit (Operating Fund)	20,000.00
	$29,760.93

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MINUTES
BOARD OF DIRECTORS
April 7, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Bob Bowman, Sue Bresie, Oscar Brookshire, Devereux Chapman, Dr. Anna Beth Connell, Dick McKay, Ralph Ridinger, H.J. Shands, Jr., Sam Slaydon, Jim Stephens, Horace Stubblefield, Mark Swan, Ray Polk, Betty Hobbs, Jerry Huffman, Barry Hays

Absent: Duncan Garner, Henry Holubec, Joe Hornsey, Bill Thornton, Johnny Jackson

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by Oscar Brookshire and second by Horace Stubblefield the March minutes were approved.

FINANCIAL STATEMENT: W.J. Thornton, Treasurer, presented the March financial statement as attached to these minutes. On motion by Oscar Brookshire and second by Devereux Chapman the report was approved as presented.

1976 Audit: Chamber manager Jerry Huffman presented copies of the 1976 audit for the Chamber and the Lufkin Industrial Foundation. Both are attached with these minutes. After discussion, both were accepted by the Board on motion by Oscar Brookshire and second by Devereux Chapman.

FINANCE STUDY UPDATE: Chairman Jim Stephens brought the Board up to date on the status of the total re-evaluation program. As of April, we had heard from 331 Chamber members who increased their dues in amounts totaling $16,771 in new money. A total of $53,058 had been collected in dues so far this year. Stephens said that almost 200 members were still unpaid but many were not due until later in the year.

AGRI-BUSINESS REPORT: Ray Polk, chairman of the Agri-Business Committee, gave an analysis of the 21st Annual Jr. Lovestock Show. This show, with an auction netting over $30,000, was the most successful in the history of the program. Polk said that due to the tremendous increase in the last couple of years the need for more sponsor money was evident. He said sponsors were paying out a good sum already and could not be asked for more, especially since the Chamber had increased the dues. He asked the Board to consider budgeting $2500 for this program in 1978 to offset this increase and not have to go to business community for sponsors fee. President Duncan said this recommendation would be made to 1978 budget committee.

LEGISLATIVE REPORT: Chamber manager Huffman reported for Chairman John Ross Kay that the Legislative Breakfast in Austin on March 16 was successful with about 20 from our area attending. He said the committee would recommend we host our own reception next time in conjunction with the Texas Forestry Association.

WOMEN'S DIVISION REPORT: Betty Hobbs, President of the Women's Division, reported that several of her division had assisted with the Career Fair on April 6 & 7. Also, her members were meeting monthly and were discussing further programs which she would report on once they were finalized.

LVCB REPORT: Visitor & Convention Bureau manager Barry Hays gave an analysis on the Civic Center operation and coming events. He commented that maintenance and labor expense were a major problem at the Center, but they were working to solve these.

(cont.)

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Mark Swan then gave a report on the use of the Civic Center by Itinerant Vendors. The Center had been rented on several occasions by itinerant commercial enterprises. Because these firms are not locally based, local consumers have little recourse if deceptive business practices are involved, in addition to removing a significant amount of money from the local economy. After discussion, on motion by Oscar Brookshire and second by Sue Bresie, it was decided to let the City Attorney decide the best route to go.

NEW ACCOUNTING PROCEDURE: Manager Huffman gave a special report on a proposed new accounting procedure for the Chamber. He pointed out to the Board that in 1974, $60,000+ had been the total income and outgo of the Chamber; this had increased to $144,000 at the end of 1976. This combined with the other books under the Chamber umbrella - Industrial Foundation, Lotus Lane, Southern Hushpuppy Olympics and Visitor & Convention Bureau, had prompted a need to reconsider the procedures. He submitted a proposal from Axley & Rode as follows:

In compliance with your requests we have reviewed the bookkeeping procedures of the Chamber of Commerce in order to determine the feasibility of utilizing our data processing equipment to maintain the records of the Chamber.

1. Membership billing and accounts for approximately 550 members.
2. Budgetary accounting and financial statements showing a comparison with the budget for all regular activities of the Chamber.
3. Receipts and disbursements records for all seasonal or special funds, such as Junior Livestock Show, Annual Banquet, Career Day, Hushpuppy Olympics, Christmas Decorations, Etc.
4. A separate set of records and statements for the Lufkin Visitor & Convention Bureau.

We have determined that the preceding records of the Chamber can be maintained at an approximately cost of $235.00 a month.

The foregoing does not include the writing of checks, preparation of bank deposits or the cost of printing statements blanks for membership billing.

After discussion, President Duncan said he would appoint a committee to look into this & report to Board in next month or two.

CROWN COLONY COUNTRY CLUB: Horace Stubblefield made a presentation to Board on the proposed $2½ million country club and solicited a membership from Chamber in this new venture. After discussion, the decision was tabled until a later date.

INDUSTRIAL FOUNDATION: On behalf of the Lufkin Industrial Foundation, President Duncan asked for approval to sell a 6.9 acre tract on the north side tract to Sam Kaemmerling for $2500 per acre. The location was next to Kaemmerling's present property and would allow him to expand. On motion by Oscar Brookshire and second by Dr. Anna Beth Connell, this was approved unanimously.

SALARY CONSIDERATION: Manager Huffman and LVCB Manager Hays were asked to leave the room. President Duncan opened the Board for discussion on a proposed salary increase for the Chamber manager, due to a recent offer he had been given to move to another Chamber. Consensus was that program was moving well and that it was in the best interest of the overall operation to keep present manager if possible. Discussion followed. On motion by Horace Stubblefield and second by Sue Bresie, it was unanimously decided to authorize a $250 a month increase in salary for the Chamber manager effective next pay period. No further business, the meeting was adjourned.

Jerry W Huffman

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL CONDITION
March, 1977

	March 1977	Total 3 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,650.00	$7,827.63	$33,600	$25,772.37
Manager Retirement	135.00	378.36	1,700	1,321.64
Allowances	367.80	979.80	4,000	3,020.20
TCCM Insurance	36.20	99.10	375	275.90
Payroll Taxes	155.04	459.64	1,900	1,440.36
Rent	300.00	900.00	3,600	2,700.00
Janitor & Building Maintenance	-0-	160.00	1,200	1,040.00
Telephone	111.88	305.06	1,600	1,294.94
Office Supplies	34.66	408.09	1,000	591.91
Utilities	-0-	64.21	360	295.79
Office Equipment	81.75	396.57	1,500	1,103.43
Dues, Subs., Publications	25.00	480.50	900	419.50
Public Relations	-0-	15.00	600	585.00
Schools & Conferences	300.00	320.00	1,500	1,180.00
Postage & Freight	200.00	754.38	2,500	1,745.62
Maintenance	51.30	51.30	250	198.70
Insurance	-0-	-0-	300	300.00
Printing	236.88	1,285.40	2,700	1,414.60
Audit	-0-	-0-	550	550.00
General Expense	-0-	-0-	500	500.00
	$4,685.51	$14,885.04	$60,635	$45,749.96
Committee Projects	1,506.49	2,586.34	12,000	9,413.66
	$6,192.00	$17,471.38	$72,635	$55,163.62

Bank Balance, March 1, 1977	$3336.99		
Less: Returned Draft	6.25		
		$3,330.74	
Income: Dues		4,580.85	
			$7,911.59
Disbursements as listed above		$6,192.00	
Bank Balance, March 31, 1977		1,719.59	
			$7,911.59
Certificates of Deposits (Operating Fund)	$20,000.00		

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ANGELINA COUNTY CHAMBER OF COMMERCE
MEMBERSHIP DUES ACTIVITIES
March, 1977

DECREASES

Metro Airlines	- 100.00	-100.00

INCREASES

Dr. C. A. Allen	+ 42.00	
Angelina Sports	+ 50.00	
Best Builders	+ 50.00	
Arthur Bresie, REaltor	+ 50.00	
Cavanaugh-Peden Drug	+ 35.00	
A. L. Collins Body Shop	+ 50.00	
East Texas Auto Supply	+ 50.00	
East Texas REfrigeration	+ 50.00	
Franklin's	+ 50.00	
Goodyear Tire & Rubber	+ 50.00	
Holland Sales Company	+ 50.00	
Art Florist	+ 50.00	
Lynn Stores	+ 50.00	
Oakley-Metcalf	+ 114.00	
Dr. F. C. Orman	+ 42.00	
Owens-Illinois	+ 70.00	
Swindle-Satterwhite VW	+ 50.00	
Texas National Bank	+ 292.00	
Transit Mix Concrete	+ 50.00	
Western Auto Associate Store	+ 31.00	
Waters Insurance	+ 50.00	
The Yardstick	+ 50.00	
Youngblood Apartments	+ 50.00	+ 1,418.00

Net Increase for March, 1977 - $1,318.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SPECIAL ACCOUNT
Jan - March, 1977

Bank Balance, January 1, 1977		$544.63
INCOME		
Banquet	$7,460.00	
Women's Luncheon	270.00	
Annual Report	1,000.00	
1976 Christmas	25.00	
Printed Material	38.00	
Goodwill Coats	30.00	
First Friday	386.00	
JR. Livestock Sale	19,210.60	
Livestock Premiums	1,755.00	
Livestock Entry Fees	424.00	
Livestock Show Pictures	20.00	30,618.60
		$31,163.23
EXPENSES		
Banquet	6,271.46	
Women's Luncheon	261.01	
Annual REport	1,465.25	
Christmas	257.25	
Goodwill	43.18	
Livestock Sale	29,534.66	
Livestock Premiums	3,109.98	
Flags	47.51	
Livestock Entry Fees Refunded	60.00	
Legislative Breakfast	218.36	
Miscellaneous Meetings	362.50	$41,631.16
Bank Balance, March 31, 1977		- 10,467.93
		$31,163.23

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MINUTES
BOARD OF DIRECTORS
May 12, 1977 - 11:00 a.m.
Chamber Office

PRESENT: Rufus Duncan, Oscar Brookshire, Devereux Chapman, Duncan Garner, Henry Holubec, Johnny Jackson, Dick McKay, Ralph Ridinger, H.J. Shands, Jr., Mark Swan, Bill Thornton, Barry Hays, Jerry Huffman

ABSENT: Bob Bowman, Sue Bresie, Dr. Anna Beth Connell, Joe Hornsey, Tom Selman, Sam Slaydon, Jim Stephens, Horace Stubblefield

MINUTES: Minutes to the April Board meeting were approved on motion by Henry Holubec and second by Ralph Ridinger.

FINANCIAL STATEMENT: W.J. Thornton, Treasurer, presented the financial statement for April as attached to these minutes. Oscar Brookshire made the motion to approve the statement as presented, second by Mark Swan. Motion carried.

FINANCE STUDY COMMITTEE UPDATE: For Jim Stephens, Chairman, Chamber Manager Jerry Huffman presented to the Board a status report on the Chamber's re-evaluation program. At present we have heard from 350 members who have increased for 1977, totaling $35,234.00 in dues. Thus our income for the year looks like this: $55,284.00 dues pledged to date; $5,000.00 due from City of Lufkin; $1,800.00 administrative fee from Lotus Lane;$4,000.00 projected new members. Total amounted to $66,084. Budget needs were $72,635.00. At present, we have $7,190 delinquent in dues and a balance of $6,324 due in from May-November. So of the $13,515.00 outstanding we need $6,551.00 to make budget. Huffman presented the list of 65 members who were delinquent. He was instructed to divide the list equally among the Board so they could call on them. Report to be given at June Board meeting.

LVCB REPORT: Manager Barry Hays reported tourism in Angelina County netted $16.6 million in 1975 according to Texas Tourist Bureau and more was expected for 1976. He commented also that we were bidding on 1978 Convention for North and East Texas Judges & County Commissioners in June.

BUILDING COMMITTEE REPORT: President Duncan told the Board that we should be able to move into our new facility by August 15-30.

MEMBERSHIP COMMITTEE REPORT: Chairman Jim Bowker reported to the Board about an upcoming drive he was spearheading. Kick-off was to be Monday, May 16 for 10 days. He had 15 members of his committee and almost 200 prospects. Bowker commented that the goal set by the group was $6,500 in new memberships - if this goal was not reached immediately, a second drive would be held in the fall. Members of his committee include: Abb Roquemore, Janie Chappell, Jack Gorden, Bubba Medford, Nancy Mewbourn, Kay Holleman, JoAnn Nerren, Lee Friesen, Jr., Roy Myers, Lester Adkison, Henry Holubec, Chuck Stemple, Vernell Havard, and Jerry Benson. Bowker asked for a budget expenditure of $200 to be approved for prizes. This was approved on motion by Oscar Brookshire, second by Ralph Ridinger.

BOOKKEEPING PROCEDURE: President Duncan said this was being analyzed at this point and he expected a report within the next month or so.

INDUSTRIAL FOUNDATION SALE: President Duncan asked the Board to approve a sale by the Foundation of an almost 4-acre tract on Spence Street to J.T.T. Distributors of Lufkin for an expansion program. Price of $4,000 per acre without sewer, $5,000 with sewer. H.J. Shands made the motion to approve the sale, second by Ralph Ridinger. Motion carried. Meeting adjourned.

Jerry W Huffman

JERRY HUFFMAN, EXEC. VICE PRESIDENT

RUFUS DUNCAN, PRESIDENT

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
April, 1977

ADMINISTRATIVE EXPENSES	April 1977	Total 4 Months	1977 Budget	Budget Balance
Salaries	$2,798.98	$10,626.61	$33,600	$22,973.39
Manager Retirement	135.00	513.36	1,700	1,186.64
Allowances	348.20	1,328.00	4,000	2,672.00
TCCM Insurance	36.20	135.30	375	239.70
Payroll Taxes	165.39	625.03	1,900	1,274.97
Rent	300.00	1,200.00	3,600	2,400.00
Janitor & Bldg. Maint.	176.00	336.00	1,200	864.00
Telephone	157.07	462.13	1,600	1,137.87
Office Supplies	210.61	618.70	1,000	381.30
Utilities	68.95	133.16	360	226.84
Office Equipment	229.23	625.80	1,500	874.20
Dues, Subs., & Publications	80.50	561.00	900	339.00
Public Relations	51.94	66.94	600	533.06
Schools & Conferences	-0-	320.00	1,500	1,180.00
Postage & Freight	241.98	996.36	2,500	1,503.64
Maintenance	-0-	51.30	250	198.70
Insurance	-0-	-0-	300	300.00
Printing	198.45	1,483.85	2,700	1,216.15
Audit	-0-	-0-	550	550.00
General Expense	-0-	-0-	500	500.00
	$5,198.50	$20,083.54	$60,635	$40,551.46
Committee Projects	1,173.40	3,759.74	12,000	8,240.26
	$ 6,371.90	$23,843.28	$72,635	$48,791.72

RECAP

Bank Balance, April 1, 1977	$1,719.59	
Income - Dues	4,680.82	
		$6,400.41
Expense as listed above	$6,371.90	
Bank Balance, April 30, 1977	28.51	
		$6,400.41

Certificates of Deposit - Operating Funds - $20,000

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ANGELINA COUNTY CHAMBER OF COMMERCE
SELF SUSTAINING ACCOUNT
FINANCIAL STATEMENT
April, 1977

INCOME	APRIL, 1977	YEAR TO DATE
Banquet	$20.00	$7,480.00
Women's Luncheons	39.00	309.00
Annual REport	-0-	1,000.00
Christmas	-0-	25.00
Printed Materials	-0-	38.00
Goodwill Coats	-0-	30.00
First Friday	136.50	522.50
Livestock Sale	9,828.41	29,038.91
Livestock Sponsors	150.00	1,905.00
Livestock Entry Fees	-0-	424.00
Livestock Pictures	-0-	20.00
Flags	48.37	48.37
Career Fair	875.00	875.00
Legislative Breakfast	225.00	225.00
Woodlands Clinic	100.00	100.00
	$11,422.28	$42,040.78

EXPENSES		
Banquet	$ 54.65	$ 6,326.11
Women's Luncheon	133.00	394.01
Annual Report	-0-	1,465.25
Christmas	-0-	257.25
Goodwill	-0-	43.18
Livestock Sale	-0-	29,534.66
Livestock Show Expenses	171.95	3,281.93
Flags	-0-	47.51
Livestock Show Entry Fees Returned	-0-	60.00
Legislative Breakfast	91.15	309.51
Career Fair	762.76	762.76
First Friday	483.00	483.00
Miscellaneous Meetings	-0-	362.50
	$ 1,696.51	$43,327.67

RECAP

Bank Balance, Marcy 31, 1977	- $10,467.93 OD
Income, April 30, 1977	11,422.28
	$ 954.35
Disbursements, April, 1977	$ 1,696.51
Bank Balance, April 30, 1977	- 742.16 OD
	$ 954.35

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DUES ACTIVITIES REPORT
April, 1977

INCREASES

AAA Pest Control	+	$50.00	
Peggy Boone Real Estate	+	50.00	
Cities Service Oil Company	+	50.00	
Continental Trailways	+	42.00	
El Pollino	+	50.00	
E-Tex Paper Company	+	50.00	
Exxon Company, U.S.A.	+	35.00	
Howard's Discount Center	+	135.00	
J's & B's Supermarket	+	50.00	
McDonald's	+	50.00	
Mac's Minit Markets	+	50.00	
Miller's Furniture	+	50.00	
Dr. W. D. O'Quinn	+	50.00	
Petty's Motor Hotel	+	131.00	
Petty's Restaurant	+	31.00	
Windsor's Food Center	+	31.00	
Woolco's	+	74.00	
Almand's Home Furnishings	+	50.00	
			$1,029.00

Cancellations

Texas Forest Service	50.00	
Abney & Medford Hardware #2	50.00	
Airline Exterminators	50.00	
Auto Vinyl Top Center	50.00	
C & K Radiator Shop	50.00	
Evans Sheet Metal	50.00	
Furniture Showcase	50.00	
Gross & Janes Company	50.00	
Gulf Oil Products	50.00	
Holley's Sales	50.00	
Housing By Vogue	200.00	
Kelco Printers	50.00	
Kidstuff	50.00	
L & M Trophy Shop	50.00	
Lindsey & Newsom	50.00	
Dr. M. E. Matchett	50.00	
Flournoy Florist	50.00	
Jewell Hudgins Machine Company	55.00	
Lufkin Metals Company	50.00	
Ramsey & Sons	50.00	
Seitz, Shelton & Associates	58.00	
Sinclair, Atlantic-Richfield	50.00	
		1,263.00

Net (Increase) Decrease for April - $234.00

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5-11-77

DELINQUENTS

J. A. Anderson	$25.00
Angelina Animal Hospital	100.00
Angelina Commercial Equipment	100.00
Angelina Glass Company	100.00
Angelina Mall	100.00
Angelina Twin Cinemas	115.00
Beltone of East Texas	100.00
Bookkeepers Tax Service	100.00
Cabell Dairies	100.00
Carney Sleep Shops	100.00
Carrington Real Estate	100.00
Cedar Sands Motel	100.00
George Chandler, Attorney	100.00
Choice Cut Meat Market	100.00
Circle V Cattle Company	100.00
Cooper Foods	100.00
Credit Bureau of Lufkin	100.00
DK"s Hardware	100.00
Decorative Interiors	100.00
Peyton Denman, M.D.	100.00
Duke Insurance	100.00
Ben Franklin Variety Store	100.00
Gould Monument Works	100.00
Green Thumb Nursery	100.00
Holley's Wonderland	100.00
Hollywood Lakeside Motel & Marina	100.00
Hopson Concrete & Plaster	100.00
House of Photography & SUpplies	100.00
Howard's Pharmacy	100.00
International Business Machines	100.00
Jacks Stereo Tapes	100.00
Evelyn Johnson, Realtor	100.00
Harold Kaemmerling	100.00
K's Thrift Center	200.00
John Ross Kay	100.00
KSPL	150.00
The Kettle	100.00
KIMCO	300.00
Dr. John C. Koch	100.00
Lee's Jewelers	125.00
Little D TV	100.00
Lufkin Kawasaki	100.00
Lufkin Motors	250.00
Lufkin Oil & Gas	100.00
Lufkin Steel Fabricators	100.00
Lufkin Supply Company	100.00
Lufkin TV Magnavox	100.00
Lufkin Vanguard	100.00
Lufkin News Agency	100.00
Edward T. McFarland, Attorney	100.00
Jack Menefee Exxon	100.00
Modern Television	100.00
Monroe - The Calculator Company	100.00

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Garland Picou	$25.00
Plaster Hut	100.00
Quality Air Conditioning	100.00
W. O. Ricks, Jr., Plumbing	100.00
S & M Radio & TV	100.00
L. B. Smith Insurance	100.00
Ken Smith, CPA	100.00
Snoopy's Kid Kollege	100.00
Style Shop	200.00
Sullivan Packing Company	100.00
U. S. Life Insurance Co/ Texas	100.00
D. H. Walker Grocery	100.00
White Auto Store	100.00
Wise Paper & Chemical Company	100.00
	$7,190.00

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MINUTES
BOARD OF DIRECTORS
June 9, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Devereux Chapman, Dr. Anna Beth Connell, Duncan Garner, Johnny Jackson, Dick McKay, Ralph Ridinger, Tom Selman, Jim Stephens, Mark Swan, Jerry Huffman, Barry Hays

Absent: Bob Bowman, Oscar Brookshire, Henry Holubec, Joe Hornsey, H.J. Shands, Jr., Sam Slaydon, Horace Stubblefield, W.J. Thornton

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by Duncan Garner, second by Jim Stephens, the minutes from the May Board meeting were approved as presented.

FINANCIAL STATEMENT: W.J. Thornton, Treasurer, was absent so the financial report was given by Chamber manager Jerry Huffman. A report is attached to these minutes. After discussion, the May financial statement was approved on motion by Ralph Ridinger and second by Mark Swan.

FINANCE STUDY COMMITTEE UPDATE: Jim Stephens, Chairman, brought the Board up to date on re-evaluation status report. At present 383 members had accepted re-evaluation recommendations totaling $58,723 in dues. Income for 1977 estimate was:

$58,723 - total pledged to date
5,000 - due from City of Lufkin
1,000 - administration fee from Lotus Lane
4,000 - new members projected ($975 to date)

At present we have $6,850 in past due accounts, representing 67 members. In addition, we have $2,775 due in June-November, representing 35 members. Therefore of the $9,625 outstanding, we will need $3,107 to make our budget of $71,200. Stephens reported that he felt we were "over the hump" and would make our goal for the year.

MEMBERSHIP COMMITTEE REPORT: Chairman Jim Bowker was unable to attend but sent a written report to Board. He listed 12 new members to include: Jordan & Associates, Fireplace & Lighting Specialties, Piney Woods Homes, Scott Advertising, Polk Carpet, Childers Glass, William Medford, Realtor, Jimmy Tinkle, Frank Denman, M.D., Blue Cross-Blue Shield, Sirloin Stockade, Exeter Investment. Membership effort was not complete and he reported to Board that the $4,000 goal was 25% complete and felt it would be made easily.

LVCB REPORT: Manager Barry Hays showed the Board a mock-up of a proposed exhibit booth which LVCB was considering purchasing. Such an exhibit could be used in travel and vacation shows, bidding on conventions, etc. He commented that the Sam Rayburn Lake Association had been asked to participate in this project. Hays also commented that a budget for LVCB fiscal year October 1-September 30 was being prepared for submission to and approval by City of Lufkin. The first 2-year contract with City expires at that time and would be up for renewal. Hays said he would be asking for Board approval and support on this in next few months.

SOUTHERN HUSHPUPPY OLYMPICS - Hays also reported on the success of the 6th Annual Southern Hushpuppy Olympics. Of main interest this year was that the activity was self-sustaining.

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In the past, 6-8 sponsors were secured at $200 each. This year a 50¢ admission was charged and this offset all expenses. Hays commented that the event was extremely successful and plans were already underway for 1978. Jerry Clower would be invited to emcee and Col. Sanders would be asked to judge.

JUNIOR ACHIEVEMENT PROGRAM: Chamber manager Huffman reported for Education Committee Chairman Louis Bronaugh on the Jr. Achievement Program. C.L. Brown of Southland had accepted chairmanship of the program and had already held a preliminary meeting with key business leaders and JA representatives. Program had already secured 2 or 3 sponsors with a goal of six decided. Bronaugh said program would begin in fall of this year.

NEW BUSINESS - President Duncan told the Board that preliminary work had begun on the sale of Lotus Lane Apartments. He said attorney Jack Hicks had looked into the necessary paperwork required and was proceeding in that direction. He commented that he felt it was time the Chamber got out of the day to day housing management business and Board agreed. He said he would keep the Board informed on the proceedings.

There being no further business, the meeting was adjourned.

Jerry Huffman

Jerry Huffman, Executive Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
May, 1977

ADMINISTRATIVE EXPENSES	May 1977	Total 5 Months	1977 Budget	Budget Balance
Salaries	$2,900.00	$13,526.61	$33,600	$20,073.39
Manager Retirement	135.00	648.36	1,700	1,051.64
Allowances	416.80	1,744.80	4,000	2,255.20
TCCM Insurance	36.20	171.50	375	203.50
Payroll Taxes	190.57	815.60	1,900	1,084.40
Rent	300.00	1,500.00	3,600	2,100.00
Janitor & Bldg. Maint.	80.00	416.00	1,200	784.00
Telephone	106.86	568.99	1,600	1,031.01
Office Supplies	137.87	756.57	1,000	243.43
Utilities	33.12	166.28	360	193.72
Office Equipment	81.75	707.55	1,500	792.45
Dues, Subs., & Publications	49.90	610.90	900	289.10
Public Relations	63.71	130.65	600	469.35
Schools & Conferences	107.90	427.90	1,500	1,072.10
Postage & Freight	-0-	996.36	2,500	1,503.64
Maintenance	130.00	130.00	250	120.00
Insurance	14.00	14.00	300	286.00
Printing	153.73	1,637.58	2,700	1,062.42
Audit	-0-	-0-	550	550.00
General Expense	-0-	-0-	500	500.00
	$4,937.41	$24,969.65	$60,635	$35,665.35
Committee Projects	2,076.50	5,836.24	12,000	6,163.76
	$7,103.91	$30,805.89	$72,635	$41,829.11

RECAP

Bank Balance, May 1, 1977			$ 28.51	
Income:	Dues	$2,879.41		
	Interest Inc.	110.75		
	CDs Cashed	8,000.00	10,990.22	
				$11,018.67
Expenses as listed above		$7,013.91		
Bank Balance, May 31, 1977		4,004.76		
				$11,018.67

Certificates of Deposit - Operating Funds - $12,000

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
SPECIAL EVENTS ACCOUNT

INCOME	MAY, 1977	YEAR TO DATE
Banquet	$ 104.65	$ 7,584.65
Women's Luncheon	51.00	360.00
Annual Report	-0-	1,000.00
Christmas	-0-	25.00
Printed Materials	-0-	38.00
Goodwill Coats	40.00	70.00
First Friday	143.50	666.00
Livestock Sale	-0-	29,038.91
Livestock Sponsors	175.00	2,080.00
Livestock Entry Fees	-0-	424.00
Livestock Pictures	-0-	20.00
Flags	-0-	48.37
Career Fair	90.00	965.00
Legislative Breakfast	25.00	250.00
Woodlands Clinic	50.00	150.00
Aerial Maps	235.00	235.00
	$914.15	42,954.93

EXPENSES		
Banquet	-0-	6,326.11
Women's Luncheon	78.00	472.01
Annual Report	-0-	1,465.25
Christmas	-0-	257.25
First Friday	297.50	780.50
Goodwill Committee	-0-	43.18
Livestock Sale	-0-	29,534.66
Livestock Show Expenses	-0-	3,281.93
Flags	-0-	47.51
Livestock Show Entry Fees Returned	-0-	60.00
Legislative Breakfast	-0-	309.51
Career Fair	771.75	1,534.51
Aerial Maps	162.75	525.25
Miscellaneous	3.00	3.00
	$1,313.00	$44,640.67

Bank Balance, April 30, 1977	- $742.16	
Income, May	914.15	
		$171.99
Disbursements, May	$1,313.00	
Bank Balance, May 30, 1977	- 1,141.01 OD	
		$171.99

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FINANCE UPDATE - JUNE

Presently, we have heard form 383 members for 1977, totalking, to date, $58,723 in membership dues.

Thus, our income for 1977 looks like this:

$58,728 - total in dues pledged to date

5,000 - due from City of Lufkin

1,800. - due from Lotus Lane

4,000 - projected new members - ($975 to date)

At present, we have $6,850 in dues past due, representing 67 accounts. In addition, we have $2,775 which will come in June - November, representing 35 accounts. Therefore, of the $9,625.00 we must have $3,107 to make our budget for the year.

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DELINQUENT ACCOUNTS REPORTS
June 9, 1977

RUFUS DUNCAN

Angelina Animal Hospital - No Report
Angelina Commercial Equipment - No Report
Angelina Glass Company - No Report
Angelina Mall - No Report
Angelina Twin Cinema - Paid
Beltone of East Texas No Report

OSCAR BROOKSHIRE

Bookkeeper's Tax Service - No Report
Cabell Dairies - No Report
Carney Sleep Shop - No Report
Carrington Real Estate - No Report
Cedar Sands Motel - No Report
George Chandler - Paid

MARK SWAN

Monroe - The Calculator Company - No Report
The Plaster Hut - No Report
Quality Air Conditioning - No Report
W. O. Ricks, Jr., Plumbing - No Report
S & M Radio & TV - No report
L. B. Smith Insurance - No report

H. J. SHANDS, JR.

Lufkin Kawasaki - No Report
Lufkin Motors - Paid
Lufkin Oil & Gas - No Report
Lufkin Steel Fabricators - No Report
Lufkin Supply Company - No Report
White Auto Store - No Report

RALPH RIDINGER

Lufkin TV Magnavox - Unable to contact
Lufkin Vanguard - Unable to contact
Luther News Agency - Paid
Edward T. McFarland, Attorney - Cancelled
Jack Menefee Exxon - Paid
Modern Television - Cancelled - Business is slow

W. J. THORNTON

Ken Smith, CPA - supposed to pay
Snoopy's Kid Kollege - supposed to pay quarterly
Sullivan Packing Company - No Report
U. S. Life Insurance - No Report
D. H. Walker Grocery - paid

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JOHNNY JACKSON

Hopson Concrete - Paid
International Business Machines - Unable to contact
House of Photography & Sound - Said dues are too much
Jack's Stereo Tapes - No report
Howard's Pharmacy - No Report
Harold Kaemmerling - Paid

DICK MCKAY

K's Thrift Center - to pay $100
John Ross Kay, Attorney - supposed to pay
KSPL Radio - supposed to pay
Dr. John C. Koch - not contacted due to illness
Lee's Jewelers - Paid
Little D TV - requested to be cancelled/ said he does not have time to participate.

DEVEREUX CHAPMAN

Choice Cut Meat Market - No report
Circle V Cattle Company - No report
Cooper Foods - no report
DK's Hardware - no report
Decorative Interiors - Paid
Peyton Denman, M. D. - no report

DUNCAN GARNER

Duke Insurance - Paid
Ben Franklin Variety Store - Cancelled
Gould Monument Works - unable to contact
Green Thumb Nursery -supposed to pay
Holley's Wonderland - cancelled
Hollywood Lakeside Motel & Marina - cancelled; new management - New managers are anxious to join

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MINUTES
BOARD OF DIRECTORS
July 14, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Sue Bresie, Oscar Brookshire, Devereux Chapman, Duncan Garner, Henry Holubec, Johnny Jackson, Ralph Ridinger, Tom Selman, H.J. Shands, Jr,, Barry Hays, Jerry Huffman

Absent: Bob Bowman, Dr. Anna Beth Connell, Joe Hornsey, Dick McKay, Sam Slaydon, Jim Stephens, Horace Stubblefield, Mark Swan, Bill Thornton,

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by Duncan Garner and second by Johnny Jackson, the minutes to the June Board meeting were approved.

FINANCIAL STATEMENT: The June financial statement and dues activities statement as attached to these minutes was presented. Oscar Brookshire made the motion to approve the financial statement as presented. Second by Sue Bresie. Motion carried.

DELINQUENT ACCOUNTS: Chamber Manager Jerry Huffman presented a list of 26 members who were delinquent in their dues since January 1. He commented that all were minimum dues accounts. President Duncan tabled these accounts until the August Board meeting at which time a committee would be appointed to make personal calls on them.

FINANCE STUDY UPDATE: Chairman Jim Stephens being absent, Jerry Huffman presented the following report. Presently we have heard from 398 members in reference to re-evaluation for 1977 with a total dues amounting to $60,242 in membership dues. Our income for 1977 looked like this:

$60,242 - total in dues pledged to date
5,000 - due from the City of Lufkin
1,800 - due from Lotus Lane project
4,000 - projected new memberships

At present we have $5,725 in accounts past due, representing sixty members. In addition we have $1,275 which will come in July-November, representing 15 accounts. Therefore, of the $7,000 we must have $1,593 to make our budget for the year.

AGRI BUSINESS REPORT: Manager Huffman reported for Chairman Ray Polk. The Agri-Business committee had decided to drop the proposed exposition center complex project at this time and they wanted the Board to be aware of this. It was the consensus of the committee that the time was not appropriate to pursue this activity and they wanted to table such an effort until the project was more favorable.

LVCB REPORT: Manager Barry Hays presented his budget for fiscal year October 1, 1977, to September 30, 1978, to the Chamber Board as attached to these minutes. He said this budget had been presented to the Board of City Development and would be sent to the City for their approval. Our two year contract for funding the Visitor and Convention Bureau would be up for consideration with the City also at that time. Hays commented the budget of a little over $34,000 a year represented about a twenty per cent increase. This increase was due almost totally to the request for adding a full time secretary for this department. The City Commission would review this budget and contract for approval in September. Johnny Jackson made the motion to approve the budget and request for additional two year contract with the City to fund this effort. Second by Ralph Ridinger. Motion carried.

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BYLAWS REVISION: Chamber Manager presented recommended changes in the by-laws for Board consideration. He said that the three changes represented house cleaning changes and not anything major. Basically it added the word non-profit to the by-laws and moved the election of Directors up a month to September and officers up a month to October. This would give the new officers and directors a head start on getting their program ready for the new year. Recommended by laws changes were as follows:

Article II., Section 2

It shall stand for local harmony and shall be non-partisan, non-sectional and non-sectarian in its activities. Recommended change: add non-profit

Article VIII., Section 3(E)

Determination: If no petition is filed within the designated period, the nominations shall be closed and the nominated slate of six candidates shall be declared elected by the Board of Directors at their regular October Board meeting.

If a legal petition shall present additional candidates, the names of all candidates, in alphabetical order, shall be placed on a ballot. Identification shall be made on the ballot to identify those candidates nominated by the Nominating Committee. The EVP shall mail this ballot to all active members at least 15 days before regular October Board meeting.

The ballots shall be marked in accordance with instructions printed on the ballots and returned to the Chamber office before the October Board Meeting. The Board of Directors shall, at their regular October Board Meeting, declare the six candidates with the greatest number of votes elected. Recommended change: Change October to September.

Article VIII, Section 5.

Selection and Election of Officers: At the October Board Meeting, the President shall nominate three (3) directors to serve as a Nominating committee for officers and this committee shall present a slate of officers at the November Board Meeting to include a President, four (4) Vice Presidents of equal rank and a Treasurer. Recommended change: CHange October to September and November to October.

LOTUS LANE REPORT: President Duncan presented a report to the Board concerning the sale of the Lotus Lane housing project, and presented a bid proposal recommendation as attached to these minutes. He said the Board of Trustees for Lotus Lane had approved the sale as well as the Board of Trustees for the Lufkin Industrial Foundation. At this point in time it was necessary for the Chamber Board to approve it also before anything more could be done in preparing for the sale. Discussion followed. Johnny Jackson made the motion that the Lotus Lane project be placed up for sale under the guidelines given by HUD and that plans be completed for such a sale with public notice given and acceptance of sealed bids for the sale. Devereux Chapman seconded. Motion carried unanimously,

NEW BUSINESS: Manager Jerry Huffman presented a proposed Policy Manual for Board consideration for use in the in-house operation of the Chamber office. He requested the Board

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to review the proposal and offer their input for approval at the August Board meeting. President Duncan appointed a committee to review the policy manual and bring their recommendation back to the Board. Appointed to this committee were Duncan Garner and Tom Selman.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
June, 1977

ADMINISTRATIVE EXPENSES	JUNE 1977	Total 6 Months	1977 Budget	Budget Balance
Salaries	$2,932.31	$16,458.92	$33,600	$17,141.08
Manager Retirement	135.00	783.36	1,700	916.64
Allowances	351.00	2,095.80	4,000	1,904.20
TCCM Insurance	36.20	207.70	375	167.30
Payroll Taxes	169.66	985.26	1,900	914.74
Rent	300.00	1,800.00	3,600	1,800.00
Janitor & Bldg. Maintenance	93.13	509.13	1,200	690.87
Telephone	123.83	692.82	1,600	907.18
Office Supplies	127.45	884.02	1,000	115.98
Utilities	29.75	196.03	360	163.97
Office Equipment	81.75	789.30	1,500	710.70
Dues, Subs., & Publications	76.45	687.35	900	212.65
Public Relations	28.21	156.86	600	443.14
Schools & Conferences	171.96	599.86	1,500	900.14
Postage & Freight	31.79	1,028.15	2,500	1,471.85
Maintenance	-0-	130.00	250	120.00
Insurance	-0-	14.00	300	286.00
Printing	270.90	1,908.48	2,700	791.52
Audit	700.00	700.00	550	(- 150.00)
General Expense	-0-	-0-	500	500.00
	5,659.39	30,627.04	60,635	30,007.96
Committee Projects	740.42	6,576.66	12,000	5,423.34
	$ 6,399.81	$37,203.70	$72,635	$35,431.30

RECAP

Bank Balance, June 1, 1977			$4,004.76	
Income:	Dues	$2,562.32		
	Miscel.	57.50		
	Lotus Lane	1,200.00	3,819.82	
				$7,824.58
Expenses as listed above			$6,399.81	
Bank Balance, June 30, 1977			1,424.77	
				$7,824.58

Certificates of Deposit - Operating Funds - $12,000

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
SPECIAL EVENTS ACCOUNT

INCOME	JUNE, 1977	YEAR TO DATE
Banquet	20.00	$7,604.65
Women's Luncheon	93.00	453.00
Annual Report	-0-	1,000.00
Christmas	-0-	25.00
Printed Materials	7.50	45.50
Goodwill Coats	-0-	70.00
First Friday	292.50	958.50
Livestock Sale	550.55	29,589.46
Livestock Sponsors	400.00	2,480.00
Livestock Entry Fees	-0-	424.00
Livestock Pictures	60.00	80.00
Flags	-0-	48.37
Career Fair	165.00	1,130.00
Legislative Breakfast	-0-	250.00
Woodlands Clinic	-0-	150.00
Aerial Maps	-0-	235.00
City Map Sponsors	3,000.00	3,000.00
	4,588.55	47,543.48

EXPENSES		
Banquet	-0-	6,326.11
Women's Luncheon	105.00	577.01
Annual Report	-0-	1,465.25
Christmas	-0-	257.25
First Friday	-0-	780.50
Goodwill Committee	-0-	43.18
Livestock Sale	-0-	29,534.66
Livestock Show Expenses	-0-	3,281.93
Flags	-0-	47.51
Livestock Show Entry Fees Returned	-0-	60.00
Legislative Breakfast	-0-	309.51
Career Fair	-0-	1,534.51
Aerial Maps	-0-	525.25
Miscellaneous	-0-	3.00
Livestock Show Pictures	139.00	139.00
Woodlands Clinic	150.00	150.00
	394.00	45,034.67

Bank Balance, June 1, 1977	(-1141.09) OD	
Income, June	4588.55	
		3,447.54
Disbursements, June	394.00	
Bank Balance, June 30, 1977	3053.54	3,447.54

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FINANCE UPDATE - JULY

Presently, we have heard from 398 members for 1977, totaling $60,242, in membership dues.

Thus, our income for 1977 looks like this:

$60,242 - total in dues pledged to date

5,000 - due from City of Lufkin

1,800 - due from Lotus Lane

4,000 - projected new members

At Present, we have $5,725 in dues past due, representing 60 members. In addition, we have $1,275 which will come in July - November, representing 15 accounts. Therefore, of the $7,000 we must have $1,593 to make our budget for the year.

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ANGELINA COUNTY CHAMBER OF COMMERCE
PAST DUE ACCOUNTS
7-13-77

DUE IN JANUARY

Lufkin Oil & Gas	$100.00
Sullivan Packing	100.00
White Auto Store	100.00
Snoopy's	100.00
Ken Smith, CPA	100.00
S & M Radio & TV	100.00
W. O. Ricks, Jr. Plumb.	100.00
Monroe Calculator Co.	100.00
Lufkin Vanguard	100.00
Lufkin TV Magnavox	100.00
Angelina Animal Hospital	100.00
U. S. Life Ins. of Tex.	100.00
Angelina Commercal Equi.	100.00
Angelina Glass	100.00
Bookkeepers Tax Svc.	100.00
Carney's Sleep Shop	100.00
Cedar Sands Motel	100.00
Dr. Peyton Denman	100.00
Gould Monument Works	100.00
Green Thumb Nursery	100.00
H O P & S	100.00
Howard's Pharmacy	100.00
KSPL	100.00
The Kettle	100.00
Lufkin Steel Fabricators	100.00
Lufkin Supply Co.	100.00
Lufkin Kawasaki	100.00

DUE IN MARCH

Hights Auto Parts	100.00
Automotive Parts Depot	100.00

DUE IN APRIL

Miller Shoes	100.00

DUE IN MAY

C. H. McClure, M. D.	100.00
Outhouse FActory Outlet	100.00
Poulan-Jones	100.00
Dr. Douglas Prewitt	100.00
Sambo;s	100.00
Terry's Realty	100.00
Ben Weber Insurance	100.00
Vaughn Electric	100.00

DUE IN JUNE

The Arrangement Apts.	$100.00
Robert E. Cummings	25.00
Hanks Creek Marina	100.00
Jacks' Stereo Tapes	100.00
E. C. Johnson	25.00
Waller Sheet Metal	200.00
Inez Tims	25.00
Texas Metal Casting Co.	100.00
Sonic Drive In	100.00
P. A. Simond	25.00
S & W Paint & Body Shop	100.00
R. K. Roberts, D.D.S.	100.00
Red Top Dairy Queen	100.00
Rayburn Lodge	100.00
Poland's Exxon	100.00
Lufkin White TRuck & Trailer	100.00
Burl McBride	25.00
Jennings Auto Supply	100.00
James A. Holt Machine Co.	100.00
Huntington Auto Supply	100.00
Full Gospel Book Store	100.00
Forrest Western Auto	100.00
60 accounts	$5,725.00

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LUFKIN INDUSTRIAL FOUNDATION
FINANCIAL STATEMENT
Jan. 1, 1977 ---- June 30, 1977

Bank Balance, January 1, 1977		$15,328.07
INCOME:		
Sale of Land	$7,500.00	
Rental Income	3,215.28	10,715.28
		$26,043.35
DISBURSEMENTS		
Notes Payable	2,845.84	
Fees	2,724.31	
Interest Expense	369.44	
Taxes	859.53	
C D's Purchased	14,000.00	$ 20,799.12
Bank Balance, June 30, 1977		5,244.23
		$ 26,018.35

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LUFKIN VISITOR & CONVENTION BUREAU
FINANCIAL STATEMENT
1976-1977

	10/1/76 thru 5/31/77	BUDGET	BUDGET BALANCE	ESTIMATED EXPENSES 6/1/77 to 9/30/77
Salaries	$7,129.88	$12,000	$4,870.12	$4,000.00
Payroll Taxes	406.56	750	343.44	280.00
Auto/Travel Expenses	3,161.50)	4,000	1,427.03	1,200.00
Public Relations	211.47)			
Memberships, Dues, Subs.	551.00	300	(-251.00)	500.00
Postage & Freight	400.00	750	350.00	200.00
Office Expenses	626.68	500	(-126.68)	1,000.00
Telephone	665.56	900	234.44	320.00
Printing	1,359.46	1,100	(-259.46)	1,200.00
Audit	-0-	200	200.00	200.00
Advertising & Promotions	13,151.37	7,500	(-5,651.37)	5,476.00
Convention Materials	1,025.41	-	(-1,025.41)	-
Miscellaneous	86.63	-	(- 86.63)	-
Insurance	426.00	-	(- 426.00)	284.00
	$29,201.52	$28,800	(-$401.52)	$14,660.00

INCOME:

City of Lufkin	$19,200.00
Interest	314.72
Texas Parade Contribution	500.00
Fun Map Advertising	545.00
Sale of Caps	152.00
*CD's Cashed	11,000.00
Ck Returned	15.00
	$31,726.72

RECAP:

BANK BALANCE 10-1-76	$227.95
INCOME AS LISTED ABOVE	31,726.72
	$31,954.67
DISBURSEMENTS AS LISTED ABOVE	$29,201.52
Bank Balance 5-31-77	2,753.15
	$31,953.67

*CD's include funds budgeted in fiscal year 1975-76 for projects completed during fiscal year 1976-77.

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MAJOR EXPENDITURES 10/1/76 - 5/31/77

AUTO/TRAVEL

Monthly auto allowance	$1,200.00
Texas Tourist Development Conference (Ft. Worth)	103.05
International Asso. of Auditorium Managers (Santa Fe) & tour of Texas civic centers	565.51
Vacation Show - Austin	83.00
Vacation Show - San Antonio	150.75
Vacation Show - Dallas	80.23
Vacation Show - Houston	43.00

MEMBERSHIP/SUBSCRIPTIONS

Performance	49.00
Convention Reporting Services	221.00
Successful Meetings	20.00
Meetings & Conventions	15.00
Texas Tourism Council	25.00
Texas Asso. of Convention & Visitor Bureaus	25.00
Lufkin Kiwanis Club	86.50

PRINTING

Lufkin Printing Company ="You'll Love Lufkin" Bumper Stickers	529.00

ADVERTISING / PROMOTION

"You'll Love Lufkin" fun map	3,055.37
Houston Livestock & Rodeo Program	340.00
The Lunker Hole	175.00
Texas Parade	8,075.00
"You'll Love Lufkin" caps	324.00

CONVENTION MATERIALS

"You'll Love Lufkin" Pens	420.00
"You'll Love Lufkin" buttons	100.80
"You'll Love Lufkin" litterbags	341.25

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MAJOR ANTICIPATED EXPENDITURES AND

ACCOUNTS PAYABLE 6-1-77 - 9-30-77

MEMBERSHIPS & SUBSCRIPTIONS	
Convention Services	$380.00
OFFICE EXPENSE	
Photographic Equipment	350.00
Slide Projector	250.00
Expenses incurred in moving to new office	400.00
PRINTING	
Civic Center Brochures	1,200.00
ADVERTISING & PROMOTIONS	
Sam Rayburn Lake Tabloid	376.00
"You'll Love Lufkin" buttons	200.00
"You'll Love Lufkin" Caps	700.00
Beaumont Enterprise	200.00
Exhibit Booth	4,000.00
	$8,056.00

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LUFKIN VISITOR & CONVENTION BUREAU

PROPOSED 12 MONTH BUDGET (10-1-77 - 9-30-78)

RUNNING CONCURRENTLY WITH THE FISCAL YEAR OF THE CITY

Salaries (Manager & Secretary)	$18,600.00
Payroll Taxes	1,000.00
Expenses (Auto, Travel, Etc.)	5,000.00
Memberships/Subscriptions	500.00
Hospitilization	600.00
Administrative:	
Postage	750.00
Office Supplies	600.00
Telephone	900.00
Printing	1,100.00
Audit	200.00
Promotion/Advertising	5,400.00
	$34,650.00

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MINUTES
BOARD OF DIRECTORS
August 11, 1977 - 11:00 a.m.
Chamber Office

Board Members Present: Rufus Duncan, Bob Bowman, Sue Bresie, Oscar Brookshire, Devereux Chapman, Duncan Garner, Johnny Jackson, Dick McKay, Ralph Ridinger, H.J. Shands, Jr., Jim Stephens, Mark Swan, Bill Thornton

Board Members Absent: Dr. Anna Beth Connell, Henry Holubec, Joe Hornsey, Tom Selman, Horace Stubblefield

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion made by Oscar Brookshire and second by Bob Bowman, the minutes to the July board meeting were approved.

FINANCIAL STATEMENT: W.J. Thornton, Treasurer, presented the July financial statement and dues activity report. He reported no abnormal expenses. A copy of the financial statement is filed with this report. Johnny Jackson made the motion to approve the July financial statement, second by Devereux Chapman, motion carried unanimously.

LVCB REPORT: LVCB manager Barry Hays reported that the City accepted budget proposal for the operation of the LVCB for the coming year and had increased the contract from $28,800 annually to $31,600. The major part of the increase was to consider hiring a secretary for LVCB. He passed out to the Board the reprints from Texas Parade magazine which had finally come in. He reported that we have 5000 copies of these for distribution. A new exhibit booth for use in vacation shows and convention bids would soon be unveiled and he assured the Board they would be pleased with the results.

POLICY MANUAL REPORT: Duncan Garner reported for Tom Selman and himself who reviewed the policy and procedures presented to the Board by Chamber manager Huffman. He said that after reviewing the manual it was their recommendation that the Board accept it as presented. He commented that it was mainly a guideline for Chamber staff as to vacations, holidays, etc. Duncan Garner made the motion to approve the manual as presented. Seconded by Oscar Brookshire. Motion carried unanimously.

BY-LAWS REVISION: Chamber Manager Huffman reported that the by-laws revisions as presented to the Board were presented to the membership for their knowledge and approval and a motion was now needed from the Board to make them official. Devereux Chapman made the motion to approve the by-laws revisions as presented in the last month's minutes. Motion seconded by Dick McKay. Motion carried unanimously.

LOTUS LANE REPORT: President Duncan said that the attorneys were still preparing the necessary paperwork for the sale of Lotus Lane and expected a firm time schedule soon.

BUILDING COMMITTEE REPORT: President Duncan said that the Gibbs Insurance building might possibly be ready to occupy before the next Board meeting and that the new conference room would probably be ready by then also. He called on Sue Bresie to make two proposals in reference to the new conference room. First, she made a proposal on furnishing the conference room to include: 17 Lazy-boy rockers, a sofa, coffee table, president's table, 4 end tables and a game table with six chairs at a total cost of $2,706.00 plus 5% freight to be purchased from Furniture Distributors at cost. Her second proposal was for painting

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wallpaper and carpet from John Lee Slaughter in the amount of $2,681.62. Both proposals were approved unanimously on motion of Oscar Brookshire and second by Devereux Chapman.

NOMINATING COMMITTEE: President Duncan appointed the following to a nominating committee for the nomination of six new directors for 1978. They were: Oscar Brookshire, Chairman, George Henderson, Sue Bresie and Ralph Ridinger.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
July, 1977

	JULY 1977	Total 7 Months	1977 Budget	BUDGET BALANCE
ADMINISTRATIVE EXPENSES				
Salaries	$2,932.31	$19,391.23	$33,600	$14,208.77
Manager Retirement	135.00	918.36	1,700	781.64
Allowances	300.00	2,395.80	4,000	1,604.20
TCCM Insurance	36.20	243.90	375	131.10
Payroll Taxes	232.35	1,217.61	1,900	682.39
Rent	300.00	2,100.00	3,600	1,500.00
Janitor & Bldg. Maint.	-0-	509.13	1,200	690.87
Telephone	114.28	807.10	1,600	792.90
Office Supplies	40.41	924.43	1,000	75.57
Utilities	32.72	228.75	360	131.25
Office Equipment	81.75	871.05	1,500	628.95
Dues, Subs., Publications	89.50	776.85	900	123.15
PUblic Relations	39.93	196.79	600	403.21
Schools & Conferences	60.00	659.86	1,500	840.14
Postage & Freight	239.38	1,267.53	2,500	1,232.47
Maintenance	-0-	130.00	250	120.00
Insurance	139.00	153.00	300	147.00
Printing	135.45	2,043.93	2,700	656.07
Audit	-0-	700.00	550	(- 150.00)
General Expense	-0-	-0-	500	500.00
	$4,908.28	$35,535.32	$60,635	$25,099.68
COMMITTEE PROJECTS	698.52	7,275.18	12,000	4,724.82
	$5,606.80	$42,810.50	$72,635	$29,824.50

RECAP

Bank Balance, July 1, 1977	$1,424.77	
Income: Dues	5,570.97	
		$6,995.74
Expenses as listed above	$5,606.80	
Bank Balance, July 31, 1977	1,388.94	
		$6,995.74

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FINANCE UPDATE - AUGUST

To date, we have heard from 403 members for 1977, totaling 60,517 in membership dues.

Thus, our income for 1977 looks like this:

$60,517 - total in dues pledged to date

5,000 - due from City of Lufkin

1,800 - due from Lotus Lane

4,000 - projected new members

At present, we have $5,750 in dues past due, representing 58 members. In addition, we have $975 which will come in August - November, representing 12 accounts. Therefore, of the $6,725 we must have $1,318 to make our budget for the year.

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ANGELINA COUNTY CHAMBER OF COMMERCE
PAST DUE ACCOUNTS

DUE IN JANUARY

Lufkin Oil & Gas	$100.00
Sullivan Packing	100.00
White Auto Store	100.00
Snoopy's	100.00
S & M Radio & TV	100.00
W. O. Ricks, Jr. Plumbing	100.00
Monroe Calculating Co.	100.00
Lufkin Vanguard	100.00
Lufkin TV Magnavox	100.00
Angelina Animal Hospital	100.00
U. S. Life Ins. of Texas	100.00
Angelina Commercial Equip.	100.00
Angelina Glass	100.00
Bookkeepers Tax Service	100.00
Carney's Sleep Shop	100.00
Cedar Sands Motel	100.00
Dr. Peyton Denman	100.00
Gould Monument Works	100.00
Green Thumb Nursery	100.00
H O P & S	100.00
Howard's Pharmacy	100.00
KSPL	100.00
The Kettle	100.00
Lufkin Steel Fabricators	100.00
Lufkin Supply Co.	100.00
Lufkin Kawasaki	100.00

DUE IN MARCH

Hights Auto Parts	100.00
Automotive Parts depot	100.00

DUE IN APRIL

Miller Shoes	100.00

DUE IN MAY

C. H. McClure, M. D.	100.00
Outhouse Factory Outlet	100.00
Poulan-Jones	100.00
Dr. Douglas Prewitt	25.00
Sambo's	100.00
Terry's Realty	100.00
Ben Weber Insurance	100.00
Vaughn Electric	100.00

DUE IN JUNE

Hanks Creek Marina	$100.00
Jack's Stereo Tapes	100.00
E. C. Johnson	100.00
Waller Sheet Metal	100.00
Texas Metal Casting Co.	100.00
Sonic Drive In	100.00
S & W Paint & Body Shop	100.00
R. K. Roberts, D.D.S.	100.00
Red Top Dairy Queen	100.00
Rayburn Lodge	100.00
Poland's Exxon	100.00
Burl McBride	100.00
Jennings Auto Supply	100.00
James A. Holt Machine Co.	100.00
Huntington Auto Supply	100.00
Full Gospel Book Store	100.00
Forrest Western Auto	100.00

DUE IN JULY

Groom S. Shepherd, M. D.	100.00
Mid-Southwest Securities	100.00
Kenneth Koon Konstruction	100.00

58 accounts $5,650.00

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MINUTES
BOARD OF DIRECTORS
September 15, 1977 - 11:00 a.m.
Chamber Office

Board Members Present: Rufus Duncan, Bob Bowman, Oscar Brookshire, Duncan Garner, Johnny Jackson, Ralph Ridinger, Sam Slaydon, Jim Stephens, Horace Stubblefield, Sue Bresie, Tom Selman, Mark Swan

Board Members Absent: Devereux Chapman, Dr. Anna Beth Connell, Henry Holubec, Joe Hornsey, Dick McKay, H.J. Shands, Jr., Bill Thornton

Rufus Duncan, President, called the meeting to order.

August Minutes: On motion by Duncan Garner and second by Sam Slaydon, the minutes to the August Board meeting were unanimously approved.

August Financial Statement: W.J. Thornton, Treasurer, was not present, so Chamber manager Jerry Huffman presented his financial statement, copy attached to these minutes. On motion by Johnny Jackson and second by Duncan Garner, the financial statement was approved unanimously.

Finance Study Report: Jim Stephens, Chairman, reported $60,517 in dues pledged to date. He commented that at present 54 members were past due representing $5,400 in monies. He urged directors to call on their selections in reference to delinquents. He added we needed about $2500-3000 to make the 1977 budget.

LVCB Report: Manager Barry Hays reported over 80,000 persons had utilized the Civic Center so far this year and it was being used about 2¼ days a week average. He added that the Center had paid for itself through fees this year and $15,000 of the hotel/motel tax was going to be applied to the bonded indebtedness. Hays also listed vacation shows we would be participating in for 1978 in Houston, Dallas, Austin, San Antonio, Des Moines, Kansas City and St. Louis.

Nominating Committee: Chairman Oscar Brookshire reported that he and his committee composed of George Henderson, Sue Bresie & Ralph Ridinger had met and offered the six following names for consideration on the ballot as directors for 1978. They were:

Janie Chappell, owner, Janie Chappell Real Estate
W.A. DuBose, owner, W.A. DuBose & Son
Raymond Moore, Vice President, Moore Bros. Construction
Dr. Allan Cannon, Superintendent, Lufkin Public Schools
John Waak, owner, Western Auto
Robert Richardson, President, Lufkin National Bank

Jim Stephens made the motion to accept the recommendation of the nominating committee and place these six names on a ballot to send to the membership. Sam Slaydon seconded and motion carried unanimously. Chamber manager Huffman was instructed to mail the ballot to the membership and if within 10 days there were no challenges then those six would be duly elected per the Chamber by-laws.

Building Report: President Duncan reported that paperwork for securing deed to the new Chamber offices was in process and should be completed soon. He would give a complege financial analysis at October Board meeting. He told the directors he hoped that they enjoyed the new quarters, especially the Board room. He made special thanks to Sue Bresie, for he decorating talents in the Board room. Chamber manager Huffman added special thanks to donors to the Board room: First Bank & Trust, server & accessories, Lufkin

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National Bank, brass coffee service, Southland Paper, brass fireplace accessories and Brookshire, for all the plants. Huffman also asked the Board for approval to take approximately $5,400 from savings to pay for furniture, carpet and wall paper in the Board room. Oscar Brookshire so moved, Duncan Garner seconded. Passed unanimously.

Board Room Use Policy: Discussion followed on who would be allowed to use Board room. Consensus was to allow free use of the room to persons requesting it at the Chamber manager's discretion.

Sign for Chamber office: After two sign proposals by Chamber manager Huffman, President Duncan appointed Ralph Ridinger to work with the manager and come back to Board with one recommendation.

Rental Schedule for Available Offices: President Duncan suggested a 40¢ per square foot fee be considered as a rental fee for the remaining part of the building, including utilities.

Paving: President Duncan commented that the balance of lot in back of building needed paving and present paved area needed repaving. He asked Horace Stubblefield to get three bids for consideration at next Board meeting. Bid to include the Gibbs property also, since by doing both at same time, we could get a better price.

Director resignation: President Duncan read a letter from Horace Stubblefield resigning from Board due to a conflict of meeting dates with the Diboll Bank Board he serves on. President Duncan commended Stubblefield for his services and told him he hated to see him resign but understood the need. He then appointed Paul Durham, editor of The Free Press to fill the unexpired term. Bob Bowman made the motion to approve this appointment, seconded and passed.

Rent Book: Discussion was brought up by Oscar Brookshire on the rent book kept in the Chamber reception area. He commented that he felt we should discontinue it for two reasons (1) we did not have room any longer and (2) it was becoming more of a nuisance than a service. Besides the benefit was going to rental property owners with no income to Chamber for the service. He moved we discontinue this service, Johnny Jackson seconded. Passed unanimously.

Nomination Committee Appointment: President Duncan appointed the following as an officers nominating committee: Oscar Brookshire, chairman, Henry Holubec & Duncan Garner. They were charged with recommending a slate of officers to include a President, 4 Vice Presidents and a Treasurer for 1978 at the October Board meeting.

There being no further business, the meeting was adjourned.

Jerry W Huffman

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
August, 1977

ADMINISTRATIVE EXPENSES	August 1977	Total 8 Months	1977 Budget	Budget Balance
Salaries	$2,900.00	$22,291.23	$33,600	$11,308.77
Manager Retirement	135.00	1,053.36	1,700	646.64
Allowances	349.50	2,745.30	4,000	1,254.70
TCCM Insurance	-0-	243.90	375	131.10
Payroll Taxes	169.64	1,387.25	1,900	512.75
Rent	300.00	2,400.00	3,600	1,200.00
Janitor & Bldg. Maintenance	410.00	919.13	1,200	280.87
Telephone	117.53	924.63	1,600	675.37
Office Supplies	19.38	943.81	1,000	56.19
Utilities	32.68	261.43	360	98.57
Office Equipment	81.83	952.88	1,500	547.12
Dues, Services, Publications	128.00	904.85	900	(- 4.85)
Public Relations	-0-	196.79	600	403.21
Schools & Conferences	115.78	775.64	1,500	724.36
Postage	-0-	1,267.53	2,500	1,232.47
Maintenance	33.25	163.25	250	86.75
Insurance	106.00	259.00	300	41.00
Printing	239.93	2,283.86	2,700	416.14
Audit	-0-	700.00	550	(-150.00)
General Expense	-0-	-0-	500	500.00
	$5,138.59	$40,673.84	$60,635	$19,961.16
Committee Expense	819.46	8,094.64	12,000	3,905.36
	$5,957.98	$48,768.48	$72,635	$23,886.52

RECAP:

Bank Balance, August 1, 1977		$ 1,388.94
INCOME: Dues	$1,735.42	
CD Cashed	4,000.00	
Interest	110.76	5,846.18
		$ 7,235.12
Expenditures as listed above		$ 5,957.98
Bank Balance, August 31, 1977		1,277.14
		$ 7,235.12

Savings Certificates - Operating Funds - $8,000.00

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FINANCE UPDATE - SEPTEMBER

To date, we have heard from 409 members for 1977, totaling 61,042 in membership dues.

Thus, our income for 1977 looks like this:

$60,517 - total in dues pledged to date

5,000 - due from City of Lufkin

1,800 - due from Lotus Lane

4,000 - projected new members

At present, we have $5,400 in dues past due, representing 54 members. In addition, we have $450.00 which will come in September - November, representing 6 accounts. Therefore, of the $5,850 we nust have $793 to make our budget for the year.

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MINUTES
BOARD OF DIRECTORS
October 13, 1977 - 11:00 a.m.
Chamber Office

Board Members Present - Rufus Duncan, Sue Bresie, Oscar Brookshire, Devereux Chapman, Duncan Garner, Henry Holubec, Johnny Jackson, Dick McKay, Ralph Ridinger, H.J. Shands, Jr., Sam Slaydon, Jim Stephens, Mark Swan, W.J. Thornton

Board Members Absent - Bob Bowman, Dr. Anna Beth Connell, Joe Hornsey, Tom Selman, Horace Stubblefield

Rufus Duncan, President, called the meeting to order.

Minutes - The minutes to the September Board Meeting were approved on a motion by Devereux Chapman, second by Dick McKay.

Financial Statement - Chamber Treasurer Thornton presented the September financial statement, as attached to these minutes. Johnny Jackson made the motion to approve the Treasurer's Report, second by Mark Swan. Motion carried.

Finance Study Report - Chairman Jim Stephens announced that over 400 members had voluntarily increased their dues for 1977 and it looked favorable we would make our budget. President Duncan thanked Jim and his committee for a tremendous job this year.

LVCB Report - Manager Barry Hays submitted a financial statement for LVCB to the Board for their information. He commented that this statement and an accompanying activities report would be made to City Commission next month. He said the City had approved 1977-1978 budget for $31,000.

Officers Nominating Report - Chairman Oscar Brookshire reported his committee had met and offered as their recommendation the following slate:

President: Jim Stephens
Vice Presidents: H.J. "Bubba" Shands
Bob Bowman
Johnny Jackson
Devereux Chapman
Treasurer: Mark Swan

On motion by Duncan Garner and second by Henry Holubec the slate of officers for 1978 was unanimously approved.

Building Report - President Duncan told the Board that the final papers had been signed for the new building. The details were as follows:

A. Effective October 1, 1977, Chamber will pay James Gibbs, Inc., $9,284.50cash and assume a note at Lufkin National Bank in the amount of $8,115.50. (Payments on the note are $370 per month.) This amount totals $17,400.

B. Also, on October 1, 1977, Chamber will sign a note in the amount of $42,600 with James Gibbs, Inc. to be paid in full on January 2, 1978, including interest at 7%.

C. On January 2, 1978, arrangements will be made for permanent financing of building-total balance owing around $50,000.

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The final report on the building was approved on motion by Henry Holubec and second by Johnny Jackson.

Sign for Office - Chairman Ralph Ridinger presented his findings on a proposed sign for Chamber office. Our options were:

1.	5'x5' fabricated, using duraply panels painted (Futch) 12'x6' wide	$900.00
2.	4'x10' fabricated, solid panels, painted (Quality) 15½'x10' wide	$1,300.00
3.	5'x5' Plexiglas (Futch)	$1,200.00
4.	4'x10' Plexiglas (Quality)	$2,400.00
5.	Just plexiglas on roof - Quality 4'x10'	$1,400.00
	Futch 5'x10'	$ 900.00

Ridinger recommended option number 2 and made the motion to accept. Second by Johnny Jackson. Motion carried.

Paving - President Duncan said he was working on this project and would have a report at a later date.

Transportation Committee - Announcement was made that the Transportation Committee was making a trip to Austin for Thursday, October 20 to make an appearance before the State Highway Commission. Mayor Pitser Garrison would be the spokesman for the group.

Junior Achievement - Chamber manager Huffman reported $1350 had been collected in sponsor ship fees for this effort and that one chapter was underway at Lufkin Independent School District with 25 students participating. He commended C.L. Brown and Bob Bowman for their efforts in getting this program underway.

There being no further business, the meeting was adjourned.

Jerry W Huffman

Jerry Huffman, Executive Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
September, 1977

	Sept. 1977	Total 9 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,900.00	$25,190.96	$33,600	$8,409.04
Manager Retirement	135.00	1,188.26	1,700	511.74
Allowance	300.00	3,045.30	4,000	954.70
TCCM Insurance	72.40	316.30	375	58.70
Payroll Taxes	169.64	1,503.32	1,900	396.68
Rent	-0-	2,400.00	3,600	1,200.00
Janitor & Building Maintenance	135.64	1,054.77	1,200	145.23
Telephone	99.54	1,024.17	1,600	575.83
Office Supplies	80.31	1,024.12	1,000	(- 24.12)
Utilities	45.93	307.36	360	52.64
Equipment	81.75	1,034.63	1,500	465.37
Dues, Services, Publications	25.99	930.84	900	(- 30.84)
Public Relations	-0-	198.79	600	401.32
Schools & Conferences	-0-	725.64	1,500	774.36
Postage & Freight	200.00	1,461.05	2,500	1,038.95
Maintenance	-0-	214.55	250	35.45
Insurance	7.50	266.50	300	33.50
Printing	135.45	2,429.31	2,700	270.69
Audit	-0-	700.00	550	(- 150.00)
General Expense	-0-	-0-	500	500.00
	$4,389.15	$45,015.87	60,635	$15,619.13
Committee Expense	21.42	8,116.06	12,000	3,883.94
	$4,410.57	$53,131.93	$72,635	$19,503.07

RECAP

Bank Balance, September 1, 1977		$ 1,277.14
INCOME:		
Dues	$791.64	
Tax Refund	52.55	
CD Cashed	4,000.00	
Interest	110.76	
Furniture Sold	615.00	
		5,569.95
		$6,847.09
Expenses as listed above		$4,110.57
Bank Balance, September 31, 1977		2,436.52
		$6,847.09

Savings Certificate - Operating Funds - $4,000.00

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ANGELINA COUNTY CHAMBER OF COMMERCE
SPECIAL ACTIVITIES ACCT.
Jan. 1, 1977 -----September 30, 1977

	INCOME	EXPENSES
Annual Banquet	$7,604,65	$6,326.11
Women's Luncheon	582.00	652,01
Annual Report	1,200.00	1,465.25
Christmas	25.00	257.25
Goodwill	113.00	167.19
First Friday	986.50	1,200.50
Livestock Sale	29,589.56	29,534.66
Livestock Prem. & Fees	2,844.00	3,281.93
Livestock Pictures	80.00	139.00
Flags	48.37	67.24
Career Fair	1,130.00	1,534.51
Aerial Maps	275.00	283.50
Legislative Breakfast	250.00	309.51
Woodlands Clinic	150.00	150.00
City Maps	3,500.00	3,500.00
Teachers Banquet	895.00	262.50
Sale of Printed Materials	61.00	-
Miscellaneous Meetings	-	362.50
	$49,334.08	$49,493.66

Bank Balance, January 1, 1977	$544.63
Income as listed above	49,334.08
	$49,878.01
Expenses as listed above	49,493.66
Bank Balance, September 31, 1977	385.05
	$49,878.71

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MINUTES
BOARD OF DIRECTORS
November 17, 1977 - 11:00 a.m.
Chamber Office

Present: Rufus Duncan, Bob Bowman, Devereux Chapman, Anna Beth Connell, M.D., Duncan Garner, Dick McKay, Ralph Ridinger, H.J. Shands, Jr., Jim Stephens, Mark Swan, Betty Hobbs, Barry Hays, Jerry Huffman

Absent: Sue Bresie, Oscar Brookshire, Henry Holubec, Joe Hornsey, Johnny Jackson, Tom Selman, Sam Slaydon, Bill Thornton

Rufus Duncan, President, called the meeting to order.

Minutes: Minutes to the October Board meeting were approved on motion made by Mark Swan and seconded by Bob Bowman.

Financial Statement: Chamber Manager Jerry Huffman presented the October financial statement for Treasurer Bill Thornton who was out of town. A copy of such statement is attached to these minutes. On motion by Devereux Chapman and second by Jim Stephens the financial statement was unanimously approved.

LVCB Report: Manager Barry Hays presented a copy of LVCB's annual report to each Board member. The report showed the financial status of the division, a record of meetings held at the Civic Center the past year, the economic impact of conventions held and a calendar of conventions already scheduled in 1978. A report is filed with these minutes.

Building Report: President Duncan reported on the paving situation and that Moore Brothers had offered a low bid of $5,000 for the paving. He added that Moore Brothers had given the Chamber a special price that was almost $2,000 under our previous low bid. He recommended we accept this offer. Devereux Chapman made the motion to accept this bid and allow Moore Brothers do the paving, second by Bob Bowman. Motion unanimously carried.

Women's Division: Betty Hobbs reported to the Board that the Women's Division Board had met and were recommending they become a committee of the Chamber in 1978 rather than a separate division. Reasoning was to become more integrated into the Chamber operation. As it was set up now, it was becoming too much a separate entity rather than a part of the Chamber. On motion by Bob Bowman and second by Devereux Chapman, this recommendation was unanimously approved.

Industrial Foundation Sales: Chamber Manager Huffman reported three sales by the Industrial Foundation which needed to be approved by the Chamber Board. (A) A 2+ acre tract on our West side acreage, next to White's to Larry McNeil for a Massey-Ferguson dealership, total cost $20,000. (B) An additional two acre tract on the North side next to LATCO, purchased by LATCO for future expansion, at $6,000 per acre and (C) a six acre tract on North side, immediately adjacent to Brookshire property, to Kenneth and Delbert Richardson for purpose of building a steel fabrication operation to be sub leased, at a price of $3,500 per acre. On motion by Jim Stephens and second by Duncan Garner, all three land sales were unanimously approved.

Industrial Foundation Board Appointment: In other business, President Duncan appointed A.G. Cromwell to the Industrial Foundation Board to replace J.B. Manning who had resigned and moved to Waco. On motion by Bob Bowman and second by Mark Swan, this appointment was unanimously approved.

Banquet Committee: President Duncan appointed Bob Bowman to chair the 1978 Banquet. There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
October, 1977

	Oct. 1977	Total 10 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,914.62	$28,105.58	$33,600	$5,494.42
Manager Retirement	135.00	1,323.26	1,700	376.74
Allowances	375.00	3,420.30	4,000	579.70
TCCM Insurance	36.20	352.50	375	22.50
Payroll Taxes	175.04	1,678.36	1,900	221.64
Rent	-0-	2,400.00	3,600	1,200.00
Janitor & Building Maint.	98.84	1,153.61	1,200	46.39
Telephone Expense	201.78	1,225.95	1,600	374.05
Office Supplies	98.75	1,122.87	1,000	(-122.87)
Utilities	106.12	410.48	360	(- 50.48)
Equipment	467.42	1,502.05	1,500	(- 2.05)
Dues, Subs. Publications	166.00	1,096.84	900	(-196.84)
Public Relations	25.00	223.79	600	376.21
Schools & Conferences	180.47	906.11	1,500	593.89
Postage & Freight	250.54	1,711.59	2,500	788.41
Maintenance	-0-	214.55	250	35.45
Insurance	-0-	266.50	300	33.50
Printing	171.15	2,600.46	2,700	99.54
Audit	-0-	700.00	550	(-150.00)
General Expense	-0-	-0-	500	500.00
	5,401.93	50,414.80	60,635	10,220.20
Committee Expense	432.14	8,548.20	12,000	3,451.80
Sub-Totals	5,834.07	58,963.00	72,635	13,672.00
New Building Payments	9,618.50	9,618.50		
New Building Furnishings	5,986.95	5,986.95		
	$21,439.52	$74,568.45		

RECAP

Bank Balance, October 1, 1977		$2,436.52	
INCOME:			
Dues	$4,192.82		
Withdrawal from Reserve	15,000.00	19,192.82	
			$21,629.34
Disbursements as listed above		$21,439.52	
Bank Balance, October 31, 1977		189.82	
			$21,629.34

Operating Fund Certificate of Deposit - $4,000.00

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FINANCE UPDATE- November

Presently, we have heard from 411 members for 1977, totaling, as of 10-31-77, $61,167 in membership dues.

Thus, our income for 1977 look like this:

$61,167	- Pledged to date
5,000	- City of Lufkin
1,800	- Lotus Lane
4,000	- Projected New Members
$71,967	

At Present, we have $4,705 in dues past due, representing 46 accounts. In addition, we have $200 which will come in November & December, representing 2 accounts. Threfore, of the $4,905 outstanding, we must have $668 to make our budget for the year.

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
SPECIAL ACTIVITIES ACCOUNT
October, 1977

	October Income	October Expense	Year to date Income	Year to date Expenses
Annual Banquet	-0-	-0-	$7,604.65	$6,326.11
Women's Luncheon	3.00	161.41	585.00	813.42
Annual Report	-0-	-0-	1,200.00	1,465.24
Christmas	-0-	-0-	25.00	257.25
Goodwill	-0-	-0-	113.00	167.19
First Friday	-0-	-0-	986.50	1,200.50
Livestock Sale	-0-	-0-	29,589.56	29.534.66
Livestock Premiums & Fees	-0-	-0-	2,844.00	3,281.93
Livestock Pictures	-0-	-0-	80.00	139.00
Flags	-0-	-0-	48.37	67.24
Career Fair	-0-	-0-	1,130.00	1,534.51
Aerial Maps	-0-	-0-	275.00	283.50
Legislative Breakfast	-0-	-0-	250.00	309.51
Woodlands Clinic	-0-	-0-	150.00	150.00
City Maps	-0-	-0-	3,500.00	3,500.00
Teachers Banquet	380.00	866.25	1,275.00	1,128.75
Sales of Printed Materials	18.50	-	79.50	-
Miscellaneous Meetings	-	-0-	-	362.50
Miscellaneous	-	3.00		3.00
	$401.50	$1,033.66	$49,735.58	$50,527.32

RECAP:

Bank Balance, October 1, 1977	$382.05	
Deposit	401.50	
		$783.55
Disbursements	$ 1,033.66	
Bank Balance, October 31, 1977	(- 250.11)	
		$783.55

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MINUTES
BOARD OF DIRECTORS
December 8, 1977 - 11:00 a.m.
Chamber Office

Board Members Present: Rufus Duncan, Sue Bresie, Oscar Brookshire, Dr. Anna Beth Connell, Duncan Garner, Henry Holubec, Johnny Jackson, Ralph Ridinger, H.J. Shands, Jr., Sam Slaydon, Jim Stephens, Mark Swan, W.J. Thornton, Dr. Allan Cannon, Raymond Moore, Robert Richardson, John Waak, Janie Chappell

Board Members Absent: Bob Bowman, Devereux Chapman, Joe Hornsey, Dick McKay, Tom Selman, Warren DuBose

Rufus Duncan, President, called the meeting to order.

MINUTES: On motion by Sam Slaydon and second by Ralph Ridinger, the minutes to the November Board meeting were approved as mailed to the Board.

FINANCIAL STATEMENT: W.J. Thornton, Treasurer, presented the November Financial Statement as attached to these minutes. On motion of Duncan Garner, second by Henry Holubec, the financial statement for November was approved as presented.

WELCOME NEW DIRECTORS: President Duncan recognized the new directors present who officially would take office on January 1. Attending were: Dr. Allan Cannon, Raymond Moore, Janie Chappell, Robert Richardson and John Waak.

LVCB REPORT: Manager Barry Hays reported that the City of Lufkin was reconsidering the contract with the Chamber for 1978 and he should have a proposal to the Board at the next meeting.

BUILDING REPORT: Chamber manager Jerry Huffman gave an updated report on the new Chamber building finances. It was as follows:

Total cost of building	$60,000.00
Payment to Gibbs	9,284.50
Assumption of Note	8,111.50

We need to finance $42,600.00 (plus 7% interest from October 4, 1977 to January 3, 1978) payable to James Gibbs. Discussion on how to pay off Gibbs. It was mentioned by Huffman that the Industrial Foundation had been advanced $26,067.83 over the years by the Chamber and this money could be used he thought to help offset our expenses on the building. Oscar Brookshire mad a motion to the Board that they authorize Chamber Manager Huffman to make the necessary arrangements to borrow money from a joint note between Lufkin National Bank and First Bank and Trust to pay off James Gibbs, putting the balance owed on a 8-10 year note payable monthly. Mark Swan seconded the motion and it passed unanimously.

WITHDRAWAL FROM RESERVES: In conjunction with the building expense, Chamber Manager Huffman recommended to the Board that an additional $6,000 be taken from our reserves account to pay for building expenses including: furniture for conference room, new Chamber sign, paving and other miscellaneous expenses. Bill Thornton made the motion to take the $6,000 from savings; seconded by Ralph Ridinger. Motion unanimously carried.

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BANQUET COMMITTEE REPORT: Chamber Banquet Chairman Bob Bowman was absent but reported by letter that the banquet was set for Thursday, February 9 with guest speaker Dr. R.L. Noran, an ESP master from New York. He said he would have a definite report at the next Board meeting.

LOTUS LANE REPORT: Discussion followed on the status of the Lotus Lane sale. President Duncan told the Board that the proceedings for selling the project were going well and that it should be accomplished before the first six months of 1978. He said that the government was going to be tight with how much profit could be netted from the sale as we were a non profit organization. Mention was made of the $100 administrative fee the Chamber received from Lotus Lane and consensus was this was not enough for what the Chamber did and that the Chamber was entitled to get more. Johnny Jackson made the motion to request the Lotus Lane Board of Trustees for a $500 a month fee for the services they did. Motion seconded by Jim Stephens. Motion unanimously carried.

CHAMBER OPEN HOUSE: Manager Huffman announced to the Board that a social open house for the Chamber new offices was set for Tuesday, December 20.

CHRISTMAS BONUSES: On motion by Ralph Ridinger and second by Mark Swan, it was approved to give the same Christmas bonuses as presented to the staff last year.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Rufus Duncan, President

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
November, 1977

	November 1977	Total 11 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,987.74	$31,093.32	$33,600	$2,506.68
Manager Retirement	135.00	1,458.26	1,700	241.74
Allowances	324.00	3,744.30	4,000	255.70
TCCM Insurance	36.20	388.70	375	(- 13.70)
Payroll Taxes	155.02	1,833.38	1,900	66.62
Rent	-0-	2,400.00	3,600	1,200.00
Janitor & Building Main.	140.10	1,293.71	1,200	(- 93.71)
Telephone Expense	115.84	1,341.79	1,600	258.21
Office Supplies	43.96	1,166.83	1,000	(-166.83)
Utilities	225.53	636.01	360	(-276.01)
Equipment	81.75	1,583.80	1,500	(- 83.80)
Dues, Subs., Publications	111.00	1,207.84	900	(-307.84)
Public Relations	-0-	223.79	600	376.21
Schools & Conferences	51.17	957.28	1,500	542.72
Postage & Freight	213.65	1,925.24	2,500	574.76
Maintenance	-0-	214.55	250	35.45
Insurance	114.00	380.50	300	(- 80.50)
Printing	364.46	2,964.92	2,700	(-264.92)
Audit	-0-	700.00	550	(-150.00)
General Expense	208.72	208.72	500	291.28
	$5,308.14	$55,722.94	$60,635	$ 4,912.06
COMMITTEE EXPENSE	2,502.22	11,068.45	12,000	931.55
Sub-Totals	$7,828.36	$66,791.39	$72,635	$ 5,843.61
NEW BUILDING PAYMENTS	370.00	9,988.50		
NEW BUILDING EXPENSES	-0-	5,986.95		
	$8,198.36	$89,878.10		

RECAP

Bank Balance, November 1, 1977		$189.82	
INCOME:			
City of Lufkin	$5,000.00		
Dues	943.84		
Lotus Lane	600.00		
CD Cashed	4,000.00		
Interest	168.42	10,712.26	
			$10,902.08
Disbursements as listed above		$8,198.36	
Returned draft		8.33	
Bank Balance, November 31, 1977		2,695.39	
			$10,902.08

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ANGELINA COUNTY CHAMBER OF COMMERCE
Statement of Financial Condition
November, 1977

	November 1977	Total 11 Months	1977 Budget	Budget Balance
ADMINISTRATIVE EXPENSES				
Salaries	$2,987.74	$31,093.32	$33,600	$2,506.68
Manager Retirement	135.00	1,458.26	1,700	241.74
Allowances	324.00	3,744.30	4,000	255.70
TCCM Insurance	36.20	388.70	375	(- 13.70)
Payroll Taxes	155.02	1,833.38	1,900	66.62
Rent	-0-	2,400.00	3,600	1,200.00
Janitor & Building Main.	140.10	1,293.71	1,200	(- 93.71)
Telephone Expense	115.84	1,341.79	1,600	258.21
Office Supplies	43.96	1,166.83	1,000	(-166.83)
Utilities	225.53	636.01	360	(-276.01)
Equipment	81.75	1,583.80	1,500	(- 83.80)
Dues, Subs., Publications	111.00	1,207.84	900	(-307.84)
Public Relations	-0-	223.79	600	376.21
Schools & Conferences	51.17	957.28	1,500	542.72
Postage & Freight	213.65	1,925.24	2,500	574.76
Maintenance	-0-	214.55	250	35.45
Insurance	114.00	380.50	300	(- 80.50)
Printing	364.46	2,964.92	2,700	(-264.92)
Audit	-0-	700.00	550	(-150.00)
General Expense	208.72	208.72	500	291.28
	$5,308.14	$55,722.94	$60,635	$ 4,912.06
COMMITTEE EXPENSE	2,502.22	11,068.45	12,000	931.55
Sub-Totals	$7,828.36	$66,791.39	$72,635	$ 5,843.61
NEW BUILDING PAYMENTS	370.00	9,988.50		
NEW BUILDING EXPENSES	-0-	5,986.95		
	$8,198.36	$89,878.10		

RECAP

Bank Balance, November 1, 1977		$189.82	
INCOME:			
City of Lufkin	$5,000.00		
Dues	943.84		
Lotus Lane	600.00		
CD Cashed	4,000.00		
Interest	168.42	10,712.26	
			$10,902.08
Disbursements as listed above		$8,198.36	
Returned draft		8.33	
Bank Balance, November 31, 1977		2,695.39	
			$10,902.08

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENTS
SPECIAL ACTIVITIES ACCOUNT
November, 1977

	November Income	November Expenses	Year to Date Income	Year to Date Expenses
Annual Banquet	-0-	-0-	$7,604.65	$6,326.11
Women's Luncheon	168.00	-0-	753.00	813.42
Annual Report	-0-	-0-	1,200.00	1,465.24
Christmas	863.90	-0-	888.90	257.25
Goodwill	-0-	-0-	113.00	167.19
First Friday	-0-	-0-	986.50	1,200.50
Livestock Sale	-0-	-0-	29,589.56	29,534.66
Livestock Premiums & Fees	-0-	-0-	2,844.00	3,281.93
Livestock Pictures	-0-	-0-	80.00	139.00
Flags	-0-	-0-	48.37	67.24
Career Fair	-0-	-0-	1,130.00	1,534.51
Aerial Maps	-0-	-0-	275.00	283.50
Legislative Breakfast	-0-	-0-	250.00	309.51
Woodlands Clinic	-0-	-0-	150.00	150.00
City Maps	-0-	-0-	3,500.00	3,500.00
Teachers Banquet	15.00	-0-	1,290.00	1,128.75
Sale of Printed Materials	62.00	-	141.50	-
Miscellaneous Meetings	-	-0-	-	362.50
Miscellaneous	-	-0-	-	3.00
Hay Show	681.90	500.41	681.60	500.41
	$1,790.50	$500.51	$51,526.08	$51,027.73

RECAP:

Bank Balance, November 1, 1977	$(-250.11)	
Deposits	1,790.50	
		$1,540.39
Disbursements	$500.41	
Bank Balance, November 30, 1977	1,039.98	
		$1,540.39

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MINUTES
BOARD OF DIRECTORS
January 12, 1978 - 11:00 a.m.
Chamber Office

Present: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Devereux Chapman, Janie Chappell, Warren DuBose, Johnny Jackson, Raymond Moore, Robert Richardson, H.J. Shands, Jr. John Waak

Absent: Dr. Anna Beth Connell, Rufus Duncan, Paul Durham, Dick McKay, Ralph Ridinger, Tom Selman, Mark Swan, W.J. Thornton

Jim Stephens, President, called the meeting to order.

WELCOME TO NEW DIRECTORS: President Stephens recognized the six new Chamber Board members for 1978 and welcomed them to the Board. They were: John Waak, Janie Chappell, Dr. Allan Cannon, W.A. DuBose, Raymond Moore and Robert Richardson.

DECEMBER MINUTES: On motion by Bob Bowman and second by Johnny Jackson, the minutes to the December Board meeting were approved as mailed to the Directors.

DECEMBER FINANCIAL STATEMENT: Chamber manager Jerry Huffman presented the December financial statement for Treasurer Mark Swan who was not in attendance. Statement is attached to these minutes. Also presented was a list of members to be cancelled for non-payment as attached to these minutes. The December financial statement and the cancellations were unanimously approved on motion by Devereux Chapman and second by Bob Bowman. Also presented to the Board was a financial statement for the Lufkin Industrial Foundation as attached to these minutes. Statement reflected a year end balance of $37,645.44. The Industrial Foundation statement was approved unanimously as presented on motion made by Raymond Moore and second by Devereux Chapman.

COMMITTEE APPOINTMENTS: President Jim Stephens made the following committee and director advisor appointments for 1978:

Committee	Chairman	Director Adv.
Membership	Janie Chappell	Janie Chappell
Goodwill	Harry Castleberry	Ralph Ridinger
Women's	Nancy Mewbourn	Dr. Connell
First Friday	James Kerbo	Ralph Ridinger
Agri-Business	Dr. Doug Prewitt	Raymond Moore
Retail	John Parker	John Waak
Business/Industry Relations	A.G. Cromwell	Dick McKay
Tourism	Alton Holt	Robert Richardson
Industrial Dev.	Oscar Brookshire	Robert Richardson
Forestry	Ed Wilkins	Warren DuBose
Education	Louis Bronaugh	Dr. Allan Cannon
Beautification	Nancy Mewbourn	Dr. Allan Cannon
Downtown Redev.	Pitser Garrison	Jim Stephens
Sports/Recreation	Rod Pittman	Dick McKay
Legislative	Bob Flournoy	W.J. Thornton
Transportation	Thomas Moore	Tom Selman
Aviation	Jim Bob Odom	Paul Durham

BUDGET PROPOSAL 1978: Chamber Manager Huffman went over the proposed budget for 1978. President Stephens commented the Executive Committee had already reviewed it and recommended approval. The budget was as follows:

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Salaries	$36,600
Retirement	2,100
Allowances	4,400
Hospitalization	445
Taxes (Payroll)	1,860
Bldg. Payment (Taxes)	3,000
Bldg. Repair/Remodel	2,500
Janitorial	1,200
Telephone	1,600
Office Supplies	1,200
Utilities	2,400
Equipment	1,500
Dues, etc.	1,200
Public Relations	600
Schools & Conf.	1,500
Postage	2,500
Maintenance	500
Insurance	400
Printing	3,000
Audit	600
General	500
Committees	14,000
Total	$83,605

The 1978 budget was unanimously approved on motion made by Devereux Chapman and second by John Waak. Note: Budget approval included a $50/month increase in salaries for Secretary Jean Harper and Office Manager Georgia Hunt, plus a $150/month increase for Chamber Manager Jerry Huffman.

PRIORITIES FOR 1978: President Stephens presented for discussion the following six priorities proposed for action in 1978:

IMPACT '78

1. County-wide MAJOR Beautification Effort - Creation of an Angelina County Beautification Council, appointed by the Chamber President with the approval of the Chamber Board to carry out a major beautification effort for the Lufkin and Angelina County area, an effort which will have IMPACT in our area!

2. Accreditation - Achieve Accreditation for YOUR Chamber of Commerce by the Chamber of Commerce of the U.S. This effort has been on going and only a few requirements need be fulfilled to achieve the goal....a goal that will have a definite IMPACT on the organization of the Chamber for years to come!

3. Downtown Redevelopment - Today is the time to make strided in making sure the downtown area of Lufkin remains viable. A strong and committed task force will be named to create a plan to achieve this goal and implement its decisions. The IMPACT of this effort is vital to retaining the heart of the downtown district!

4. Recognize Existing Industry - So often we forget the tremendous economic base we are blessed with here in Angelina County...during Industry Appreciation Week, the first week in April, we host a banquet to recognize our existing industry with special awards to them....this IMPACT will offer our thanks to our present industrial neighbors for the many, many things they have done for our community!

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5. Secure at lease one new industry - Due to our excellent geographic location and our excellent economic base, we are getting many responses from new industry prospects. A blue ribbon committee will be appointed to be ready to meet with industrial prospects as they occur in Angelina County. Securing new industry will make a present and future IMPACT on our area!

6. Explore the Re-establishment of the Texas Forestry Festival - The Texas Forestry Festival was once the highlight each year in Angelina County. A feasibility planning committee will be appointed to take a hard look at re-establishment of this major festival. Since we are in the heart of the timber industry, it is natural that it be started here.

Discussion followed and consensus was they were excellent and should be accomplished in 1978. Of special interest was the resurrection of the Texas Forest Festival.

BUILDING FINANCE: Chamber Manager Jerry Huffman discussed the building finance with the Board and asked their approval. The report was as follows:

A. Oct. 4, 1977

Initial payment to JMG, Inc.	$9,284.50	
Assumption of note at LNB	8,111.50	($370/mo.)
Balance owing JMG,Inc. (+ 7% int.)	42,600.00	
Cost of bldg.	$60,000.00	

B. January 4, 1978

Pay off note at LNB	$7,496.19
Pay to JMG, Inc.	42,600.00
(plus 7% int.)	335.29
	$50,831.48*

*The total price of $50,831.48 was to be borrowed at Lufkin National Bank at 9% interest for six months - (LNB would share the note with FB&T). During the six month period the money advanced to Lufkin Industrial Foundation ($26,000+) should be regained/or a fund raising drive would be initiated to offset the building debt. The Executive Committee of the Chamber would look into the debt and decide the best avenue of achieving its payoff. Johnny Jackson made the motion to approve borrowing $50,831.48 at LNB, 9% interest for six months, effective January 4, 1978. Raymond Moore seconded. Motion unanimously carried.

BOARD OF REALTORS RENTAL PROPOSAL: Chamber manager Huffman reported the Board of Realtors had approached the Chamber about renting the additional 900-1000 square feet available in the Chamber building. They offered to pay $300/month, Chamber pay utilities and Chamber fix up area to suit Board of Realtors. Discussion followed. Consensus was this was too cheap. Chamber manager Huffman was instructed to offer them a counter proposal of $335/month, they pay their own utilities and we would fix up area to suit them.

LVCB REPORT: The contract with City of Lufkin for operating the LVCB utilizing funds from Hotel/Motel tax had been approved by the City Commission and Chamber manager Huffman recommended approval by the Chamber Board to authorize President Stephens to sign such contract. Dr. Allan Cannon so moved, second by John Waak; motion unanimously carried. Huffman also apprised the Board that LVCB manager Barry Hays was resigning effective January 20 to accept another position in the area and that a replacement was being sought. President Stephens conveyed best wishes to Hays and asked Huffman to pass this along to him.

ANNUAL BANQUET REPORT: Chairman Bob Bowman reported about 250 in ticket sales to date with a crowd of around 800 expected for the February 9 event. He commented that Dr.

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R.L. Noran, an ESP Master, would be guest speaker and it would be an entertaining event.

ANNOUNCEMENT: Goodwill Committee announced a proposed news media reception at the Civic Center for the evening of January 24. The Board would be notified of exact details.

GOODWILL COMMITTEE PROPOSAL: As a recommendation, Chamber Manager Huffman offered a proposal from the Goodwill Committee. He said that our present policy on ribbon cuttings for new businesses was that the Goodwill Committee would schedule such an event only if the new business joined the Chamber. He added this had caused some conflict. The Goodwill Committee, Harry Castleberry, Chairman, proposed that the Chamber Board authorize a 90-day free membership for new businesses; after 90 days, their name would be given to the membership committee for follow-up. It would be a good public relations gesture for new businesses and increase the chance of their joining the Chamber. Dr. Allan Cannon made the motion to accept this recommendation, second by Bob Bowman. Motion carried unanimously.

BOARD ROOM: President Stephens commented that as most of the Board knew, Past President Rufus Duncan had built the conference room at the Chamber offices at no cost to the Chamber. He added that he had talked to Rufus about this and Rufus wanted to bill the Chamber for the room but increase his dues to offset it. This would keep his bookkeeping straight. Stephens also said he felt the Chamber owed Rufus a debt of gratitude for this and since he would not allow us to recognize him at the Annual Banquet, he felt some method should be derived for recognizing this gift. Stephens appointed Bubba Shands, Bob Bowman and Johnny Jackson to decide some appropriate method to achieve this and get back to the Board.

ADJOURN: Stephens thanks each member for being present at his first meeting as President and there being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
February 9, 1978 - 11:00 a.m.
Chamber Office

Present: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Janie Chappell, Warren DuBose, Rufus Duncan, Raymond Moore, Ralph Ridinger, Tom Selman, H.J. Shands, Jr., Mark Swan, John Waak, Thomas Moore, Harry Castleberry, Alton Holt, Louis Bronaugh, Jerry Huffman

Absent: Devereux Chapman, Dr. Anna Beth Connell, Paul Durham, Johnny Jackson, Dick McKay, Robert Richardson, W.J. Thornton

Jim Stephens, President, called the meeting to order.

MINUTES: The January Board minutes were approved unanimously on motion by Rufus Duncan, second by Mark Swan.

FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the financial status report for January as attached to these minutes. Dr. Allan Cannon moved to approve the statement as presented, Ralph Ridinger seconded. Motion carried unanimously.

NEW MEMBERS: Swan also presented a list of new members to the Board for their approval. The new members were: C & C Sewing Center, 1419 Atkinson Dr.; Michael J. Sabo, DPM, 915 Ellis Avenue; Deep East Texas MHMR/Dr. Wayne Lawrence; Elliott Chiropractic Clinic, 1302 E. Denman; Lawana's Bridal Shop, 114 E. Lufkin; Llorente's, 509 S. Timberland; Charles W. Perry, Rt. 2, Box 217P. Bob Bowman moved to approve these new members, second by W.A. DuBose. Motion carried.

ANGELINA COUNTY YOUTH COUNCIL: Dick Gardemal, chairman for the newly created Angelina County Youth Council came before the Board requesting the Chamber to provide free office space for them temporarily until they get on their feet. He said all they needed was a small office for their Executive Director. After Gardemal excused himself the Board discussed the idea. Raymond Moore moved to allow the Youth Council to utilize one office at no charge on a temporary month to month basis until they were better organized. John Waak seconded. Motion carried.

BANQUET COMMITTEE: Bob Bowman reported the annual Banquet should be a success with over 750 tickets sold. He said a definite financial report was not complete yet, but felt we should break even. Dr. Noran should provide a tremendous program. Jim Stephens commended Bowman and his committee for their efforts.

AVIATION REPORT: Chamber manager Jerry Huffman apprised the Board that Metro Airlines had indicated they might pull service from Lufkin. He said the Aviation Committee had written to Jay Seaborn, President of Metro, and offered their assistance in keeping the service here.

EDUCATION COMMITTEE: Chairman Louis Bronaugh reported on the upcoming Career Fair scheduled for February 14 & 15 in the Civic Center. He said over 2500 students were expected to visit the some 48 exhibitors. He invited members of the Board to attend.

TOURISM REPORT: A report of proposed goals for the Tourist/Convention Committee was given by Chairman Alton Holt. They were as follows: 1) participation in Vacation Shows in St. Louis, Chicago, Des Moines, Austin, Dallas, Houston & San Antonio. 2) New billboards on outskirts of Lufkin (69 & 59). 3) New Civic Club signs on entranceways into Lufkin. 4) Creation of a special booth exhibit for promoting the area

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5) Working with conventions - utilizing a special committee to serve as a welcome committee for them. 6) Creating a seminar to educate service station managers, food store managers and restaurant personnel on how to greet visitors.

President Stephens commended Holt on his activity and offered support of Chamber Board wherever possible.

GOODWILL COMMITTEE REPORT: Chairman Harry Castleberry told Board of a visitation program to be instigated by his committee during the week of February 16-23. The entire Goodwill Committee would divide into teams of two and visit the Chamber membership. Termed "Operation Handshake," it's purpose would be to let the membership know their membership is appreciated.

TRANSPORTATION COMMITTEE: Thomas Moore, Chairman, gave the Board a list of goals for his committee as attached to these minutes.

LVCB REPORT: Chamber manager Huffman reported no decision had been made yet on filling the LVCB managers job but expected a report by next Board meeting.

ANNOUNCEMENTS: President Stephens commented to the Board that already two months of 1978 was gone and urged their support in the future months in carrying out the Chamber program. He said it was definitely a united effort.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
March 9, 1978 - 11:00 a.m.
Chamber Office

Board Members Present: Dr. Anna Beth Connell, Mark Swan, Jim Stephens, Ralph Ridinger, Tom Selman, John Waak, Raymond Moore, Warren DuBose, Rufus Duncan, Bill Thornton, Devereux Chapman, Dr. Allan Cannon, Robert Richardson, H.J. Shands, Jr., Jerry Huffman

Board Members Absent: Bob Bowman, Janie Chappell, Johnny Jackson, Dick McKay, Paul Durham

Guests Present: Nancy Mewbourn, Thomas Moore, Bob Flournoy, Harry Castleberry, Doug Prewitt

Jim Stephens, President, called the meeting to order.

MINUTES: Minutes to the February Board meeting were approved as presented on motion by Rufus Duncan and second by Ralph Ridinger.

FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the February financial statement to the Board as attached to these minutes. The financial statement was approved on motion by John Waak, seconded by Dr. Anna Beth Connell.

CANCELLATIONS: Mark Swan presented a list of members to the Board who had requested to be cancelled in 1978. Those cancelling were: Lake Sam Rayburn KOA, Lufkin Ditching Service, James R. Curtis, Bryan Blevins, DDS, R.V. Welch, Photo World, Inc., Friesen Insurance, Owens-Illinois, Inc. and Village Cafeteria. Motion was made by Rufus Duncan and seconded by Raymond Moore to accept the cancellations. Motion carried.

NEW MEMBERS: Swan presented to the Board the following new members for approval:

J.A. Lindsey
Mrs. A.E. Powell
Paul Williams, Realtor
Kwik-Chek
Holland/Brown Real Estate
Dan Jones Real Estate
The Insurance Center
McAdams Lumber Company
S & E Data Service
Leeland Petty
Top Drawer Pant Company
Pineywood Printing
Dr. Murray Hooks
Lemke Carpets
The Lemon Tree
Kelco Printers

Motion was made by Rufus Duncan and second by Raymond Moore to approve these new members. Motion unanimously carried.

GOODWILL COMMITTEE REPORT: Harry Castleberry reported that Operation Handshake, the member visitation program of his committee, was going well. At this point, over 100 members of the Chamber had been visited by the Goodwill Committee and the response from the membership had been excellent. He commented that they had received good response from the members and almost all were pleased with the Chamber operation. He said an analysis of the survey would be compiled and presented to the Board on the results.

LVCB REPORT: Chamber Manager Huffman introduced to the Board, Celso Harper, who had been hired as the new manager of the Lufkin Visitor and Convention Bureau. Harper had been hired effective March 6. President Stephens welcomed Harper aboard and wished him well in his new position with the Chamber.

AGRI-BUSINESS REPORT: Chairman Doug Prewitt briefed the Board on the upcoming 22nd Annual Junior Livestock Show set for March 14. He said we had over 250 entries, a record

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number and had gotten 67 sponsors for the Show this year. He urged the Board to attend the Show and participate in the auction this year. He commented we were selling sixty steers this year and were always needing more buyers.

BEAUTIFICATION REPORT: Chairperson Nancy Mewbourn reported that the Beautification Council was already busy for 1978 with the birdhouse project completed at Ellen Trout Park. Thirty new purple martin bird houses were put up at Ellen Trout Park with the help of a number of area businesses who had purchased the houses at $25 each. She said that this was truly a community project as the entire program had been accomplished within the community: obtaining the materials, building the birdhouses and putting them up. She commented that the Beautification Council intended to push for the Governor's Beautification Award again this year and expand their efforts in all areas of the County.

LEGISLATIVE COMMITTEE REPORT: Chairman Bob Flournoy presented three resolutions to the Board for their approval. He first asked the Board to approve resolutions opposing national legislation on the creation of a consumer protection agency and the Labor Reform Act. He commented that both bills were highly dangerous to the business community and that our Congressmen should be so notified of our feelings on them. Motion to approve both these resolutions was made by Rufus Duncan and seconded by Mark Swan. Motion carried unanimously. Also, Flournoy asked the Board for approval of a resolution which would recommend the passage of a bill submitted by Congressman Wilson to create a Federal District Court in Lufkin. The new court would serve a twelve county area around Angelina County and be a tremendous asset to our area. Motion was made by Rufus Duncan to approve this resolution and seconded by Mark Swan. Motion unanimously carried. Flournoy said that the Legislative Committee would coordinate with other Chambers of Commerce in the area to get their approvals on this bill as it was important to the entire area.

MEMBERSHIP COMMITTEE REPORT: An all out membership drive had been scheduled for the entire month of March reported Chamber Manager Huffman. Eighteen members of the membership committee were busy soliciting new members. Reporting for chairperson Janie Chappell, he said they had set their goal at 100 new members and were confident in reaching it.

SOUTHERN HUSHPUPPY OLYMPICS: Chamber manager Huffman reported for chairman Bob Bowman who was absent. He said that the date for the Olympics had been set for June 17 and the committee was hard at work in creating the best Olympics ever.

BETTER BUSINESS BUREAU: Ralph Ridinger brought up for discussion the need for a Better Business Bureau in Lufkin to take care of the many fly-by-night operations which were coming into the area. He said more and more merchants were being besieged by requests from outside organizations for donations and no one knew how legitimate they were. At this time our BBB requests were being handled by the BBB in Bryan. He asked the Board what they thought about the possibility and whether it was feasible to look into this more. The consensus of the Board was that we should pursue this further. President Stephens appointed a research committee to look into this and report back to the Board. Appointed to the committee were: Ralph Ridinger, chairman, John Waak and Robert Richardson.

LOTUS LANE SALE: Rufus Duncan reported that he had been approached by a company interested in the purchase of Lotus Lane and had visited with them briefly about the sale. He commented that at this point nothing definite was decided but wanted the Board to know that the sale was being pursued and something definite should occur in the next few months.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
April 13, 1978 - 11:00 a.m.
Chamber Office

Present: Jim Stephens, Devereux Chapman, Warren DuBose, Johnny Jackson, Raymond Moore, Robert Richardson, Ralph Ridinger, Tom Selman, Mark Swan

Absent: Bob Bowman, Dr. Allan Cannon, Janie Chappell, Dr. Anna Beth Connell, Rufus Duncan, Dick McKay, H.J. Shands, Jr., John Waak

Jim Stephens, President, called the meeting to order.

MINUTES: The minutes to the March meeting were approved as mailed to the Board members on motion made by Devereux Chapman and seconded by Johnny Jackson.

FINANCIAL STATEMENT: Treasurer Mark Swan presented the March financial statement as attached to these minutes. Financial statement was approved on motion made by Ralph Ridinger and seconded by Robert Richardson.

NEW MEMBERS AND CANCELLATIONS: Treasurer Swan also presented for approval the cancellations and new members to the Chamber since the last Board meeting.

Cancellations were: D.H. Walker Grocery & Market.

New Members were: Bryan-Stewart Builders, Billy Bowman, LISD, Arvil Brunner, LISD, Jerry Campbell, LISD, Clark's Plant Food Service, Cox Muffler Shop, Herbert Cross, LISD, Jim Gray, LISD, Bernice Harris, LISD, Clay Harris, LISD, Roger Johnson, Asst. City Manager, K'Bob's Steak House, Kelco Printers, Lemke Carpets. Also, Lemon Tree, Clarence Luedke, LISD, Sandy McEntire, LISD, R.H. Miller, LISD, Moss Hill Farm, Loyd Phillips, LISD, Dallas Pierre, DDS, Pinner Motor Company, The Plaster Hut, Port-A-Horse, Inc, James E. Saxton, M.D. Also, Joe Smith, LISD, Jerry Spinks, M.D., Bill Stewart, LISD, Al Stoddard, LISD, Universal Gas, Williford Plumbing, Jim Wright, LISD, Johnie Stewart, LISD, Barrett Mack Sales & Service, Shea-Shea Electric, Village Homes, Ray's Choice Cut Meats, Royal Dunlap, Asst. City Mgr, Checker Cab, L & W Mobile Housing, Wheel World, Ed G. Jones, Att., Pax-Sun, Inc. N & J Constructors, Wal-Mart, Thomas E. Duncan, M.D., P.L. Denman, M.D., Waldo Gonzalez, M.D.P.A.

The cancellations and new members were approved on motion made by Ralph Ridinger and seconded by Robert Richardson.

LVCB REPORT: Chamber Manager Jerry Huffman reported for Visitor & Convention Bureau Manager Celso Harper who was away at a Texas Tourist Council state meeting. He said that plans were progressing on a new civic club sign to be erected soon to replace the old deteriorated ones. Also, that plans were in progress to host a special reception for all area restaurant owners to visit with them about tourism and how they can work with the Chamber and what the Visitor & Convention Bureau could do to help them better promote the area. Special mention was made of the East Texas Chamber Tourist Conference which was scheduled for May 3 & 4. Since Lufkin was hosting the meeting for the first time in many years, he invited as many of the Board members as possible to attend. Huffman commented that there was a reception for everyone on Wednesday, May 3, 6:30-7:30 p.m. which the LVCB and the Chamber was hosting and wanted at least a good attendance at that.

AGRI BUSINESS REPORT: Comment was made by Huffman for Chairman Doug Prewitt on the highly successful 22nd Annual Jr. Livestock Show. He commended Prewitt and his committee on their efforts.

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BEAUTIFICATION COUNCIL: President Jim Stephens presented a report for Chairperson Nancy Mewbourn on the creation and program of the Beautification Council. He said that he expected a great deal from this effort this year and from their initial planning session it seemed there would be a lot of activity. Stephens commented that beautification in our area was most important and that special emphasis was to be given to this effort this year to make it as successful as possible. He said that the number of area people we had invited to participate on this Council were most responsive and were excited about the program.

WOODLANDS CLINIC: Huffman reminded the Board that the Forestry Committee under the leadership of Chairman Ed Wilkins would host its 12th Annual Woodlands Clinic on Thursday, April 20 at the Southland Trail site on 103W.

BETTER BUSINESS BUREAU PROPOSAL: Ralph Ridinger, chairman of this research project, commented that the Nacogdoches Chamber of Commerce had been contacted on this and they were studying the possibility of combining the two communities together to seek a BBB for the area. He hoped to have more to report at a later date.

NEW BUSINESS: President Stephens asked the Board for approval and appointed Monty Stafford of Stafford's Liquigas to the Board to replace the unexpired term of Bill Thornton who had resigned and moved from the area. Robert Richardson made the motion to accept this appointment and seconded by W.A. DuBose. Motion unanimously carried.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
May 12, 1978 - 11:00 a.m.
Chamber Office

PRESENT: Jim Stephens, Bob Bowman, Devereux Chapman, Janie Chappell, Rufus Duncan, Robert Richardson, Ralph Ridinger, Mark Swan, Monty Stafford

Absent: Allan Cannon, Anna Beth Connell, Warren DuBose, Paul Durham, Johnny Jackson, Dick McKay, Raymond Moore, Tom Selman, H.J. Shands, Jr., John Waak

Guests: Celso Harper, Manager, LVCB

Jim Stephens, President, called the meeting to order.

WELCOME NEW DIRECTOR: President Stephens officially welcomed Monty Stafford to the Board. Stafford was appointed to the Board at the April Board meeting as a replacement for W.J. Thornton of Huntington State Bank who resigned and moved from the area.

APRIL MINUTES: On motion made by Rufus Duncan and seconded by Devereux Chapman, the minutes to the April Board meeting were approved as mailed to the Directors.

APRIL FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the monthly financial report for April. The regular financial statement for the general fund is attached to these minutes. Swan commented there were no major expenses and that expenses were in line with the budgeted amount for this period of time. Along with the financial statement, Swan also presented to the Board a list of new members and cancellations since the last meeting. The new members presented were: Dr. Robert W. Anderson, Jr., Optometrist; Church's Fried Chicken; Cox's Auto Parts; Everything Grows; Gerald Goodwin; Kelly Newman; Pouland Real Estate; Rev. Raymond Robbins. Also, Rev. Charles Roberts; S & W Paint & Body Shop; Seitz, Shelton, Kistler & Assoc.; Neal & Stella Frances Naranjo; Juan Martin, M.D.; Dr. Morris House; Ramada Inn. Cancellations included:Dr. Douglas Prewitt; Herider Farms; Hornsey Tire Center; The Style Shop; J.O. Cheatham, Contractor; DK's Hardware.

Devereux Chapman made the motion to approve the financial report as presented to include the financial statement, new members and cancellations. Seconded by Ralph Ridinger and unanimously carried.

LVCB REPORT: Visitor & Convention Bureau Manager Celso Harper reported that activity at the Civic Center was at an all time high. Since October 1, 1977, the Civic Center and Annex had been scheduled an average of almost 30 times per month. He also commented on the recent East Texas Chamber of Commerce Tourism Conference held at the Center. He said that the ETCC reported the largest attendance ever in the fifteen years they had been hosting this conference. Comments from all over East Texas from those who attended were praising our facilities. He added that it was meetings like these which were making Lufkin more and more attractive to getting conventions.

BEAUTIFICATION COUNCIL REPORT: Council coordinator Nancy Mewbourn was in Dallas and unable to attend the meeting but sent the following report: Everyone is working diligently on the Yard Beautiful program which will be carried out for thirteen weeks. The Boy Scouts, Lufkin Workshop & Opportunity Center, the news media and the area nurseries are all involved in the program. June, the entire month, has been scheduled as "Clean Up, Fix Up, Paint Up Month" and Harvey Westerholm will announce this total community effort soon. There is a slogan contest underway to get a new slogan for the beautification program to replace the "Take Pride, City Wide" used several years ago. And a special section on beautification and how-to articles on fixing up, etc, is planned as a supplement to the Lufkin News. President Stephens made special note in commending Nancy and

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the entire Council for their fine efforts.

MEMBERSHIP COMMITTEE REPORT: Coordinator Janie Chappell reported that 87 new members had been signed up as members since January 1 and that she felt their goal of 100 new members would be reached. President Stephens commended Janie and her committee for their diligent efforts and commented that new membership monies was the lifeblood of the Chamber operation.

SOUTHERN HUSHPUPPY OLYMPICS: Chairman Bob Bowman said that everything was falling in place for the largest Hushpuppy Olympics yet, with the addition of Jerry Clower as guest entertainer. He invited the Board to be sure and attend the Olympics.

INDUSTRIAL FOUNDATION REPORT: Rufus Duncan, a member of the Lufkin Industrial Foundation, reported three sales the Foundation had approved and the Chamber Board needed to ratify. These were: A) John Winston Sale - The LIF had agreed to sell approximately four acres to John Winston fronting Loop 287 and Spence for the purpose of building an ice plant. Price was to be $5,000 per acre, provided Winston built his plant before the Foundation put sewer lines to his property. Should the Foundation get the sewer lines run before the building is erected, the price to Winston would be $6,000 per acre. B) Larry McNeil Sale: In January, the Foundation had sold a 3.5 acre tract to Larry McNeil for the purpose of building a building for a Massey Ferguson dealership. McNeil's plans did not materialize and he wanted the Foundation to purchase the property back. The Foundation agreed to purchase it back at the price he had paid, $20,000. C) WalMart personnel are looking at our area for the possibility of locating a major distribution center here. The Foundation made them a proposal on about a 55-58 acre tract at $4,000 per acre for their consideration. Duncan made the motion to ratify the actions of the LIF as presented. Bob Bowman seconded and motion unanimously carried.

NEW BOARD MEETING TIME: President Stephens asked the Board how they felt about meeting on the second Friday of the month instead of the second Thursday. Consensus was this was a better time for everyone. President Stephens said since the Board was in agreement that we would try the second Friday meeting time for a while to see how it was received.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
June 9, 1978 - 11:00 a.m.
Chamber Office

Present: Jim Stephens, Mark Swan, Johnny Jackson, John Waak, Janie Chappell, Bob Bowman, Ralph Ridinger, Warren DuBose, Rufus Duncan, Raymond Moore, Robert Richardson, Nancy Mewbourn, Celso Harper, Louis Bronaugh, Jerry Huffman

Absent: Dr. Allan Cannon, Devereux Chapman, Dr. Anna Beth Connell, Paul Durham, Dick McKay, Tom Selman, H.J. Shands, Jr., Monty Stafford

Present average of Board attending 53%

Jim Stephens, President, called the meeting to order.

MAY MINUTES: On motion by Rufus Duncan and second by Bob Bowman, the minutes of the May Board meeting were approved as presented.

MAY FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the May Financial Statement to the Board as attached to these minutes. After discussion, Johnny Jackson made the motion to approve the minutes, second by John Waak. Unanimously carried.

NEW MEMBERS, CANCELLATIONS: Swan also reported the new members and cancellations to the Board. New members were: Rev. Larry Hendricks, Roger Brock, Realtor, Home Realty, Ansata Arabian Stud Ranch, with re-instatement of J.O. Cheatham, Contractor. He reported a net gain in new members for the year of $5,800.

There were no cancellations. W.A. DuBose moved to approve the new members, second by John Waak. Motion carried.

LVCB REPORT: LVCB Manager Celso Harper told the Board they were gearing up for the East Texas Judges and County Commissioners Convention at the Civic Center the first week in July. Also on the calendar was an Arabian Horse seminar expecting a crowd of around 2000. He commented that he had booked the first convention for 1980, a funeral directors convention. The LVCB was in the process of preparing several public service announcements for TV to get more publicity on LVCB activities.

BEAUTIFICATION REPORT: The Beautification Council had met May 15 according to Nancy Mewbourn Coordinator. She explained several of their on-going projects to include: Yard Beautiful (13 weeks), commercial awards (all year long), city wide clean-up campaign, slogan contest, and an anti-litter campaign with Girl Scouts. She also reported on a new project of the Highway Department. The Highway Department would now accept bids from volunteer organizations to clean up litter on the major highways, particularly Highway 59 and Loop 287. Mrs. Mewbourn wanted to know if the Board felt the Chamber should underwrite such an effort. Discussion followed. Consensus was that the Highway Department should do this themselves due to liability problems. Mark Swan moved to not become involved in such a program, second by Bob Bowman. Motion carried. Mrs. Mewbourn also read a letter from the Beautify Texas Council commending the Chamber on its efforts for 1978.

MEMBERSHIP REPORT: Janie Chappell reported 91 new members for the year putting our total membership over 700 for the first time ever!

SOUTHERN HUSHPUPPY OLYMPICS: Chairman Bob Bowman told the Board that everything was ready for the Olympics scheduled for June 17. He commended his entire committee for their diligent efforts and invited the Board to attend.

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LUFKIN/DOCHES ADVISORY COUNCIL: Chamber Manager Jerry Huffman reported on the recent Lufkin/Doches meeting held in Nacogdoches. He said a final report on the airport feasibility study should be announced within 90 days. Also, the Council had voted to support a proposed Interstate between Kansas City and Houston which would come through the Lufkin Nacogdoches area.

NEW BUSINESS: Under new business, President Stephens appointed George Henderson, Jr. to the Industrial Foundation Board to replace L.A. Douglas who retired. John Waak moved to approve this appointment, second by Bob Bowman.

FIRST FRIDAY: President Stephens also urged the Board to attend First Friday luncheons, as attendance had been down somewhat.

EDUCATION COMMITTEE: Louis Bronaugh, Education Committee Chairman, presented to the Board a free enterprise survey done in area high schools by The Free Enterprise Club at Angelina College, a group co-sponsored by the Chamber. He commented on the results and asked each Board member to review it as he had time. President Stephens thanked Louis for his comments.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
July 21, 1978 - 11 a.m.
Chamber Office

Board Members Present: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Devereux Chapman, Warren DuBose, Rufus Duncan, Johnny Jackson, Raymond Moore, Robert Richardson, Ralph Ridinger, Tom Selman, Monty Stafford

Board Members Absent: Janie Chappell, Paul Durham, Dick McKay, H.J. Shands, Jr., Mark Swan

Guests: Celso Harper, Manager, Visitor & Convention Bureau

Jim Stephens, President, called the meeting to order.

JUNE MINUTES: On motion made by Rufus Duncan and seconded by Devereux Chapman, the minutes to the June meeting of the Board were approved as mailed to the Board members.

JUNE FINANCIAL REPORT: Jerry Huffman, Chamber Manager, reported the financial statements for Treasurer Mark Swan who was unable to attend. The report is attached to these minutes. Devereux Chapman made the motion to approve the statement as presented and seconded by Ralph Ridinger. Motion unanimously carried.

LVCB REPORT: Visitor and Convention Manager Celso Harper presented to the Board a copy of the LVCB budget for the fiscal year 1978-79. He said the budget had been accepted by the City Board of Development and passed on to the City Commission for final approval. If approved, it would represent an increase of $8,295 or an overall budget of $39,945. The increase came due to proposed increases in advertising expenditures by the Bureau. He said he hoped to have approval by the City sometime in September as the new budget would start October 1.

BEAUTIFICATION COUNCIL REPORT: Chamber Manager Huffman reported for Nancy Mewbourn that the Beautification Council was continuing its awards program for outstanding beautification efforts around the County but were stopping the yard beautiful program for the year.

SOUTHERN HUSHPUPPY OLYMPICS: Chairman Bob Bowman reported that the Olympics had completed its financial analysis and it showed a net profit after all expenses of around $200. He was pleased to report that such an event was carried with a better than break even basis.

JUNIOR ACHIEVEMENT REPORT: Manager Huffman reported that the Junior Achievement drive was going well and that about $4,000 had been pledged so far toward the $10,000 goal. He commented for fund raising chairman A.G. Cromwell.

INDUSTRIAL FOUNDATION APPOINTEES: President Jim Stephens appointed three new trustees to the Industrial Foundation Board for six year terms beginning July 1, 1978. Those appointed were Tucker Weems of Axley and Rode, Jim Cornelius of Zeleskey, Cornelius, Rogers, Berry and Hallmark and Thomas Moore of Moore Brothers. These appointments were approved on motion made by Rufus Duncan and seconded by Ralph Ridinger. President Stephens commented that placques were being prepared for retiring members of the trustees R.A. Hunter and Walter Atwell for their service to the Foundation. Hunter had been a member of the Foundation Board of Trustees for fourteen years and Atwell for twelve years.

BANQUET: President Stephens asked for Board approval on securing Art Linkletter for the 59th Annual Banquet, scheduled for February 3, 1979. Total cost to be $6,000. Dr. Allan Cannon made the motion to approve getting Linkletter and the $6,000 fee. Motion seconded

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by Bob Bowman. Motion carried unanimously. Stephens appointed Dr. Cannon to be banquet chairman.

OFFICE RENTAL: President Stephens informed the Board that Chester Moore of Andover Corporation had wanted to rent the office space next door to the Chamber. Stephens said a rental of $300 per month had been discussed with Andover paying their own utilities. W.A. DuBose made the motion to rent the additional space to Moore and Andover Corporation for the $300 per month rent and they pay their own utilities. Bob Bowman seconded and motion passed unanimously.

RENEWAL OF NOTE: Stephens informed the Board that the note of the present building had been renewed for an additional six months pending getting the money owed the Chamber by the Industrial Foundation.

LOTUS LANE MANAGEMENT FEE: Rufus Duncan suggested the Board pursue getting a larger management fee from the Lotus Lane Apartments which were operated and managed by the Chamber through the Industrial Foundation. Presently the Chamber received $100 per month which was not enough to compensate the work involved in the project. Duncan suggested a fee nearer $1000 per month for the service. Consensus of the Board was that this should be looked into. President Stephens assured the Board that this would be looked into and a definite answer decided within the next few weeks.

ACCREDITATION: President Stephens mentioned to the Board that one of his goals for 1977 was getting the Chamber accredited by the U.S. Chamber of Commerce. He said that only 370 Chambers in the nation were accredited and it was an honor we ought to achieve. With that in mind, he appointed Devereux Chapman as chairman of an Accreditation Committee with a goal to achieve such accreditation by December 31, 1978. He thanked Chapman for accepting this challenge.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
August 11, 1978 - 11:00 a.m.
Chamber Office

Board Members Present: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Janie Chappell, Warren DuBose, Robert Richardson, Ralph Ridinger, H.J. Shands, Jr., John Waak, Monty Stafford, Jerry Huffman

Board Members Absent: Devereux Chapman, Rufus Duncan, Paul Durham, Johnny Jackson, Dick McKay, Raymond Moore, Tom Selman

Guests: A.G. Cromwell, Celso Harper

Attendance: 61%

Jim Stephens, President, called the meeting to order.

JULY MINUTES: On motion made by Dr. Allan Cannon and seconded by Ralph Ridinger the minutes to the July Board meeting were approved.

JULY FINANCIAL REPORT: Chamber Manager Huffman gave the financial report for Mark Swan with a copy of such attached to these minutes. He reported that at present we had 513 membership accounts representing an all time high of 709 members. Total dues income to date was $69,583.00, with an average membership of $135. 65% of the membership were paying a minimum dues of $100. New members reported were: Andover Corporation, KSPL Radio, Veta M. Rowin, Words & Works, Doris Absher Realty and Massey & Brown Sporting Goods. Warren DuBose made the motion to approve the financial statement, financial report and new members as presented with second by Dr. Allan Cannon. Motion unanimously carried.

LVCB REPORT: Manager Celso Harper reported on the recent convention held at the Civic Center by the Texas County Agriculture Agents which had almost 600 in attendance. He said the Center had been booked an average of 21.3 days per month. Harper also presented to the Board a copy of the new 25-page bid book which will be utilized on convention bids.

JUNIOR ACHIEVEMENT REPORT: Finance Chairman A.G. Cromwell reported that the fund drive for JA was progressing slowly and he felt we needed more publicity to publicize the effort. Chamber Manager Huffman was to contact the JA office in Houston to see if they could provide some assistance. At present $4,645 had been received toward the $10,000 goal.

ACCREDITATION REPORT: General Chairman Devereux Chapman not being present, Manager Huffman reported that all six sub-committee chairmen had been selected and work was beginning on Accreditation process. Sub Committee chairmen were: Organization, Dr. Allan Cannon, Program of Work, Woody Gann; Financing, Mark Swan; Staff, Robert Richardson; Membership-PR, Janie Chappell and Plant & Equipment, Monty Stafford. The committee expected to be through with the process and make a report to the October Board meeting.

DOWNTOWN REDEVELOPMENT COMMITTEE: Chamber Manager Huffman reported that this committee had met under the chairmanship of Pitser Garrison with a number of downtown property owners and that consideration was being given to creating a downtown development corporation, nonprofit which would have as its major purpose the rebuilding of the downtown area. He said another meeting was set for September 7 for further discussion.

INDUSTRIAL FOUNDATION: Chamber Manager Huffman reported on the research being given on the mondy which the Foundation was owing to the Chamber. Axley and Rode had reviewed

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the past audits of the Chamber and Foundation and in their opinion a total of $26,067.83 had been given to the Foundation by the Chamber in several transactions since 1954. Their opinion was the Chamber was entitled to receive this money back from the Foundation. Herman Brown, past Chamber Manager, was also of the opinion that the Foundation did indeed owe this to the Chamber. After discussion, W.A. DuBose made the motion that the Chamber manager be authorized to transfer $26,067.83 from the Industrial Foundation to the Chamber for the purpose of offsetting the building debt of the Chamber. John Waak seconded and motion unanimously carried.

SCHOOL BOND ISSUE: School Superintendent Dr. Allan Cannon discussed the particulars of the proposed bond issue being discussed for the Lufkin schools. He gave a brief analysis of the needs of the school and the reasons for the bond issue being necessary. After discussion, Chamber President Stephens thanked Dr. Cannon and urged the Board to consider this proposal and the possibility of endorsing such a proposal at the next meeting.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
September 8, 1978 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Janie Chappell, Johnny Jackson, Raymond Moore, Ralph Ridinger, Tom Selman, John Waak, Monty Stafford, Jerry Huffman

BOARD MEMBERS ABSENT: Devereux Chapman, Warren DuBose, Rufus Duncan, Paul Durham, Dick McKay, Robert Richardson, H.J. Shands, Jr., Mark Swan

GUESTS PRESENT: Louis Bronaugh, Education Committee Chairman, Thomas Moore, Transportation Committee Chairman, Celso Harper, Manager, LVCB

Board Attendance 61%

Jim Stephens, President, called the meeting to order.

AUGUST MINUTES: Minutes to the August meeting of the Board were approved on motion made by Johnny Jackson and seconded by Dr. Allan Cannon.

AUGUST FINANCIAL STATEMENT: A copy of the August Financial Statement is attached to these minutes. Chamber Manager Huffman discussed the report with the Board for Treasurer Mark Swan. The financial report was approved on motion made by John Waak and seconded by Dr. Allan Cannon.

LVCB REPORT: Celso Harper, Manager of the LVCB, reported that the Tourist/Convention Committee had met and approved participation with the East Texas Chamber of Commerce in several vacation shows for 1979 to include: Chicago, Houston, Kansas City, Odessa, St. Louis, Shreveport and the Lower Rio Grande Valley. Also, he reported that progress was being made on the new Civic Club signs and they were under construction. Harper also announced to the Board that the City Commission had approved the 1978-79 budget for the Bureau totaling almost $40,000.

EDUCATION COMMITTEE: Louis Bronaugh, Chairman, reported on the upcoming New Teachers Banquet set for September 19. He said over 140 new teachers would be welcomed to Angelina County and invited the Board members to attend. Also, he commented that hopes were high that his committee would raise the necessary money to carry out the CPR program in the Lufkin schools.

DOWNTOWN REDEVELOPMENT: Chamber Manager Huffman reported for Chairman Pitser Garrison on the efforts of the Downtown Redevelopment Committee. He said they had met with downtown property owners and merchants and tentatively established a set of by-laws for the formation of a Downtown Development Corporation. This would be a non-profit organization with primary goals toward the improvement of the Downtown area. He expected the group to meet again within thirty days to finalize such plans.

ACCREDITATION: Devereux Chapman, Chairman of Accreditation was unable to attend the meeting so Huffman reported for him. First he thanked each member of the six sub-committees who served on Accreditation and particularly the Chairmen: Janie Chappell, Monty Stafford, Woody Gann, Robert Richardson, Dr. Allan Cannon & Mark Swan. He reported that all phases had been completed and the report had been mailed to the U.S. Chamber for their critique and afterwards a visit from their office to check out our operation. A summary report

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was given to the Board. He commented that if everything went smoothly as expected, we should receive the accreditation at the annual chamber banquet in February. Dr. Allan Cannon made the motion to approve the Accreditation report and to begin implimenting their recommendations. Bob Bowman seconded. Unanimously passed.**

AGRI-BUSINESS Announcement was made by Huffman that the annual Hay Show and Agri-Business Tour would both be held the same day on Thursday, October 12 and invited the Board members to attend.

NOMINATING COMMITTEE: Bob Bowman reported for the Nominating Committee on a slate of six nex directors for a three year term beginning January 1979. Serving with Bowman on the committee were: Bayo Hopper, Bill Fenley, Tom Selman and Rufus Duncan. He reported the committee wished to nominate the following six directors for the Board: Louis Bronaugh, Bob Poland, Mark Miller, Harold Maxwell, Robbie Warren and Monty Stafford. Bowman made the motion to accept these six nominations to the Board. Raymond Moore seconded and motion carried unanimously.

**President Stephens appointed a committee to be responsible for planning the implimentation of the Accreditation Committee recommendations. Those appointed were Devereux Chapman, Chairman, Monty Stafford & Janie Chappell.

LOTUS LANE REPORT: President Stephens said the $1000 a month management fee was still being considered by the Lotus Lane Board of Trustees and a final report on this outcome should be accomplished at the next Board meeting.

OFFICER NOMINATING COMMITTEE: President Stephens appointed the following as the nominating committee for new officers for 1979: Rufus Duncan, Chairman, Devereux Chapman & Johnny Jackson.

INDUSTRIAL FOUNDATION REPORT: President Stephens commented that the money owed the Chamber by the Industrial Foundation had been repaid. Total amount was $26,067.83. This money would be applied to the building debt.

LUFKIN/DOCHES REPORT: Huffman updated the Board members on the status of the regional airport study and advised the Board that the four governmental agencies involved should approve the final draft soon.

SCHOOL BOND ISSUE: Superintendent of Schools Dr. Allan Cannon outlined the proposals on the upcoming school bond election in detail to the Board. He stressed to the Board the need for the bond issue. President Stephens urged each member of the Board to support this effort.

WELCOME WAGON: Chamber Manager Huffman said that the local Welcome Wagon representative approached the Chamber about the Chamber being a local sponsor of the service;in return the Chamber would allow her to be a member of the Chamber. As we worked closely with this organization in welcoming newcomers to the area, he recommended such an agreement be adopted. Johnny Jackson made the motion to approve such an agreement for a one year period beginning October 1, 1978, second by Bob Bowman and unanimously carried.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
October 13, 1978 - 11:00 a.m.
Chamber Office

PRESENT: Jim Stephens, Bob Bowman, Devereux Chapman, Warren DuBose, Johnny Jackson, Robert Richardson, Ralph Ridinger, H.J. Shands, Jr., Mark Swan, John Waak, Monty Stafford

ABSENT: Dr. Allan Cannon, Janie Chappell, Rufus Duncan, Paul Durham, Dick McKay, Raymond Moore, Tom Selman

PERCENTAGE: 61%

Jim Stephens, President, called the meeting to order.

SEPTEMBER MINUTES: Minutes to the September Board meeting were approved on motion made by Bob Bowman and seconded by Johnny Jackson.

SEPTEMBER FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the financial statement for the month of September to the Board and such report is attached to these minutes. Financial report was approved on motion made by Devereux Chapman and seconded by Ralph Ridinger.

OFFICERS NOMINATING REPORT: Chamber Manager Jerry Huffman reported for Nominating Committee Chairman Rufus Duncan on a proposed slate of officers for the Chamber Board in 1979. Serving with Duncan were Devereux Chapman and Johnny Jackson. The following slate were nominated: President: H.J. Shands, Jr.; Vice Presidents: Janie Chappell, Raymond Moore, Devereux Chapman and Dr. Allan Cannon; Treasurer: Robert Richardson. Bob Bowman made the motion to accept the report of the nominating committee and elect the proposed slate of officers for 1979. W.A. DuBose seconded and motion unanimously carried.

BY LAWS RECOMMENDED CHANGES: Accreditation Chairman Devereux Chapman recommended several proposed changes in the by-laws as a result of the Accreditation process. Those amendments were:

Amend Article II, Section 1 to read: The Angelina County Chamber of Commerce is organized to achieve the objectives of: 1) Preserving the competitive enterprise system of business by creating a better understanding and appreciation of the importance of the businessman and a concern for his problems; creating a more intelligent business and public opinion regarding city, county, state and national legislative and political affairs; and creating a greater appreciation of the value of a more liberal investment on behalf of the interests of competitive business. 2) Promoting business and community growth and development by: promoting economic programs designed to strengthen and expand the income potential of all -usiness within the trade area; promoting programs of a civic, social and cultural nature which are designed to increase the functional and aesthetic values of the community; and discovering and correcting abuses which prevent the promotion of business expansion and community growth.

Add to ArticleII, Section 2, The Chamber shall observe all local, state and federal laws which apply to a non-profit organization as defined in Section 501 (C) (6) of the Internal Revenue Code.

Change Article III, Section 2C to: Membership investments shall be at such rate or rates, schedule or formula as may be from time to time prescribed by the Board of Directors.

Change Article V, Section 5 to: The Executive Vice President and such other officers and staff as the Board may designate shall be bonded by a sufficient fidelity bond in an amount set by the Board and paid for by the Chamber.

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The amendments would be submitted to the Chamber membership and the Board would need to take final action at the next meeting. Johnny Jackson made the motion to accept the recommended amendments and submit them to the membership. Motion seconded by Mark Swan and unanimously carried.

ACCREDITATION REPORT: Chairman Chapman also reported that all phases of the accreditation process were completed except the overview by a representative of the national chamber. such visit was scheduled for Friday, October 27. He said a breakfast was scheduled at 8:00 a.m. for the President, President-elect and each member of the accreditation sub committees. Following, the U.S. Chamber official would interview eight separated community leaders at the Chamber office. Afterwards, there would be a meeting of the entire Board to review the overall findings. After the visit, the national chamber board would review our application for accreditation at their November 16 meeting and recommend approval or deferral. Chapman urged the Board to please attend this special meeting so that we could fulfill our goal for accreditation. He commented that such designation would make us the 21st accredited Chamber in Texas and the 365th in the U.S. and that in itself was quite an honor. President Stephens again commended Chapman and his committees for their efforts and reiterated the need for the Board to be present at the October 27 meeting.

LOTUS LANE REPORT: Chamber Manager Huffman said he had met with the Lotus Lane Board of Trustees and that the Board had approved to negotiate with the Chamber on a management fee for the Chamber's administrative efforts on behalf of the project. A management fee of $1000 per month was approved by the Board at that meeting. He asked the Chamber Board to approve such a management agreement and authorize him to accomplish a management contract with the Lotus Lane Board. Bob Bowman made the motion to accept the management fee and authorize Huffman to negotiate a contract; seconded by Devereux Chapman. Motion unanimously carried.

LUFKIN INDUSTRIAL FOUNDATION SALES: Chamber Manager Huffman asked the Chamber Board to approve three sales recommended by the Lufkin Industrial Foundation Board of Trustees. These were (1) giving an option to Latco Electric on 2.411 acres adjacent to the property they recently purchased for a period of one year at a price of $4,000 per acre (2) sale of 7 acres of land behind Whites Stores to Andover Corporation for a price of $3000 per acre and (3) sale of a three acre tract to Texas Eastern Distributors immediately adjacent to their present tract at a total cost of $8500. Johnny Jackson made the motion to approve these three slaes, seconded by W.A. DuBose and unanimously carried.

JUNIOR ACHIEVEMENT REPORT: Chamber Manager Huffman reported for C.L. Brown, JA President who was unable to attend. He said the three JA chapters were meeting and the Chamber had negotiated rental of the old Massey Business College location in Downtown for their meetings. A further report on their progress would come later.

TRANSPORTATION COMMITTEE REPORT: President Stephens reminded the Board that a delegation from our area would make an appearance before the Texas Highway Commission on October 23 in reference to area highway needs. He commented that we hoped to get favorable results from the Commission particularly on the US 59/Loop 287 overpass.

LVCB REPORT: Manager Celso Harper reported the Civic Center was already booked for eighty days in 1979 with eight major convention meetings scheduled.

INDUSTRIAL FOUNDATION APPOINTMENT: President asked the Board to approve his appointment of Jack McMullen to the Industrial Foundation Board of Trustees to replace the unexpired term of Tom Meredith who had left Lufkin. Bob Bowman made the motion to approve this appointment, seconded by Ralph Ridinger. Unanimously carried.

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COMMITTEE APPOINTMENTS: President Stephens said he would like to appoint two committees to look into items which were needing attention as recommended by the Accreditation process. One a Fringe Benefits Committee to look into the needs of the Chamber staff in this regard. He appointed Johnny Jackson as Chairman and James Gibbs and Bob Morgan to serve with him. Second was a re-evaluation Committee to look into the Chamber dues structure, particularly those that pay the minimum dues. Robert Richardson was appointed as chairman with H.J. Shands, Mark Swan and Wayne Corley. According to the national average for communities our size, we were almost $8000 under the average Stephens commented and he hoped this committee would strive to solve this problem.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
November 17, 1978 - 11:00 a.m.
Chamber Office

Board Members Present: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Warren DuBose, Rufus Duncan, Raymond Moore, Ralph Ridinger, Mark Swan, John Waak, Monty Stafford

Board Members Absent: Devereux Chapman, Janie Chappell, Paul Durham, Johnny Jackson, Dick McKay, Robert Richardson, H.J. Shands, Jr., Tom Selman

Guests: Louis Bronaugh, Thomas Moore, Celso Harper

Attendance: 55%

President Jim Stephens called the meeting to order.

OCTOBER MINUTES: Minutes to the October meeting of the Board were approved on motion made by Raymond Moore and seconded by Ralph Ridinger.

OCTOBER FINANCIAL STATEMENT: Mark Swan, Treasurer, presented the monthly financial statement for October to the Board. A copy is attached to these minutes. The financial statement for October was approved on motion by Bob Bowman and seconded by Dr. Allan Cannon.

LVCB REPORT: LVCB Manager Celso Harper reported on LVCB activities since the last meeting of the Board. He said that about twenty "You'll Love Lufkin" flags had been sold to area businesses for them to use to promote the area. He commented that the project had been well received and that numerous flags were flying around town now with this logo. The Community Calendar, published monthly by the Bureau, was now being utilized on Channel 6 on cable television compliments of Cablecom and Harper thanked them for their assistance in this project. He said also the Bureau was in the process of getting a special exhibit booth built for use at conventions and travel shows. Final booth should be ready next month.

ACCREDITATION: President Stephens commented that Chamber Manager Huffman had been notified by phone that morning by the U.S. Chamber of Commerce that our accreditation had been approved. Letters from the National Chamber and an official news release would be mailed to us for the announcement to the membership and the news media. President Stephens paid special tribute to Devereux Chapman, Accreditation General Chairman, and the work of his committees in making this all possible. Chapman was out of town and unable to be at the Board meeting. Stephens said we would have a called news conference as soon as we received official written notice from the U.S. Chamber about this.

TRANSPORTATION COMMITTEE: Committee Chairman Thomas Moore reported on the trip to Austin made by a delegation of thirty leaders from our community. He said we received favorable response from the Highway Commission on the overpass at U.S. 59 and Loop 287 as well as other projects needed in the area. He said the widening of Highway 94 had already been discussed at the County Commissioners meeting and he expected results from this effort soon. Moore thanked Temple-Eastex and John Henderson for providing air transportation for the delegation to Austin and to Mayor Pitser Garrison and President Stephens for their comments before the commission.

EDUCATION COMMITTEE: Chairman Louis Bronaugh reported on the CPR program sponsored by the Education Committee. He said he had secured a $3000 donation from Lufkin Industries which would go to purchase the manequins and other needed materials to carry out the CPR program

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in the Lufkin schools. He expecially thanked Lufkin Industries for their efforts in this behalf. Bronaugh commented that this project had been one which they had been attempting to complete for many months and was glad to see the culmination of it in a positive vein. He commented that his committee would be meeting soon with all the school superintendents in the County to make plans for 1979 programs. He also mentioned the STAR student and STAR teacher program in 1979 would carry with it a small scholarship for the student winners, probably in the amount of $100-$150.

COMMENTS: Dr. Allan Cannon made special comment about the activities at the Lufkin Civic Center and commended the workers at the Center for their assistance in the recent Rotary Dinner Theater which he chaired. He said that they were very eager to please and such cooperation was a pleasure to have in events at the Center. Warren DuBose wanted to know the status of the dues re-evaluation committee in reference to our needs which were recognized in the accreditation effort. President Stephens said the re-evaluation committee would have a report at the December meeting.

CHRISTMAS BONUSES: President Stephens asked Huffman and Harper to leave the room so the Board might discuss Christmas bonuses for the staff. After discussion, a motion was made by John Waak and seconded by Warren DuBose to approve the following bonuses: Jerry Huffman - $550; Celso Harper - $300; Georgia Hunt - $175; and Jean Harper - $137.50.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

Jim Stephens, President

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MINUTES
BOARD OF DIRECTORS
December 8, 1978 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: Jim Stephens, Bob Bowman, Dr. Allan Cannon, Devereux Chapman, Janie Chappell, Rufus Duncan, Robert Richardson, Ralph Ridinger, Bubba Shands, Monty Stafford, Louis Bronaugh, Mark Miller, Robbie Warren

BOARD MEMBERS ABSENT: Warren DuBose, Paul Durham, Dick McKay, Raymond Moore, Tom Selman, Mark Swan, John Waak, Harold Maxwell, Robert Poland

ATTENDANCE: 55%

Jim Stephens, President, called the meeting to order.

WELCOME NEW DIRECTORS: President Stephens welcomed the new members to the Board who would be officially taking office on January 1, 1979. They included Louis Bronaugh, Monty Stafford, Mark Miller and Robbie Warren. Stephens said they would be assets to the Board leadership and urged them to get involved in the entire Chamber operation.

NOVEMBER MINUTES: Motion was made by Bob Bowman to accept the minutes of the November Board as mailed to the members of the Board, seconded by Ralph Ridinger. Motion carried.

NOVEMBER FINANCIAL STATEMENT: Chamber manager Jerry Huffman presented the November financial statement for Treasurer Mark Swan who was absent. A copy is attached to these minutes. After discussion of the statement, it was approved on motion made by Dr. Allan Cannon and seconded by Bob Bowman.

BANQUET COMMITTEE REPORT: Dr. Allan Cannon, Chairman of the Banquet Committee, reported that most of the major details of the banquet were established. Art Linkletter was secure as a speaker and the Civic Center was scheduled for Saturday, February 3, 1979. Food arrangements had been made with Frank Chambers for catering. Ticket prices had been established at $15 per person and reservation notices had been mailed to the C of C membership. Dr. Cannon added that Bob Bowman had again agreed to put together a special slide presentation for the event and other entertainment was planned.

INDUSTRIAL FOUNDATION REPORT: Manager Huffman reported to the Board a recommendation from the Foundation Board of Trustees that a sale of three additional acres be made to Crystal Ice Company immediately adjacent to their recent 4 acre acquisition at a price of $6,000 per acre providing we get sewer line to property. If we do not get sewer to property before they are ready to build, the land cost would only be $5,000 per acre. Rufus Duncan made the motion that the sale be completed as recommended, seconded by Dr. Allan Cannon. Unanimously carried.

RE EVALUATION COMMITTEE REPORT: Robert Richardson, chairman, reported on the results of his recent committee meeting on re-evaluation of Chamber dues. Of particular interest to the committee was the need to increase the minimum dues from $100 to $120 in accordance with a recommendation of the Accreditation Report. If this was accomplished, it would be a net increase of $6,720 in new income. Richardson recommended that each member now paying $100 be sent a letter suggesting they increase to $120. In addition to that recommendation, a report was given on the following members to ask them for increases: FB&T, $1,250 to $1,500; Lufkin Federal, $800 to $1,000; Lufkin National, $1,350 to $1,500; Atkinson Candy, $100 to $300; Kerr's, inc., $100 to $150; Lufkin Creosoting, $125 to $150; Lufkin Industries, $1,640 to $2,000; Lufkin Pecan Shelling, $100 to $200; Nayr Corp, $100 to $150, Southland, $1,500 to $2,000; Temple-Eastex, $1,200 to $2,000; Texas Foundries,

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$1,200 to $1,500; Transit Mix, $100 to $200; East Texas Asphalt, $125 to $200, Alexander & Rogers, $200 to $300; Axley & Rode, $200 to $400; Zeleskey, etc., $400 to $500; Cablecom,$200 to $300; Entex, $600 to $750; Lufkin Telephone, $700 to $1,000; TP&L, $1,200 to $1,500; Kenneth Koon Konstruction, $100 to $200, Pit Construction, $100 to $200; Temple Associates, $300 to $400; Moore Bros, $230 to $350; Brookshire Bros, $500 to $1,000; Perry Bros, $375 to $500; American Equitable, $100 to $200; Bartlett, Baggett & Shands, $125 to $200; Johnny Jackson, $100 to $150; J.C. Penney, $253 to $300; Record Rack, $100 to $150 and Sears, $225 to $300.

If these members accepted the recommendation, it would total $5,832. The two totals combined totaled $12,552 in new income for 1979 if 100% accepted. Richardson said the committee hoped for at least $8,000 in new income from this effort. He thanked his committee members: H.J. Shands, Jr., Wayne Corley and Mark Swan. Richardson made the motion that this report be accepted and implemented as recommended. Dr. Allan Cannon seconded and motion carried.

DOWNTOWN REDEVELOPMENT COMMITTEE REPORT: Manager Jerry Huffman reported for Chairman Pitser Garrison on the recent meeting of the Downtown Redevelopment Committee. He said that the committee had succeeded in getting the downtown property owners and merchants to agree on the creation of a Lufkin Central Business District non-profit corporation. At present, the group had elected a fifteen member Board and would apply for a Charter immediately after the first of the year. Huffman commented this was one of the major goals of the Chamber for 1978 and much hard work and dedication had gone into this final effort. He said that he felt with the leadership of the new CBD Board there would be some definite and long-reaching plans made in the downtown area.

ANGELINA AWARD: President Jim Stephens reported to the Board on a new award which he hoped the Chamber would consider awarding annually at the annual banquet to be called the Angelina Award for Distinguished Community Service. The purpose would be to pubicly recognize and commend a person or organization which has performed a high degree of outstanding community service to Angelina County. The award itself would be a large engraved plaque bearing the likeness of Angelina, the Indian maiden for which our County is named, and the award would be underwritten annually by the Southland Division of St. Regis. Stephens submitted a proposed list of rules and regulations for the award as follows:

1. Nominations sent to the Angelina County Chamber of Commerce shall be accepted until 15 days prior to its annual meeting.
2. Nominations shall be solicited publicly through all media and shall be considered regardless of creed, race, age or sex.
3. Nominations shall be evaluated and the winner chosen by a secret committee, none of whom shall be known to the public.
4. Primary basis for evaluation and selection shall be the quality and degree of service to the Angelina County area.
5. Nominations shall be considered on the basis of the nominee's having performed a service which accrued to the betterment and benefit of the total community. Particular note should be taken of civic projects performed by individuals and/or organizations, which benefit the entire community, or which have long-lasting value to the community.
6. Presentation of the award will be made at the Angelina County Chamber of Commerce Banquet and winner will be kept secret until that time.
7. Such award is presented in the hope that the citizens of the area may in some way be motivated to perform unselfishly in achieving a greater and better area, and at the same time recognize appropriately progressive leadership in the area.

The consensus of the Board was that this was an excellent way to recognize outstanding leadership and they were in full agreement that such an award be established. Robert

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Richardson made the motion to approve the recommendation for establishing the award, the rules and regulations and recommend that the first award be presented at the February 3 annual banquet. Seconded by Dr. Allan Cannon and unanimously carried.

LONG RANGE PLANNING COMMITTEE: As a recommendation from the Accreditation Task Force headed by Devereux Chapman, Chamber manager Huffman gave a report for establishing a Long Range Planning Committee for the Chamber. The purpose of such a committee was to charge them with the responsibility of generating long range goals for the Chamber both internally and externally as well as programming to see that such goals were accomplished. Make up of the committee was to be composed of the five most recent Past Presidents of the Chamber with the Immediate Past President serving as chairman. The initial committee therefore would be made up of Jim Stephens, Chairman, Rufus Duncan, Oscar Brookshire, Vernon Berry and C.L. Brown. Bob Bowman made the motion to accept the recommendation of the committee and so establish a committee, seconded by Ralph Ridinger. Motion unanimously carried.

TEXAS FOREST FESTIVAL: A recommendation was presented from the Forestry Committee headed by Ed Wilkins that the Chamber Board consider re-establishing the once popular Texas Forestry Festival in Lufkin beginning in the Spring of 1980. The Forestry Committee had met with many area civic leaders, forestry industry and numerous others and had found a positive response to this idea. It was also their recommendation that a Board of Governors be appointed to strive toward this goal and see that it was accomplished. Recommended to the Board for appointment to the Forestry Festival Board of Governors were: Bob Bowman, Joe Denman, Ed Wagoner, George Henderson, Harvey Westerholm, Charles Arnold, Dr. Kent Adair from SFA, Pitser Garrison, John Courtnay, Pat Ebard, Ed Wilkins, Jim Stephens and W.A. DuBose. Ex officio members are H.J. Shands, Jr. and Jerry Huffman. Chamber President Jim Stephens commented this was another of the major goals the Chamber had considered this year and the Forestry Committee was to be commended for their work in researching the feasibility of re-establishing this Festival. Stephens added he felt this would be a tremendous event for the area and one in which the entire community could have a part. H.J. Shands made the motion to re-establish the Texas Forestry Festival with a scheduled time to be left up to the new Board of Governors and that the Forestry Committee recommendations for the new Board members be accepted as presented. Bob Bowman seconded and motion unanimously carried.

STAFF INSURANCE: A special task force to look into the insurance program for the Chamber staff, headed by Johnny Jackson, recommended the following: (see attached). Dr. Allan Cannon made the motion to accept the recommendations of the committee as presented on attached, seconded by Devereux Chapman. Motion unanimously carried. Chamber manager Huffman was instructed to get the necessary paperwork filed so the programs might begin in January 1, 1979.

COMMENTS: President Stephens said as this was his last meeting as President he wished to thank the Board for their dedication and leadership this past year. He recognized the retiring directors: Ralph Ridinger, Dick McKay, Dr. Anna Beth Connell, Bob Bowman and Rufus Duncan for all the time and effort they had put into the Board. The entire Board agreed that Stephens had had an outstanding year as Chamber President and thanked him for the leadership he had provided.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

Jim Stephens, President

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STAFF INSURANCE/HOSPITILIZATION PROPOSAL

As an increase benefit program for the Chamber Staff the following information is presented:

All insurance would be throught the American Chamber of Commerce Executives Association with AETNA Insurance Group.

LIFE INSURANCE ($.24 per $1,000)

Jerry Huffman	$40,000	cost per month	$ 9.60
Celso Harper	25,000	cost per month	6.00
Georgia Hunt	15,000	cost per month	3.60
Jean Harper	10,000	cost per month	2.40
		Total	$19.44 month

SALARY CONTINUATION (3 month waiting period - 60% of salary)

Jerry Huffman	(Salary $1,750 per month)	$18.55
Celso Harper	(Salary $1,200 per month)	12.72
Georgia Hunt	(Salary $ 700 per month)	7.42
Jean Harper	(Salary $ 550 per month)	5.83
		$44.52 / month

HOSPITILIZATION ($50 deduct - 100% to first $4,000 - 80% of remaining)

Jerry Huffman	$36.95
Celso Harper (& Jean)	60.27
	$96.22 / month

Since Georgia Hunt does not require or need hospitilization, we recommend a salary increase of $37.00 to compensate and will recommend she use this for an IRA program.

TOTALS	- Life Insurance	$19.44 / month
	Salary Continuation	44.52 / month
	Hospitalization	96.22 / month
		$164.69 / month

Celso Harper's coverage will be paid out of LVCB Budget, a total of $78.99 per month, leaving Chamber a monthly payment of $85.70. Since hospitilization for Jerry Huffman is being paid now at $40 per month, it will be a net increase per month to Chamber of $45.70 plus Georgia Hunt's $37.00 - total net per month of $82.70 (Year increase of $992.40).

This proposal will give full benefit to the entire staff.

We recommend it be adopted at December 8 Board meeting as this is a present Open House period with the ACCE program that provides no red tape, or no proof of insurability required. To achieve this the program needs to be accepted by January 1.

Respectfully submitted,

Johnny Jackson, Chairman
Insurance/Benefit Committee

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MINUTES
BOARD OF DIRECTORS
January 12, 1979 - 11:00 a.m.
Chamber Office

Board Members Present: H.J. Shands, Jr.; Louis Bronaugh, Dr. Allan Cannon, Devereux Chapman, Janie Chappell, Warren DuBose, Johnny Jackson, Harold Maxwell, Robert Poland, Robert Richardson, Monty Stafford, John Waak, Robbie Warren

Board Members Absent: Paul Durham, Mark Miller, Raymond Moore, Tom Selman, Jim Stephens, Mark Swan

Attendance: 72%

H.J. Shands, Jr., President, called the meeting to order. He welcomed the new Board for 1979 and commented he was priveleged to be President for 1979 and looked forward to several accomplishments.

DECEMBER MINUTES: Minutes to the December meeting of the Board were approved as mailed to the Board by motion of Johnny Jackson and second by Dr. Allan Cannon.

DECEMBER FINANCIAL STATEMENT: Treasurer Robert Richardson presented the December financial statement to the Board. He commented that the Chamber ended the year with approximately $1800 in the bank after all bills were paid. A copy of the financial statement is attached to these minutes. Expenses for the year totaled $83,651.29 and income of $85,014.35. Motion was made by Robert Richardson to accept the financial statement as presented and seconded by Dr. Allan Cannon. Motion unanimously carried.

BANQUET COMMITTEE UPDATE: Dr. Allan Cannon, banquet committee chairman, informed the Board about the upcoming Chamber Banquet scheduled for Saturday, February 3. He said that contact had been made with guest speaker Art Linkletter and all plans had been accepted for him being here on that date. Special entertainment was to be provided by a group put together by Marshall Maxwell, Music Director at First United Methodist Church. He invited the Board to a reception prior to the banquet at the Civic Center Annex for Mr. Linkletter. The reception was open only to new and retiring Board members. Cannon said over 600 tickets had been sold to date and a crowd exceeding 1000 was expected. President Shands thanked Cannon for his report.

LVCB REPORT: Chamber Manager Jerry Huffman reported for LVCB Manager Celso Harper who was presently in Chicago working at a vacation show with the East Texas Chamber of Commerce. Huffman said a local group had met with State Hay Show representatives and had succeeded in bidding on the State Hay Show to be held in Lufkin. The event would draw about 500-600 delegates and would be held in early November at the Civic Center.

1979 BUDGET REPORT: Treasurer Robert Richardson presented the 1979 budget to the Board as recommended by the Executive Committee. The 1979 budget totaled $91,662 a 13% increase over 1978. The budget proposal with expect income is as listed on the attached. Discussion followed on the budget. The decision was made to increase staff salaries only 7% in keeping with President Carter's guidelines. The total budget of $91,662 was approved on motion by Devereux Chapman and second by Robert Richardson.

1979 COMMITTEE APPOINTMENTS: President Shands presented a list of committee appointments for 1979 and asked Board approval. The list of committees and appointments were:Goodwill Committee, Harry Castleberry, Chairman, Women's Committee, Sheila Moss, Chairman, Membership Committee, Janie Chappell, Chairman; Agri-Business Committee, Howard Victery, Chairman.

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Also, Business-Industry Relations, Dr, Mike Harbordt, Chairman; Industrial Prospects, James Kerbo, Chairman; Tourist/Conventions, Tom Gann, Chairman; Forestry, Ed Wilkins, Chairman; Beautification Committee, Joe Byrd, Chairman; Transportation Committee, Thomas Moore, Chairman; Aviation, Jim Bob Odom, Chairman; Legislative Committee, Bob Flournoy, Chairman; Lufkin/Doches Committee, Jim Stephens, Chairman; Southern Hushpuppy Olympics, Roger Johnson, Chairman; Long Range Planning, Jim Stephens, Chairman; Cultural Needs, Dr. Jimmy Tinkle, Chairman; and First Friday, Rayford Williams, Chairman. Committee appointments were approved on motion made by Bob Poland and second by Johnny Jackson.

TEXAS FORESTRY FESTIVAL REPORT: Chamber manager Huffman reported that the new Forestry Festival Board had met and elected Jim Stephens as President, George Henderson as Vice President and himself as Secretary/Treasurer. He commented the new Board planned to meet monthly to coordinate reviving the Festival in 1980.

STAFF HOSPITALIZATION UPDATE: Huffman reviewed for the Board an update on the staff hospitalization program approved at the December meeting of the Board. He said that the life insurance program as approved was not available but that all other programs had been accepted. The entire staff now had a hospitalization program and long term disability program. Total cost per year would be $1711.80 and had been included in the 1979 budget.

Again, President Shands thanked the new Board for their attendance.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
December 19 78

INCOME	Dec. 1978	Year To Date	1978 Budget	Budget Balance
Membership Dues	389.35	62,901.75	$63,000	98.25
City of Lufkin	-0-	5,000.00	5,000	-0-
Lotus Lane (Administration)	6,000.00	6,600.00	1,200	(-5,400.00)
Rental Income	600.00	1,500.00	3,600	2,100.00
New Members	575.00	8,713.53	10,000	1,286.47
Miscellaneous	111.51	299.07		(- 299.07)
TOTALS	7,675.86	85,014.35	$82,800	(-2,214.35)
ADMINISTRATIVE EXPENSE				
Salaries	3,012.10	35,977.65	36,000	22.35
Manager Retirement	175.00	2,100.00	2,100	-0-
Auto & Travel	336.00	3,636.00	4,400	764.00
Hospitalization	40.20	470.32	445	(- 25.32)
Payroll Taxes	87.78	2,194.92	1,860	(-337.92)
Regular Expense	150.00	1,800.00	1,800	-0-
TOTAL	3,801.08	46,178.89		
OPERATION EXPENSE				
Building Payment	* ---	6,628.62	3,000	(-3,628.62)
Building Expense	837.99	2,994.53	2,500	(- 494.53)
Janitorial Service	80.00	1,089.58	1,200	110.42
Telephone	126.12	1,373.69	1,600	226.31
Office Supplies	73.23	1,292.73	1,200	(- 92.73)
Utilities	82.41	1,851.51	2,400	548.49
Equipment	153.35	1,525.56	1,500	(- 25.56)
Dues, Subs., Publications	36.00	1,279.14	1,200	(- 79.14)
Public Relations	-0-	142.13	600	457.87
Schools & Conferences	68.31	1,448.76	1,500	51.24
Postage	450.00	2,556.70	2,500	(- 56.70)
Maintenance	-0-	143.00	500	357.00
Insurance	-0-	1,160.00	400	(- 760.00)
Printing	490.50	3,751.20	3,000	(- 751.20)
Audit	550.00	900.00	600	(- 300.00)
General Expense	-0-	**862.50	500	(- 362.50)
TOTAL	6,748.99	75,178.54	70,805	(-4,373.54)
COMMITTEE EXPENSE				
Goodwill & Membership	18.33	1,518.88		
Beautification	-0-	610.87		
Lufkin/Doches	-0-	244.57		
Accreditation	-0-	781.21		
Education	-0-	169.35		
Transportation	-0-	274.00		
Forestry & Agri-Business	-0-	125.85		
Industrial Development	-0-	73.60		
Public Information	-0-	269.28		
Tourism	1,500.00	4,405.44		
TOTAL	1,518.33	8,472.75	14,000	5,527.25
GRAND TOTALS	8,267.32	83,651.29	$84,805	1,153.71

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FINANCIAL STATEMENT
Page Two

INCOME & EXPENSES OTHER SOURCES	December, Income	December, Expenses	YEAR TO DATE Income	YEAR TO DATE Expenses
Annual Banquet	1,500.00	-0-	8,976.00	9,463.34
Women's Luncheon	30.00	-0-	859.40	1,032.03
Goodwill Coats	-0-	-0-	660.47	705.10
News Media Reception	-0-	-0-	180.00	405.54
First Friday	287.50	344.50	2,774.50	3,038.00
Livestock Sale	-0-	-0-	61,545.16	61,570.16
Career Fair	-0-	-0-	1,493.75	1,546.55
Livestock Premiums	-0-	-0-	2,431.20	2,511.88
Aerial Maps	42.20	42.20	84.40	84.40
Woodlands Clinic	-0-	-0-	150.00	150.00
Teachers Banquet	20.00	-0-	1,385.00	998.13
Hay Show/Agri-Tour	745.00	480.00	1,751.80	1,444.62
Sale of Printed Material	3.00	--	88.76	---
Bird House Project	-0-	-0-	925.00	848.88
Legislative Breakfast	-0-	-0-	445.25	547.00
Christmas Parade	-0-	222.60	1,087.50	702.76
	$2,627.70	$1,089.30	$84,838.19	$85,048.39

RECAP			
Bank Balance November 30, 1978			948.19
Income, (For Administrative, Operative & Committees)	7,675.86		
Income, (Other Sources)	2,627.70		
			10,303.56
			$11,251.75
Expenses, (For Administrative, Operative & Committees)	6,748.99		
Expenses, (Other Sources)	1,089.30		
Committee Expenses	1,518.33		
			9,356.62
Bank Balance 12-31-78			1,895.13
			$11,251.75

NOTES:

*$26,067.83 paid on building loan (funds from Lufkin Industrial Foundation)

** $862.50 - Christmas Bonuses

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
January, 1979

INCOME	January 1979	Year to Date	1979 BUDGET	Budget Balance
Membership Dues	39,723.99		$73,000.00	$33,276.01
City of Lufkin	-		5,000.00	5,000.00
Rental Income	-0-		3,600.00	3,600.00
New Members	145.00		8,500.00	8,355.00
Lotus Lane	-		12,000.00	12,000.00
Miscellaneous	-		-	-
TOTALS	39,868.99		$102,100.00	$62,231.01
ADMININSTRATIVE EXPENSE				
Salaries	3,009.04		39,162.00	36,152.96
Manager Retirement	53.39		2,100.00	2,046.61
Auto & Travel Expense	300.00		3,600.00	3,300.00
Staff Insurance	41.88		1,750.00	1,708.12
Payroll Taxes	295.54		2,700.00	2,404.46
Regular Expenses	150.00		1,800.00	1,650.00
TOTAL ADMIN. EXPENSE	$3,849.85		$ 51,112.00	$47,262.15
OPERATION EXPENSE				
Building Payment	-0-		$ 4,500.00	4,500.00
Building Expense	-0-		2,500.00	2,500.00
Janitorial Services	101.99		1,100.00	998.01
Telephone	85.93		1,200.00	1,114.07
Office Supplies	50.35		1,350.00	1,299.65
Utilities	128.00		2,200.00	2,072.00
Equipment	430.45		2,000.00	1,569.55
Dues, Subscriptions, Etc.	198.00		1,200.00	1,002.00
Public Relations	-0-		300.00	300.00
Schools & Conferences	350.00		1,500.00	1,150.00
Postage	50.77		2,500.00	2,449.23
Maintenance	20.00		250.00	230.00
Insurance	-0-		1,000.00	1,000.00
Printing	-0-		3,750.00	3,750.00
Audit	-0-		900.00	900.00
TOTAL OPERATION EXPENSE	$1,415.49		$ 26,250.00	$24,834.51
TOTAL ADMINISTRATION & OPERATION EXPENSE	$5,265.34		$ 77,362.00	$72,096.66
PROGRAM EXPENSES				
Tourism/Convention	-0-		10,000.00	10,000.00
Beautification	-0-		750.00	750.00
Lufkin/Doches	-0-		250.00	250.00
Education	62.06		300.00	237.94
Transportation	-0-		300.00	300.00
Legislative	-0-		700.00	700.00
Industrial Prospects	-0-		500.00	500.00
Forestry	-0-		150.00	150.00
Goodwill	15.02		250.00	234.98
Aviation	-0-		100.00	100.00
Membership	-0-		100.00	100.00
Business/Industry Relations	-0-		150.00	150.00
Agri-Business	-0-		250.00	250.00
Forestry Festival	-0-		500.00	500.00
TOTAL COMMITTEE EXPENSE	$77.08		$14,300.00	$14,222.92

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FINANCIAL STATEMENT
JANUARY, 1979

INCOME & EXPENSES OTHER SOURCES	January Income	January Expenses
Annual Banquet	$5,955.00	$ 164.85
Women's Luncheon	87.75	146.30
First Friday	21.00	-0-
Building Fund	500.00	500.00
Career Fair	-0-	120.59
	$6,563.75	$ 931.74

RECAP.

Bank Balance, January 1, 1979		$1,895.13
Income, Administrative, Operative & Committees	$39,868.99	
Income, Other Sources	6,563.75	46,432.74
		$48,327.87
Expenses, Administrative & Operative	$ 5,265.34	
Expenses, Other Sources	931.74	
Committee Expenses	77.08	
		$ 6,274.16
Bank Balance, January 31, 1979		*42,053.71
		$48,327.87

Note:

*$25,000.00 of this invested in savings certificates

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MINUTES
BOARD OF DIRECTORS
February 10, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Devereux Chapman, Janie Chappell, Warren DuBose, Harold Maxwell, Mark Miller, Raymond Moore, Robert Richardson, Monty Stafford, Mark Swan, Robbie Warren

BOARD MEMBERS ABSENT: Dr. Allan Cannon, Paul Durham, Johnny Jackson, Robert Poland, Tom Selman, Jim Stephens, John Waak

Guests: Harry Castleberry, Chairman, Goodwill Committee

Attendance: 67%

H.J. Shands, Jr., President, called the meeting to order.

JANUARY MINUTES: Minutes to the January meeting of the Board were approved on motion by Raymond Moore, seconded by Harold Maxwell.

JANUARY FINANCIAL STATEMENT: Robert Richardson, Treasurer, presented the financial statement to the Board for January, as attached to these minutes. Devereux Chapman made the motion to approve the financial statement as presented, seconded by Louis Bronaugh. Carried unanimously. Richardson also presented two new members to the Board for approval. They were: John Adams (individual $25) and C.B. Burris Data Center ($120). Motion was made by Mark Miller and seconded by Warren DuBose to approve these two new members. Motion carried.

BANQUET COMMITTEE REPORT: Chamber Manager Jerry Huffman presented the banquet committee report for chairman Dr. Allan Cannon who was unable to attend. Preliminary figures presented showed that the banquet would probably lose in the neighborhood of $1500-$2000 due to the incurred expenses in putting on the banquet. Huffman mentioned that this was the second largest attended banquet in the Chamber's history and a highly successful one. The consensus of the Board that the public relations of the banquet and the fact it was the highlight of the Chamber's year were more than enough reason to offset the banquet loss. Dr. Cannon was commended for doing an excellent job as banquet chairman.

LVCB REPORT: Visitor and Convention Bureau Manager Celso Harper gave an indepth report to the Board on the past year's figures on the economic impact of conventions in the area. Due to the recent confusion on whether liquor should be served at the Lufkin Civic Center he said he felt it was necessary the Chamber Board was aware of the background of figures released to the press. Those figures were as follows:

8 Conventions; 2,600 Delegates, 20 Days Total Spent in Lufkin; $6,462.84 Spent For Civic Center Rental; $276,000 Total Direct Economic Impact; $966,000 Total Long Range Economic Impact

Harper described each figure in detail to the Board and explained the formula he used. After discussion the Board was completely unanimous that the figures were conservative and were in full agreement of those released to the paper.

GOODWILL COMMITTEE REPORT: Chairman Harry Castleberry asked the Board for a ruling on whether to host a news media reception for area news media on February 20. The media reception did serve alcohol and in view of the recent conversation about the situation at the Civic Center, he wanted the Board to take action on the event. After discussion,

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Janie Chappell made the motion to recommend the reception be postponed until sometime in early May and the Chamber pay for the reception, second by Louis Bronaugh. Unanimously carried.

RE-EVALUATION OF DUES: Chamber Manager Jerry Huffman reported to the Board that over $7,000 in new dues had been collected so far this year which was very near the $8,000 goal set by the committee on re-evaluations. He felt confident the goal would be reached.

PRIORITIES FOR 1979: President Shands listed four priority categories he wanted the Chamber to pursue for 1979 which included:

1. Business and industrial development: He felt it was time the Chamber made a concerted effort to bring new business and industry into the area, particularly those which would complement existing industry.
2. Low income housing: He felt there was a tremendous need for medial income housing in the area and felt the Chamber needed to pursue other avenues to secure such housing for the area. Mark Miller said he felt we should use the term economy housing instead of low income because of the negative aspects that term generated. Harold Maxwell agreed as he felt employees should not have to be placed in a low income category. Shands agreed and promised to arrive at a better term for such a housing area.
3. Coordinating the plans and program with the Texas Forestry Festival revival
4. Working with the Lufkin Central Business District Corporation

Shands also mentioned he would like to work with the medical community in promoting their activities, needs and what was offered in our area. He said our medical and health facilities were excellent and needed to be promoted more.

Shands told the Board he would appoint a special Housing Needs Committee to pursue the research of housing needs in the area and arrive at some solutions. He said that he felt solving this need would assure the area of continued fine growth. The Board was in full agreement.

NEW BUSINESS: Shands brought before the Board the possibility of the Chamber purchasing a membership in the new Crown Colony Country Club for the use of the Chamber executive. He felt that this should be done to assist the Chamber in promoting new business and projecting a favorable business iamge. Consensus of the Board was that this was an excellent idea and that the Chamber ought to purchase a full voting membership which would entitle them to full privileges at the Country Club. Mark Miller made the motion to approve a full membership at a cost of $3300 and $70 a month dues. Warren DuBose seconded and motion carried unanimously.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

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MINUTES
BOARD OF DIRECTORS
March 9, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Dr. Allan Cannon, Warren DuBose, Johnny Jackson, Harold Maxwell, Mark Miller, Raymond Moore, Robert Poland, Robert Richardson, Tom Selman, Monty Stafford, Mark Swan, Robbie Warren

BOARD MEMBERS ABSENT: Louis Bronaugh, Devereux Chapman, Janie Chappell, Paul Durham, Jim Stephens, John Waak

ATTENDANCE 78%

H.J. Shands, Jr., President, called the meeting to order.

FEBRUARY MINUTES: February minutes of the Board were approved on motion made by Mark Swan and seconded by Johnny Jackson.

FEBRUARY FINANCIAL STATEMENT: Robert Richardson presented the February financial statement as attached to these minutes. He also presented the following members to the Board for cancellation: Kay Holleman Real Estate, Duke Insurance, Kye Lee Insurance, Royal Dunlap, Harold Kaemmerling, Kenneth Manning, Continental Trailways. After discussing the financial statement and cancellations, Mark Swan moved it be approved as presented, seconded by W.A. Dubose. Motion unanimously carried.

LVCB REPORT: Celso Harper, Manager of the Visitor and Convention Bureau, reported that a new exhibit booth was almost completed for the Bureau which would be used in vacation and travel shows and in bidding on convention business. He said that this tool would assist the Bureau tremendously in promoting tourism and conventions. He also reported the Bureau was hosting a "You'll Love Lufkin Week" scheduled for May 5-12 showing the exhibit booth at several locations around the community and promoting Lufkin within its own area.

RE-EVALUATION COMMITTEE UPDATE: Chamber Manager Jerry Huffman reported that as of the Board meeting, the re-evaluations from members had surpassed the $8,000 expected and members were still responding to the request. He thanked the re-evaluation committee for their efforts in this behalf and commented the response showed a marked increase in member approval of the Chamber's activities.

HOUSING COMMITTEE APPOINTMENTS: President Shands reported to the Board about one of his goals of the year being in assisting the median average housing market in the area. He said he wanted to appoint a committee to research the different avenues available to help solve this problem in the area. Appointed to the committee were: Horace Stubblefield, Rufus Duncan, Bayo Hopper, Mark Miller, Bubba Henderson & Bert Gann. He asked Mark Miller to serve as Chairman and Miller agreed. Shands said he would work with the committee closely and plan an initial meeting within the next several weeks.

JR. LIVESTOCK SHOW REPORT: Chamber Manager Jerry Huffman reported that everything was ready for the 23rd Annual Jr. Livestock Show at the rodeo arena on March 13. He urged members of the Board to attend the event and participate in the auction sale following the Show. This show was a record in number of entries and Huffman commented that it was expected to surpass all records at the auction.

INDUSTRIAL PROSPECT TEAM TRAINING: Shands reported that the Industrial Prospect team would begin team training hosted by Texas Power & Light soon. The team would undergo four two-hour sessions updating them on the different things prospects might be asking

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and how to deal with industrial prospects. Serving on the team were: James Kerbo, Chairman, Pat Foley (industrial sites and zoning), Alton Holt & Robert Richardson (plant financing), Rayford Williams (utilities), Woody Gann (labor), Oscar Brookshire (transportation), Rufus Duncan (construction & insurance), and Harvey Westerholm (local government and taxation). The dates for the team training were Tuesday, March 27, Tuesday, April 3, Wednesday, April 11 and Tuesday, April 17. On the last day of the team training, a special reception would be hosted for the industrial allies who would be present: Texas Power & Light, Entex, Southern Pacific, Texas Industrial Commission and others. The Board would be invited to this session.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

H.J. Shands, Jr., President

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

February, 1979

	FEBRUARY	YR. TO DATE	BUDGET	BUDGET BALANCE
INCOME				
Membership Dues	$ 7,512.49	$47,235.48	73,000.00	$25,764.52
City of Lufkin	-	-	5,000.00	5,000.00
Rental Income	-	-	3,600.00	3,600.00
New Members	615.00	760.00	8,500.00	7,740.00
Lotus Lane	-	-	12,000.00	12,000.00
Miscellaneous	-	-	-	-
TOTALS	$ 8,127.49	$47,995.48	$102,100.00	$54,104.52
ADMINISTRATIVE EXPENSE				
Salaries	$ 3,171.54	$ 6,145.58	$ 39,162.00	$33,016.42
Manager Retirement	175.00	228.39	2,100.00	1,871.61
Auto & Travel Expense	300.00	600.00	3,600.00	3,000.00
Staff Insurance	291.04	332.92	1,750.00	1,417.08
Payroll Taxes	200.94	496.48	2,700.00	2,203.52
Regular Expense	150.00	300.00	1,800.00	1,500.00
TOTAL ADMINISTRATIVE EXP.	$ 4,288.52	$ 8,103.37	$ 51,112.00	$43,008.63
OPERATION EXPENSES				
Building Payment	735.38	735.38	4,500.00	3,764.62
Building Expenses	380.09	380.09	2,500.00	2,119.91
Janitorial Services	80.00	181.99	1,100.00	918.01
Telephone Expense	113.80	199.73	1,200.00	1,000.27
Office Supplies	120.93	171.28	1,350.00	1,178.72
Utilities	163.27	291.27	2,200.00	1,908.73
Equipment	505.67	936.12	2,000.00	1,063.88
Dues, Subs., Pubs., etc.	333.00	531.00	1,200.00	669.00
Public Relations	-	-	300.00	300.00
Schools & Conferences	-	350.00	1,500.00	1,150.00
Postage	230.00	280.17	2,500.00	2,219.23
Maintenance	-	20.00	250.00	230.00
Insurance	-	-	1,000.00	1,000.00
Printing	858.90	858.90	3,750.00	2,891.10
Audit	-	-	900.00	900.00
TOTAL OPERATION EXPENSES	$ 3,521.04	$ 4,936.53	$26,250.00	$21,313.47
TOTAL ADMINISTRATIVE & OPERATION EXPENSES	$ 7,809.56	$13,039.90	$77,362.00	$64,322.10
PROGRAM EXPENSES				
Tourism/Convention	$ 4,832.75	4,832.75	10,000.00	5,167.25
Beautification	-	-	750.00	750.00
Lufkin/Doches	-	-	250.00	250.00
Education	-	62.06	300.00	237.94
Transportation	-	-	300.00	300.00
Legislative	-	-	700.00	700.00
Industrial Prospects	-	-	500.00	500.00
Forestry	-	-	150.00	150.00
Goodwill	56.51	71.53	250.00	178.47
Aviation	-	-	100.00	100.00
Membership	-	-	100.00	100.00
Business/Industry Relations	-	-	150.00	150.00
Agri-Business	-	-	250.00	250.00
Forestry Festival	-	-	500.00	500.00
TOTAL COMMITTEE EXPENSE	$ 4,889.26	4,966.34	14,300.00	9,333.66
TOTAL ADMINISTRATIVE, OPERATIVE, & COMMITTEE EXPENSES	$12,698.82	18,006.24	91,662.00	73,655.76

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FINANCIAL STATEMENT
FEBRUARY, 1979

INCOME & EXPENSES OTHER SOURCES	Income February 1979	Income Year To Date	Expenses February 1979	Expenses Year To Date
Annual Banquet	7,360.00	13,315.00	14,724.30	14,889.15
Women's Luncheon	81.25	169.00	136.15	282.45
First Friday	-	21.00	-	-
Jr. Livestock Show Premiums & Entry Fees	1,179.00	1,179.00	-	-
Building Fund	-	500.00	-	500.00
Career Fair	742.50	742.50	615.35	735.94
	$9,362.75	$15,926.50	$15,475.80	$16,407.54

RECAP

Bank Balance, February 1, 1979		$42,053.71
Income, Administrative, Operative & COmmittee	$8,127.49	
Income, Other Sources	9,362.75	17,490.24
		$59,543.95
Expenses, Administrative & Operative	$7,809.56	
Expenses, Other Sources	15,475.80	
Committee Expenses	4,889.26	$28,174.62
Bank Balance, February 28, 1979		*31,369.33
		$59,543.95

$25,000.00 of this invested in savings certificates

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MINUTES
BOARD OF DIRECTORS
April 13, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Janie Chappell, Warren DuBose, Johnny Jackson, Mark Miller, Raymond Moore, Robert Poland, Robert Richardson, Tom Selman, Monty Stafford, Mark Swan, Robbie Warren

BOARD MEMBERS ABSENT: Dr. Allan Caoon, Devereux Chapman, Paul Durham, Harold Maxwell, Jim Stephens, John Waak

GUESTS: James Kerbo, Chairman, Industrial Prospect Committee

Attendance: 72%

H.J. Shands, Jr., President, called the meeting to order.

MARCH MINUTES: Minutes to the March meeting of the Board were approved on motion made by Johnny Jackson and seconded by Mark Miller.

MARCH FINANCIAL REPORT: Treasurer Robert Richardson presented the March financial report to the Board as attached to these minutes. He reported no membership cancellations and the addition of one new member, The Book Corner. The financial report was approved on motion made by W.A. DuBose and seconded by Mark Miller.

LVCB REPORT: LVCB Manager Celso Harper reported that the Bureau had participated in the Dallas Vacation & Travel Show in March with a booth. He told the Board a special "You'll Love Lufkin" Week was scheduled for May 5-12 throughout the City and the Bureau's exhibit booth would be set up in several locations throughout the City during that week. He also reported that tourism was up 24% on Sam Rayburn Lake according to Texas Tourist Development Agency figures. Finally, Harper reported the booking of three new conventions in 1979 and 1980 with over 2500 delegates and the upcoming East Texas Chamber of Commerce Tourist Conference in Nacogdoches May 9 and 10.

JUNIOR LIVESTOCK SHOW REPORT: Chamber Manager Jerry Huffman reported a highly successful Jr. Livestock Show with an auction totaling over $82,000. He asked the Board for the establishment of a new policy on the auction. He said that in the past the Chamber had always written the checks to the participants and given them out before the money was actually received from the businesses who purchased animals in the auction. Therefore, the Chamber was running an overdraft balance at the bank until the money was collected. He recommended that a loan be taken out to offset this overdraft until all monies had been collected. He thanked Lufkin National Bank for continuing to carry the overdraft on the Show but belived it was time to handle this differently. The auction was getting larger each year and the time to change the policy was now. It was the consensus of the Board that the Chamber continue paying the students immediately after the Show but take out a 30-45 day loan to offset the expenditures until the monies could be collected.

RE-EVALUATION UPDATE: Huffman also reported that 229 Chamber members had increased their dues investment for the year for a total increase of $8,800 in new money to the Chamber.

INDUSTRIAL PROSPECT COMMITTEE REPORT: Chairman James Kerbo reported to the Board the plan of action for the Industrial Prospect Committee for the year. He said a special Prospect Team had been created to meet with prospects as they oecurred. This team had just completed a special team training session over the past four weeks held by TP&L's Industrial Development Department. In addition, the Chamber Board was invited to attend a reception

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to be held at the Civic Center Tuesday, April 17 at 6:00 p.m. for our industrial allies with TP&L, Entex, Southern Pacific and the Texas Industrial Commission. He reported to the Board that the Prospect Committee was presently involved in dealing with a prospect with 25-40 employees and this was the type of small industry the committee planned to work toward. He said he and hopefully several others of the committee planned to attend the East Texas Chamber of Commerce Industrial Tour in October which would be going to Chicago, Pittsburgh and New York. In addition, the committee was preparing an Industrial Fact Book for use in dealing with prospects and creating a slide presentation for such use. President Shands thanked Kerbo for a fine report.

BEAUTIFICATION COMMITTEE REPORT: Chamber Manager Huffman reported for Chairman Joe Byrd and told the Board that this committee was beginning several projects for the year to include Beautification Awards for the First Friday luncheons, Yard Beautiful and the entering of our area in the Governor's Beautification Awards.

TRANSPORTATION COMMITTEE REPORT: Chairman Thomas Moore reported that his committee would be meeting with Congressman Charles Wilson Monday, April 16 at 10:00 a.m. and invited the Board to attend if at all possible. He said the Congressman asked for the meeting to gain input from our area on the proposed de-regulation of the trucking industry. He indicated this was the first time Congressman Wilson had asked to meet with the Chamber and hoped it would not be the last.

JUNIOR ACHIEVEMENT REPORT: Chamber Manager Huffman reported to the Board that the JA program for the year was winding down and the annual banquet was set for April 23 at the Southland Staff House at 6:30 p.m. He invited the Board to attend if they were able. Huffman commented the JA program was highly successful this year with three chapters participating and looked forward to continued expansion of this program next year. He commended the JA Board headed by C.L. Brown for their efforts in making this program successful.

EMPLOYEES RETIREMENT PROGRAM: Huffman reported that the present retirement program with the East Texas Chamber of Commerce needed to be changed to include all Chamber employees so as to not be in violation of IRS and EEOC regulations. He said the East Texas Chamber of Commerce was pursuing a new program which looked to be a much better one and said he hoped to have a better idea of the needs and requirements by the next Board meeting. The consensus of the Board was that whatever new program was considered should include all eligible employees.

NEW BUSINESS: Housing Needs Chairman Mark Miller commented he would have a meeting of his committee soon and make his report to the Board at that time.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

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March, 1979

	MARCH	YR. TO DATE	BUDGET	BUDGET BALANCE
INCOME				
Membership Dues	$3,743.33	$50,978.81	$73,000	$22,021.19
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	600.00	600.00	3,600	3,000.00
New Members	345.00	1,105.00	8,500	7,395.00
Lotus Lane	3,000.00	3,000.00	12,000	9,000.00
Miscellaneous	-0-	-0-	0	-0-
TOTAL INCOME	$7,688.33	$55,683.81	$102,100	$46,416.19
ADMINISTRATIVE EXPENSE				
Salaries	$3,171.50	9,317.08	39,162	29,844.92
Manager Retirement	-0-	228.39	2,100	1,871.61
Auto & Travel	300.00	900.00	3,600	2,700.00
Staff Insurance	145.52	478.44	1,750	1,271.56
Payroll Taxes	200.94	697.48	2,700	2,002.52
Regular Expenses	150.00	450.00	1,800	1,350.00
TOTAL ADMINISTRATIVE EXPENSE	$3,967.96	12,071.39	51,112	39,040.61
OPERATION EXPENSE				
Building Payment	369.67	1,105.05	4,500	3,394.95
Building Expense	8.80	388.89	2,500	2,111.11
Janitorial Service	-0-	181.99	1,100	918.01
Telephone	111.37	311.10	1,200	888.90
Office Supplies	102.99	274.27	1,350	1,075.73
Utilities	119.59	410.86	2,200	1,789.14
Equipment	71.05	1,007.17	2,000	992.83
Dues, Subs., Publications	3,371.00	3,902.00	1,200	(-2,702.00)*
Public Relations	-0-	-0-	300	300.00
Schools & Conferences	-0-	350.00	1,500	1,150.00
Postage	442.93	723.10	2,500	1,776.90
Maintenance	-0-	20.00	250	230.00
Insurance	499.00	499.00	1,000	501.00
Printing	475.49	1,334.38	3,750	2,415.62
Audit	-0-	-0-	900	900.00
TOTAL OPERATION EXPENSE	5,571.89	10,507.81	26,250	$15,742.80
TOTAL OPERATION & ADMINIS. EXP.	$9,539.85	$22,579.20	$77,362	$54,782.80
PROGRAM EXPENSES				
Tourism/Conventions	15.00	4,847.75	$10,000	$ 5,152.25
Beautification	-0-	-0-	750	750.00
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	62.06	300	237.94
Transportation	-0-	-0-	300	300.00
Legislation	150.00	150.00	700	550.00
Industrial Prospects	228.44	228.44	500	271.56
Forestry	-0-	-0-	150	150.00
Goodwill	18.33	89.86	250	160.14
Aviation	-0-	-0-	100	100.00
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business Committee	-0-	-0-	250.	250.00
Forestry Festival	-0-	-0-	500.	500.00
TOTAL PROGRAM EXPENSES	411.77	5,378.11	$14,300.	$ 8,921.89
TOTAL ADMINISTRATIVE, OPERATIVE, & COMMITTEE EXPENSE	$9,951.62	$27,957.31	$91,662.	$63,704.69

FINANCIAL STATEMENT
MARCH, 1979
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INCOME & EXPENSES OTHERS SOURCES	Income March 1979	Income Year To date	Expenses March 1979	Expenses Year To Date
Annual Banquet	180.00	13,495.00	827.43	15,716.58
Women's Luncheon	161.80	330.80	-0-	282.45
First Friday	108.50	129.00	239.20	239.20
Jr. L. Show Premiums & Entry Fees	550.00	1,729.00	1,749.41	1,378.41
Jr. L. Show Sale	46,454.23	46,454.63	83,237.59	83,237.59
Career Fair	375.00	1,117.50	783.66	1,519.60
Building Fund	-0-	500.00	-0-	500.00
	$47,829,53	63,755.93	$86,837.29	$102,873.83

RECAP:

Bank Balance, March 1, 1979		31,369.33
Income, Administrative, Operative & Committee	7,688.33	
Income, Other Sources	47,829.53	
		55,517.86
		$86,887.19
Expenses, Administrative & Operative	$9,539.85	
Expenses, Committee	411.77	
Expenses, Other Sources	86,837.29	
		$96,788.91
Bank Balance, March 31, 1979		(- 9,901.72)
		$86,887.19

*$3,300 Country Club Membership approved by board not included in original 1979 budget.

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MINUTES
BOARD OF DIRECTORS - SPECIAL
May 4, 1979 11:00 a.m.
CHAMBER OFFICE BUILDING

Present: H. J. Shands, Jr., Louis Bronaugh, Dr. Allan Cannon, Devereux Chapman, Johnny Jackson, Raymond Moore, Robert Poland, Robert Richardson, Monty Stafford, Mark Swan

Absent: Janie Chappell, Warren DuBose, Paul Durham, Harold Maxwell, Mark Miller, Tom Selman, Jim Stephens, and John Waak.

ATTENDANCE: 61%

H. J. Shands, Jr. called the meeting to order and told the Board the reason for the called meeting was to make a decision based on recommendations from the Industrial Foundation concerning a new industrial plant for the area. He said the new plant was Chromium Corporation of Cleveland, Ohio and they were looking at Lufkin and Nacogdoches in reference to locating a new plant. The new plant would employ 25-40 employees and be involved in the industrial chrome-plating buiness. They were interested in a ten acre tract with rail on the Foundation property on Spence Street. At present, no rail was available to the property so the decisions to be made were: (a) provide rail to the site, (b) decide on cost of property per acre and (c) offer a 90 day free option on the property which Chromium had requested.

FOUNDATION RECOMMENDATION: He said the Foundation was recommending to the Board that the property be offered to Chromium for a cost of $6,000 per acre, that the Foundation provide rail to the site at a cost of approximately $85,000 and that the Foundation give the company a 90 day free option on the property. Discussion followed. Bob Poland made the motion to accept the Foundation's recommendation as presented, seconded by Johnny Jackson, the motion carried.

Chamber Manager Huffman was instructed to send a letter to Chromium concerning our offer and also to immediately pursue the rail proposal with Southern Pacific Railroad. Shands said he and Rufus Duncan would meet with Jimmy Newman to get the necessary rail access across their property we needed to bring rail into the site.

Shands also reported to the Board that Industrial Prospect Committee was working with another company, the Nikkel Corporation of Sacramento, California about locating a plant here employing about 75 employees. This company would be in the wood moulding buisness. He commented that although our unemployment was low, he felt the area could support this type of small industry. Bob Poland commented he felt it was the type of industry needed in the area and would assist in bringing in more people which would be beneficial to everyone.

There being no further business, the meeting was adjourned.

H. J. Shands, Jr., President

Jerry W. Huffman, Executive Vice President

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MINUTES
BOARD OF DIRECTORS
May 11, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Dr. Allan Cannon, Devereux Chapman, Janie Chappell, Warren DuBose, Johnny Jackson, Harold Maxwell, Raymond Moore, Robert Poland, Tom Selman, Monty Stafford, Jerry Huffman

BOARD MEMBERS ABSENT: Paul Durham, Mark Miller, Robert Richardson, Jim Stephens, Mark Swan, John Waak, Robbie Warren

Attendance: 66%

H.J. Shands, Jr., President, called the meeting to order.

APRIL MINUTES: On motion made by Johnny Jackson and seconded by Devereux Chapman, the minutes to the April meeting of the Board were approved.

APRIL FINANCIAL REPORT: Financial report was given by Chamber Manager Jerry Huffman for Robert Richardson, Treasurer. He indicated we had taken in 60% of budgeted income - $61,338 and expended about 38% - $34,477. Chamber still had $25,000 in savings at present time of dues income monies. The financial statement was approved on motion made by Dr. Allan Cannon and seconded by Raymond Moore.

1978 AUDIT REPORT: The 1978 audit report was presented as submitted by Axley & Rode, CPA's. Chamber Manager Huffman reviewed the report with the Board and was pleased with the last several years growth it indicated. A copy of such report is attached to these minutes. After discussion, Devereux Chapman made the motion to accept the 1978 audit report as presented, second by Bob Poland; motion carried unanimously.

SOUTHERN HUSHPUPPY OLYMPICS: Chairman Roger Johnson updated the Board on the scheduled May 19 Hushpuppy Olympics. He commended all his committee for their fine efforts and reported on the visit of Mrs. Lillian Carter to the event. Johnson invited all members of the Board to attend the event.

LVCB REPORT: LVCB Manager Celso Harper was manning his Lufkin exhibit booth for "You'll Love Lufkin" Week report Chamber Manager Huffman. The LVCB exhibit booth was used at several places throughout town to promote the event. He also reported that Harper attended the ETCC Tourist Conference held recently in Nacogdoches.

1978 AUDIT REPORT INDUSTRIAL FOUNDATION: The 1978 Audit of the Lufkin Industrial Foundation was also presented to the Board from Axley & Rode. It indicated the Foundation to be in better financial condition than it had been in in several years. This report was approved on motion made by Devereux Chapman and second by Bob Poland. Copy attached.

UPDATE ON RAIL TO INDUSTRIAL SITE: Chamber Manager Huffman reported that preliminary indications were that rail service to north side industrial tract would cost around $90,000. Rail was needed to serve a proposed new industry, Chromium Corporation of Cleveland, Ohio. He said Southern Pacific was running a survey of the area now to get a closer figure on cost.

COMMITTEE REPORTS: Huffman briefed the Board on several committee activities:
Transportation - had held a successful meeting with Congressman Charles Wilson on

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de-regulations of the trucking industry

Beautification - was involved in Yard Beautiful program and awarding of special beautification acheivement certificates

B/I Relations - was planning a Free Enterprise Day program on July 1

Aviation - had a meeting scheduled with Metro Airlines on their proposed cancellation of service to Lufkin

NEW BUSINESS: Huffman asked the Board for approval to re-pave driveway area at a cost of about $1200. Monty Stafford made the motion to approve, Louis Bronaugh seconded. Motion carried.

President Shands asked the Board to consider sending two persons on the ETCC Industrial Tour in October at a cost of $825 per person. Tour was to go to Chicago, Pittsburgh, and New York. He felt it would be a good opportunity for Chamber to do some industrial prospecting. Raymond Moore made the motion to approve the Chamber send EVP Huffman on the Tour at a cost of $825 and recommend to Industrial Foundation that they send a person also. Louis Bronaugh seconded, motion carried unanimously.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

APRIL, 1979

	APRIL	YR. TO DATE	BUDGET	BUDGET BALANCE
INCOME				
Membership Dues	$5,285.00	$56,263.81	$73,000	$16,736.19
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	-0-	600.00	3,600	3,000.00
New Members	370.00	1,475.00	8,500	7,025.00
Lotus Lane	-0-	3,000.00	12,000	9,000.00
Miscellaneous	-0-	-0-	-0-	-0-
TOTAL INCOME	$5,655.00	61,338.81	$102,100	$40,761.19
ADMINISTRATIVE EXPENSE				
Salaries	3,174.92	12,492.00	39,162	26,670.00
Manager Retirement	-0-	228.39	2,100	1,871.61
Auto & Travel	300.00	1,200.00	3,600	2,400.00
Staff Insurance	145.52	623.96	1,750	1,126.04
Payroll Taxes	190.85	888.33	2,700	1,811.67
Regular Expenses	150.00	600.00	1,800	1,200.00
TOTAL ADMINISTRATIVE EXPENSE	$3,961.29	$16,032.68	51,112	35,079.32
OPERATIVE EXPENSE				
Building Payment	365.71	1,470.76	4,500	3,029.24
Building Expense	972.04	1,360.93	2,500	1,139.07
Janitorial Service	160.00	341.99	1,100	758.01
Telephone Expense	123.92	435.02	1,200	764.98
Office Supplies	(-107.08)	167.19	1,350	1,182.81
Utilities	93.05	503.91	2,200	1,696.09
Equipment	128.16	1,135.33	2,000	864.67
Dues, Subs., Publications	70.00	3,972.00	1,200	(-2,772.00)
Public Relations	-0-	-0-	300	300.00
Schools & Conferences	325.00	675.00	1,500	825.00
Postage	-0-	723.10	2,500	1,776.90
Maintenance	-0-	20.00	250	230.00
Insurance	-0-	499.00	1,000	501.00
Printing	168.00	1,502.38	3,750	2,247.62
Audit	-0-	-0-	900	900.00
TOTAL OPERATIVE EXPENSE	2,298.80	12,806.61	26,250	13,443.39
TOTAL OPERATIVE & ADMINISTRATIVE EXPENSES	6,260.09	28,839.29	77,362	48,522.71
PROGRAM EXPENSES				
Tourism/Conventions	235.00	5,082.75	10,000	4,917.25
Beautification	25.07	25.07	750	724.93
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	62.06	300	237.94
Transportation	-0-	-0-	300	300.00
Legislation	-0-	150.00	700	550.00
INdustrial Prospects	-0-	228.44	500	271.56
Forestry	-0-	-0-	150	150.00
Goodwill	-0-	89.86	250	160.14
Aviation	-0-	-0-	100	100.00
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	-0-	250	250.00
Forestry Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	260.07	5,638.18	14,300	8,661.82
TOTAL - ADMIN.,OPERATIVE & PROGRAM	6,520.16	$34,477.47	91,662	57,184.53

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FINANCIAL STATEMENT
APRIL, 1979

INCOME & EXPENSES OTHER SOURCES	Income April	Income Year to Date	Expenses April	Expenses Year to Date
Annual Banquet	-0-	$13,495.00	-0-	$15,716.58
Women's Luncheon	205.75	536.55	224.25	506.70
First Friday	237.00	366.00	-0-	239.20
Jr. Livestock Prem. & Expenses	862.50	2,591.50	114.00	1,863.41
Jr. Livestock Sale	36,785.37	83,239.60	-0-	83,237.59
Career Fair	37.50	1,155.00	-0-	1,519.60
Building Fund	-0-	500.00	-0-	500.00
STAR PROGRAM	150.00	150.00	-0-	-0-
	$38.278.12	$102,033.65	$ 338.25	$103,583.08

RECAP:

Bank Balance, April 1, 1979		(-$9,901.72)
Income, Administrative, Operative, & Committee	$ 5,655.00	
Income, Other Sources	38,278.12	$43,933.12
		$34,031.40
Expenses, Administrative & Operative	$6,260.09	
Expenses, Committee	260.07	
Expenses, Other Sources	338.25	$ 6,858.41
Bank Balance, April 30, 1979		27,172.99
		$34,031.40

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MINUTES
BOARD OF DIRECTORS
June 8, 1979 - 11:00 a.m.
Chamber Office

PRESENT: H.J. Shands, Jr., Devereux Chapman, Warren DuBose, Johnny Jackson, Harold Maxwell, Mark Miller, Robert Poland, Monty Stafford, Jim Stephens, Robbie Warren, Mark Swan

ABSENT: Louis Bronaugh, Dr. Allan Cannon, Janie Chappell, Paul Durham, Raymond Moore, Robert Richardson, Tom Selman, John Waak

Attendance: 61%

H.J. Shands, Jr., called the meeting to order.

MAY MINUTES: Minutes to the May meeting of the Board were approved on motion made by Johnny Jackson, second by Mark Miller.

MAY FINANCIAL REPORT: Jerry Huffman, Chamber Manager, presented the financial report for Treasurer Robert Richardson. The following new members were presented for approval: R.B. Thompson, Developer, Angelina Glass, Haney Trucking, Vita-Foods, Inc., William J. Lyon & Assoc., Inc., L.C. Jones Mobil, Brock's Service, Inc., Diamond Photo, Automotive Parts Depot, Roach Enterprises, Retha's Realty, Bolyard's Uniform Center, Wishing Well Antiques. A copy of the financial statement is attached to these minutes. New members and the May Financial Statement were approved as presented on motion made by Devereux Chapman, second by Jim Stephens.

LVCB REPORT: LVCB manager Celso Harper presented a copy of his 79-80 proposed budget which he will present to the Board of City Development & City Commission next month. The new budget was an increase of about $10,000 for the coming year to a total of almost $49,000. The new increase requested was basically due to a proposed advertising effort to be carried out by the LVCB during the next year in selected newspapers and magazines. Harper said he would report back to the Board on the acceptance of his new budget. He also was including a recommendation to the City Commission to increase the hotel/motel tax from 3% to 4%. This increase would be an additional $25,000 in income toward the Civic Center maintenance fund and the LVCB budget. Harper told the Board that site location for Civic Club signs were progressing slowly but he expected at least two up soon. Also, a proposed new area lighted highlight map to be placed in the Chamber office was defeated on a motion made by Jim Stephens, second by Johnny Jackson.

AVIATION REPORT: The Aviation Committee recommended to the Board to sanction a protest of Metro Airlines deleting service to Angelina County Airport to the Texas Aeronautics Commission. Discussion followed and Robbie Warren made the motion to sanction such a protest, second by Warren DuBose. Motion unanimously carried.

INDUSTRIAL FOUNDATION REPORT: Chamber of Commerce Manager Huffman presented a recommendation from the Industrial Foundation to offer an 11.6+ acre tract in the North Loop property at a price of $3,500 per acre to Nikkel Corporation of Sacramento, California for the location of a wood moulding plant here. He said the principals involved were close to making a decision on this and a positive answer was expected soon. Recommentation was approved on motion made by Devereux Chapman and second by Mark Miller.

TEC MEETING: Huffman also reported on a TEC meeting hosted by the Chamber for area businessmen. The purpose was for TEC to receive input from the local business community on ways TEC could better help them. First meeting had been held and Maxine Lindstrom

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of First Bank & Trust had been elected chairperson. Meetings were to be held quarterly. One of the needs expressed to TEC was the need to have more business-help seminars such as the one upcoming on targeted jobs tax credit, etc.

ANNOUNCEMENTS: Huffman announced the upcoming IRS/TEC Seminar on Advanced Payment of Earned Income Credit and the Targeted Jobs Tax Credit which was set for June 22, 9-12noon at the Chamber office.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice President

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

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MAY, 1979

	MAY	YR. TO DATE	BUDGET	BUDGET BALANCE
INCOME				
Membership Dues	$ 1,835.82	$58,100.63	$73,000	$14,899.37
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	600.00	1,200.00	3,600	2,400.00
New Members	1,360.00	2,835.00	8,500	5,665.00
Lotus Lane	-0-	3,000.00	12,000	9,000.00
Miscellaneous	-0-	-0-	-0-	-0-
TOTAL INCOME	$ 3,795.82	$65,135.63	$102,100	$36,964.37
ADMINISTRATIVE EXPENSE				
Salaries	$ 3,155.40	$15,682.40	$ 39,162	$23,479.60
Manager Retirement	525.00	753.39	2,100	1,346.61
Auto & Travel	300.00	1,500.00	3,600	2,100.00
Staff Insurance	145.52	769.48	1,750	980.52
Payroll Taxes	178.12	1,066.39	2,700	1,633.61
Regular Expenses	150.00	750.00	1,800	1,050.00
TOTAL ADMINISTRATIVE EXPENSES	$ 4,454.04	$20,521.66	$ 51,112	$30,590.34
OPERATIVE EXPENSE				
Building Payment	$ 367.69	1,838.45	4,500	2,661.55
Building Expense	-0-	1,360.93	2,500	1,139.07
Janitorial Service	80.00	421.99	1,100	678.01
Telephone Expense	119.46	554.48	1,200	645.52
Office Supplies	197.80	364.99	1,350	985.01
Utilities	81.19	585.10	2,200	1,614.90
Equipment	128.16	1,263.49	2,000	736.51
Dues, Subs., Pubs.	95.00	4,067.00	1,200	(-2,867.00)
Public Relations	-0-	-0-	300	300.00
Schools & Conferences	177.50	852.50	1,500	647.50
Postage	222.95	946.65	2,500	1,553.35
Maintenance	-0-	20.00	250	230.00
Insurance	48.00	547.00	1,000	453.00
Printing	298.20	1,800.59	3,750	1,949.41
Audit	-0-	-0-	900	900.00
TOTAL OPERATIVE EXPENSES	$1,815.95	$14,623.17	26,250	11,626.83
TOTAL OPERATIVE & ADMINISTRATIVE EXPENSES	$6,269.99	$35,144.83	$77,362	$ 42,217.17
PROGRAM EXPENSES				
Tourism/Conventions	-0-	$ 5,082.75	$10,000	$ 4,917.25
Beautification	74.54	99.61	750	650.39
Lufkin/Doches	-0-	-0-	250	250.00
Education	65.49	127.55	300	172.45
Transportation	-0-	-0-	300	300.00
Legislation	-0-	150.00	700	550.00
Industrial Prospects	327.00	555.44	500	(- 55.44)
Forestry	114.00	114.00	150	36.00
Goodwill	13.89	103.75	250	146.25
Aviation	-0-	-0-	100	100.00
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	-0-	250	250.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	594.92	$6,233.10	$14,300	$ 8,066.90
TOTAL OPERATIVE, ADM. & PRO.	$6,864.91	$41,377.93	$91,662	$50,284.07

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May, 1979

INCOME & EXPENSES
OTHER SOURCES

	INCOME MAY	YEAR TO DATE INCOME	EXPENSES MAY	EXPENSES YEAR TO DATE
ANNUAL BANQUET	-0-	$13,495.00	-0-	$15,716.58
WOMEN'S LUNCHEON	70.90	607.45	149.67	656.37
FIRST FRIDAY	273.00	639.50	286.00	525.20
JR. LIVESTOCK PREM. & EXP.	140.50	2,732.00	657.50	2,520.91
JR. LIVESTOCK SALE	-0-	83,239.60	-0-	83,237.59
CAREER FAIR	225.00	1,380.00	-0-	1,519.60
STAR PROGRAM	750.00	900.00	-0-	-0-
HUSHPUPPY OLYMPICS	50.00	50.00	-0-	-0-
CONTRIBUTION TO BLDG. FUND	-0-	500.00	-0-	500.00
WOODLANDS CLINIC	247.00	247.00	245.70	245.70
	$ 1,756.40	$103,790.55	1,338.87	$104,921.95

RECAP:

Bank Balance, May 1, 1979		$27,172.99
Income, Administrative, Operative & Committee -	$3,795.82	
Income, Other Sources	1,756.40	5,552.22
		$32,725.21
Expenses, Administrative & Operative	$6,269.99	
Expenses, Committee	594.92	
Expenses, Other	1,338.87	
		$8,203.78
Bank Balance, May 31, 1979		24,521.43
		$32,725.21

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MINUTES
BOARD OF DIRECTORS
July 20, 1979 - 11:00 a.m.
Chamber Office

PRESENT: H.J. Shands, Jr., Louis Bronaugh, Devereux Chapman, Warren Dubose, Johnny Jackson, Harold Maxwell, Raymond Moore, Robert Poland, Robert Richardson, Mark Swan, John Waak, Robbie Warren

ABSENT: Dr. Allan Cannon, Janie Chappell, Paul Durham, Mark Miller, Tom Selman, Monty Stafford, Jim Stephens

GUESTS: Joe Byrd & Tom Paxson, Beautification Committee, Simon Henderson,III, Aviation Committee

H.J. Shands, Jr., President, called the meeting to order.

JULY MINUTES: July minutes were approved on motion made by John Waak and seconded by Louis Bronaugh.

FINANCIAL STATEMENT: Robert Richardson, Treasurer, presented the July financial report as attached to these minutes. Johnny Jackson made the motion to approve the report as presented, seconded by W.A. DuBose. Motion carried.

AVIATION COMMITTEE: Simon Henderson, III, Chairman of the Aviation Committee reported that representatives of the committee had met with Eagle Commutor Airlines of Brownwood in reference to obtaining commercial air service for the area. In conversation with them, Henderson said he felt that possibly they might be interested but felt our best way to go would be to look toward a locally owned air service. He commented that research was still being done on this possibility and he hoped to have a more detailed report soon.

LVCB REPORT Manager Celso Harper reported that the Visitor and Convention Bureau had surveyed the marinas at Sam Rayburn in reference to the recent gas shortage situation and found most of them were in good shape with gasoline supplies. He felt our tourist trade would be in good shape even with the shortage due to the many folks traveling shorter distances to vacation.

PUBLIC HEALTH REGION 10 OFFICE: Chamber Manager Jerry Huffman reported that the Chamber had met with officials of the Texas Department of Health about the possibility of locating the regional offices for Region 10 here. He said initially they would employ about ten persons and then up to 100 or more within a few years. He hoped to hear a response from them within the next few weeks.

BEAUTIFICATION REPORTS: A report on area Beautification activities was given by Beautification Committee Chairman Joe Byrd. He commented his committee had been active promoting area beautification awards presented at First Friday and Yard Beautiful program. He said that an area wide anti-litter campaign was in the planning stages for the early fall. Tom Paxson, a sub-committee chairman for the committee reported that he was finalizing plans for creating a city wide beautification effort. The idea was to create a "how to" brochure on commercial beautifications activities to create continuity of beautification in the area. He hoped to have his program finalized in the next few weeks. Byrd said the committee was active and hoped to begin other projects before the year was out. President Shands thanked Byrd and Paxson for their efforts and the fine report.

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EXPOSITION CENTER REPORT: Johnny Jackson reported for the Exposition Task Force Committee on a proposed exposition facility for Angelina County. He said the project was anticipated to be approximately $1.5 million for a complete covered 108,000 sq. feet exhibition hall and rodeo arena. The committee was to make a presentation to the Industrial Foundation in reference to obtaining a 36-acre tract adjacent to Ellen Trout Park. Financing the project was being looked into from several ways - private donations, bond financing and a loan from the Farmers Home Administration. He commented that both the City and County seemed extremely receptive to the idea at this point and it looked like we might have an answer on the proposal within 90 days. George Henderson has accepted the chairmanship of the finance committee for the project.

RETIREMENT RECOMMENDATION: Chamber Manager Huffman said he was not completely prepared yet to give a recommendation on employee retirement program but hoped to have figures ready soon.

NEWS MEDIA RECEPTION: The idea of having another news media reception was mentioned and consensus of the Board was that we should do this. Chamber Manager Huffman was instructed to contact the Goodwill Committee about again hosting this event.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

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JUNE 1979

	JUNE	YR. TO DATE	BUDGET	BUDGET BALANCE
INCOME				
Membership Dues	$ 869.16	$58,969.79	$73,000	$14,030.21
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	300.00	1,500.00	3,600	2,100.00
New Members	240.00	3,075.00	8,500	5,425.00
Lotus Lane	3,000.00	6,000.00	12,000	6,000.00
Miscellaneous	41.13	41.13	-0-	(-41.13)
TOTAL INCOME	$ 4,450.29	$69,585.92	$102,100	$32,514.08
ADMINISTRATIVE EXPENSE				
Salaries	$ 3,171.50	$18,883.59	$39,162	$20,278.41
Manager Retirement	(-525.00)	228.59	2,100	1,871.41
Auto & Travel	300.00	1,800.00	3,600	1,800.00
Staff Insurance	145.52	915.00	1,750	835.00
Payroll Taxes	194.42	1,106.47	2,700	1,593.53
Regular Expenses	150.00	900.00	1,800	900.00
TOTAL ADMINISTRATIVE EXPENSES	$3,436.44	$23,833.65	$51,112	$27,278.35
OPERATIVE EXPENSE				
Building Payment	-0-	$ 1,838.45	$ 4,500	$ 2,661.55
Building Expense	250.00	1,610.93	2,500	889.07
Janitorial Service	80.00	501.99	1,100	598.01
Telephone Expense	109.21	663.69	1,200	536.31
Office Supplies	217.28	582.27	1,350	767.73
Utilities	120.38	705.48	2,200	1,494.52
Equipment	128.16	1,391.65	2,000	608.35
Dues, Subs., Pubs.	100.00	4,167.00	1,200	(- 2,967.00)
Public Relations	71.92	71.92	300	228.08
Schools & Conferences	55.00	907.50	1,500	592.50
Postage	240.00	1,186.65	2,500	1,313.35
Maintenance	-0-	20.00	250	230.00
Insurance	124.00	671.00	1,000	329.00
Printing	230.16	2,030.75	3,750	1,719.25
Audit	-0-	-0-	900	900.00
TOTAL OPERATIVE EXPENSES	$1,726.11	16,349.28	$26,250	$ 9,900.72
TOTAL OPERATIVE & ADMINISTRATIVE EXPENSES	$5,162.55	$40,182.93	$77,362	$37,179.07
PROGRAM EXPENSES				
Tourism/Conventions	$ 134.10	$ 5,216.85	$10,000	$ 4,783.15
Beautification	125.30	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	250.00
Education	249.91	377.46	300	(- 77.46)
Transportation	-0-	-0-	300	300.00
Legislation	-0-	150.00	700	550.00
Industrial Prospects	104.25	659.69	500	(- 159.69)
Forestry	-0-	114.00	150	36.00
Goodwill	-0-	103.75	250	146.25
Aviation	-0-	-0-	100	100.00
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	-0-	250	250.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	$ 613.56	$ 6,846.66	$14,300	$ 7,453.34
TOTAL OPERATIVE, ADMIN., & PROGRAM	$5,776.11	$47,029.59	$91,662	$44,632.41

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FINANCIAL STATEMENT
JUNE, 1979

	INCOME JUNE	YTD INCOME	EXPENSES JUNE	YTD EXPENSES
ANNUAL BANQUET	30.00	$13,525.00	-0-	$15,716.58
WOMEN'S LUNCHEON	128.00	735.45	167.71	824.00
FIRST FRIDAY	120.00	759.50	460.87	986.07
JR. LIVESTOCK SALE	-0-	83,239.60	-0-	83,237.59
JR. LIVESTOCK PREMIUMS	-0-	2,732.00	-0-	2,520.91
CAREER FAIR	-0-	1,380.00	-0-	1,519.60
WOODLANDS CLINIC	-0-	247.00	-0-	245.70
CONTRIBUTION TO BLDG. FUND	-0-	500.00	-0-	500.00
STAR SCHOLARSHIP	150.00	1,050.00	-0-	-0-
HUSHPUPPY OLYMPICS	-0-	50.00	-0-	-0-
	$ 428.00	$104,168.55	$ 628.58	$105,550.53

RECAP:

Bank Balance, June 1, 1979		$ 24,521.43
INCOME:		
ADMINISTRATIVE, OPERATIVE & COMMITTEE	$4,450.29	
OTHER SOURCES	428.00	
		4,878.28
		$ 29,399.72
EXPENSES:		
ADMINISTRATIVE & OPERATIVE	$5,162.55	
COMMITTEE	613.56	
OTHER SOURCES	628.58	
		$ 6,404.69
Bank Balance, June 30, 1979		22,995.03
		$ 29,399.72

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MINUTES
BOARD OF DIRECTORS
August 10, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Janie Chappell, Warren DuBose, Johnny Jackson, Harold Maxwell, Mark Miller, Robert Richardson, Tom Selman, Jim Stephens, John Waak, Robbie Warren

BOARD MEMBERS ABSENT: Dr. Allan Cannon, Paul Durham, Raymond Moore, Robert Poland, Monty Stafford

Attendance: 66%

President H.J. Shands, Jr, called the meeting to order.

JULY MINUTES: Minutes to the July meeting of the Board were approved on motion made by Robbie Warren and seconded by Harold Maxwell.

JULY FINANCIAL STATEMENT: Robert Richardson, Treasurer, presented the July financial report to the Board as attached to these minutes. The report was approved as presented on motion made by Robbie Warren and seconded by Louis Bronaugh.

LVCB REPORT: Celso Harper, Manager, reported that activities at the Civic Center were very busy and that no Saturday dates were available until June of 1980. He commented that the gas shortage had caused some problems in the tourist industry but that more and more people seemed to be making shorter trips. He said the Texas Tourist Agency was redoing their ad campaigns to go after this type of short term, short distance traveler.

INDUSTRIAL FOUNDATION REPORT: Chamber Manager Huffman reported on the new plant which would be announced soon. The new plant was Chromium Corporation of America which would initially employ about fifty persons. He said their decision culminated several months of effort by the Chamber Industrial Prospect Committee headed by James Kerbo and the Industrial Foundation. The company was purchasing a twelve acre tract at the corner of Spence and Loop 287. He told the Board that Chromium had asked that this property be annexed into the City of Lufkin and he needed Board approval to present such a proposal to the City Planning and Zoning Commission and the City Commission. Johnny Jackson made the motion to authorize Huffman to proceed with the necessary administration to get the twelve acres annexed into the City. Motion seconded by Louis Bronaugh. Motion carried unanimously. Huffman also reported the Industrial Foundation had recommended a 36+ acre tract immediately adjacent to Ellen Trout Park be set aside for a proposed County Exposition Center. He said a special citizens group is planning to make a proposal to the County to obtain funds for such a facility and this site was a perfect location for it due to its proximity to the Park. The Foundation he said set a price on the property of $2500 per acre. Jim Stephens made the motion to set aside the 36+ acre tract adjacent to Ellen Trout Park for $2500 per acre for the purpose of a proposed Exposition Center. Motion seconded by Devereux Chapman. Motion unanimously carried.

JUNIOR ACHIEVEMENT REPORT: Huffman reported also on the upcoming Junior Achievement program for the 79-80 school year. He said the program would begin October 1 with five JA chapter this year. Sheila Telford had accepted the responsibility of coordinating the effort for the year. He said approximately $4000 had been raised from area businesses to carry out the program for the year and that the Southland Foundation had granted another $2500 as they did last year to assist with the effort.

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NOMINATING COMMITTEE APPOINTMENT: President Shands announced it was time to begin consideration for new directors to be elected to the Board. He appointed a committee of Jim Stephens as Chairman, Rufus Duncan, Oscar Brookshire, Janie Chappell and Harold Maxwell to come with a slate of six directors to be presented to the membership in compliance with the by-laws. Chamber manager Huffman commented the committee needed to meet before September 1 to arrive at a list of proposed directors so they could be sent to the membership in time to be approved at the October Board meeting.

HOUSING AUTHORITY: Huffman also briefed the Board on the proposed Housing Authority which had been created by the City for the purpose of securing financing for low and moderate income housing. Housing Committee Chairman Mark Miller set a meeting of his committee for Tuesday, August 14, 11:00 a.m. to discuss this and other proposals.

SALARY CONSIDERATIONS: President Shands asked Chamber manager Huffman to be excused so the Board could consider salary considerations for the Chamber staff. He told the Board the need to consider the salaries stemmed from a job offer received by the manager and therefore they felt the salaries should be considered for him and the other staff members at the same time. President Shands asked Jim Stephens to present a recommendation to the Board that had been arrived at by a special committee of Past Presidents to give the Board a base point for consideration. Stephens offered the following:

	Increase in 79 Budget
CHAMBER MANAGER HUFFMAN:	
Salary: Increase from $22, 470 per year to $27,000 per year retroactive to August 1, 1979	+ $1,887.50
EXPENSE ALLOWANCE: Pay expenses as submitted to Chamber	No Increase
AUTO: Delete present auto allowance of $250 per month and furnish the manager with a auto including related expenses as gas, insurance, maintenance	+ $750.00
RETIREMENT: Decrease from 10% per month by Chamber to 5% by Chamber and 5% by employee	No Increase
OFFICE MANAGER GEORGIA HUNT:	
SALARY: Increase from $749 per month to $850 per month Retroactive to August 1, 1979	+ $495.00
RETIREMENT: Instigate a retirement program where Chamber pays 5% and employee pays 5%	No Increase
SECRETARY JEAN HARPER:	
SALARY: Increase from $550 per month to $625 per month Retroactive to August 1, 1979	+ $375.00
RETIREMENT: Instigate a retirement program where Chamber pays 5% and employee pays 5%	No Increase
TOTAL NET INCREASE IN 1979 BUDGET FOR ALL CONSIDERATIONS:	$3,507.50

Budget set presently at $91,662 with income expected of $102,100 so increases can be absorbed in present income limits. For 1980, these increases would amount to a total of $8,565. New income expected from re-evaluations of dues and new memberships would more than offset this. Discussion followed among the Board on this recommendation. After discussion, Louis Bronaugh made the motion to accept the recommendations for the staff as presented, seconded by Mark Miller. Motion carried unanimously.

There being no further business, the meeting was adjourned.

Jerry Huffman, Executive Vice Pres.

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE — July, 1979
FINANCIAL STATEMENT

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	July 1979	Year to Date	Budget	Budget Bal.
INCOME				
Membership Dues	$5,089.16	$64,058.95	73,000	$ 8,941.05
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	-0-	1,500.00	3,600	2,100.00
New Members	120.00	5,746.05	8,500	2,753.95
Lotus Lane	-0-	6,000.00	12,000	6,000.00
Miscellaneous	1.20	42.33	-0-	(- 42.33)
TOTAL INCOME	$5,210.36	$77,347.33	$102,100	$24,752.67
ADMINISTRATIVE EXPENSE				
Salaries	$3,187.68	$22,071.27	$ 39,162	$17,090.73
Manager Retirement	-0-	228.59	2,100	1,871.41
Auto & Travel	368.40	2,168.40	3,600	1,431.60
Staff Insurance	145.52	1,060.52	1,750	689.48
Payroll Taxes	214.88	1,321.35	2,700	1,378.65
Regular Expenses	150.00	1,050.00	1,800	750.00
TOTAL ADMINISTRATIVE EXPENSE	$ 4,066.48	$27,900.13	$ 51,112	$23,211.87
OPERATIVE EXPENSE				
Building Payment	$ 367.69	2,206.14	$ 4,500	$ 2,293.86
Building Expense	156.34	1,767.27	2,500	732.73
Janitorial Service	-0-	501.99	1,100	598.01
Telephone Expense	98.75	762.44	1,200	437.56
Office Supplies	130.15	712.42	1,350	637.58
Utilities	133.90	839.38	2,200	1,360.62
Equipment	128.16	1,519.81	2,000	480.19
Dues, Subs., Pubs.	97.70	4,264.70	1,200	(-3,064.70)
Public Relations	-0-	71.92	300	228.08
Schools & Conferences	-0-	907.50	1,500	592.50
Postage	42.93	1,229.58	2,500	1,270.42
Maintenance	-0-	20.00	250	230.00
Insurance	114.00	785.00	1,000	215.00
Printing	248.00	2,248.75	3,750	1,471.25
Audit	1,000.00	1,000.00	900	(- 100.00)
TOTAL OPERATIVE EXPENSE	$ 2,517.62	$18,866.90	$26,250	$ 7,383.10
TOTAL OPERATIVE & ADM. EXPENSES	$ 6,584.10	$46,767.03	$77,362	$30,594.97
PROGRAM EXPENSES				
Tourism/Conventions	-0-	$ 5,216.85	$10,000	$ 4,783.15
Beautification	-0-	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	-0-
Education	-0-	377.46	300	(- 77.46)
Transportation	-0-	-0-	300	300.00
Legislation	-0-	150.00	700	550.00
Industrial Prospects	-0-	659.69	500	(- 159.69)
Forestry	-0-	114.00	150	36.00
Goodwill	51.84	155.59	250	94.41
Aviation	135.00	135.00	100	(- 35.00)
Membership	-0-	-0-	100	100.00
Business/Industry Rela.	-0-	-0-	150	150.00
Agri-Business	63.00	63.00	250	187.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	$ 249.84	$7,096.50	$ 14,300	$ 7,203.50
TOTAL OPERATIVE, ADM., & PROGRAM	$ 6,834.02	$53,863.53	$91,662	$37,798.47

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

SELF SUSTAINING PROJECTS	INCOME JULY, 1979	YTD INCOME	EXPENSES JULY	YTD EXPENSES
Annual Banquet	$ 45.00	$13,570.00	-0-	$15,716.58
Women's Luncheon	188.50	923.95	146.94	970.94
First Friday	120.00	879.50	204.75	1,190.82
Jr. Livestock Sales	-0-	83,239.60	-0-	83,237.59
Jr. Livestock Premiums	-0-	2,732.00	-0-	2,520.91
Career Fair	-0-	1,380.00	-0-	1,519.60
Woodlands Clinic	-0-	247.00	-0-	245.70
Contributions to Bldg. Fund	-0-	500.00	-0-	500.00
Star Scholarship	-0-	1,050.00	-0-	-0-
Hushpuppy Olympics	-0-	50.00	-0-	-0-
Police Films	700.00	700.00	-0-	-0-
	$1,053.50	$105,272.05	$351.69	$105,902.14

RECAP:

Bank Balance, July 1, 1979			$ 22,995.05
INCOME:			
	Administrative, Operative & Committee	$5,210.36	
	Other Sources	1,053.50	6,263.86
			$ 29,258.91
EXPENSES:			
	Administrative & Operative	$6,584.10	
	Committee	249.84	
	Other Sources	351.69	$ 7,185.63
Bank Balance, July 31, 1979			22,073.28
			$ 29,258.91

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MINUTES
BOARD OF DIRECTORS
September 21, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Dr. Allan Cannon, Janie Chappell, Johnny Jackson, Harold Maxwell, Robert Poland, Robert Richardson, Jim Stephens, Mark Swan, John Waak, Robbie Warren

BOARD MEMBERS ABSENT: Devereux Chapman, Warren DuBose, Paul Durham, Mark Miller, Raymond Moore, Tom Selman, Monty Stafford

Attendance: 63%

H.J. Shands, Jr., President, called the meeting to order.

AUGUST MINUTES: On motion made by Johnny Jackson and seconded by John Waak, the minutes to the August meeting of the Board were unanimously approved.

AUGUST FINANCIAL STATEMENT: Robert Richardson, Treasurer, presented the August financial statement to the Board as attached to these minutes. On motion made by Robbie Warren and seconded by Dr. Allan Cannon, the financial statement for August was unanimously approved. Richardson also presented the following new members and cancellations: New Members: Mr. Go Airport Shuttle, Action Cleaning Service, Fantastic Sams, Armco Electrical Motors and Ray Davis Utility & Plumbing Contractors. Cancellations: Village Homes (non payment), Wickes Lumber (requested), W.H. Johnston Co. (sold out), Bluebonnet Realty (out of business), Dan Jones Real Estate (out of business), Pouland Real Estate (requested) and Best Builders (out of business). The new members and cancellations were accepted as presented on motion made by John Waak and seconded by Mark Swan.

DIRECTORS NOMINATING REPORT: Jim Stephens, chairman of the directors nominating committee, reported that the election process for new directors had been duly carried out and the following six names presented to the membership: Nancy Mewbourn, Chuck Stemple, Simon Henderson, III, Kenzy Hallmark, Jim Hunt and James Kerbo. He indicated a motion was needed from the Board to approve the election. Bob Poland made the motion to approve the election and consider these six names presented as newly elected members of the Board. Motion seconded by Robbie Warren and unanimously carried.

OFFICER NOMINATING COMMITTEE APPOINTMENT: President Shands appointed the following to serve as a nominating committee for a slate of officers for 1980. The appointees were: Jim Stephens, Chairman, Devereux Chapman and Tom Selman. They would report to the Board at the October meeting of the Board.

1980 BANQUET COMMITTEE APPOINTMENT: Shands also appointed Alan Miller to head the 1980 Banquet for the Chamber. Date set for the event was February 3, 1980. He asked if any of the Board had suggestions for speakers for the event to contact him or Chamber manager Jerry Huffman.

INDUSTRIAL FOUNDATION REPORT: Chamber manager Huffman reported that the annexation of the twelve acre site to be purchased by Chromium Corporation of America from the Foundation had been completed. He told the Board the City was requesting the Board to consider having all the remaining acreage annexed into the City at this time due to the cost involved in the annexation process. It was the consensus of the Board to let the Industrial Foundation Board of Trustees study this proposal and make a recommendation

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to the Chamber Board. Huffman also reported the East Texas Chamber of Commerce Industrial Tour was set for October 1-5 and they would be visiting industrial prospects in Chicago, Pittsburgh & New York. He said that he and James Kerbo, Industrial Prospect Committee Chairman would be attending this tour.

CENTRAL BUSINESS CORPORATION REPORT: Huffman reported the CBD Board had met and were planning to request a special planning study be done in the CBD area through the City. They felt this would be of invaluable assistance in getting their program off and running.

RESOLUTION ON CHAMBER AUTO:
BE IT RESOLVED

That whereas, the Chamber Board has authorized the purchase of an automobile for the use of the Executive Vice President, and

Whereas, due bids have been taken and a decision made to purchase a 1979 Chevrolet Caprice Classic from Angelina Chevrolet/Cadillac Company.

Therefore, the Board of Directors on duly made motion by Jim Stephens, second by Mark Swan, authorize President H.J. Shands, Jr., and Executive Vice President Jerry Huffman to enter into such purchase at the total price of $7,780.30, to be financed at General Motors Acceptance Corporation for 7%, monthly payments for thirty-six (36) months of $261.43 each.

Passed this twenty-first day of September, 1979

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT
Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2018:001
August, 1979

	August 1979	Year to Date	Budget	Budget Balance
INCOME				
Membership Dues	$ 785.25	$64,844.20	$73,000	$8,155.80
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	300.00	1,800.00	3,600	1,800.00
New Members	248.33	5,994.38	8,500	2,505.62
Lotus Lane	-0-	6,000.00	12,000	6,000.00
Miscellaneous	-0-	42.33	-0-	(-42.33)
TOTAL INCOME	$1,333.58	$78,680.91	$102,100	$23,419.09
ADMINISTRATIVE EXPENSE				
Salaries	$ 3,501.48	$25,572.75	$ 41,920*	$16,347.25
Staff Retirement	-0-	228.59	2,100	1,871.41
Auto Expenses	450.00	2,618.40	4,350*	1,731.60
Staff Insurance	145.52	1,206.04	1,750	543.96
Payroll Taxes	194.42	1,515.77	2,700	1,184.23
Regular Expenses	37.80	1,087.80	1,800	712.20
TOTAL ADMINISTRATIVE EXPENSE	$ 4,329.22	$32,229.35	$ 54,620	$ 22,390.65
OPERATIVE EXPENSE				
Building Payment	$ 367.69	$ 2,573.81	$ 4,500	$ 1,926.19
Building Expense	10.00	1,777.27	2,500	722.73
Janitorial Service	160.00	661.99	1,100	438.01
Telephone Expense	132.77	895.21	1,200	304.79
Office Supplies	(-67.01)	645.41	1,350	704.59
Utilities	133.73	973.11	2,200	1,226.89
Equipment	128.16	1,647.97	2,000	352.03
Dues, Subs., & Publications	363.50	4,628.20	1,200	(- 3,438.00)
Public Relations	56.30	128.22	300	171.78
Schools & Conferences	398.00	1,305.50	1,500	194.50
Postage	200.00	1,429.50	2,500	1,070.50
Insurance	-0-	785.00	1,000	215.00
Maintenance	-0-	20.00	250	230.00
Printing	271.97	2,520.72	3,750	1,229.28
Audit	-0-	1,000.00	900	(- 100.00)
TOTAL OPERATIVE EXPENSE	$2,155.11	$20,991.91	$ 26,250	$ 5,258.00
TOTAL OPERATIVE & ADMINISTRATIVE EXP.	$6,484.33	$53,221.26	$ 80.870	$ 27,648.74
PROGRAM EXPENSES				
Tourism/Conventions	$1,924.63	$ 7,141.48	$ 10,000	$ 2,858.52
Beautification	-0-	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	377.46	300	(- 77.46)
Transportation	-0-	-0-	300	300.00
Legislation	-0-	150.00	700	550.00
Industrial Prospects	-0-	659.69	500	(- 159.69)
Forestry	-0-	114.00	150	36.00
Goodwill	9.26	164.85	250	85.15
Aviation	-0-	135.00	100	(- 35.00)
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	63.00	250	187.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	$ 1,933.89	$9,030.39	$14,300	$ 5,269.61
TOTAL ADMINIS., OPERATIVE & PROGRAM	$ 8,418.22	$62,251.65	$95,170*	$ 32,918.35

*As amended by Board August, 1979

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Financial Statement
August, 1979

SELF SUSTAINING PROJECTS	INCOME August	YEAR TO DATE INCOME	EXPENSES AUGUST	YEAR TO DATE EXPENSES
Annual Banquet	$ -0-	$13,570.00	-0-	$15,716.58
Women's Luncheon	270.00	1,193.95	403.23	1,375.17
First Friday	208.00	1,087.50	-0-	1,190.82
Jr. Livestock Sale	-0-	83,239.60	-0-	83,237.59
Jr. Livestock Premiums	-0-	2,732.00	-0-	2,520.91
Career Fair	-0-	1,380.00	-0-	1,519.60
Woodlands Clinic	-0-	247.00	-0-	245.70
Con. to Building Fund	-0-	500.00	-0-	500.00
STAR Scholarship	-0-	1,050.00	150.00	150.00
Hushpuppy Olympics	50.00	50.00	-0-	-0-
Police Films	200.00	900.00	-0-	-0-
Teacher Banquet	525.00	525.00	-0-	-0-
	$ 1,203.00	$106,754.05	$553.23	$106,455.37

RECAP:

Bank Balance, August 1, 1979		$22,073.28
INCOME:		
ADministrative, Operative & Committee	$1,333.58	
Other Sources	1,203.00	
		$24,609.86
Expenses:		
Administration, Operative	$6,484.33	
Committee	1,933.89	
Other Sources	553.23	
		$ 8,971.45
Bank Balance, August 31, 1979		15,638.41
		$24,609.86

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MINUTES
BOARD OF DIRECTORS
October 12, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Dr. Allan Cannon, Janie Chappell, Warren DuBose, Johnny Jackson, Harold Maxwell, Mark Miller, Robert Richardson, Monty Stafford, Robbie Warren, Mark Swan

BOARD MEMBERS ABSENT: Devereux Chapman, Paul Durham, Raymond Moore, Robert Poland, Jim Stephens, Mark Swan, John Waak

Attendance: 61%

H.J. Shands, Jr., President, called the meeting to order.

SEPTEMBER MINUTES: The minutes to the September meeting of the Board were approved as presented on motion made by Johnny Jackson and seconded by Robbie Warren.

SEPTEMBER FINANCIAL STATEMENT: Treasurer Robert Richardson presented the September financial statement as attached to these minutes. After reviewing the statement with the Board, a motion was made by Robbie Warren, seconded by Dr. Allan Cannon to approve the statement as presented.

LVCB REPORT: Celso Harper, Manager of the Visitor & Convention Bureau, formally turned in his resignation to the Board effective November 1. Harper cited his reason for leaving was to accept another job in another career opportunity. He thanked the Board for the privilege of working with them and the leadership of the Chamber. President Shands thanked Harper for a job well done and wished him well in his new endeavor. Louis Bronaugh made a motion that the Chamber pass a resolution commending Harper on his fine work with the Bureau and present it to him at a later date. Motion seconded by Johnny Jackson and unanimously carried.

INDUSTRIAL FOUNDATION REPORT: President Shands brought the Board up to date on several activities with the Industrial Foundation. Nikkel Corporation of Sacramento was getting very close to solving their financial needs and had made a definite statement they would locate a new plant in Lufkin. The plant would be a wood moulding operation and employ initially about 75 persons. Wheelabrator-Fry had looked at the area for a potential location for one of their subsidiaries but Shands said he had doubts as to whether they would locate here. Chamber Manager Huffman reported that he and James Kerbo, Chairman of the Industrial Prospect Committee attended the Annual East Texas Industrial Tour, October 1-5 to Chicago, Pittsburgh and New York. He commented they made several good contacts and hoped to hear more from these contacts later.

1980 OFFICER NOMINATING REPORT: Chamber Manager Huffman reported for committee chairman Jim Stephens who was unable to attend. Stephens' committee composed of himself, Devereux Chapman, and Tom Selman placed the following slate in nomination for next year. They were: PRESIDENT: Robert Richardson, VICE PRESIDENTS: Bob Poland, Louis Bronaugh, Harold Maxwell and Monty Stafford; TREASURER: James Kerbo. President Shands asked if there were any nominations from the floor. Johnny Jackson made the motion that nominations cease and the recommended slate be elected by acclamation, second by Mark Swan, motion unanimously carried. Richardson thanked the Board for the honor and commented he looked forward to working together with the Board next year.

cont.

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AVIATION COMMITTEE REPORT: President Shands said plans were progressing in making a deal with Eagle Commuter Airlines of Brownwood to serve the Lufkin market. He said Arthur Temple had agreed to purchase a plane to lease to Eagle for this purpose. Initial plans were flights only to Dallas (DFW) and add other flights later. He said that a total of $60,000 worth of stock would be sold in Eagle to local participants. He hoped to have further information later to finalize this.

EMPLOYEE RETIREMENT PLAN: Chamber Manager Huffman reported that after some study he was recommending to the Board that they participate in the American Chamber of Commerce Retirement Plan. He said he needed a motion from the Board to approve entering into participation and vesting guidelines, etc. would be approved at a late meeting of the Board. Dr. Allan Cannon made the motion to authorize Huffman to enter into negotiations with the ACCE Retirement Plan and bring final details on the program back to the Board for final approval at a later date. Robbie Warren seconded. Motion carried.

BANQUET REPORT: Shands reported there was no chance to get John Connally and he asked the Board to think of other ideas for a banquet speaker.

NEWS MEDIA RECEPTION: Shands said he would contact Harry Castleberry, Chairman of the Goodwill Committee to set up this reception.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT

September, 1979

	September 1979	Year to Date	Budget	Budget Balance
INCOME				
Membership Dues	$ 428.32	$65,272.52	$73,000	$ 7,727.88
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	900.00	2,700.00	3,600	900.00
New Members	-0-	5,994.38	8,500	2,505.62
Lotus Lane	3,000.00	9,000.00	12,000	3,000.00
Miscellaneous	-0-	42.33	-0-	(- 42.33)
TOTAL INCOME	$4,328.32	$83,009.63	$102,100	$ 19,090.77
ADMINISTRATIVE EXPENSE				
Salaries	$3,725.00	$29,297.75	$ 41,920*	$ 12,622.25
Staff Retirement	-0-	228.59	2,100	1,871.41
Auto Expenses	450.00	3,068.40	4,350*	1,281.60
Staff Insurance	(- 110.21)	1,095.83	1,750	654.17
Payroll Taxes	228.34	1,744.11	2,700	955.89
Regular Expenses	281.09	1,368.89	1,800	431.11
TOTAL ADMINISTRATIVE EXPENSES	$4,574.22	$36,803.57	$ 54,620	$ 17,816.43
OPERATIVE EXPENSE				
Building Payment	$ 367.69	$ 2,941.50	$ 4,500	$ 1,558.50
Building Expense	-0-	1,777.27	2,500	722.73
Janitorial Service	80.00	741.99	1,100	358.01
Telephone Expense	137.08	1,032.29	1,200	167.71
Office Supplies	132.13	777.54	1,350	572.46
Utilities	137.25	1,110.36	2,200	1,089.64
Equipment	128.16	1,776.13	2,000	223.87
Dues, Sub., & Publ.	268.45	4,896.65	1,200	(-3,696.65)
Public Relations	-0-	128.22	300	171.78
Schools & Conferences	269.49	1,574.99	1,500	(- 74.99)
Postage	-0-	1,429.50	2,500	1,070.50
Insurance	-0-	785.00	1,000	215.00
Maintenance	206.13	226.13	250	23.87
Printing	168.00	2,712.69	3,750	1,037.31
Audit	-0-	1,000.00	900	(- 100.00
TOTAL OPERATIVE EXPENSES	$1,894.38	$22,910.26	$ 26,250	$ 3,339.74
TOTAL OPERATIVE & ADMINISTRATIVE	$6,468.60	$59,713.83	$ 80,870	$21,156.17
PROGRAM EXPENSES				
Tourism/Conventions	$ -0-	7,141.48	$ 10,000	$ 2,858.52
Beautification	-0-	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	377.46	300	(- 77.46)
Transportation	-0-	-0-	300	300.00
Legislative	-0-	150.00	700	550.00
Industrial Prospects	366.81	1,026.50	500	(-526.50)
Forestry	-0-	114.00	150	36.00
Goodwill	16.05	180.90	250	69.10
Aviation	-0-	135.00	100	(- 35.00)
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	63.00	250	187.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	$ 382.86	$9,413.25	$ 14,300	$ 4,886.75
TOTAL ADM., OPERATIVE & PROGRAM	$6,851.46	$69,127.08	$ 95.170	$ 26,042.92

* As amended by Board August, 1979

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Financial Statement
September 1979

SELF SUSTAINING PROJECTS	INCOME September	YEAR TO DATE INCOME	EXPENSES September	YEAR TO DATE EXPENSES
Annual Banquet	-0-	$13,570.00	-0-	$15,716.58
Women's Luncheon	$186.00	1,379.85	-0-	1,375.17
First Friday	204.00	1,291.50	$231.00	1,190.82
Jr. Livestock Sale	-0-	83,239.60	-0-	83,237.59
Jr. Livestock Premiums	-0-	2,732.00	-0-	2,520.91
Career Fair	-0-	1,380.00	-0-	1,519.60
Woodlands Clinic	-0-	247.00	-0-	245.70
Cont. to Building Fund	-0-	500.00	-0-	500.00
STAR Scholarship	-0-	1,050.00	600.00	750.00
Hushpuppy Olympics	-0-	50.00	-0-	-0-
Police Films	-0-	900.00	-0-	-0-
Teacher Banquet	494.00	1,019.00	1,223.40	1,223.40
Hay Show & Agri-Tour	125.00	125.00	17.33	17.33
	$1,009.00	$107,484.05	$2,071.73	$108,297.10

RECAP:

Bank Balance, September 1, 1979		$15,638.41
INCOME:		
ADMINISTRATIVE, OPERATIVE & COMMITTEE	$4,328.32	
OTHER SOURCES	1,009.00	5,337.32
		$ 20,975.73
EXPENSES:		
ADMINISTRATIVE OPERATIVE	$6,468.60	
COMMITTEE	382.86	
OTHER SOURCES	2,071.73	$ 8,923.10
Bank Balance, September 31, 1979		12,052.54
		$ 20,975.73

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MINUTES
BOARD OF DIRECTORS
November 9, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Louis Bronaugh, Dr. Allan Cannon, Warren DuBose, Johnny Jackson, Robert Richardson, Monty Stafford, John Waak, Robbie Warren, James Kerbo, guest

BOARD MEMBERS ABSENT: Devereux Chapman, Janie Chappell, Paul Durham, Harold Maxwell, Mark Miller, Raymond Moore, Tom Selman, Robert Poland, Jim Stephens, Mark Swan

Attendance: 50%

H.J. Shands, Jr., President, called the meeting to order.

OCTOBER MINUTES: Minutes to the October Board meeting were approved on motion made by Johnny Jackson, second by Robbie Warren.

OCTOBER FINANCIAL STATEMENT: Treasurer Robert Richardson presented the October financial statement as attached to these minutes. Robbie Warren made the motion to approve the financial statement as presented, second by Warren DuBose. Motion unanimously carried.

LVCB REPORT: Chamber manager Jerry Huffman told the Board he had interviewed several persons for the position of manager of the LVCB and hoped to have a decision by the next Board meeting.

INDUSTRIAL PROSPECT COMMITTEE REPORT: Chairman James Kerbo gave a report on the Industrial Prospect Committee activities and made several recommendations to the Board:

1) That the Chamber Board through the Industrial Foundation needed to research the possibility of obtaining additional sites for industrial usage. One consideration was a 211 acre tract owned by Owens-Illinois on Loop 287N. President Shands reported this was under consideration by the Industrial Foundation Board of Trustees and they hoped to have some definite recommendations to the Board soon.

2) That there was a definite need for a professional slide presentation on the area to be used not only for Industrial Development but tourist/convention development. Kerbo said so often only a small amount of time was available for meeting with industrial prospects and a first class audio visual presentation would be invaluable. C of C Manager Jerry Huffman told the Board that contact had been made with a company in Austin who designed such shows and had done shows for the ETCC, Conroe, Huntsville and Waco. He said he felt this would be desirous. The cost of such a production would be approximately $4500, audio-visual equipment an additional $1500-2000. Huffman said the LVCB had about $12,000 at its disposal as a balance from fiscal year ending September 30 and since the production could be geared for tourist/convention promotion also felt part of this money could be used for this program. Louis Bronaugh made the motion to authorize Huffman to negotiate the contract with the Austin company at a cost of production not to exceed $4500 and a cost of equipment not exceed $2000, seconded by Robert Richardson. Motion unanimously carried.

3) That the Chamber develop a first class industrial fact book for use with business and industrial development. Huffman told the Board cost on this would be about $1500, and it should be considered in the 1980 budget. Consensus of the Board was to do this.

INDUSTRIAL FOUNDATION REPORT: Huffman told the Board that the sale of 12 acres to Chromium had been completed and a $72,000 check collected. He reported the Foundation had

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approximately $85,000 in the bank after all bills were paid including the $25,000+ in the completed sewer line through the property. Shands told the Board that Wheelabrator-Frye had located elsewhere and explained their reasons to be a) labor availability b) turnover and c) union situation.

ACCE RETIREMENT FOR EMPLOYEES: C of C Manager Huffman asked the Board for approval to enter into a retirement plan for all employees with the American Chamber of Commerce Executives Assn. Terms of agreement as follows: A) One year waiting period for employees B)Anniversary date to be February 20. C) Chamber to contribute 5% of employees basic rate of annual earnings. The employee will contribute 5% of his/her basic rate of earnings on a mandatory basis. D) Vesting will be based on 10% per each year of service.

Johnny Jackson made the motion to authorize Huffman to enter into the ACCE Retirement Plan for all employees with the above agreements. Second by Dr. Allan Cannon. Motion carried unanimously.

NEWS MEDIA RECEPTION: Shands reminded the Board to attend the annual news media reception November 13 at the Civic Center.

FREE ENTERPRISE PROMOTION: Huffman presented a special free enterprise promo to the Board from the Great American Music Machine of Denver, Colorado. He played several radio spots and the theme song from the promo called "Moving on to a Better America." The program was an excellent free enterprise effort and consisted of 70-30 second radio spots, newspaper ads and the theme song for a total cost of $995.00. The program won a Freedom Foundation Award for the Denver Chamber of Commerce. After discussion of the program, Louis Bronaugh made the motion to purchase the 1 year program including the spots, song & newspaper ads at a cost $995, Dr. Allan Cannon seconded. Motion unanimously carried.

NEW BUSINESS: Shands informed the Board that Industrial Foundation chairman Pitser Garrison had resigned. He told the Board that Garrison was a tremendous asset to the Foundation and had been since its inception. He said that he hoped Garrison would reconsider and would report back to Board later on this.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

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ANGELINA COUNTY CHAMBER OF COMMERCE
FINANCIAL STATEMENT — October, 1979

	October 1979	Year To Date	Budget	Budget Balance
INCOME				
Membership Dues	$4,120.41	$63,392.93	$73,000	$ 3,607.07
City of Lufkin	-0-	-0-	5,000	5,000.00
Rental Income	-0-	2,700.00	3,600	900.00
New Members	180.00	6,174.38	8,500	2,325.62
Lotus Lane	-0-	9,000.00	12,000	3,000.00
Miscellaneous	1,212.49	1,254.83	-0-	(-1,254.83)
	$5,512.90	$88,522.14	$102,100	$ 13,577.86
ADMINISTRATIVE EXPENSE				
Salaries	$3,725.00	$33,022.75	$ 41,920*	$ 8,897.25
Staff Retirement	-0-	228.59	2,100	1,871.41
Auto Expenses	615.63	3,684.03	4,350*	665.97
Staff Insurance	194.87	1,291.20	1,750	458.80
Payroll Taxes	231.65	1,975.76	2,700	724.24
Regular Expenses	101.76	1,460.65	1,800	339.35
TOTAL ADMINS. EXPENSE	$4,868.91	$41,662.98	$ 54,620	$ 12,957.02
OPERATIVE EXPENSE				
Building Payment	$ 735.38	$ 3,676.88	$ 4,500	$ 823.12
Building Expense	912.39	2,689.66	2,500	(-189.66)
Janitorial Service	80.00	821.99	1,100	278.01
Telephone Expense	122.43	1,154.72	1,200	45.28
Office Supplies	125.82	903.36	1,350	446.64
Utilities	113.56	1,223.92	2,200	976.08
Equipment	128.16	1,904.29	2,000	95.71
Dues, Subs. & Pubs.	502.03	5,398.68	1,200	(-4,198.68)
Public Relations	-0-	128.22	300	171.78
Schools & Conferences	127.63	1,702.62	1,500	(-202.62)
Postage	92.93	1,542.43	2,500	957.57
Insurance	(- 9.00)	776.00	1,000	224.00
Maintenance	-0-	226.13	250	23.87
Printing	243.96	2,956.65	3,750	793.35
Audit	-0-	1,000.00	900	(-100.00)
TOTAL OPERATIVE EXPENSE	$3,175.29	$ 26,105.55	$ 26,250	$ 144.45
TOTAL OPERATIVE & ADMIN. EXP.	$8,044.20	$ 67,768.53	$ 80.870	$13,101.47
PROGRAM EXPENSES				
Tourism/Conventions	$ 752.47	$ 7,893.93	$ 10,000	$ 2,106.07
Beautification	-0-	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	377.46	300	(-77.46)
Transportation	-0-	-0-	300	300.00
Legislative	-0-	150.00	700	550.00
Industrial Prospects	279.37	1,305.87	500	(- 805.87)
Forestry	-0-	114.00	150	36.00
Goodwill	9.26	190.16	250	59.84
Aviation	-0-	135.00	100	(- 35.00)
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	63.00	250	187.00
Forest Festival	-0-	-0-	500	500.00
TOTAL PROGRAM EXPENSES	$ 1,041.10	$10,454.33	$ 14,300	$ 3,845.67
TOTAL OPERATIVE, ADMINISTRATIVE & OPERATIVE EXPENSES	$ 9,085.30	$78,222.86	$ 95,170	$16,947.14

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SELF SUSTAINING PROJECTS

	October Income	Year to Date Income	October Expenses	Year to Date Expenses
Annual Banquet	-0-	$13,570.00	-0-	$15,716.58
Women's Luncheon	$ 105.50	1,485.35	$ 235.05	1,610.22
First Friday	64.00	1,355.50	318.50	1,509.32
Jr. Livestock Sale	-0-	83,239.60	-0-	83,237.59
Jr. Livestock Premiums	-0-	2,732.00	-0-	2,520.91
Career Fair	-0-	1,380.00	-0-	1,519.60
Woodlands Clinic	-0-	247.00	-0-	245.70
Building Fund Contribution	-0-	500.00	-0-	500.00
STAR Scholarships	-0-	1,050.00	-0-	750.00
Hushpuppy Olympics	-0-	50.00	-0-	-0-
Police Films	-0-	900.00	899.00	899.00
Teachers Banquet	259.00	1,278.00	-0-	1,223.40
Hay Show	887.50	1,012.50	580.95	598.28
	$ 1,316.00	$108.799.85	$2,033.50	$110.330.60

RECAP:

Bank Balance, October 1, 1979		$12,052.54
INCOME:		
Administrative, Operative & Committee Income	$5,512.90	
Other Sources	1,316.00	6,282.90
		$18,881.44
EXPENSES:		
Administrative & Operative Expenses	$8,044.20	
Committee Expenses	1,041.10	
Other Source Expenses	2,033.50	
		11,118.80
Bank Balance, October 31, 1979		7,762.64
		$18.881.44

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MINUTES
BOARD OF DIRECTORS
December 14, 1979 - 11:00 a.m.
Chamber Office

BOARD MEMBERS PRESENT: H.J. Shands, Jr., Louis Bronaugh, Dr. Allan Cannon, Janie Chappell, Warren DuBose, Harold Maxwell, Raymond Moore, Robert Richardson, Jim Stephens, Robbie Warren, Nancy Mewbourn

BOARD MEMBERS ABSENT: Devereux Chapman, Paul Durham, Johnny Jackson, Mark Miller, Robert Poland, Tom Selman, Monty Stafford, Mark Swan, John Waak, James Kerbo, Bubba Henderson, Jim Hunt, Kenzy Hallmark, Chuck Stemple

GUEST: Alan Miller Banquet Chairman

Attendance: 56%

H.J. Shands, Jr., President called the meeting to order.

NOVEMBER MINUTES: Minutes to the November meeting of the Board were approved on motion made by Robbie Warren and second by Dr. Allan Cannon.

NOVEMBER FINANCIAL STATEMENTS: Robert Richardson, Treasurer, presented the attached financial statement for November. Also presented were a list of members for cancellations, all of which were over 90 days delinquent. The financial statement and cancellations were approved on motion made by Raymond Moore and second by Warren DuBose. Those cancelled were: Browder's, C & C Center, Carney's Ranch House Barbecue, Cox Muffler Shop, Nathan Edwards Insurance, El Pollino, Harry English, Everything Grows, Arthur A. Garrison, Realtor, R.E. Grimes Construction, Vernell Havard Real Estate, Holder Brothers Printing, Murray Hook, M.D., The Insurance Center, Jim Johnson Sales, Ed C. Jones, Attorney, K's Thrift Center, Kenneth Koon Konstruction, Kwik Chek Grocery, McAdams Lumber Company, Juan Martin, M.D., Phillip Morris Oil Company, Wm. Drew Perkins, Plaster Hut, Woodrow Scott, Shea-Shea Electric, Timberland Insurance, Ben Weber Insurance.

LVCB REPORT: Chamber Manager Jerry Huffman reported he had hired Craig McCoy, 25, to replace Celso Harper as Manager of the Visitor & Convention Bureau. McCoy, former assistant of the Texas City C of C, would take over duties on January 1. McCoy's salary was to be $1100/month with a $200/month auto allowance.

BANQUET REPORT: Alan Miller, Banquet Chairman, recommended to the Board to hire Howard K. Smith, ABC Commentator, as banquet speaker on February 2 at a cost of $5,000 plus expenses from New York and also to set the banquet ticket price at $15 per person. Jim Stephens made the motion to approve Howard K. Smith as speaker at the price quoted and setting the ticket price at $15 per person. Dr. Allan Cannon seconded. Motion carried.

AVIATION REPORT: President Shands told the Board that final plans on getting commuter air service for area should be finalized by mid-February. He said Arthur Temple was to purchase a plane which would be leased to Eagle Airlines of Brownwood to begin service. Also, $60,000 worth of stock in Eagle would be sold locally with one local person serving on their Board. Initial flights would include two direct flights a day to Dallas with others added as the need increased.

FREE ENTERPRISE PROMOTION:
Huffman told the Board that the Free Enterprise promotion was in process and should be started in mid-January. He said several local businesses and industries had expressed an interest in utilizing the radio spots.

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SMALL BUSINESS COUNCIL: Huffman also reported to the Board that a good response had been received from the Small Business Council survey and recommended it be definitely included in the 1980 Chamber program. He said that from the responses there was a definite need for such a Council and a great deal of interest.

SLIDE PRESENTATION: Read-Poland Advertising Agency had been secured to put together a professional 12-15 minute slide presentation on the area. Huffman said they would be in the area the first week in January to begin production and the presentation would be ready for showing at the annual banquet on February 2.

CHRISTMAS BONUSES: The Board approved Christmas bonuses for the staff on motion by Dr. Allan Cannon, second by Robert Richardson. The bonuses were: Jerry Huffman - $550, Jean Harper - $137.50 and Georgia Hunt - $175.00.

OTHER COMMENTS: Shands thanked his retiring directors to include: Johnny Jackson, Devereux Chapman, Tom Selman, Mark Swan and Paul Durham. He thanked the remaining officers and Board for a successful year. He said that with the new chromium plant, the new mall, and other new business and industry prospects he felt the year was successful.

Incoming President Robert Richardson complimented Shands on an outstanding year and said he looked forward to continuing the success in 1980.

There being no further business, the meeting was adjourned.

Jerry Huffman, Exec. Vice President

H.J. Shands, Jr., President

ANGELINA COUNTY CHAMBER OF COMMERCE
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FINANCIAL STATEMENT .ovember, 1979

	November 1979	Year to Date	Budget	Budget Balance
INCOME				
Membership Dues	$1,459.16	$70,852.09	$73,000	$ 2,147.91
City of Lufkin	5,000.00	5,000.00	5,000	-0-
Rental Income	-0-	2,700.00	3,600	900.00
New Members	270.00	3,893.33	8,500	4,606.87
Lotus Lane	-0-	9,000.00	12,000	3,000.00
Miscellaneous	-0-	1,254.83	-0-	(-1,254.83)
	$6,729.16	$92,700.25	$102,100	$ 9,399.75
ADMINISTRATIVE EXPENSES				
Salaries	$3,724.80	$36,747.55	$ 41,920	$ 5,172.45
Staff Retirement	937.50	1,166.09	2,100	933.91
Auto Expense	405.13	4,089.16	4,350	260.84
Staff Insurance	187.70	1,478.90	1,750	271.10
Payroll Taxes	228.34	2,204.10	2,700	495.90
Regular Expenses	247.80	1,708.45	1,800	91.55
TOTAL ADMINISTRATIVE EXPENSE	$5,731.27	$47,394.25	$ 54,620	$ 7,225.75
OPERATIVE EXPENSES				
Building Payment	-0-	$ 3,676.88	$ 4,500	$ 823.12
Building Expense	14.10	2,703.76	2,500	(-203.76)
Janitorial Service	80.00	901.99	1,100	198.01
Telephone Expense	134.25	1,288.97	1,200	(- 88.97)
Office Supplies	145.99	1,049.35	1,350	300.65
Utilities	96.27	1,320.19	2,200	879.81
Equipment	128.16	2,032.45	2,000	(- 32.45)
Dues, Subs. & Publications	93.89	5,492.57	1,200	(-4,292.57)
Public Relations	-0-	128.22	300	171.78
Schools & Conferences	62.23	1,764.85	1,500	(- 265.85)
Postage	194.15	1,736.58	2,500	763.42
Insurance	(-26.00)	750.00	1,000	250.00
Maintenance	-0-	226.13	250	23.87
Printing	676.99	3,633.64	3,750	116.36
Audit	-0-	1,000.00	900	(- 100.00)
TOTAL OPERATIVE EXPENSES	$1,600.03	$27,705.58	$26,250	(-$1,455.58)
TOTAL OPER. & ADM. EXP.	$7,331.30	$75,099.83	$80.870	$5,770.17
PROGRAM EXPENSES				
Tourism/ Conventions	$ .75.00	$ 7,968.93	$10,000	$2,031.07
Beautification	-0-	224.91	750	525.09
Lufkin/Doches	-0-	-0-	250	250.00
Education	-0-	377.46	300	(- 77.46)
Tranportation	-0-	-0-	300	300.00
Legislative	-0-	150.00	700	550.00
Industrial Prospect	-0-	1,305.87	500	(-805.87)
Forestry	-0-	114.00	150	36.00
Goodwill	351.71	548.87	250	(-298.87)
Aviation	-0-	135.00	100	(- 35.00)
Membership	-0-	-0-	100	100.00
Business/Industry Relations	-0-	-0-	150	150.00
Agri-Business	-0-	63.00	250	187.00
Forest Festival	-0-	-0-	500	500.00
	$ 426.71	$10,888.04	$14,300	$3,411.96
TOTAL OPERATIVE, ADMINISTRATIVE & PROGRAM EXPENSES	$7,758.01	$85,987.87	$95,170	$9,182.13

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NOVEMBER FINANCIAL STATEMENT

SELF SUSTAINING PROJECTS	November Income	Year to Date Income	November Expenses	Year to Date Expenses
Annual Banquet	-0-	$13,570.00	-0-	$15,716.58
Women's Luncheon	$ 65.50	1,550.85	$145.51	1,755.73
First Friday	24.00	1,379.50	-0-	1,409.32
Jr. Livestock Sale	-0-	83,239.60	-0-	83,237.59
Jr. Livestock Premiums	-0-	2,732.00	-0-	2,520.91
Career Fair	-0-	1,380.00	-0-	1,519.60
Woodlands Clinic	-0-	247.00	-0-	245.70
Building Fund Contributions	2,500.00	3,000.00	2,500.00	3,000.00
STAR Program	-0-	1,050.00	-0-	750.00
Hushpuppy Olympics	-0-	50.00	-0-	-0-
Police Films	-0-	900.00	-0-	899.00
Teachers Banquet	-0-	1,278.00	77.62	1,301.02
Hay Show	21.75	1,034.25	-0-	598.28
Christmas Program	887.50	887.50	475.00	475.00
	$3,498.75	$112,298.70	$3,198.13	$113,528.73

RECAP:

Bank Balance, November 1, 1979		$7,762.64
Income:		
Administrative, Operative & Committee	$6,729.16	
Other Sources	3,498.75	10,227.91
		$17,990.55
Expenses:		
Administrative & Operative	$7,331.30	
Committee	426.71	
Other	3,198.13	$10,956.14
BAnk Balance, November 30, 1979		7,034.41
		$17,990.55