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Dear Business Members, Citizens, and Chamber Supporters:

As your 5-Star Accredited Chamber of Commerce, the Plano Chamber continues to strive for excellence and works to connect the greater community with the local business community. The Plano Chamber of Commerce is committed to maximizing business development and economic growth of the community through advocacy, education, innovation, and collaboration. Our vision is to lead the greater Plano community in promoting a strong and prosperous business environment, an educated and skilled workforce, and a sustainable regional economy.

2018 was quite the year for your Plano Chamber of Commerce.

- We were recognized by our peers from across the nation as the 2018 Chamber of the Year award recipient, the top award given by the Association for Chamber of Commerce Executives.
- We completed the goals and initiatives for the first year of our three-year strategic plan.
- We welcomed over 300 new members to the organization and over 1,000 visitors each month to the LegacyTexas Business Center.

Thank you for your support of the Plano Chamber of Commerce. With a strong community, thriving business environment, and involved citizens, Plano will continue to be a wonderful place to live, work, and invest!

Sincerely,

Jamee Jolly
President/CEO

Jeff Beckley
2018 Board Chair
Board of Directors

2018 Executive Committee

Jeff Beckley
Board Chair
Beckley CPA, PC

LaMonte Thomas
Board Chair-Elect
Cigna

Joan Calhoun
First Vice Chair
Iberia Bank

Craig Perry
Immediate Past Chair
EDENS

Patrick Doyle
Treasurer
Community Member

Steve McSwain
Executive Committee Director Designee
ARTA Travel

Debra Austin
Secretary
Chaos2Results Business Coaching

Jamee Jolly
President/CEO
Plano Chamber of Commerce

2018 Board of Directors

Nancy Baumgarten
Junior Achievement of Dallas
Director, Women’s Division

Joe Camarena
Realty Executives Marketplace

Suzanne Drotman
North Texas Food Bank
Chair, Leadership Plano

Nick Goellner
LegacyTexas

Sandy Haire
Medical City Plano

Mary Lavelle
Marriott Dallas/Plano at Legacy Town Center

Jon Lineberger
Prestonwood Christian Academy

Kalpana Murthy
WSI Digital Marketing

Pete Patel
Krypton Solutions

Amanda Rockow
University of Texas at Dallas

Jesse Sanchez
Randolph Brooks Federal Credit Union

Ron Schoof
Carpet Direct
Chair, Ambassador Club

Ashley Simpson
Ewing Automotive Group - Mercedes-Benz of Plano

Dawn Wolverton
Rent-A-Center, Inc.

Rachel Yzaguirre
City of Plano
Chair, Young Professionals of Plano

2018 Advisory Directors

Sally Bane
Executive Director
Plano Economic Development

Sara Bonser
Superintendent
Plano Independent School District

Bruce Glasscock
City Manager
City of Plano

Dr. Abe Johnson
VP/Provost of Spring Creek Campus
Collin College
Membership Overview
As of December 28, 2018

Our membership reflects Plano’s diverse and vibrant business community. Nearly three-quarters of our members are companies with 50 employees or fewer; however, a significant portion of our membership includes corporations with major operations or headquarters based in Plano. Through strategic economic development, the industries represented in Plano’s business community are just as diverse.

Members by # of Employees

Small Business (1-15) 776
Medium Business (16-50) 227
Large Business (51+) 202
Other (includes community members, elected officials, and lifetime members) 30

Total 1,235

Top 5 Plano Chamber Member Industries

- Business & Professional Services 142
- Finance & Insurance 129
- Healthcare 125
- Restaurants, Food, & Beverages 106
- Government, Education, & Individuals 76

Membership Fast Facts

344 New Members in 2018

344 Chamber of the Year named by ACCE in July 2018

Biggest Issues Facing the Business Community

1) Traffic, Transportation, & Infrastructure
2) Workforce Development
3) Overall Economy/Business & Education
Financial Snapshot
Fiscal Year from July 1, 2017 - June 30, 2018

Revenue Fiscal Year 2017 - 2018

Dues $788,266
Programs & Events $382,703
Non-Dues $143,101

Total $1,314,070

Expenses Fiscal Year 2017 - 2018

Membership Services & Support $286,359
Programs & Events $511,681
Facilities, Operations, & Management $513,049

Total $1,311,089

Financial Fast Facts

81% retention of membership dollars
$686 average annual member dues investment
$1,082 annual expense per member benchmark
Top Investor Partners
As of December 31, 2018

Our Top Investor partners are recognized as leaders in the business community and make a vital commitment to the continued growth and prosperity of the region through their enhanced investment in the Plano Chamber.

Their mission-focused involvement allows the Plano Chamber to offer programs, products, and services that benefit all businesses.

2018 Behind the Blueprints Tours

February 2018 - North Texas Tollway Authority
Attendees enjoyed a behind the scenes, guided tour of the Safety Operation Center located off of the President George Bush Turnpike.

April 2018 - My Possibilities
Top Investors toured the college-style campus, home to their new Lifelong Learning Program, which is specifically designed for adults with disabilities, aka HIPsters (Hugely Important People).

July 2018 - North Texas Food Bank
Guests toured the new 230,000 sq. ft. Perot Family Campus that will increase distribution to up to 92 million meals a year by 2025.

2018 Chairman’s Council Breakfast Meetings

February 2018 - LegacyTexas
Real Estate Economics

March 2018 - TreeHouse
Beautiful, Smart, & Sustainable

May 2018 - Bloomfield Knoble Advertising
Data vs. Goliath

July 2018 - City of Plano
Automated Vehicles and the 21st Century Transportation System

September 2018 - NTT DATA Services
Experiencing Collaboration
Inspire Investor Spotlight

Our Inspire members not only believe in the mission of the Plano Chamber, but also support our work to strengthen Plano’s business community and the overall regional economy.

Learn more about our Inspire members below.

At Home
At Home, the home décor superstore, offers more than 50,000 on-trend products to fit any room, style, and budget. At Home is headquartered in Plano, Texas and currently operates nearly 150 stores in 34 states. Learn more at www.athome.com.

The Boeing Company
Boeing is the world’s largest aerospace company and leading manufacturer of commercial jetliners. As America’s biggest manufacturing exporter, the company supports airlines and customers in more than 150 countries. Learn more at www.boeing.com.

City of Plano
Plano is consistently recognized nationally for its outstanding quality of life, community well-being, and business-friendly environment. The city enjoys a reputation as one of the most desirable cities to live and work in. Learn more at www.plano.gov.

FedEx Office
From consumers to entrepreneurs to corporations, FedEx Office customers receive expert service, whether visiting a location or online. Their digital, printing, retail and shipping network empowers customers to be and do more. Learn more at www.fedex.com/en-us/office.html.

Huawei
Huawei’s technology solutions, products, and services are used in more than 170 countries and regions, serving over one-third of the world’s population. With 180,000 employees, they are committed to building a Better Connected World. Learn more at www.huawei.com/us/.
LegacyTexas Business Center

First opened in August 2016, the LegacyTexas Business Center is operated in partnership between LegacyTexas and the Plano Chamber. Designed with entrepreneurs, telecommuters, and business professionals in mind, the LegacyTexas Business Center is a hub for the local business community.

We chatted with a few of our most loyal LegacyTexas Business Center users and asked how this unique membership benefit supports their business.

“One of the greatest and most "underused" benefits of being a Plano Chamber Member is the LegacyTexas Business Center.

From the comfortable work stations to the meeting rooms to the professional staff, it is a great place to conduct meetings and business.”

Bill Grimes
Membership/Marketing
Costco Wholesale

“Since we are an outdoor fitness company, our offices are parks and parking lots. The LegacyTexas Business Center is where we hold our team meetings and vendor meetings. It is instrumental to our team’s success and provides a professional atmosphere to conduct business.”

Becky Leverett
Partner Trainer
Camp Gladiator

LegacyTexas Business Center by the Numbers

1,160 - Average Number of Monthly Visitors in 2018
12 - Number of Workstations
2 - Number of Huddle Rooms
2 - Number of Conference Rooms
13 - Average Flavors of Coffee and Tea Available

Plano Pulse Podcast
Sponsored By: LegacyTexas

In 2018, we launched Plano Pulse, a podcast that keeps you in tune with the heartbeat of our local business community. Co-hosted by President/CEO Jamee Jolly and Board Chair Jeff Beckley, guests included Gary Hirsch (pictured), Stan Deal, and many more.
Ambassador Club

The Ambassador Club is a membership outreach and retention program of dedicated volunteers who introduce prospective members to the Chamber and provide support and mentorship to new members. Chamber Ambassadors have unparalleled opportunities to build great business relationships, not only with each other, but with new and prospective members.

2018 Ambassador Awards

Ambassador Chair
Ron Schoof, Carpet Direct

Ambassador of the Year
JB Owen, ServPro of Plano

Ambassador Recruiter of the Year
JB Owen, ServPro of Plano

Ambassador Goodwill & Spirit Award
Jorge Serrano, Farmers Insurance & The Serrano Agency

2018 Ambassador Club Fast Facts

- 64 Ambassadors
- 270 yards of ribbon used
- 91 ribbon cuttings
Advocacy

As the voice of business, the Plano Chamber’s fundamental purpose is to create and sustain a competitive advantage for businesses in the City of Plano and the North Texas region. It is our goal to develop and promote public policy positions and foster a proactive agenda to protect the interest of business and advance the quality of life of the community.

Candidate Forums
Candidate forums were held for the Congressional District 3, Texas Legislature, and County office elections. We also partnered with the Collin County Business Alliance to promote passing the Collin County Bond Referendum.

Tax Reform Update
After the Tax Reform & Jobs Act was signed into law, Jeff Beckley (Beckley CPA, PC) shared how to plan for the changes and their impact on attendees’ businesses.

Legislative Send-Off Breakfast
Senator-elect Angela Paxton, Rep. Jeff Leach, and Representative-Elect Candy Noble shared their goals for the 86th Texas Legislative Session and answered questions from the business community. Sponsored by Alliance Data.

Meet the Superintendent
Plano ISD Superintendent Sara Bonser shared her goals for the district and met local business professionals in this Meet & Greet event.

2018 DC Fly-In
A delegation from the Collin County chambers of commerce and local business leaders gathered to travel to Washington, D.C. to meet with elected officials representing our region and to advocate on behalf of the business community.

Reception to Honor Judge Self
Collin County chambers of commerce joined together to honor retiring Judge Keith Self’s many years of service to our county.
Coffee with the City
This quarterly program was revamped in 2018 to feature city officials from a variety of departments. Speakers included Mayor Harry LaRosiliere and Fire Chief Sam Greif.

Collin County Bond Referendum
Bill Moore of the Collin County Planning Board presented information about the proposed bond package, which was on the November ballot, and answered questions about its impact on county mobility.

Public Policy Committee
Each month members of the Plano Chamber, including leadership from governmental agencies, convene to discuss issues impacting business. In 2018, 11 Public Policy committee meetings were held at the Plano Chamber with over 500 total members in attendance.

Local Legislative Priorities
The Plano Chamber developed a set of local legislative priorities to share with the Plano City Council as they vote on issues important to our business community. The votes are scored and shared with Chamber members in the monthly Public Policy newsletters.

North Texas Business Rally for School Finance Reform
Over 70 local business professionals, elected officials, community partners, and regional school districts gathered to exclaim support for school finance reform in advance of the 86th Texas Legislative Session.

Public Policy Monthly e-Newsletter
The Plano Chamber distributes a monthly online newsletter to keep subscribers informed of legislative progress, updates, and other news that impacts the Plano and North Texas business community.
Connections

The Plano Chamber offers a wide array of opportunities for our members to engage with other local professionals, because we believe that there is no substitute for creating face-to-face connections and establishing genuine relationships to connect you to the community and grow your business.

Business After Hours

With member businesses hosting events across Plano, this popular monthly program continued to flourish in 2018. Over 800 members and guests attended these after hours mixer events to expand their network.

2018 Business After Hours Sponsors

February - Baylor Brain & Spine Center
March - Nebraska Furniture Mart
April - Farmbyrd Rotisserie & Fry
May - Hirsch’s Specialty Meats
June - Tree House
July - BNI DFW
August - Tacodeli
September - Mercedes-Benz of Plano
October - The Shops at Willow Bend
December - Texas Health Presbyterian Hospital Plano
Business Interchange
Powered by FedEx Office

The Plano Chamber’s weekly Business Interchange (BI) meeting continued on as one of our longest-running and most popular events. Each week, representatives from local businesses gathered at the Plano Chamber office for the opportunity to connect and give their own 30-second commercial.

In 2018, we welcomed representatives from over 450 businesses and averaged 85 attendees per week.

Maximize Your Membership

Maximize Your Membership is the Plano Chamber’s monthly program that brings together not just new and prospective members of the Chamber, but also existing members wanting to learn more about all of the great benefits of membership. A detailed presentation of the programs, products, and services available to Chamber members is delivered by the Plano Chamber staff in a quick 45-minute presentation that is both informative and interactive.

Coffee and Conversation with the President

Launched in 2018, this invitation-only, intimate gathering is designed to help members connect on a personal level with Plano Chamber President/CEO Jamee Jolly and fellow members. In its first year, we hosted an average of eight member guests per meeting for lively discussion and relationship-building. Look forward to your personal invitation in 2019!
Major Events

The Plano Chamber’s major events bring together Plano’s most respected and engaged business and community leaders, providing event attendees with exceptional opportunities to create quality connections.

Best of Plano 2018
Presented by Medical City Plano

More than 350 of Plano’s best and brightest gathered at the Marriott Dallas/Plano at Legacy Town Center to celebrate an outstanding roster of award recipients at Best of Plano 2018. Highlights of the inspirational evening included Missy Bender’s induction as the newest Citizen of the Year and Lynne McLean’s ATHENA Award acceptance, as well as the presentation of the Innovator Award, presented to Children’s Health Andrews Institute for Orthopedics and Sports Medicine.

2018 Best of Plano Award Recipients

Citizen of the Year - Missy Bender

ATHENA Award
Lynne McLean, Children’s Advocacy Center of Collin County

Business Executive of the Year
Sandy Haire, Medical City Plano

Community Partner of the Year
Minnie’s Food Pantry

Outstanding Corporate Citizen of the Year
Baylor Scott and White Medical Center - Plano

Innovator Award
Children’s Health Andrews Institute for Orthopaedics and Sports Medicine

Rising Star Award
Michael Thomas

Small Business Persons of the Year
Kasey and Bill Hollon, PASCO Food Service Equipment and Sales
In 2018, this luncheon series featured panel discussions on transportation and mobility and the retail and real estate landscape, as well as keynote speeches from C-suite executives representing Texas Association of Business and Frito-Lay North America.

Plano Chamber Annual Meeting
Keynote Speaker: Jeff Moseley
In January 2018, the Plano Chamber kicked off the new year with Jeff Moseley, CEO of Texas Association of Business, who shared insights into the Texas business climate and details on how Texas businesses continue to create jobs.

Real Estate Development in North Texas
June’s luncheon featured panelists from across the retail and real estate development industries, who discussed the ways in which changing landscapes in their industries are affecting Plano and North Texas.

The Way Forward: Transportation Panel
April’s luncheon featured a panel of experts from some of North Texas’ transportation and mobility organizations, who provided insights into how Plano is responding to the demands of increased growth.

Keynote Speaker: Vivek Sankaran, Frito-Lay North America
Keynote Speaker Vivek Sankaran provided insight into Frito-Lay’s diverse portfolio of products and how his leadership is contributing to the multi-million dollar growth of this snack food giant.
28th Annual Plano Chamber & Toyota of Plano Golf Tournament

Teams of four competed in our annual Best Ball style tournament in addition to enjoying food, games, and activities that were provided by our generous sponsors during the day. Golfers also tried their hand at on-course challenges including a $10,000 Hole in One Contest.

Golf Tournament by the Numbers
- 87 - Number of Golfers
- 68 - Volunteer Hours
- $58 - Average Prize Pull Value
- 55 - Number of Putt & Chip Contest Participants
- 25 - Number of Sponsors
- 28 - Number of Volunteers

Plano First Executive Breakfast Series
Presented by Baylor Scott & White Medical Center - Plano

This twice annual breakfast event, held in February and August, provided a unique opportunity to take a deeper look at vital topics to the local business community, with more than 100 attendees representing both small and large business at each event.

Designing the Future of Higher Education

As workforce demand changes, so does the landscape of higher education. The February event featured a panel of experts who explored the future of higher education and what it takes to keep pace with the demand for well-educated talent.

The Impact of School Finance on Plano’s Success

The August breakfast brought together local leaders in education for a panel discussion on how accountability, transparency, student outcomes, and ‘Robin Hood’ all intertwine and impact our local schools – and what the business community can do about it.
Programs & Education

The Plano Chamber is committed to educating, developing, and empowering our members both professionally and personally by offering dynamic learning opportunities and trainings.

Women’s Division

With leadership from an outstanding Board of Directors, the Plano Chamber’s Women’s Division presented 12 monthly luncheons, four quarterly morning workshops, and two after-hours events, all with the mission of empowering women in business. A record number of Chamber members attended these events with a total of 1,256 attendees representing 417 companies.

Honoring their commitment to supporting female leaders, the Women’s Division sponsored the ATHENA Award, which was presented to Lynne McLean with Children’s Advocacy Center of Collin County at Best of Plano.

Technically Speaking

New in 2018, Technically Speaking focused on providing training on Microsoft Office 365, Skype for Business, and PowerPoint. Thanks in partnership to Capital One and TekPros, this program helped to deliver technology focused programming to our members.
Business Development

In addition to the monthly Success in Business seminars on topics ranging from marketing to sales to workplace culture, the Business Development Committee produced their first ever Procurement Marketplace event.

Procurement Marketplace

This interactive marketplace facilitated valuable connections for businesses to expand their reach. They interacted with representatives from some of Plano’s largest companies and gained insights into their procurement process, as well as learned about the next steps to achieve enterprise certifications.

2018 Success in Business Topics

Marketing
Marketing Tactics Panel
Entrepreneurism
Technology
Procurement Marketplace

*Generations in the Workplace*
*LinkedIn Workshop*
*Sales*
*Small Business Saturday*
*Workplace Culture*
*Time Management*

Industry Connect: Restaurant & Hospitality
Sponsor: Pasco Brokerage, Inc.

These events gather restaurant and hospitality professionals to provide resources and foster new connections. Now in its second year, meeting topics for 2018 included Redefining Local and Keeping Events In Plano.

ONE Plano
Sponsor: Frost Bank

ONE (Organization for Nonprofit Engagement) Plano provides programming to serve the needs of Plano’s nonprofit community. With meetings every other month, topics included volunteerism, local business panels, and public policy, to name a few. Now in its third year, ONE Plano attendees represented over 70 local nonprofits in 2018.

Plano Culture & Inclusion Alliance
Sponsor: Toyota North America

In its third year, Plano Culture & Inclusion Alliance members continued conversation on diversity and inclusion topics, including training and education, HR best practices, and upcoming events to further the initiatives of the group.
2018 Young Professionals of Plano Events

February - Yeager Office Suites
January - Meet the Elected Officials
February - Taverna Rossa
March - Topgolf - The Colony
April - Painting with a Twist
May - Legacy Food Hall
June - Bulla Gastrobar
July - Nonprofit Board Fair
August - Plano Super Bowl
September - Hub Street
October - Meet the Executives
November - Dough Society
December - NYLO Hotel

Young Professionals of Plano

Young Professionals of Plano (YPP) launched new initiatives in 2018. From the inaugural Nonprofit Board Fair to forming a recreational kickball team to additional community service opportunities throughout the year, YPP increased its impact on Plano.

The 3rd Annual Rising Star Award, which honors an outstanding young professional under the age of 40, was presented to Michael Thomas at Best of Plano.

Meet the Elected Officials

Elected officials from the City of Plano, Plano ISD, Collin College, and Collin County joined nearly 40 young professionals in this intimate event to share their insights into why they ran for office and how they first became involved. Sponsored by AT&T.

Nonprofit Board Fair

The inaugural YPP Nonprofit Board Fair was held in July 2018. Attendees interacted with 23 participating nonprofits that shared information about volunteer and board service opportunities. This event was sponsored and hosted by Capital One.

Meet the Executives

Hilti North America hosted the annual Meet the Executives Breakfast at their corporate campus, which featured executives from Alliance Data, Hilti, My Possibilities, and the Plano Chamber’s own President/CEO Jamee Jolly.
Leadership Plano graduated 35 members of Class 35 in 2018. Participants in this exemplary leadership development program gained insights into vital aspects of the community, such as government, economic development, business, the criminal justice system, healthcare, education, non-profits, and the arts. Leadership Plano is dedicated to educating, developing, and empowering community leaders.

Leadership Plano’s programming is made possible by the generous support of our sponsors, including the 2017-18 Diamond Sponsor, Medical City Plano, as well as a dynamic Board of Directors led by 2017-2018 Board Chair, Suzanne Drotman with Plano Independent School District.

Plano Prime
Class One
A community awareness program for Plano residents 55+, Plano Prime was launched in 2018. Participants learned the inner workings of city government, school district, public safety, and about the many arts, recreation, and senior programs available.

Class Project
Class 35 developed a one-day career symposium for Hendrick Scholarship Foundation scholarship recipients and their parents. Held at UTD, the event featured breakout sessions and provided insights into college and charting a future career path.

Distinguished Leadership Award
Current President of the Plano ISD Board of Trustees and dedicated community leader, Missy Bender (Class 23), was honored for her long history of service to the community. The program was generously sponsored by Downs Fischer Financial.
In 2018, the Plano Chamber of Commerce was recognized as Chamber of the Year by ACCE, the Association of Chamber of Commerce Executives.

Chamber of the Year is the most prestigious and competitive award presented by ACCE and is the only globally-recognized industry award that honors top chambers of commerce. Those honored with the Chamber of the Year designation have demonstrated organizational strength and made an impact on key community priorities, including education, business development, transportation, and quality of life.

President/CEO Jamee Jolly and 2018 Board Chair Jeff Beckley accepted the award on July 18 at the 2018 ACCE Annual Convention in Des Moines, Iowa.

“A city of excellence like Plano deserves, and has, a Chamber of Commerce of excellence,” stated 2018 Board Chair, Jeff Beckley.

Qualifying for Chamber of the Year is a rigorous process. Chambers compete based on key performance criteria. Qualifying chambers enter the competition with a written application addressing all aspects of the organization and its programs. Applications are scored by a panel of peer chamber executives to determine finalists. Winners are selected from among finalists based on an in-person interview before a panel of experienced chamber professionals.