





WORLD CHAMBERS NETWORK

As diverse as chambers have become, representing a wide cross-section of interests and methods, their common goal remains to support business enterprises. Chambers are still the most important type of multi-sectoral business organizations in the world.

73,000
REGISTERED CHAMBERS



<u>Association of Chamber of Commerce Executives | 2021</u>





Association of Chamber of Commerce Executives | 2021

U.S. CHAMBERS NETWORK

There are roughly 4,000 chambers of commerce in the US with at least one full-time staff person and thousands more established as strictly volunteer entities.

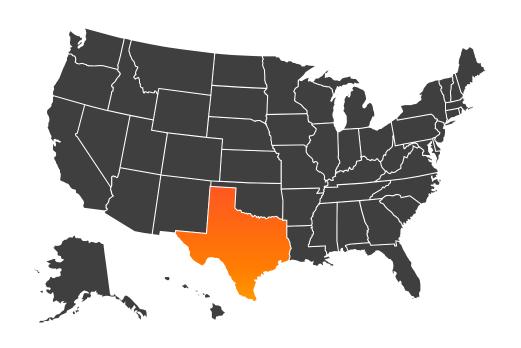




TEXAS CHAMBERS NETWORK

The Chamber of Commerce remains the most trusted source of information on local businesses and services and the most dependable ally in commerce. There is not a better partner for success than your local Chamber of Commerce.

598
REGISTERED CHAMBERS



U.S. Chamber of Commerce | 2021





OUR MISSION

The Brownsville Chamber of Commerce is a member driven business organization whose principal mission is to advance the business interests of its members through leadership, civic engagement, promotion, support and advocacy.

- Founded in 1937; 84 years strong!
- Member-led and driven
- 500 Members
- 20 board members; 3-year terms
- Self-sustaining and debt-free
- Four staff members

84 YEARS OF HISTORY

The community's united front and a catalyst for the improvement of the civic, economic and social welfare of Brownsville and its citizens.

1906

THE START OF OUR JOURNEY

Area businessmen assembled at various office buildings in downtown Brownsville. This is the earliest known and recorded Chamber activity.

1937

TRADITION IN THE MAKING

The Chamber begins operating as a non-profit organization whose purpose is to provide and maintain a suitable location for the conduct of its business, to acquire, preserve and disseminate valuable business information, to promote the interest of trade and increase facilities of commercial transactions.

Charro Days is established by a Chamber member and the Chamber helps organize the first festival to create a more positive mood during difficult economic times.





1964

UNIDOS EN TRADICIONES SIN FRONTERAS

Brownsville Chamber of Commerce leaders gathered to discuss a method of developing and implementing a project that would promote relations between the United States and Mexico. This initiative is known as the Mr. Amigo Association.

1985

BUILDING BROWNSVILLE'S ECONOMIC & LEADERSHIP DEVELOPMENT ORGANIZATIONS

The Chamber worked to establish the Brownsville Economic Development Council, the Brownsville Convention & Visitors Bureau, and initiated the Leadership Brownsville Program.

It was later decided that these new entities would be more effective with their own staffs concentrating solely on economic development and conventions & tourism.





2016

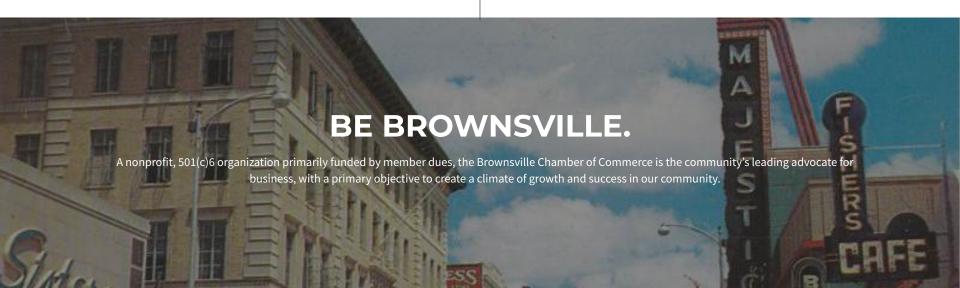
SUPPORTING THE GROWTH OF ENTREPRENEURSHIP

The Brownsville Chamber established the Women's Business Center Rio Grande Valley and counseled over 200 clients and trained over 1,000 entrepreneurs. The program's outcomes resulted in 26 new business startups, 49 new jobs created, and over \$351,500 in access to capital with an economic footprint of \$476,000.

2020

THE CALL TO SUPPORT BUSINESSES

The Brownsville Chamber in partnership with the Greater Brownsville Incentives Corporation in support of the Brownsville Community Improvement Corporation supported local businesses through the COVID-19 Rapid Response Small Business Assistance Program.





BOARD OF DIRECTORS FY 2021 - 2022

Officers



Richard Abete, Chair of the Board, IBC Bank



Antonio "Tony"
Rodriguez,
Immediate Past Chair
of the Board,
Brownsville
Navigation District
(Port of Brownsville)



Avi Schwarcz, 1st Vice Chair of the Board, Anita's Gourmet Tortilleria Y Comida



Liliana Elizondo, 2nd Vice Chair/Secretary, Royston, Rayzor, Vickery & Williams, L.L.P. Atty.



Benjamin Peña, Treasurer, McCumber & Longoria, L.L.P.



Esmy Villarreal, President & CEO, Brownsville Chamber of Commerce

BOARD OF DIRECTORS FY 2021 - 2022

Directors



Anika Aviles, Rio Bank



Cynthia
Lizardi
Burlette,
Brownsville
Pedicab



Aida Coronado Garcia, DHR Health



Dr. Joseph H. Fleishman,Texas
Southmost
College



Olga E. Gonzalez, Falcon Bank



Jacqueline Munguia, Valley Baptist Medical Center



Griselda Muñoz,CK
Technologies



Victoria Padron, Brownsville Community Improvement Corporation



Puente, Valley Regional Medical Center



David Ramirez,Brownsville /
SPI Board of
Realtors



Jorge Santoy, Pronto Insurance



Kendra Stine, Healthy Communities of Brownsville



Norma Torres, Brownsville & Rio Grande International Railway



Paolina Vega, Hanson Professional Services

OUR PHILOSOPHY

Our philosophy is to be transformative and not transactional; partnering with members to better understand their business and their needs. We strive to develop a strong relationship to mutually meet those needs. The Brownsville Chamber advocates and promotes its members.



VALUE OF JOINING YOUR LOCAL CHAMBER



More likely to be perceived as having better products than their competitors.



Increase in local reputation.



Increase in consumer awareness.



Increase in likelihood that consumers will frequent the business in the future.



MEMBER BENEFITS

ADVOCACY. LEADERSHIP. GROWTH

Standard benefits of membership include business advocacy, promotional opportunities, references, programs for members only, and marketing resources. Our strategy is to tailor benefits to fit each member's needs.

WWW.BROWNSVILLECHAMBER.COM



PARTNERSHIP LEVELS

BASICMost Popular

All standard benefits of membership with online directory listing.

Business Promotion of Social Media & Ribbon

Cutting Ceremony.

CLASSIC

Enhanced Online Directory

Listing: photo gallery.

video, business

description.

Partner Announcement in E-Newsletter & Social

Media (Membership

Spotlight)

VISIONARY

Partner Announcement in

E-Newsletter & Social

Media.

Web banner in all internal pages for 6 months.

CORPORATE

Web banner in all internal pages for 6 months.

— — — — — — — — — 1 Promotional E-blast to over 2,000 contacts

1 Booth at Business Expo with preferred location

1 Basic Workshop

1 Premium Workshop

Ticket to Women in Leadership Luncheon

EXECUTIVE

Web banner in all internal pages for 1 year.

2 Promotional E-blast to over 2,000 contacts

2 Tickets to Public Affairs Luncheon

Set of mailing labels

Featured logo as Partner in website

Featured Partner at Mixer

PRESIDENTIAL

Web banner in all internal pages for 1 year.

3 Promotional E-blast to over 2,000 contacts

3 Tickets to Public Affairs Luncheon

Featured logo as Partner in website

Featured Partner at Mixer

1 Featured Partner at Major Event

CHAIRMAN

Web banner in all internal pages for 1 year.

4 Promotional E-blast to over 2,000 contacts

4 Tickets to Public Affairs Luncheon

Featured logo as Partner in website

Featured Partner at Mixer

4 Featured Partner at Major Event



MARKETING RESOURCES

Available to all Chamber members.





E-BLAST SERVICE

Members of the chamber have access to the exclusive opportunity to access the Chamber's E-blast program that reaches more than 1,200 active email addresses.



MEMBERSHIP DIRECTORY

Members can use the free membership directory to do business with other Chamber members.



SOCIAL MEDIA PROMOTION

Members have access to social media promotion opportunities on a quarterly basis.



WEBSITE'S CALENDAR OF EVENTS

Members can utilize the Chamber's calendar of events to publicize their events.

ACCESS YOUR MEMBER BENEFITS

Chamber members get immediate access to the members-only online portal located on our website or through the MemberPlus app available on iOS and

Android phones.

UPDATE CONTACT INFORMATION

Make sure to keep updated and inform us of any changes to your business and employees.

UPDATE MEMBER LISTING

An updated member listing will keep your directory fresh and keep the public informed about your business offerings.



UPLOAD VIDEOS, PICTURES, & MORE

If applicable, make your directory listing interactive and communicate your business's mission.

INTERACT WITH OTHER MEMBERS

The member-only online portal allows Chamber members to connect with other members and do business easily.



WE ARE THE CHAMBER

Chamber Seal of Membership

The Chamber seal of membership is available to members to display at their business location, on company materials and website to reflect the credibility of being a Chamber member.

www.brownsvillechamber.com



GET INVOLVED. JOIN A COMMITTEE.



SMALL BUSINESS DEVELOPMENT

Supports entrepreneurs to start, grow and prosper.



HEALTH & WELLNESS

Provides the business leadership necessary to bring about positive changes in our health care climate.



GOVERNMENTAL AFFAIRS

Promote awareness and take action on governmental issues of importance to chamber members at local, state and federal levels



BIENVENIDOS

Creates awareness of business milestones such as anniversaries.



INTERNATIONAL TRADE & LOGISTICS

Represents the international commerce and trade needs of the community.



CONNECT BTX

Advances digital equality and economic growth through strategic partnerships that promote a thriving and digitally-empowered community.







RIBBON-CUTTINGS

Plan and conduct ribbon cuttings and/or ground breaking ceremonies for FY 20-21.



MENTOR PROGRAM

Create, plan and execute a new member mentor program (Ambassador's) to foster involvement and participation in chamber events and committees. Consider need for new member event bi-monthly, a smaller version of the Business After Hours Mixer or Despierta Brownsville format.



ATTENDING EVENTS

Support the Chamber with special events by attending and participating in Business Mixers, Annual Banquet, Speed Networking, and other special projects as needed.





SMALL BUSINESS DEVELOPMENT

To promote and assist small business through proactive innovative programs, education, networking and other resources available to facilitate growth.

STRATEGIES



PROFESSIONAL DEVELOPMENT

Inform, educate and connect members through professional development and continuing education opportunities by providing relevant seminars, workshops and resources for the business community.



SUPPORT GROWTH

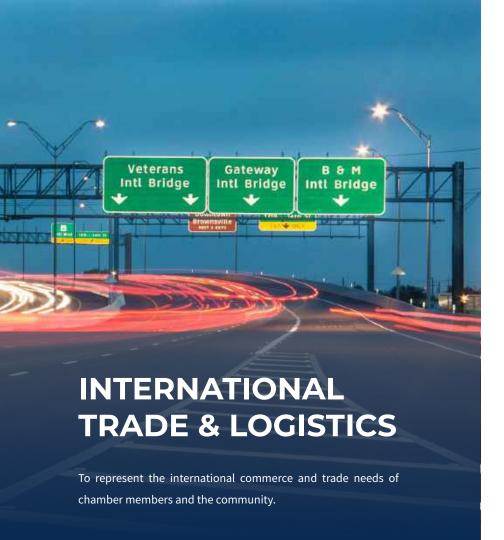
Promote entrepreneurship and growth of small and medium sized businesses by developing a memorandum of understanding with community key partners between the chamber, BCIC and UTRGV in support of business sustainability.



EXECUTE EVENTS

Facilitate business growth opportunities and platforms by executing special events and developing marketing campaigns to strengthen economic prosperity.







INTERNATIONAL ISSUES

Invite guest speakers to meetings that will provide important information about international issues.



POLICY & PROGRAMS

Formulate and recommend policy and programs to enhance flow of commerce and security at international ports of entry.



BI-NATIONAL COALITION

Redevelop and support the Bi-National Chamber of Commerce Coalition.



MAINTAIN LIAISON

Maintain liaison with consuls, Department of Homeland Security, maquiladoras, brokers, elected and appointed officials on both sides of the border.



PROMOTE INTERNATIONAL COMMERCE

Promote Brownsville/Matamoros as an international business community and encourage international commerce and tourism.







NATIONAL HEALTH OBSERVANCES

Each month, the committee will feature select National Health Observances (NHOs) highlighting important health issues that affect Americans every day by hosting health seminars on the last Wednesday of the month.



EMPLOYER HEALTH TOOLKIT

Implementation & distribution of an employer health toolkit to create a culture of well-being in the workplace.



WELLNESS INITIATIVES

Collaborate with chamber members on employer wellness initiatives to collectively bring about positive change in the workplace.



RIDE WITH BROWNSVILLE

Support, promote and participate in the Ride with Brownsville initiative.



HEALTH & WELLNESS EXPO

Plan, participate in and promote the Health & Wellness Expo.







ADVOCACY

Identify and prioritize issues that are important to the membership.



CALL TO ACTION

Keep membership informed of relevant issues, the action taken by the chamber and how members can get involved.



INFRASTRUCTURE IMPROVEMENTS

Advocate for infrastructure improvements; identify, monitor and support projects of regional and local significance.



GOVERNMENT RELATIONS

Work closely with and cultivate relationships with various levels of government by attending appropriate committee meetings and brief legislators on issues important to membership.



SUPPORT

Support federal, state and local legislators on issues relevant to the region.



HOST OFFICIALS

Host legislators and governmental officials when opportunities present.







ADVOCACY

Increase awareness and be the unified voice of the community by forming strategic partnerships for the access and adoption of internet services by stakeholders.



CONNECTIVITY

Increase access to the internet by fostering ownership of computer devices.



DEVICES

Increase Access and Ownership of Computer Devices.



TRAINING

Increase Digital Skills and computer literacy.



ECONOMIC DEVELOPMENT

Empower Community through access to technology, aid in the development of a skilled workforce, and promote digital skills.





The Brownsville Chamber of Commerce provides educational opportunities for executives, small business owners, and employees. Chamber University offers a variety of seminars and workshops to help our members expand their business knowledge of topics such as customer service, human resources, marketing, and more.

















The Women's Business Center Rio Grande Valley (WBCRGV) Program was established in 2016 to increase the number of successful women-owned small businesses and help accelerate their growth. The mission of the WBCRGV is to enable and empower entrepreneurs by providing programs and services focused on advocacy, education, support, and outreach.







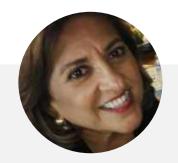


TESTIMONIALS



ORLANDO GUTIERREZ
THE BROWNSVILLE HERALD

The Brownsville Chamber is the best! It's such a great honor to be part of an awesome team and wonderful organization in our amazing City of Brownsville, Texas.



FIRST COMMUNITY BANK

I am so happy to be an ambassador
for our great Brownsville Chamber,
an organization in our Community
that I truly support and believe in.



Chambers are essential to the growth of communities but our Brownsville Chamber offers networking, marketing, seminars, and workshop opportunities like no

other!!

OLGA MORALES

COURTYARD BY MARRIOTT





2021 TCCE COMMUNICATION EXCELLENCE AWARDS

The Brownsville Chamber of Commerce received three awards for outstanding marketing and communications at the Texas Chamber of Commerce Executives (TCCE) Communication Excellence Award Program.

1st PLACE

Digital media for the <u>"Dear Brownsville"</u>
COVID-19 commercial spot.

1st PLACE

Event marketing for the <u>"Brownsville & Beyond"</u> webinar series.

2nd PLACE

Event marketing for division one chambers of commerce throughout the state of Texas with a total annual revenue under \$250,000.







ESMY VILLARREAL

President & CEO



KPI DASHBOARD - Phase 1

May 8, 2020

TOTAL HOURS TOTAL **SPENT ON PROJECT**

596

TOTAL

FOLLOW-UPS

BUSINESSES REGISTERED

459

EDUCATIONAL RESOURCE WEBINARS

13

TOTAL CALLS MADE

403

TOTAL WEBINAR PARTICIPANTS

August 14, 2020

TOTAL HOURS SPENT ON PROJECT

4,061

TOTAL **BUSINESSES REGISTERED**

827

TOTAL CALLS MADE

6,764

TOTAL FOLLOW-UPS

2,356

EDUCATIONAL RESOURCE WEBINARS

42

TOTAL WEBINAR PARTICIPANTS

21,920



KPI DASHBOARD - Phase 2

August 14, 2020

TOTAL HOURS SPENT ON PROJECT

4,061

TOTAL **BUSINESSES REGISTERED**

827

42

TOTAL FOLLOW-UPS

2,356

EDUCATIONAL RESOURCE WEBINAR WEBINARS PARTICIPANTS

21,920

TOTAL

TOTAL CALLS

MADE

6,764

December 31, 2020

TOTAL HOURS SPENT ON PROJECT

TOTAL BUSINESSES REGISTERED

909

TOTAL CALLS MADE

14,013

TOTAL FOLLOW-UPS

6,450

EDUCATIONAL RESOURCE WEBINARS

64

TOTAL WEBINAR **PARTICIPANTS**

24,332





On behalf of Super Cream LLC please accept our thanks and gratitude to the Brownsville Chamber of Commerce, particularly the COVID-19 small business assistance team, in providing us the knowledge and available relief programs/ resources, such as the Brownsville CARES Grant, SBA paycheck protection program and EIDL funds.

The company was able to apply and get assistance from the Brownsville CARES grant, this relief is helping our business attract more customers through online and physical advertising such as banners, paper menus, and social media ads, bring in more business to the restaurant and keeping us afloat

We were also given PPE equipment vendor information and the Texas southmost College Disinfectant Specialist Training Program, all of these resources were able to assist our community during the outbreak of this pandemic and we are thankful to the city for knocking on the door of small businesses and provide others the assistance, help, and guidance.



"

Lariza Lozano Super Cream LLC





Every year Kenmont School dedicates a theme to be celebrated and reflected upon by students, teachers and staff. This year we have chosen to celebrate superheroes and how they come in all shapes and sizes. The current circumstances surrounding the COVID-19 pandemic are unprecedented. It is in times like these that the community shows what it truly means to help others. Brownsville Community Improvement Corporation has proven that they are a true Superhero!

BCIC has given Kenmont School the opportunity to keep our academic and health safety standards high. Our goal is to create a safe and effective environment for our students and staff. The funds so generously given to us by BCIC have been allocated to improving not only the education of our students, but their health and safety as well in the midst of these trying times.

Thanks to BCIC, we have been able to include Hypurist Sanitation Services and Technology in our budget so as to follow CDC guidelines. Published in various peer reviewed medical journals, the sanitation services provided by Hypurist will be used to keep our Kenmont family safe.

BCIC has helped Kenmont School do everything possible to make this school year great. BCIC, you are a Superhero!

"

Alma Salazar Kenmont Montessori School



66

Te confirmo que finalmente recibimos el cheque de ayuda por parte del BCIC, muchas gracias sobre todo a ti por ofrecerlo y apoyarnos durante todo el trámite.

Esto sin duda es un respiro para nuestro negocio.

Esperando que esta situación mejore, agradecemos mucho a los que se involucran para mantener de pie a los negocios de Brownsville.

"



Alicia Lopez
Madeira Restaurant



ASTRID B. ROSALES

Membership & Administrative Support Specialist





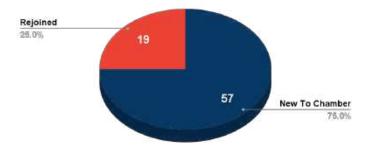
FY 18-19 ANALYSIS

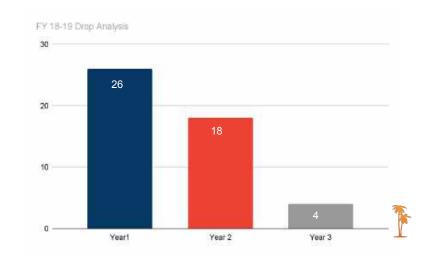






FY 18-19





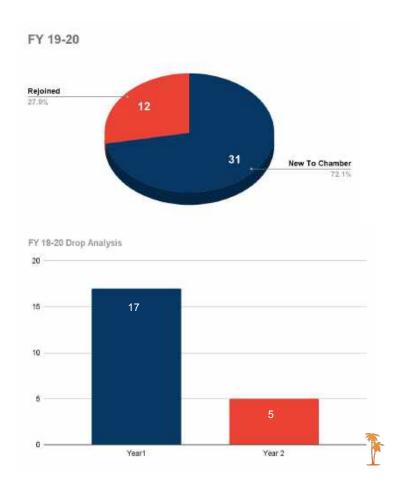


FY 19-20 ANALYSIS



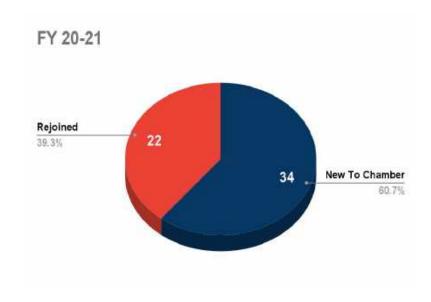






FY 20-21 ANALYSIS







HISTORIC MEMBERSHIP COMPARISON

	FY 18-19	FY 19-20	FY 20-21
Total Active Members	484	446	420
Total Courtesy Members	32	32	31



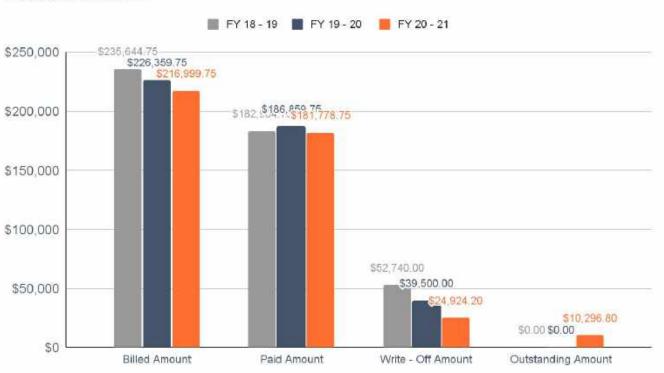


HANNIA P. ROVELO

Information & Administrative Support Specialist



Status of Invoices



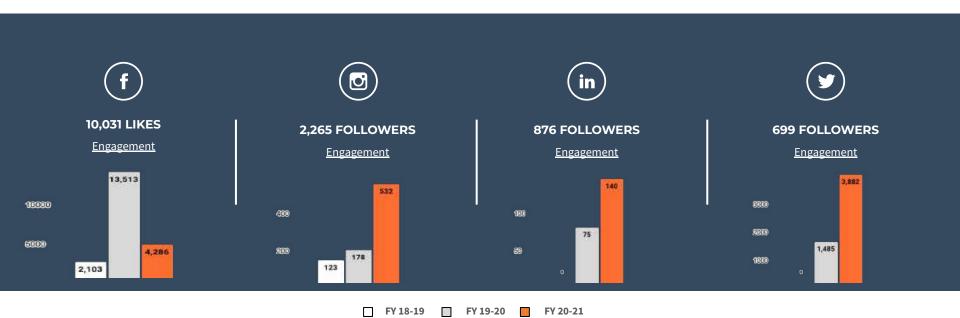
DANIELLE N. RODRIGUEZ

Director of Marketing & Programs





SOCIAL MEDIA ANALYTICS







VIEWS	SEARCHES	ACTIVITY		
<u>FY 19-20</u>	<u>FY 19-20</u>	<u>FY 19-20</u>		
<i>AVG. 5,44</i> 9	AVG. 4,200	<i>AVG. 1,142</i>		
<u>FY 20-21</u>	<u>FY 20-21</u>	<u>FY 20-21</u>		
AVG. 17,242	<i>AVG. 6,310</i>	<i>AVG. 2,344</i>		



MASS EMAILS

The Brownsville Chamber of Commerce offers Chamber members the exclusive opportunity to access the Chamber's E-blast program that reaches more than 1,200 active email addresses.



Sales FY 18-19

\$940



Sales FY 19-20

\$1,600



Sales FY 20-21

\$980



WEBSITE REDESIGN

Project by VIVA Media Group.

Timeline Details	Jun	July	Aug	Sept	Oct
Project Specification and Content Acquisition	Phase	1			
Layout and Design		F	Phase 2		
Production and Coding			Р	hase 3	
Testing, Delivery, and Launch				P 4	

Phase I - Project Specification and Content Acquisition (Before Beginning)

Approval of the navigational flow and complete content acquisition for the project

Phase II - Layout and Design (25 Days)

Initial graphic designs are completed for the new website

Phase III - Production and Coding (25 Days)

 All pages of the website will be linked together, banner presentations created and coding will be created for all specific features and custom components.

Phase IV - Testing, Delivery, and Launch (5 Days)

Extensive testing to ensure proper functionality on the majority of browsers and all screen/site settings





FY 18-19

Total Workshops: 49 Total Attendees: 601 Revenue: \$14,550



FY 19-20

Total Workshops: 88 Total Attendees: 23,730 Revenue: \$11,395



FY 20-21

Total Workshops: 89 Total Attendees: 5,501 Revenue: \$19,555



FY 18-19

Total Workshops: 6

FY 19-20

Total Workshops: 11

FY 20-21

Total Workshops: 38



FY 18-19

Total Workshops: 6 Revenue: \$7,570

FY 19-20

Total Workshops: 11 Revenue: \$10,300

FY 20-21

Total Workshops: Revenue:

Grow with Google

FY 18-19

Total Workshops:

FY 19-20

Total Workshops: 3

FY 20-21

Total Workshops: 3



NEW PROGRAMS + INITIATIVES



BUSINESS DIGITAL INCLUSION

The City of Brownsville Commission approved \$250,000 for business digital inclusion efforts. This funding will provide economic relief, as well as enhance the quality of life for all residents.



FIRST FRIDAY

Brownsville's First Friday is an immersive music and art experience on the first Friday of each month. Brownsville's entertainment and arts district springs to life for this event.



CIVICS BEE PILOT PROGRAM

The "Civics Bee" Pilot Program will provide a powerful and high-profile example of how students can work with chambers, businesses, and civic institutions to improve democracy in their communities.



CONTACT US

ADDRESS

1600 University Blvd.

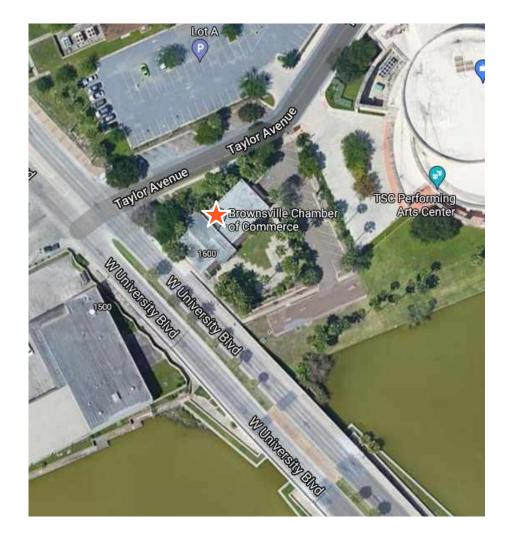
Brownsville, Texas 78520

TELEPHONE

(956) 542-4341

WEBSITE & EMAIL

Visit us: www.brownsvillechamber.com
Email: info@brownsvillechamber.com





CONNECT WITH US ON SOCIAL MEDIA











@BTXChamber

#WeAreTheChamber #BeBrownsville