

Chambers With Income Over \$750,000

Respondents:

Brainerd Lakes Area Chamber of Commerce	MN	Minneapolis Regional Chamber of Commerce	MN
Cedar Rapids Chamber of Commerce	IA	Oshkosh Chamber of Commerce	WI
Chamber of Commerce Fargo Moorhead	MN	Rochester Area Chamber of Commerce	MN
Council Bluffs Area Chamber of Commerce	IA	Saint Paul Area Chamber of Commerce	MN
DavenportOne Chamber of Commerce	IA	Sheboygan County Chamber of Commerce	WI
Dubuque Area Chamber of Commerce	IA	St. Cloud Area Chamber of Commerce	MN
Duluth Area Chamber of Commerce	MN	The Greater Des Moines Partnership	IA
Fond du Lac Chamber of Commerce	WI	TwinWest Chamber of Commerce	MN
Greater Omaha Chamber of Commerce	NE	Wausau Region Chamber of Commerce	WI
Green Bay Area Chamber of Commerce	WI		

State:

Organization:

Survey Respondents by State

State	Frequency
IA	5
MN	9
ND	0
NE	1
SD	0
WI	5
Total	20

Survey Respondents by Population Served

Pop. Service Area	Frequency
Less than 10,000	0
10,001 - 20,000	0
20,0001 - 50,000	0
50,001 - 75,000	3
75,001 - 100,000	5
100,001 - 250,000	6
250,001 - 500,000	3
More than 500,000	3
Total	20

Accredited by US Chamber of Commerce

Accreditation	Frequency
Accredited	7
Not Accredited	13
Total	20

Chief Paid Executive FT or PT

Status	Frequency
Full Time	20
Part Time	0
Total	20

Number of Years Chief Paid Exec. in Position

Number of Years	Frequency
Less than 1 year	1
1 - 3 years	5
4 - 6 years	5
7 - 10 years	4
More than 10 years	5
Total	20

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Chambers Offering Professional Development

Professional Training	Frequency
Yes, for all employees	16
Yes, for select employees	3
No	1
Total	20

Organization Used for Professional Development

Organization	Frequency
U.S. Chamber Institute	15
ACCE	17
ASAE	2
Local College	16
State Chamber Prof. Assoc.	15
Professional Training Co.	14
Private Consultants	10
Regional Chamber Group	9
Total	98

Staffing

Staff	N	Mean	Median	Minimum	Maximum
FT Management	20	9.6	7	3	35
FT Non-Management	20	6.0	5	1	15
PT	19	1.6	1	0	8
PT in Full-time-equivalents	18	1.4	0	0	18

Membership Bill Accounts & Area Businesses

	N	Mean	Median	Minimum	Maximum
Membership Bill Accounts	20	1316	1126	810	3406
Businesses in Service Area	21	16112	4000	1200	77505

Minimum Dues for Business Accounts

	N	Mean	Median	Minimum	Maximum
Base rate for Min. Dues	20	\$302	\$286	\$224	\$398

Membership Change

	N	Mean	Median	Minimum	Maximum
Members at the Beginning of the FY	20	1,233	1,104	765	3,214
Members who Dropped During the FY	20	185.3	158	33	672
Number of New Members in the FY	20	208	144	55	864
Number of Members at the end of the FY	20	1316	1126	810	3406

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Financial:

Month	Fiscal End-of-Year	Frequency
January		0
February		0
March		0
April		0
May		1
June		0
July		1
August		5
September		6
October		0
November		0
December		7
Total		20

	Chamber Income				
	N	Mean	Median	Minimum	Maximum
Membership Dues Income	21	\$743,129	\$522,000	\$105,435	#####
Non-Dues Income	20	\$1,201,845	\$1,011,191	\$399,124	#####
Total Income	12	\$2,267,812	\$1,894,555	\$613,885	#####

Income Area	How Income is Used				
	N	Mean	Median	Minimum	Maximum
Administrative	20	48%	49%	35%	58%
Operations	20	15%	14%	7%	38%
Programs	20	32%	32%	4%	51%

Profit/Loss	Frequency
Profit	15
Loss	5
Total	20

Reserve Fund	Reserve Fund				
	N	Mean	Median	Minimum	Maximum
Reserve Fund	15				
No Reserve Fund	5				
Total	20				

Reserve Fund	Reserve Fund				
	N	Mean	Median	Minimum	Maximum
Amount Added to	15	\$80,837	\$40,000	-\$20,867	#####
RF Last Year	15	\$588,156	\$250,000	\$84,000	#####
Goals for RF	10	\$625,800	\$450,000	\$84,000	#####

	Payroll				
	N	Mean	Median	Minimum	Maximum
Total Annual Payroll	20	\$1,232,911	\$761,375	\$360,511	#####
% of Payroll Allocated to Benefits	20	17%	14%	6%	56%

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Compensation:

	Annual Base Salary				
	N	Mean	Median	Minimum	Maximum
Chief Paid Executive	20	\$121,344	\$104,500	\$73,000	#####
Vice-President (Second in Charge)	8	\$83,052	\$85,645	\$51,232	#####
Business Financial or Administrative Manager	19	\$51,547	\$40,000	\$25,168	#####
Public Affairs or Government Affairs Manager	11	\$59,069	\$47,557	\$36,004	#####
Membership Manager	17	\$41,432	\$37,155	\$16,450	\$84,460
Communications Manager	13	\$56,017	\$52,000	\$29,500	\$91,237
Small Business Manager	7	\$57,434	\$54,000	\$43,722	\$90,000
Convention & Visitors Bureau Manager	5	\$55,320	\$57,500	\$42,000	\$65,100
Special Projects Manager or Coordinator	10	\$35,394	\$37,499	\$20,000	\$40,600
Information Services Manager or Coordinator	6	\$35,591	\$35,485	\$28,300	\$46,500
Program Manager	11	\$38,429	\$39,010	\$27,000	\$53,137
Administrative Assistant or Receptionist	20	\$27,073	\$27,000	\$21,000	\$33,500

	Last Percent Increase				
	N	Mean	Median	Minimum	Maximum
Chief Paid Executive	19	6%	5%	3%	11%
Vice-President (Second in Charge)	8	5%	4%	3%	10%
Business Financial or Administrative Manager	18	5%	4%	3%	12%
Public Affairs or Government Affairs Manager	9	5%	5%	3%	10%
Membership Manager	13	3%	3%	2%	6%
Communications Manager	10	6%	4%	3%	15%
Small Business Manager	7	6%	5%	3%	10%
Convention & Visitors Bureau Manager	5	8%	6%	3%	19%
Special Projects Manager or Coordinator	8	4%	4%	3%	5%
Information Services Manager or Coordinator	4	4%	4%	3%	4%
Program Manager	8	4%	4%	3%	10%
Administrative Assistant or Receptionist	17	4%	3%	2%	9%

	Potential Bonus Plus Commission				
	N	Mean	Median	Minimum	Maximum
Chief Paid Executive	18	\$16,782	\$17,150	\$0	\$50,400
Vice-President (Second in Charge)	7	\$6,011	\$5,000	\$0	\$16,380
Business Financial or Administrative Manager	13	\$1,713	\$2,000	\$0	\$5,500
Public Affairs or Government Affairs Manager	7	\$3,814	\$4,000	\$0	\$6,400
Membership Manager	14	\$10,696	\$75,000	\$0	\$39,795
Communications Manager	8	\$1,481	\$875	\$0	\$5,600
Small Business Manager	5	\$1,648	\$2,000	\$0	\$4,240
Convention & Visitors Bureau Manager	6	\$3,733	\$3,450	\$0	\$8,000
Special Projects Manager or Coordinator	7	\$4,643	\$3,000	\$0	\$23,000
Information Services Manager or Coordinator*					
Program Manager	8	\$1,556	\$1,975	\$0	\$4,000
Administrative Assistant or Receptionist	13	\$665	\$250	\$0	\$3,000

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Benefits: Top 3 Positions

Benefits: Chief Paid Executive

	N	Mean	Median	Minimum	Maximum
Percent of Salary Chamber Contributes Retirement	20	7%	7%	3%	15%
Monthly Amount for Auto Allowance	15	\$593	\$600	\$240	\$1,250
Paid Vacation Days Per Year	19	22.4	21	15	32
Paid Sick Days Per Year	14	9.6	10	0	20

Benefits: VP/Second in Charge

	N	Mean	Median	Minimum	Maximum
Percent of Salary Chamber Contributes Retirement	8	6%	7%	0%	10%
Monthly Amount for Auto Allowance	7	\$148	\$0	\$0	\$500
Paid Vacation Days Per Year	9	17.7	18	0	29
Paid Sick Days Per Year	5	8	10	0	12

Benefits: Financial Manager

	N	Mean	Median	Minimum	Maximum
Percent of Salary Chamber Contributes Retirement	17	6%	5%	3%	10%
Monthly Amount for Auto Allowance	4	\$60	\$43	\$0	\$153
Paid Vacation Days Per Year	19	16.3	16	10	27
Paid Sick Days Per Year	12	10.1	10	0	20

Benefits: All Positions
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	Cafeteria	Club (Civic) Membersh	Club (Social) Members	Dental Insuran	Auto Furnishe	Life Insurance	Long-Term Disabil	Medical Insuran	Paid Parking	Personal Auto Allowance	Retirement Plan	Short-Term Liabili	Tuition
Chief Paid Executive	14	12	10	16	3	18	19	19	12	14	20	13	10
Vice-President (Second in Charge)	7	4	2	6	0	8	8	8	7	2	8	6	4
Business or Financial Manager	13	3	0	16	0	17	19	19	12	2	19	13	10
Public or Government Affairs	7	5	10	0	0	9	11	11	9	1	11	8	6
Membership Manager	12	8	1	15	0	16	17	18	10	5	18	13	10
Communications Manager	10	3	1	11	0	11	13	13	8	1	13	9	7
Small Business Manager	5	1	1	7	0	5	7	6	4	1	7	3	3
Convention and Visitors Bureau Manager	2	5	1	2	0	5	4	5	2	4	5	4	2
Special Projects Manager Coordinator	7	4	0	6	0	8	7	7	5	0	8	7	3
Information Services Manager or Coordinator	4	1	0	5	0	6	6	5	3	1	6	5	3
Program Manager	10	2	0	11	0	9	11	11	5	0	10	6	5
Administrative Assistant or Receptionist	14	4	0	16	1	18	19	20	12	2	20	14	8