

2020-2021

ANNUAL REPORT





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OUR MISSION:

TO PROMOTE AND ADVOCATE FOR BUSINESS AND COMMUNITY DEVELOPMENT

Galveston Island is a thriving city filled with committed businesses, community leaders and a booming tourism industry. As the oldest chamber in Texas, established in 1845, the Galveston Regional Chamber of Commerce takes pride in the role we play to foster a healthy community where businesses thrive, not just locally but regionally.

EXECUTIVE BOARD

CHAIR

TERRILYN TARLTON-SHANNON

Insurance Junction, Inc.

PAST CHAIR

HOWIE BENTLEY

Classic Auto Group Galveston

CHAIR-ELECT

JAY CARNES

Carnes Funeral Home

TREASURER

FRED D. RASCHKE

Mills Shirley LLP

DIRECTOR

THERESA ELLIOTT

Casa del Mar Beachfront Suites

DIRECTOR

VICTOR PIERSON

Moody Bank

DIRECTOR

MAUREEN PATTON

The Grand 1894 Opera House

DIRECTOR

C.B. "BIX" RATHBURN, PHD

Hilltop Securities

SECRETARY

GINA M. SPAGNOLA

Galveston Regional Chamber of Commerce

2021 BOARD OF DIRECTORS

Jim Andrews, Galveston-Texas City Pilots

Keith Bassett, Bassett Family Retail Group

Michelle Beckwith, Landrys, Inc.

Dr. Craig Brown, City of Galveston Mayor, Ex Officio

Ivan Burkett, GB Tech

James Clark, Mosquito Cafe/Texas Restaurant Association

Jan Collier, Rudy & Paco

Steve Conner, The Regent Care Centers

Kelly de Schaun, Park Board of Trustees

Mike Dean, Yaga's Tropical Café

Nick Droege, Texas Tail Distillery

Colonel Michael Fossum, Texas A&M University at Galveston, Ex Officio

Willis Gandhi, Holiday Inn Express & Suites

Dr. Jerry Gibson, Galveston ISD, Ex Officio

Dr. Jennifer Goodman, Odyssey Academy, Ex Officio



Keith Gray, CenterPoint

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David Norris, Stewart Title Company

Linh Nguyen, Joy Nails I & II

Steven Peña, Kleen Supply

Ben Peterek, Gulfside Cleaning Services

Dr. Ben Raimer, UTMB Health, Ex Officio

Rodger Rees, Port of Galveston

Marie Robb, Coastal Solutions

Joe Rozier, Mitchell Historic Properties

Albert Shannon, Retired

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Jeff Sjostrom, GEDP, Ex Officio

Johnny Smecca, Galveston Restaurant Group

John R. "Rocky" Sullivan, Sullivan Companies

Todd Sullivan, Evia/Sullivan Interests

Kelly Teichman, T & T Marine

V.J. Tramonte, Joe Tramonte Realty, Inc.

Leonard Woolsey, The Daily News

Keith Zahar, The Big Store

PROFESSIONAL STAFF

Gina M. Spagnola, President and CEO

Lindsay Touchy, Vice President

Laura Blacksher, Vice President of Finance

Lorraine Grubbs, Director of Membership Development

Jill Pyles, Director of Events & Sponsorship

Jalene Kambhu, Membership Development & Retention Coordinator

Robert Evans, Executive Assistant to the President & CEO

A MESSAGE TO OUR INVESTORS

Galveston Island plays an important role in today's economy, not only in Texas, but across the entire nation. As we emerge from the shadows of the COVID-19 pandemic, the Galveston Regional Chamber of Commerce is proud to report 2021 as the organization's most successful year in its 177-year history.

Our members are the lifeblood of the organization and by supporting one another, we demonstrated that our region is strong, innovative and able to prevail in the face of yet another challenge. This reinforces the legacy of resilience we know to be alive and well on Galveston Island and makes it one of the best places to work and live.

This 2021 annual report outlines a brief overview of chamber activities undertaken throughout this year and outlines a strong platform and bold vision for the future. This work embodies the relevance of the Chamber through the hard work of the Chamber team, volunteers and entire membership.

We're entering an exciting chapter in the Chamber's 177-year history facing change and opportunity, and we are well positioned for continuing our success. We remain, as always, committed to our core mission – to promote and advocate for business and community development.

The mighty chamber team continues to work tirelessly in support and dedication to our members and our highest-ever retention level indicates we are relevant to them. Every team member is willing and able to assist our members and provide resources to maximize member benefits.

With the unprecedented advocacy representation, networking opportunities and a plethora of community involvement, we encourage you become even more involved in the Chamber in the upcoming year.

We extend a sincere and heartfelt gratitude to our members for your investment and continued support of the work we do on behalf of the business community. You make Galveston Island a great place to live, work and conduct business.

Sincerely,



A handwritten signature in black ink that reads "Jay P. Carnes".

Jay Carnes
2022 Chair



A handwritten signature in black ink that reads "Gina M. Spagnola".

Gina M. Spagnola
President and CEO

THANK YOU TO OUR SUSTAINING MEMBERS

Premier

THE
ANASTASIA GAIDO
GROUP

NAN
PROPERTIES

CHRISTIE'S
INTERNATIONAL REAL ESTATE

Admiral

Family Owned
Carnes
Funeral Home
Burial • Cremation • Donation
Texas City

CLASSIC
AUTO GROUP • GALVESTON
Putting Dreams in Driveways
classicalgalveston.com

Frost

The
**Daily
News.**

GALVESTON
★ ISLAND ★
Park Board of Trustees



GALVESTON WHARVES

LANDRY'S
DINING • HOSPITALITY • ENTERTAINMENT • GAMING

**MAYES
Middleton**

**MITCHELL
HISTORIC
PROPERTIES**

Moody Bank
MEMBER FDIC



Southwest



utmb Health

Captain

**AMERICAN
NATIONAL**

AMOCO
FEDERAL CREDIT UNION
"A Member Owned Cooperative Organization"
all about you™



**COASTAL
COMMUNITY**
FEDERAL CREDIT UNION

**KFDM
FOX4**

**GARY
GREENE**
Vacation Rentals

**Better
Homes**
REAL ESTATE
GARY
GREENE

Gulfside
Cleaning Services.

THE UNIVERSITY OF TEXAS
**MD Anderson
Cancer Center**
Making Cancer History®

Royal Caribbean Group



TEXAN BANK THE TREMONT HOUSE

STRATEGIC OVERVIEW

	DELIVER VALUE TO MEMBERS	ADVANCE COMMUNITY EXCELLENCE	CONTINUE TO BE THE VOICE FOR BUSINESS
KEY OBJECTIVES	<p>Increase networking opportunities to support members</p> <p>Perform retention outreach</p> <p>Educate members about benefits and opportunities</p>	<p>Cultivate a quality and qualified workforce</p> <p>Initiate education innovations</p> <p>Equip future leaders with tools and resources</p> <p>Provide platform to educate and recognize women making significant contributions to the community</p>	<p>Advocate through the Legislature for member businesses</p> <p>Influence local, state and national policy</p> <p>Be an informative resource</p>
KEY ACCOMPLISHMENTS	<p>Conducted quarterly Chamber 101 meetings to inform new and current members on new programming and benefits</p> <p>Implemented a total resource campaign to educate members on networking and business exposure opportunities</p> <p>Created new position to focus primarily on members needs and retention</p> <p>Launched new website which included more resources for members and future residents</p> <p>Conducted monthly Good Morning Galveston meetings with standing room only audience</p> <p>Conducted monthly mixers</p>	<p>Kicked off Leadership Galveston Class of 2022 with record-breaking participants</p> <p>Began design and creation of the advanced Leadership Galveston program</p> <p>Hosted a public roundtable to identify solutions regarding current workforce shortage</p> <p>Produced Lemonade Day Galveston County to promote youth entrepreneurship</p> <p>Partnered with schools and Workforce Solutions to host job fairs county wide</p> <p>Hosted roundtable with community leaders to design and create the advanced Leadership Galveston class</p> <p>Hosted annual women's conference</p>	<p>Provided candidate forums on recent elections to inform and educate members on candidate views regarding business</p> <p>Hosted luncheons regarding current issues affecting our region such as A Conversation with Sen. Cruz and Legislative Updates</p> <p>Hosted DC fly in with Chamber president and representatives from the maritime industry to seek funding for dredging project</p> <p>Advocate for property tax reform and continue to fight TWIA on insurance increases through billboards and letters to elected officials</p>

2022 PRIORITIES

GOAL 1 **ADVANCE A BUSINESS-FRIENDLY ENVIRONMENT**

- Continue to emphasize our shop local campaign
- Invite policy makers to participate in chamber programs and meetings
- Encourage chamber members to seek apportionments in governmental community and chamber programs
- Provide forums to educate members on issues impacting the business community

GOAL 2 **CONTINUE TO ADVOCATE FOR CURRENT LEGISLATIVE AGENDA PRIORITIES**

- Fund storm surge protection system - Coastal Spine - for beach/bay protection systems and erosion prevention
- Maintain availability of effective and affordable windstorm and flood coverage for local businesses and residents
- Legislation supporting advanced technologies to ensure Texans have access to cutting edge networks and technologies to enhance job creation and expansion
- Continue to address the critical issue of the water supply that will help control costs needed to sustain economic opportunity and future water availability
- Property tax reform

GOAL 3 **ESTABLISH GREATER FINANCIAL STABILITY**

- Secure permanent home for Chamber through the finance committee
- Continue to increase membership and retention
- Build upon highly successful programs to add new programming such as Leadership Galveston II
- Increase income through affinity programs



PUBLIC POLICY

As a part of the Chamber's mission, we advocate on critical topics related to the business community. We coordinate the public policy efforts of the Chamber through the work of the advocacy and legislative affairs committee.

In addition to the advocacy work listed below on behalf of our members, we hosted a legislative update with Senator Ted Cruz, a round-table to address workforce issues, and a state of the region luncheon with the mayor, superintendent and Galveston County Local Health Authority and a holiday appreciation luncheon with our state senator and representatives.

2021 ADVOCACY RESOLUTIONS	RESULT	2021 ADVOCACY LETTERS OF SUPPORT	RESULT
Resolution in Support to Approve PPP Request	PPP loan approved	Galveston Chamber Tax Reform Support	Tax Reform remains active and taken into 87th Legislature
Resolution in Support of the Gulf Coast Protection District	The Gulf Coast Protection District enacted and a funding plan established.	Letter of Support HB1181-Golf Cart Legislation	Golf cart legislation was passed
Resolution of Support for Property Tax Natural Disaster Exception		Chamber Letter to Texas Congressional Delegations Supporting Cruise Industry	Cruise industry reopened
Resolution Supporting City Council and Golf Cart & Electric Devices-Scooters Business Owners Form A Sub-Committee	Golf cart legislation was passed	Chamber Support 3 Park Board Projects	Park Board projects funded.
Resolution Supporting the Cruise Industry Reopen	Cruise industry reopened	Build Back Better Regional Challenge Letter of Support	
		Letter of Support Requesting Funding for Dredging	Funding for dredging was not appropriated to our area



COMMUNICATIONS

We work hard to increase our brand awareness, maximize engagement and provide business development opportunities for our members. Our marketing team supports the entire chamber by communicating with numerous audiences including Chamber members, prospective members, government officials, the community and media.

We are constantly adapting to digital advancements to better serve our members and provide enhanced exposure opportunities.

In 2021, the Chamber launched a new website with advanced features and advertising opportunities to connect our brand and our members to targeted audiences.

GALVESTON ISLAND, TX

TEXAS' OLDEST CHAMBER



MEMBERSHIP

Join the Chamber Today

>

SUBTITLE HERE

Support Local

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation.

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PUBLIC POLICY

Advocate for the Region

>

EXPLORE CITY

Discover the City of Galveston Island

>

ECONOMIC DEVELOPMENT

Regional Economic Prosperity

>



WEBSITE STATS



38,301 WEBSITE USERS

85,961 PAGE VIEWS

SOCIAL MEDIA STATS



27,768 FOLLOWERS

212,461 TOTAL POST REACH

26.8% INCREASED FOLLOWERS

EMAIL MARKETING STATS



35% OPEN RATE

4% ABOVE INDUSTRY AVERAGE



MEMBERSHIP

The Galveston Regional Chamber of Commerce represents more than 800 members comprised of businesses, organizations and individuals from across the region.

We want to thank all of our members who renewed their membership and continued to support the work we do on behalf the business community.

The Chamber's visitor center is the island's official visitor center and is open seven days a week. The visitor's center offers member brochures and personalized recommendations to the visitors who stop by. We also produce a multi-award winning Membership Directory, Relocation & Island Guide that we distribute to potential residents as well as to our membership and throughout the community.



MEMBERSHIP STATS

147 NEW MEMBERS

680 RENEWING MEMBERS

63 RIBBON CUTTINGS

86%
RETENTION
RATE



In 2020, the chamber partnered with the Galveston Island Convention & Visitors Center to become the official visitors center.



Visitors Center at a glance 2021



10,648

TOTAL VISITORS

↑ **98%** COMPARED TO 2021



5,609

TOTAL MAIL OUTS

↓ **7%** COMPARED TO 2021



5,954

TOTAL CALLS

↑ **20%** COMPARED TO 2020



Programs & events 2021

Programs and events are an integral component of membership and our annual budget.

In a year of unimaginable challenges, 2020 was a circus but our community demonstrated strength, resilience and vibrant energy. We marked our 177th year with a colorful affair themed *A Three-Ring Circus*. With over 500 attendees on February 26, 2021, we said farewell to 2020 and toasted to a bright future.

In addition, we hosted Lemonade Day Galveston County, an inaugural clay shoot, twelve Good Morning Galveston meetings, four new member 101 sessions, four workshops, five mixers, the 32nd annual golf tournament and the 14th annual women's conference.

460

ANNUAL MEETING
ATTENDEES

840

WOMEN'S CONFERENCE
ATTENDEES

235

GOLF TOURNAMENT
ATTENDEES

15

NETWORKING
EVENTS

35

NAVIGATORS

11

NAVIGATOR
MEETINGS

98

CLAY SHOOT
ATTENDEES

Galvestonian of the year, Senator Larry Taylor



Mariel Hemingway, Women's Conference Keynote



Inagural Shoot for the Chamber Clay Shoot



Lemonade Day Galveston County

176th Annual Meeting Highlight

A 3-Ring Circus

2021 Award recipients

2021 "Nonno" Tony Smecca Galvestonian of the Year, Senator Larry Taylor

Global Impact Award, James Le Duc, PhD & Associates, Galveston National Laboratory

Regional Impact Award, Representative Mayes Middleton

Christie Mitchell Beachcomber Award, Galveston County Recovery Fund

Galveston County Champions, County Judge Mark Henry and Galveston County COVID-19 Business TaskForce

Community Champions, James Clark, President of the Galveston Restaurant Association ; Anthony P. Brown, McLeod, Alexander, Powel, & Apffel, PC; Small Business Administration (SBA); Frost Bank, HomeTown Bank, Moody Bank, and Texas First Bank

Victor Pierson C-Crewe Award, Rodger Rees, Port of Galveston

Carol and Fred Wurst Navigator of the Year, Keisha Heck, Mitchell Historic Properties

Special Recognition, Renee Moran-Chavez, Magic Moments

Volunteers of the Year, Christina Dunn, Odyssey Academy and Sara Hawkes, Network Funding

Unsung Hero, Juan Cisneros, Gulfside Cleaning Services

Vivian Rose Hernandez Junior Navigator of the Year, Morgan Williams, UTMB Medical Student

Thank you sponsors

Ringmasters

Moody Bank
Texan Bank
The Big Store

Greatest Show on the Island

AMOCO Federal Credit Union
Carnes Funeral Home
CenterPoint Energy
Charter Financial Group
Classic Auto Group of Galveston
Del Papa Distributing Company
Evia/Sullivan Brothers Builders Galveston
Island Park Board of Trustees Galveston
Restaurant Group Galveston Texas City Pilots
Gulf Copper
Ham, Langston & Brezina, L.L.P. HomeTown Bank
Hospitality Health ER

Insurance Junction
Joe Tramonte Realty, Inc.
Kleen Supply
Landry's Inc.
McLeod, Alexander, Powel and Apffel, PC
Port of Galveston
Prestige Oysters Inc.
Senator Larry Taylor
State Representative
Mayes Middleton
Texas A&M University at Galveston Texas First Bank
The Daily News
UTMB Health
Yaga's

Media Partners

Gulf Coast E-news
i45NOW
The Daily News



LEADERSHIP DEVELOPMENT

C-CREWE

An emerging group of future leaders, the C-Crewe engages young professionals under forty in the Galveston business community and the Galveston Regional Chamber of Commerce.

Led by an executive committee comprised of young professionals, the C-Crewe provides young professionals opportunities to build relationships, serve the community, and engage with political, civic and business leaders. The group represents a diverse range of companies, backgrounds, and ideas.

In 2021, we hosted seven luncheons and it's flagship event, the 11th Annual Mudbugs & Beer on the Bayou.



2021 C-Crewe Executive Committee Chair

Traci Puckett, American National Co.

At-large Committee Members

Nick Bentley, Classic Auto Group Galveston

Lidija Bikova, Zero/Six Consulting, LLC

Carrie Davis, The Grand 1894 Opera House

Nick Droege, Texas Tail Distillery

Bryan Kunz, Galveston Island Convention & Visitors Bureau

Lauren Millo, Moody Bank

Veronica Moreno, Affinity UrgentCare

Jason Keeling, Ryson Real Estate & Vacation Rentals

Steven Pena, Kleen Supply

Lindsey White, United Way of Galveston

Chamber Representative

Lindsay Touchy, Galveston Regional Chamber of Commerce



LEADERSHIP GALVESTON

Leadership Galveston program creates a pipeline of future leaders for our community through the development of core leadership competencies and the introduction to social, economic, business and political issues in the Galveston area and the successful leaders that influence and run them.

The Leadership Galveston class of 2021 kicked off their eight-month journey with 27 participants on September 18 with an overnight retreat at Moody Gardens.

In 2022, the program will launch newly developed Leadership Galveston II. Upon graduating Leadership Galveston, business leaders can join the advanced Leadership Galveston II program, a series designed to teach participants core leadership skills to help them be more successful throughout their careers. Taught partly by local business leaders, this class is designed to enhance leaders' competencies which will ultimately help local businesses in the Galveston County area.

Leadership GALVESTON

Session Dates

Kickoff Moody Gardens

Sept 18 &
19, 2020

Leadership Lessons

Oct 22, 2020

Making Galveston Go

Nov 13, 2020

Education Destination

Dec 11, 2020

Arts, Culture the Rest is History

Jan 15, 2021

Helping Hands

Feb 19, 2021

Legislative Trip to Austin

Mar 3, 2021

Island Economy

April 16, 2021

It's a Wrap

May 21, 2021



Leadership Galveston Class of 2021

PROMOTING AND ADVOCATING FOR

BUSINESS AND COMMUNITY

DEVELOPMENT SINCE 1845

GALVESTON
Regional
CHAMBER OF COMMERCE

GalvestonChamber.com