

2020 New Drop monthly report

Month	NEW Name	Contact	Dues Level	Annual Investment	Pro Rated Investment
January	Pure Market & Eatery	Luke Houghton	Basic	\$275.00	\$275.00
	Advocates Inc	Makenzy Bradford	Basic	\$275.00	\$275.00
	Finger Lakes Sign	Paul Meyers	Basic	\$275.00	\$275.00
	Berkshire Hathaway CNY Realty	Mary MacKaig	Basic	\$275.00	\$275.00
February	SWBR	Matthew Lupiani	Access to Marketing	\$575.00	\$575.00
	AllStorage, LLC	Susan Baran	Basic	\$275.00	\$275.00
	The Muldrow group	Brian Muldrow	Basic	\$275.00	\$275.00
March	Pro Audio	Paul Gallow	Basic	\$275.00	\$275.00
	Syracuse Energy Systems	Terry Sgnoi	Basic	\$275.00	\$275.00
April					
May	Owasco Market	Natalie Palmer	Marketing	\$575.00	\$575.00
	Fox Pest Control	Garrett Shackelford	Basic	\$275.00	\$275.00
	Mercy Flight	Brenda Burkett	Basic	\$275.00	\$100.00
	Primerica Financial Services	David Colbert	Basic	\$275.00	\$100.00
	Smiley's Town & Country	Jackie Scanlon	Marketing	\$575.00	\$575.00
June	Cayuga Regional Digester	Matt Goodman	Basic	\$275.00	\$275.00
	Nash's Framing & Art	Jay & Kim Pearson	Marketing	\$575.00	\$575.00
July	Get Beyond	Chris Gordon	Basic	\$275.00	\$137.50
	Crazy Beautiful Co.	Sara Scollan	Basic	\$275.00	\$137.50
	Infinity Healing and Instruction	Christina Blaisdell	Marketing	\$575.00	\$287.50
August	Allstate Insurance	Robert Blount	Basic	\$275.00	\$137.50
	St Albert the Great Academy	Mary Logowski	Marketing	\$575.00	\$287.50
September	Back Yard Sports Network	Rob Bennett	Marketing	\$575.00	\$287.50
	Make -A-Wish CNY	Diane Kuppermann	Basic	\$275.00	\$137.50
Total \$ NEW				\$8,425.00	\$6,662.50

DROP

January								
February								
March								
April								
May	L Wilson Realty	Lynnette Wilson	Basic	\$275.00	\$275.00			
	Coburn Design	Laura Coburn	Basic	\$275.00	\$275.00			
June								
July	Boylan Code	Lisa Baumgartner	Basic	\$275.00	\$275.00	only one employee visits the area, wasn't able to take advantage budget		
	Serenity Wellness	Robin Jackson	Basic	\$275.00	\$275.00			
August								
September								
October	Key Bank	Maggie Janish	Diamond	\$6,500.00	\$6,500.00			
				\$7,600.00	\$7,600.00			

YEARLY HISTORY								
	2020 New	2020 Drop	Total	2019 New	2019 Drop	Total	2018 New	Drop
Jan	4		408	1		406	5	4
Feb	3		411	4		410	1	
Mar	2		413	4	7	407	3	1
Apr			413	0		407	2	
May	5	2	416	16	12	411	11	1
June	2		418	1	27	385	2	27
July	3	2	419	4		389	6	
Aug	2		421	5		394	5	
Sept	2		423	2		396	3	
Oct		1	422	4		400	1	
Nov			422	1		401	1	
Dec			422	3		404	5	
Totals	23	5	422	45	46	45	45	33

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	2015	2016	2017	2018	2019	2020 YTD	12/31/2020
Member Revenue (Income minus AR)	\$134,921	\$159,655	\$153,551	\$160,964	\$152,625	\$129,782	
No. of Members (12/31)	390	392	393	405	404	422	
No. of Businesses in County*	1782	1765	1753	1710	1687	1690	as of '20Q2
No. of Non-member Businesses in County	1392	1373	1360	1305	1283	1268	
Approx. Market Concentration**	21.9%	22.2%	22.4%	23.7%	23.9%	25.0%	

*Reporting Units per NYS DOL (most recent number available)

** # members divided by # of businesses (note that not all Chamber members are in Cayuga County)

