



2022

Laurens County

**AMERICAN RESCUE PLAN
ACT GRANT APPLICATION**

Applications must be received by 4/1/2022

"Late Applications shall not be considered."

Return applications to: *Laurens County*
Attn: Administration
100 Hillcrest Square
Laurens, SC 29360

Or email to: ARPA@co.laurens.sc.us

Amount you are requesting:	\$ 50,000
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SECTION I: ORGANIZATION INFORMATION

Name of Organization:	Laurens County Chamber of Commerce
Contact Name and Title:	Amanda Munyan, President & CEO
Mailing Address:	PO Box 248 Laurens, SC 29360
Street Address (if different)	291 Professional Park Rd
Phone Number:	864-833-2716
City, State and Zip Code	Clinton, SC 29325
Fax Number:	
Email Address:	amunyan@laurenscounty.org
Website:	www.laurenscounty.org
How long has your organization been in existence?	44 years

NOTE: Attach a list of your organization's governance body: Board of Directors, Chief Officers and Executive Director.

Tax Status (check one)

- Tax-exempt charitable organization (501(c)(3)) Governmental unit
 Other Tax-exempt (501c6) Federal State Local
 Church/Religious organization Unincorporated association
 Other (specify) _____

Please attach a copy of your organization's IRS tax status determination letter (not applicable to government agencies or religious congregations). A tax exempt identification number is not sufficient.

Federal Employer Identification Number:	57-0667072
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FOCUS AREA: (check one)

- Arts Community Development
 Education Environment
 Health and Wellness Public Safety
 Human Needs Youth Development

PROGRAM SERVICES (check one)

- Children Families Youth Senior Citizens
 Other (Specify) Entrepreneurs

Geographic area served:	Laurens County
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Percentage of service delivered to the <u>Citizens of Laurens County</u>	100%
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SECTION II FINANCIAL INFORMATION

Applicant's overall operating budget: \$314,350 Fiscal Year 07/01/20 to 06/30/21
M/D/YY M/D/YY

Please list the history of funding to your agency from the Laurens County:

<u>Year</u>	<u>Amount</u>
2018	\$32,000
2019	\$35,000
2020	\$47,500

GIVE A BRIEF STATEMENT OF NEED FOR AMERICAN RESCUE PLAN ACT (ARPA) FUNDS.

This section is limited to 2900 characters including spaces, which is approximately 400 words.

Throughout the past two years, during the Covid pandemic, the Laurens County Chamber of Commerce (The Chamber) has worked hard to pivot in the necessary areas to support Laurens County, as a whole, throughout unprecedented times. As a 501c6 organization, we did not qualify for PPP until the second round of funding, although two of our main sources of income were greatly impacted. Since March 2020, the LCCC has written off eighty-one Chamber members, equaling \$20,287 in lost renewals and during the 2020-21 fiscal year, we were unable to host two of our annual fundraisers and hosted events suffered a decline in participation, causing the Chamber's event income to be \$35,649 under budget. The Chamber's income has been impacted by Covid but the drive to carry out our mission, to serve as the unified voice to promote, strengthen and develop Laurens County by connecting organizations, supporting businesses, and building community has not. We have reallocated funds where needed and some of the programming we would normally host has been on pause. The ARPA funds we are requesting will give the Chamber an opportunity, with the Small Business Empowerment Program, to regain and rebuild our membership, while supporting local business and enhancing quality of life. The Chamber will regain lost revenue, but also position local businesses on a more successful path for sustainability and mitigate financial hardship as a result of the past two years.

PLEASE LIST OTHER CORONAVIRUS AID, RELIEF, AND ECONOMIC SECURITY ACT (CARES ACT) / PAYCHECK PROTECTION PROGRAM (PPP) AND OR AMERICAN RESCUE PLAN ACT (ARPA) FUNDING YOUR ORGANIZATION RECEIVED (INCLUDING FROM OTHER GOVERNMENTS), THE AMOUNTS AND WHAT IT IS WAS USED FOR:

TYPE OF FUNDS RECEIVED CARES ACT/PPP AND OR ARPA	YEAR RECEIVED	DESCRIPTION OF WHAT FUNDS WERE USED FOR	AMOUNT
PPP	2021	Payroll	35,100
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$

PLEASE COMPLETE THE FOLLOWING BUDGET BREAKDOWN SECTIONS ON THESE PAGES (NO ATTACHMENTS.) You may get these figures from your most recently submitted IRS Form 990, or you may simply use your overall operating budget.

1. CONTRIBUTIONS, GIFTS, GRANTS & OTHER SIMILAR AMOUNTS

SOURCE	FY 2019	FY 2020	FY 2021
Government Grants			
Municipal	\$9,350	\$16,000	\$8,301
County	\$32,000	\$35,000	\$47,500
State	\$	\$	\$
Federal other than COVID-19 Funds	\$	\$	\$
Foundation Grants	\$	\$	\$
Contributions/Federated Campaigns	\$	\$	\$
Membership dues	\$101,574	\$99,916	\$95,460
Fundraising events	\$140,830	\$146,445	\$71,890
TOTAL CONTRIBUTED INCOME	\$283,754	\$297,361	\$223,151

2. PROGRAM SERVICE REVENUE

SOURCE	FY 2019	FY 2020	FY 2021
Fees / Sold Services			
Services	\$	\$	\$
Tuition / Fees	\$	\$	\$
Workshops, Seminars, Lectures, etc.	\$	\$	\$
Other (specify)	\$	\$	\$
Other (specify)	\$	\$	\$
TOTAL PROGRAM SERVICES REVENUE	\$	\$	\$

3. OTHER REVENUE

SOURCE	FY 2019	FY 2020	FY 2021
Publications (Newsletters, etc.)	\$25,304	\$0	\$0
Concessions and/or Merchandise	\$	\$	\$
Advertising	\$	\$	\$
Space Rental Fees	\$36,000	\$36,000	\$36,000
Other (specify)	\$	\$	\$
Other (specify)	\$	\$	\$
TOTAL EARNED INCOME	\$61,305	\$36,000	\$36,000

TOTAL COMBINED INCOME (1+2+3)	\$345,059	\$333,361	\$259,151
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4. **EXPENSES**

	FY 2019	FY 2020	FY 2021
Program Services	\$42,007	\$35,172	\$43,358
Fundraising	\$56,703	\$52,504	\$11,639
Administration, Management, General	\$202,436	\$199,766	\$199,131
Other (Specify) facilities	\$69,835	\$61,732	\$57,501
TOTAL EXPENSES	\$371,281	\$349,174	\$311,629

If your organization receives "in-kind" support, please list below:

SOURCE	TYPE OF IN-KIND SUPPORT

List funds already committed for the project for FY 2022 and the sources of these funds.

SOURCE	AMOUNT
Sponsorships	\$5625
	\$
	\$
	\$
TOTAL	\$

Who in your organization is responsible for fundraising?

- Staff
 Board of Directors
 Consultants
 Members/Volunteers

5. **Will your organization's 2022 budget be significantly different than 2021 and prior years?**

- Yes (if yes, explain in the box below)
 No

This box is limited to 880 characters including spaces, which is approximately 125 words

6. FUNDING REQUEST FOR BUDGET YEAR 2022

Please provide breakdown by categories:

CATEGORY	PROGRAM SERVICES FY 2022	ADMINISTRATIVE/ GENERAL FY 2022
Supplies	\$3,850	\$
Equipment (specify)	\$	\$
Travel/Training	\$1,525	\$
Personnel	\$5,000	\$
Marketing / Promotions	\$20,000	\$
Other (specify)	\$19,625	\$
TOTAL REQUESTED	\$50,000	\$

SECTION III: ORGANIZATIONAL PROFILE AND PROJECT DESCRIPTION

1. Briefly state the history and purpose of your organization.

This box is limited to 1400 characters including spaces, which is approximately 200 words.

The Laurens County Chamber of Commerce’s (The Chamber) mission is to serve as the unified voice to promote, strengthen and develop Laurens County by connecting organizations, supporting businesses, and building community. Founded in 1978, this organization has grown and developed over the years to be an important organization across the County, working to spearhead many efforts of communication, collaboration, and coordination across municipalities, businesses, and residents. The Chamber acts as the umbrella organization to many initiatives like Leadership Laurens County, The Touchdown Club, Laurens County Future Scholarship, and Keep Laurens County Beautiful, overseeing and hosting many events; networking, business development, roundtable discussions, and educational. The Chamber serves as the Tourism arm of the County, designing and printing the LC Community Guide and managing multiple websites and social media accounts. The Chamber partners, learns, and works regionally to support businesses located in Laurens County, build community pride, and enhance the quality of life within the County. The Chamber is gladly tasked with community wide, impactful initiatives that touches all residents, some directly and some indirectly.

2. Describe in detail how the pandemic has affected your organization.

This box is limited to 1400 characters including spaces, which is approximately 200 words.

The Chamber had the ability to pivot work plans to focus in the most important areas for Countywide success. We have hosted multiple roundtables discussions from non-profits to leadership across the County. The Chamber rallied around Small Businesses and encouraged residents to shop small, nonmember businesses included. We understood the small business struggle during these times and chose to work hard to make up for the loss of eighty-one Chamber members, equaling \$20,287, since March 2020. We made "in business" videos, created small business "covid Smart Start" plans and "Covid Recovery" plans for small businesses, and communicated resources directly with the business representatives across the County. The Chamber secured \$50,000 in funding through County Council, offering businesses micro grants and used the information collected through the application process to direct educational opportunities for sustainability. The Chamber is traditionally an event driven organization, which all changed during Covid. During the 2020-21 fiscal year, we were unable to host two of our annual fundraisers and hosted events suffered a decline in participation, causing the Chamber's event income to be \$35,649 under budget. The Chamber team has worked hard to continue to be successful, even during challenging times.

3. How will any funding awarded be utilized?

This box is limited to 1400 characters including spaces, which is approximately 200 words.

Small Business in Laurens County have been forced to pivot in many ways to adjust to the impacts of Covid, many are still recovering. As a Chamber, we have put a special focus on promoting, supporting, and helping these businesses over the past couple of years. We have a plan to take this a step further with a Small Business Empowerment Program. This will include focused support to fifty Laurens County businesses through a registration process, participants will receive educational workshops (like technical assistance), one on one consultations with the SCBDC, the opportunity to speak at "The Brew," Small Business networking gatherings, premier Shop local participation, a one time \$500 grant after one year of participation, plus a year membership to the Chamber to help mitigate financial hardship. This initiative will also enhance the Shop Local/Think Local Campaign already active through Marketing and Communications across the County, supporting all businesses.

4. State your organization's ability to continue operations (i.e. current staffing levels, staff qualifications, prior experience, etc.)

This box is limited to 1400 characters including spaces, which is approximately 200 words.

The Chamber team is stronger than ever with the right people in the right positions to take everything we do to a new level of expertise. We currently have four full-time employees: President/CEO Amanda Munyan, with over fifteen years of experience in supporting Laurens County growth, as an entrepreneur and work in the non-profit sector, Vice President of Accounting & Operations Marlene Owings, with fifteen years' experience at the Chamber, Communications & Marketing Coordinator Graysen Martin, with a Marketing & Business degree from Lander, and a Beautification Affiliate Coordinator Courtney Stonell. With the right people in place, we need the resources to do the work and help the Small Businesses in our County be as successful as possible, as they continue to recover from the impact of Covid. These businesses employ our residents, build community, and enhance the quality of life across Laurens County.

5. Discuss your organization's relationship with other programs in the community designed to meet the same or similar needs, especially those that provide services/assistance to those most impacted by the pandemic. Describe collaborative partnerships that may result.

This box is limited to 1400 characters including spaces, which is approximately 200 words.

The Chamber partners with every municipality, organization, non-profit, and business possible. Main Street Laurens and the City of Laurens, along with Main Street Clinton and the City of Clinton, are very important partners in the support of Small Business in Laurens County. We currently work with all of these groups to plan educational workshops for businesses, assess needs, and share resources and information. We also have great relationships with all media sources across the County and plan to work with them to continue to broadcast the importance of Thinking Local and Shopping Small. The SCSBDC-Greenwood Small Business Development Center is vital in the success of our programming, and we look forward to the opportunities to partner with them on workshops. We have communicated with local financial institutes about small business funding and resources like PPP and we will continue to research all opportunities.

6. What is your plan for continuing your program(s) in the future, including funding sources?

This box is limited to 1400 characters including spaces, which is approximately 200 words.

The Small Business Empowerment Program has existed for the past four years through the Chamber and we will continue to offer workshops and resources for our businesses across Laurens County. With a boost in funding, focused on this initiative, we will be able to enhance the offerings and have a strong focus group over a years' time, with added opportunities aimed to help businesses impacted by Covid. We currently have approximately \$5,000 in the budget annually for this work. With a boost in funding around this initiative, we will have the opportunity to learn more for the support of our local businesses, develop more relationships for current and future opportunities, and build up the businesses that have toughed out the times and are still here, trying to recover.

I hereby certify that the applicant organization complies with all Americans with Disabilities Act requirements, and does not discriminate on the basis of race, color, age, sex, religion, sexual orientation, physical disability, or national origin, and that all funds that may be received by applicant organization from Laurens County will be solely used for the purposes set forth in this application and will comply with all laws and statutes. In particular, organizations receiving Community Assistance Funding will comply with state regulations requiring organizations to be registered with the South Carolina Secretary of State's Division of Public Charities.

Amanda E. Munyan

3-30-22

Signature of Chief Executive Officer or Executive Director

Date

Amanda E. Munyan, President & CEO

Name and Title (please print)

Maerlene Owings

3/30/2022

Signature of Chief Financial Officer or Board Chairperson

Date

Maerlene Owings, VP Accounting

Name and Title (please print)

WHEREAS, Mr. David Bower, P. O. Box 469, Laurens, S.C.
Mr. Russ Emerson, P.O. Box 667, Clinton, S. C.

two or more of the officers or agents appointed to supervise or manage the affairs of

LAURENS COUNTY CHAMBER OF COMMERCE

which has been duly and regularly organized, did on the 3rd day of
May, A. D. 19 78, file with Secretary of State a written declaration setting forth:

That, at a meeting of the aforesaid organization held pursuant to the by-laws or regulations of the said organization, they
were authorized and directed to apply for incorporation.

That, the said organization holds, or desires to hold property in common for Religious, Educational, Social, Fraternal,
Charitable or other eleemosynary purpose, or any two or more of said purposes, and is not organized for the purpose of profit
or gain to the members, otherwise than is above stated, nor for the insurance of life, health, accident or property; and that three
days' notice in the Laurens County Advertiser & the Clinton Chronicle, a newspaper published in the
County of Laurens, has been given that the aforesaid Declaration would be filed.

And Whereas, Said Declarants and Petitioners further declared and affirmed:

FIRST: Their names and residences are as above given.

SECOND: The name of the proposed Corporation is LAURENS COUNTY CHAMBER OF COMMERCE

THIRD: The place at which it proposes to have its headquarters or be located is P. O. Box 248, Public Square
Laurens, S. C.

FOURTH: The purpose of the said proposed Corporation is organized for the purpose of upbuilding and
advancing the Greater Laurens County area in population, commerce and finance, in civic and social
improvement to take proper part and interest in all projects, the success of which will better
conditions, municipal, state and national.

FIFTH: The names and residences of all Managers, Trustees, Directors or other officers are as follows:

Mr. D. H. Bower
Mr. Michael W. Campbell
Mr. Russell E. Emerson
Mr. J. Edward Wells

President
Executive Vice President
President Elect
Treasurer

SIXTH: That they desire to be incorporated: in perpetuity.

Now, Whereas, I, O. FRANK THORNTON, Secretary of State, by virtue of the authority in me vested, by Chapter
13, Title 12, Code of 1962, and Acts amendatory thereto, do hereby declare the said organization to be a body politic and
corporate, with all the rights, powers, privileges and immunities, and subject to all the limitations and liabilities, conferred by
said Chapter 13, Title 12, Code of 1962, and Acts amendatory thereto.



GIVEN under my hand and the seal of the State, at Columbia,
this 3rd day of May
in the year of our Lord one thousand nine hundred and
78 and in the two hundred and
second year of the Independence of the
United States of America.
O. Frank Thornton
O. FRANK THORNTON,
Secretary of State.



2021-22 Board of Directors

Staff

Amanda Munyan, President & CEO
Marlene Owings, Vice President of Accountings & Operations
Graysen Martin, Communications & Marketing Coordinator
Courtney Stonell, Keep Laurens County Beautiful Affiliate Coordinator

Executive Committee

1. **Board Chair - Michael Seymour (2022 – 1)** · Print-A-Matic, Owner
2. **Past Chair - Ernest B. Segars (2022 - 2)** · Community Leader
3. **Chair Elect - TBD**
4. **Treasurer – Dr. Brenda Schrantz (2022 – 1)** · Laurens County School District 56, Assistant Superintendent for Curriculum and Instruction
5. **Member at Large – Dr. Bud Marchant (2022 – 1)** · Laurens County Trails Association, Executive Director

Board of Directors

6. **Dr. Amber Laney (2024-1)** · Chief Physician Executive & Emergency Medicine Physician, Prisma Health Laurens County Hospital
7. **Dr. Ameca Thomas (2023 – 1)** · Laurens District 55 Superintendent
8. **Blake Davis (2024 –1)** · Laurens CPW, Administrative Director
9. **Byron Smith (2024 –1)** · SC Voc Rehab, Business Development Specialist
10. **Chad Armstrong (2023-1)** · Laurens Electric Cooperative Inc., Director, Human Resources & Protec Services
11. **Chrissie Cofield Latimore (2022 – 1)** · Laurens Police Department, Chief of Police
12. **Jason Tavenner (2023-1)** · Laurens County Disabilities and Special Needs Board, Executive Director
13. **Jeff Field (2023-1)** · Laurens County Water & Sewer Commission, Executive Director
14. **Jonathan Coleman** · Laurens County Development Corporation, President/CEO
15. **Josh Black (2024 –1)** · Piedmont Technical College, VP, Student Affairs & Communications
16. **Kimberly Kitchens (2022 - 2)** · ServPro of Newberry & Laurens Counties, Owner
17. **Kristy Gambrell (2021 – 1)** · Self Medical Center, Director Primary Care Service Line
18. **Marilyn Easter (2022 – 1)** · Eastglen Farm, Owner
19. **Matthew Firmin (2024 –1)** · Firmin Ford
20. **Sharon O'Bryant (2024 –2)** · Piedmont Rural Telephone Company, Human Resources/Public Relations
21. **Thomas Higgs** · Laurens County, Administrator
22. **TBD** · City of Clinton

*(2024 - 1) = (class, end year - term)