



DATE: August 7, 2025
TO: City Council
FROM: Ted Henry, City Manager
SUBJECT: Chamber of Commerce

Summary

The Bel Aire Area Chamber of Commerce, established in 2009, has continually supported the local business community. An active chamber provides important benefits, including business advocacy, networking opportunities, training, and mentorship. The Chamber also organizes community events that enhance resident engagement and draw visitors to Bel Aire.

To support these efforts, the Bel Aire City Council entered into an agreement in 2022 providing \$20,000 for operations and community events. Funding levels since then have been \$20,000 in 2023, \$15,000 in 2024, and \$15,000 in 2025. The approved 2026 budget includes \$12,000.

At the August Council workshop, Chamber President Greg Dane and member Gary O'Neal reported that the Chamber continues to face challenges, particularly in membership recruitment, and requested additional support to strengthen the organization's capacity.

Through a series of meetings with City staff, several opportunities were identified to assist the Chamber, including information sharing, promotional support, and aid with membership recruitment. Additionally, the Chamber can increase membership and sponsorships to help offset the reduced funding.

The 2026 agreement continues the City's partnership with the Chamber at the \$12,000 funding level. This maintains City support while encouraging the Chamber to diversify and expand its revenue sources.

Example Budget (Based on FY25 Actuals)

\$3,000 2025 Ending Account Balance

Income

\$12,000	City of Bel Aire
\$ 4,000	Memberships
\$ 6,000	Event Sponsorships
\$22,000	Total Income

Expense

\$12,000	3 City Events
\$ 2,500	3 Chamber Mixers
\$ 200	Unpaid Lunches
\$ 8,000	Employee Wages & Mileage (Kim)
\$22,700	Total Expenses

Area Comparisons

Council requested a review of what nearby cities contribute to their respective chambers. While each community differs in size, structure, and economic environment, the following figures provide context:

Goddard – \$10,000
Mulvane – \$40,000
Cheney – \$100
Derby – \$0
Maize – \$10,000
Haysville – \$5,000
Kechi – \$0
Park City – \$0
Valley Center – \$5,225
Andover – \$10,000

Conclusion

Continued support at \$12,000 preserves the City's longstanding partnership with the Chamber, maintains essential business and community programming, and reflects prudent fiscal management. Strengthening collaboration on membership recruitment and event sponsorships will position the Chamber for greater sustainability and impact in 2026 and beyond.