

ANNE ARUNDEL CHAMBER OF COMMERCE

MEMBERSHIP PROSPECTUS

MOVING FORWARD >>

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One County, One Business Community, One Voice!



ANNE ARUNDEL
CHAMBER OF COMMERCE



ANNE ARUNDEL COUNTY CHAMBER OF COMMERCE

Dear Prospective Member,

It is my pleasure as the Business Development Director to share with you the advantages of being part of the Anne Arundel County Chamber of Commerce. It is our desire to develop depth and diversity in our membership as we serve small to large businesses of many different industries.

We are a non-partisan business organization and our mission is “To seek a vibrant economy that provides opportunity for entrepreneurs, nurtures business growth and expansion, creates jobs for our citizens, promotes shared responsibility, and fosters and exceptional quality of life for all who work and live in Anne Arundel County and the City of Annapolis.”

We are looking for businesses who shar these ideas and embrace the values and responsibilities of corporate citizenship, practice quality customer service and promote goodwill.

Benefits include but are not limited to:

- *marketing
- *networking and relationship building opportunities
- *community involvement
- *advocacy
- *training and workshops
- *committee involvement



Please let me know if you have any questions. I am here to assist you and help you leverage your benefits and promote your business. It is my goal to strengthen and educate our membership every day. I look forward to getting to know you and hearing your story!

Make today a great day,

Karen M. Cline
Business Development Director/COO
kcline@aaaccc.org
443-569-8308

Influential, Effective, Results Oriented

1. Is the Chamber of Commerce right for my business?

The Chamber of Commerce has a lot to offer. It is an organization that is more than just a loose collection of businesses looking out for their own individual self-interests. It is a membership organization that seeks a common voice and vision on the broader economic opportunities and challenges in our region. It consists of businesses that care about the future of business in our region, as well as the pressing concerns of today. Your dues investment will support the work of the Chamber of Commerce in many areas, and your fellow Chamber members will depend upon your investment and theirs to collectively make a positive difference for our region.

2. What is the mission of the Chamber of Commerce?

The Chamber of Commerce is a non-partisan, consensus building business organization serving Anne Arundel County for over 98 years. We seek a vibrant economy that provides opportunities for entrepreneurs, nurtures business growth and expansion, creates jobs for our citizens, promotes shared responsibility, and fosters an exceptional quality of life for all who work and live in Anne Arundel County and the City of Annapolis.

3. What kind of work does the Chamber of Commerce perform?

Through committee work, forums, conferences, workshops, and seminars, members have the opportunity to (1) discuss the current and future economic direction of the region, (2) explore business trends and business sustainability, (3) weigh-in on legislative and regulatory issues affecting business, (4) confer on workforce development and workforce readiness opportunities and challenges, and (5) deliberate on the adequacy, quality, and reliability of infrastructure to support business and commerce in our region. This is just a sample of the work we do throughout the year on behalf of our business members. For members unable to participate directly in these activities, we provide virtual participation opportunities and topic summaries of what occurred. Members are also encouraged to bring issues to the Chamber of Commerce, which they feel are important to address.

4. How does the Chamber of Commerce implement its mission as a business organization?

The membership develops and advocates a strategic vision for economic growth and vibrancy in our region. We develop strategic partnerships that promote understanding and collaboration between business and the community it serves. The Chamber also engages elected and appointed officials in the public sector on substantive business and quality of life issues. In addition to those important initiatives, the Chamber of Commerce also supports and nurtures the exchange of ideas and experiences important for business growth and sustainability, the development of the next generation of business leaders, and pursues practical solutions addressing real challenges and seizing upon viable opportunities affecting business and consumerism in the region.

5. I am a small business ... can my dues investment make a difference?

Yes, when combined with the dues investments of other businesses like yours the Chamber of Commerce can effectively make a difference for all of our business members. Over 80% of the businesses in our region are small businesses that employ fewer than 20 people. You are not alone when you become a Chamber of Commerce member.



6. I want to bring customers into my business. Can the Chamber of Commerce do that for me, if I become a member?

That is a good question. Membership in the Chamber of Commerce is an effective way to convey to consumers that your company uses good business practices, is involved in the community, cares about customers, is a leader in the community, and is successful, trustworthy and reputable. The Chamber of Commerce also provides you with valuable business tools and information to help grow your business and position your company in the marketplace for success. So yes, we can help you grow your business.

7. I want to network myself and my business. Can the Chamber of Commerce help me do that?

Yes, we can through traditional means, as well as in ways you may not have thought about. It is important to remember that Chamber membership and effective networking are not just about attending events and handing out your business cards. We do provide such events throughout the year, but more importantly we provide valuable network building opportunities through the organization's committee work, volunteer activities, and weekly membership eNews letter. We also provide valuable networking tools in the form of our Chamber of Commerce eDirectory, which is a turn-key marketing, advertising, and public relations tool available to all Chamber members as part of your annual dues investment.

8. I do not have enough time to attend Chamber of Commerce events, so is Chamber membership worth it for me?

We are more than just an event organization, so the answer is yes. Events consist of only 25% of the work we do for our business members. The events we conduct are high quality and offer valuable opportunities for our members. However, events are not the reason for our existence. More important are the valuable

resource tools and information we offer to our members, the advocacy work we do for the business community, and the avenues we provide business members to exercise corporate citizenship and leadership in the region.

9. As a Chamber of Commerce member, will someone help me realize the full benefits of Chamber membership?

Yes, our trained staff is always available to help our members make the most of their Chamber membership. We also have a dedicated group of business volunteers who are goodwill ambassadors that work with Chamber of Commerce members to help them with their membership needs. You will also find that your fellow Chamber of Commerce members are very willing to help when asked.

10. Can the Chamber of Commerce help my business save money?

Yes, we can. Many Chamber members offer discounts to fellow members. We also have programs where members can save money on business purchases and services. The Chamber of Commerce also conducts valuable workshops on best practices and provides free access to professional business counseling.

What are the Chamber of Commerce's values?

The Chamber of Commerce believes that our role as a business organization is to:

1. Welcome and nurture a diverse membership from all political, ethnic, religious and cultural backgrounds.
2. Serve as a forum where business executives from various backgrounds can come together and work on real solutions for the opportunities and challenges that face businesses and the community they serve.
3. Provide unparalleled access to resources important for businesses to grow and succeed.

Your New Business Directory Listing

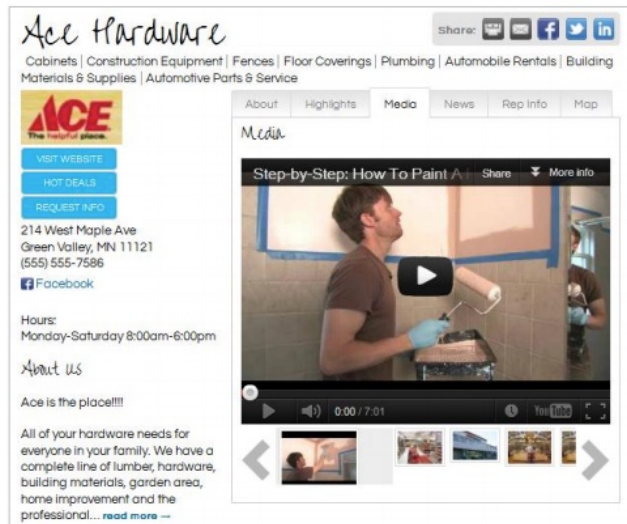
Each member receives a listing in the Chamber of Commerce's online business directory. Member's online listings can be found by web visitors via category, Quick Link, keyword, or alphabetical listing searches.

All business directory listings include a Basic Listing with a member information page and can be upgraded to an Enhanced Listing at any time.

Basic Listing – Member Page

1. Business Contact information
2. Rep/Individual Contact Information
3. 200-character business description
4. Hours of operation
5. Location map
6. Link to website
7. Request information link
8. Social networking sites
9. 8-keyword search terms
10. News tab with Job Postings & Hot Deals

The screenshot displays a search results page for 'Automotive' on a website titled 'TREASURE HUNTS DAILY! A BUNCH OF ANTIQUES'. The search results are sorted by 'A-Z' and show 17 results found. The top listing is for 'Ace Hardware' with a 5% off coupon and contact information. Other listings include 'Goodyear Tire Service', 'National Car Rental', 'Frontier Chevrolet/Cadillac/Toyota, Inc.', 'Auto Value', and 'Nissan and Indian Motorcycle Dealer'. Each listing includes a brief description, address, and phone number.



Enhanced Listing – Member Page

In addition to all the Basic Listing features:

1. 1600-character business description
2. YouTube and Photo Gallery section
3. Logo
4. Highlights section
5. 20-keyword search terms

All members have exclusive access to members only login area where business members can:

1. Monitor number of visitors to listing
2. Update member information
3. Post news, specials, job postings
4. Register for events & programs
5. Access to weekly e-News
6. Many other member-only features

You'll be in front of potential customers 24-hours a day with your own personalized business store front in the chamber of commerce's online membership directory.

2017 Membership Dues Investment Schedule

Membership is a 12-month commitment. Dues may be paid by check, credit card, or ACH bank draft. There is a one-time \$35 application fee added to first-year memberships.

<u>Dues Level</u>	<u>Annual</u>
Small Business	
1 to 10 FTE's	\$495
11 to 20 FTE's	\$650
Mid-Sized Business	
21 to 50 FTE's	\$900
51 to 100 FTE's	\$1,200
Large Business	
101 to 500 FTE's	\$2,000
501 to 1,000 FTE's	\$2,750
Over 1,000 FTE's	\$3,500

Basic membership includes:

- Being a part of a trusted regional business organization serving Anne Arundel County and the City of Annapolis for over 98 years.
- Use of the Chamber of Commerce logo to display at your business location(s), and on your business's collateral and advertising material.
- Inclusion into the Chamber of Commerce's dynamic online membership directory with advertising, marketing, and public relations tools to grow and expand your business.
- Membership privileges to all Chamber of Commerce sponsored programming, workshops, and seminars.
- Access to Chamber of Commerce resource tools; including timely market data, economic trend data, and best practices.
- Access to member discounts on products and services.
- Delivery of the Chamber of Commerce's ENews to your inbox.
- Access to business meeting space at the Chamber of Commerce office.

- Access to Public Notary and Certificate of Origin services.
- Preferred access to SCORE business counseling & guidance services.
- Representation on important legislative and regulatory issues impacting business and the economy.
- Access to leadership development opportunities through Chamber of Commerce committees.

NGO's & NPO's Investment Schedule & Individual Dues

Non-Government Organizations and Non-Profit organizations with an IRS 501c designation qualify for the following membership rate schedule. Membership is a 12-month commitment. Dues may be paid by check, credit card, or ACH bank draft. The one-time \$35 application is waived for NGO, NPO, and Individual memberships.

<u>Annual Revenues</u>	<u>Annual</u>
501c3 Status	
\$0 to \$499,000	\$250
\$500,000 to \$900,000	\$425
\$1M to \$1.999M	\$650
Over \$2M	\$900
Other 501c Status	
\$0 to \$499,000	\$350
\$500,000 to \$900,000	\$600
\$1M to \$1.999M	\$850
Over \$2M	\$1,125
Individual	
Retired	\$150
Student	\$75

PREMIUM MEMBERSHIP

Your investment in an Anne Arundel County Chamber of Commerce Premium Membership provides your company with significant, year-round exposure to the business community and a level of recognition that sets your business apart. Premium Membership affords you the opportunity to affect, shape and influence regional decision-making, engage in issues of high importance to the business community, and serve as a thought leader on timely business issues.

Your company will receive tremendous visibility through our electronic event alerts, the Chamber's newsletter that reaches 2,200 business people through Anne Arundel County, and through the Chamber's web site where your company's name and logo will be prominently displayed.

If you have questions about becoming a premium member and would like to experience the opportunities offered with premium membership in the Chamber of Commerce, please give us a call at 410.266.3960, or email Bob Burdon at rburdon@aaaccc.org.



Who we Are, Why we Exist, & What we Do

We are an organization of business owners and business leaders who believe in a vibrant economy that provides opportunity for entrepreneurs, nurtures business growth and expansion, creates jobs for our citizens, promotes shared responsibility, and fosters an exceptional quality of life for all who work and live in Anne Arundel County and the City of Annapolis. We exercise our beliefs through corporate citizenship and serving as consensus builders in our communities. We call our organization the Anne Arundel County Chamber of Commerce where we gather:

To Discuss:

1. The current and future direction of the region.
2. Business trends and sustainability.
3. Legislative and regulatory issues affecting businesses.
4. Workforce development and workforce readiness opportunities and challenges.
5. Adequacy, quality and reliability of infrastructure to support business and commerce.

To Implement:

1. A strategic vision for economic growth and vibrancy in the region.
2. Strategic partnerships promoting understanding and collaboration between business and the community it serves.
3. Engagement with elected and appointed officials in the public sector on substantive business and quality of life issues.

To Support and Nurture:

1. The exchange of ideas and experiences important for business growth and sustainability.
2. Develop the next generation of business leaders.
3. Practical solutions addressing real challenges and seizing viable opportunities affecting business and consumerism in the region.

Working together as business owners and business leaders, we can:

1. Affect and shape regional policy.
2. Have access to political decision makers.
3. Heighten awareness on important opportunities and challenges in our communities.
4. Exercise corporate citizenship.
5. Participate in CEO level networking.

Our efforts are primarily conducted through:

1. Business Advocacy Committees
2. Policy Conferences
3. Industry Forums
4. Taskforce Initiatives
5. Workshops & Seminars
6. CEO Level Networking



JOIN today!



ANNE ARUNDEL COUNTY CHAMBER OF COMMERCE

MEMBERSHIP APPLICATION

Company Name: _____ No# FTE Employees _____

Owner/Principal/Partner/Officer

Contact Name & Title: _____

Street Address: _____

City: _____ State: _____ Zip _____

Phone: _____ Email: _____ Fax: _____

Website: _____ Mobile Phone: _____

Billing Contact: _____ Billing Phone: _____

Billing Address (if different from above):

Street: _____ City _____ State _____ Zip _____

Business Type/Industry: _____

Business Description ... On a separate sheet of paper please describe your products or services in 40 words or less. You will be able to update your description as often as you like online in the virtual membership directory:

TERM: All memberships have a term of 12 months from the date of application and receipt of the first annual dues payment. Membership thereafter renews annually, unless written notice from the member to the Chamber of Commerce is received 30 days prior to expiration of the current membership term.

PAYMENT: Membership dues are paid annually on the anniversary date of your membership by check, credit card, or bank draft (ACH). Dues may also be paid in installments by credit card or bank draft (ACH). For installment payment options, please contact the Chamber of Commerce.

DUES GUARANTEE: Membership dues may be modified from time to time by the Chamber of Commerce. However, no membership dues change will be applicable to a member during the 12-month term in which the dues change occurred (but will be effective for any renewal periods).

CANCELLATION: Memberships cancelled prior to completion of the 12-month term are non-refundable. Installment dues payment memberships are subject to a 25% cancellation fee.

MEMBER ACKNOWLEDGEMENTS: Chamber of Commerce members agree to conduct business with integrity and be ethical in all business practices, as well as operate their business in compliance with Federal and State laws. Members also acknowledge the Chamber of Commerce is a non-partisan business organization that does not support any political party, nor endorse candidates for elected office.

The individual submitting this application for the business seeking membership in the Chamber of Commerce acknowledges by signing below that he/she is authorized to submit this application for membership.

Signature _____ Date _____

Print Name _____

Please use the reverse side for payment by check, credit card, or ACH bank draft.

Payment Authorization Form

Please complete the information below:

No. FTE Employees _____ Dues Level (see investment schedule) \$ _____

Dues Amount \$ _____ + \$35 one-time application fee = \$ _____

Please make your check payable to Anne Arundel County Chamber of Commerce. For credit card or ACH bank draft, please complete the information below.

Credit Card or ACH Bank Draft

I _____ authorize Anne Arundel County Chamber of Commerce, Inc. to charge my account/credit card indicated below for \$ _____ for payment of my Membership dues.

Billing Address _____

Phone# _____

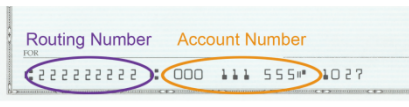
City, State, Zip _____

Email _____

Checking/ Savings Account

Credit Card

<input type="checkbox"/> Checking	<input type="checkbox"/> Savings
Name on Acct _____	
Bank Name _____	
Account Number _____	
Bank Routing # _____	
Bank City/State _____	



Routing Number: 222222222
Account Number: 000 111 555* 1027

<input type="checkbox"/> Visa	<input type="checkbox"/> MasterCard
<input type="checkbox"/> Amex	<input type="checkbox"/> Discover
Cardholder Name _____	
Account Number _____	
Exp. Date _____	
CVV Number _____	

SIGNATURE _____

DATE _____

I understand that this authorization will remain in effect until I cancel it in writing, and I agree to notify Anne Arundel County Chamber of Commerce in writing of any changes in my account information or termination of this authorization at least 15 days prior to the next billing date. If the above noted payment dates fall on a weekend or holiday, I understand that the payments may be executed on the next business day. For ACH debits to my checking/savings account, I understand that because these are electronic transactions, these funds may be withdrawn from my account as soon as the above noted periodic transaction dates. In the case of an ACH Transaction being rejected for Non Sufficient Funds (NSF) I understand that Anne Arundel County Chamber of Commerce may at its discretion attempt to process the charge again within 30 days, and agree to an additional \$3.50 charge for each attempt returned NSF which will be initiated as a separate transaction from the authorized recurring payment. I acknowledge that the origination of ACH transactions to my account must comply with the provisions of U.S. law. I certify that I am an authorized user of this credit card/bank account and will not dispute these scheduled transactions with my bank or credit card company; so long as the transactions correspond to the terms indicated in this authorization form.