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BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY

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**mesh**  
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# MEMBER BENEFITS

## 2011-2012

Customize your membership to suit your needs and help your business prosper.



GREATER  
**MANCHESTER**  
Chamber of Commerce  
1911-2011

BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY

## A MESSAGE FROM THE PRESIDENT

### WELCOME TO THE GREATER MANCHESTER CHAMBER OF COMMERCE

Greater Manchester is an extraordinary region that is richly diverse and complex. Traveling along the banks of the Merrimack River, one sees a unique blending of history with current economic development. Whether you're an old friend, a new friend, or considering moving your business to greater Manchester, you will find the Greater Manchester Chamber of Commerce (GMCC) is the premier business advocacy organization in the State of New Hampshire. Incorporated in 1911, the GMCC is the largest business organization in the greater Manchester area, focusing its efforts primarily on the ten communities of Auburn, Bedford, Candia, Derry, Goffstown, Hooksett, Litchfield, Londonderry, Manchester, and Merrimack.



We provide members with marketing opportunities, economic indicators, listings in the area's only economic development and tourism magazine, business directory, legislative bulletins, representation in both local and state government, and so much more. Our office and website make thousands of referrals each year by providing potential customers and clients with information about your business.

A direct benefit of your membership is having the Chamber's board of directors, committees, and staff working with and for you to make this region a better place in which to do business. The Chamber encourages all members to be involved in events or programs and to provide input on the direction and focus of our activities.

If you have any questions about the region or the GMCC's program of work, please contact us. We are working hard everyday to support the progress of this already fabulous community.

Sincerely,

A handwritten signature in black ink that reads "Robin". The signature is fluid and cursive.

Robin Comstock  
President and CEO  
GMCC

# BRAND. NETWORK. COMMUNITY.

## **BUILD YOUR BRAND**

Developing a solid brand is one of the first steps in creating a solid business – that’s where membership in the Greater Manchester Chamber of Commerce can benefit you. The Chamber can provide you with business to business marketing tools such as a member directory, direct mail programs, advertising opportunities, and sponsorship opportunities to meet all budgets.

## **EXPAND YOUR NETWORK**

Whether you are starting a business or looking to grow your business it all begins with personal relationships. Expanding your network through the Chamber’s professional development and networking programs is one of the best ways to get connected to the business community.

## **SHAPE YOUR COMMUNITY**

When you decide to locate your business to the greater Manchester region you are joining a vibrant community. Your involvement in the Chamber will support our goals of economic development, improvements in infrastructure, tourism and green business practices, along with safety and beautification.

## **JOIN THE CHAMBER**

Membership in the Greater Manchester Chamber of Commerce provides you with a professional staff that works everyday on your behalf to improve the business environment, economic health, and the vitality of the region through targeted business and education partnerships and local, state, and federal legislative lobbying. The Chamber can assist you and your business through marketing, networking and advocacy initiatives. Choose from a variety of membership levels to meet your budget and all of your business needs.



## BASIC FEATURES & BENEFITS

*Every level of Chamber membership includes the following features and benefits...*

• **Basic membership dues & Chamber affiliation:**

This includes a paid lobbyist at the state and local level and access to all member only programs.

• **Newsletter listing (for new members):**

The Chamber will announce you as a new member through the monthly newsletter, and on the Chamber's website.

• **Certificate of Origin (unlimited):** Doing business overseas? The Chamber will make sure you are certified.

• **Website listing:** A searchable listing on the Chamber website.

• **Member Directory Listing:** Your company gets listed in the Chamber's member directory. (Circulation of 20,000)

• **Web link:** a direct link from the Chamber website to yours, making it easy for new clients and customers to find you.

• **Member to member discounts:** Exclusive discounts available only to Chamber members.

• **Advantage Magazine:** Opportunity to purchase advertising in the Chamber's "quality of life" publication (circulation of 20,000). Free basic listing is included with membership.

• **Email:** Receive weekly email updates for events and legislative issue updates.

• **Newsletter:** Receive the Chamber's monthly newsletter the Chamber Report.

• **Brochure Distribution at Chamber of Commerce:**

Place your brochures or business cards in the Chamber lobby.

• **Business Referrals:** We ONLY refer Chamber members. Get referred directly through the Chamber website or through the more than 1,000 phone inquiries received every month.

• **Ribbon Cuttings:** Let the Chamber help you hold a ribbon cutting to launch your business.

• **Web decal:** Place the Chamber decal on your website for added credibility.

• **Window decal:** Place the Chamber window cling on your storefront.

• **Free admission to Lunchtime Connections:** A monthly members-only networking program.

• **Free admission to Spotlight on Business:** A monthly, members-only networking program that highlights a member business.

• **Free admission to Member-led Workshop:** A monthly, members-only professional development and marketing opportunity.

• **Member rates for events:** All Chamber events have special rates for Chamber members.

• **Free rental of conference rooms:** Need a place to hold your meeting, conference or workshop? Just call the Chamber to reserve your space today.

• **Ambassador Committee:** Volunteer your time to this committee focused on building relationships, growing the Chamber's membership and assisting with events.

## BASIC FEATURES & BENEFITS

- **Access to Tri-City Expo:** This expo is the largest business to business expo in the state. This event attracts more than 2,000 attendees. Booth space is exclusively available to Chamber members.
- **Capitol Insight:** Your time is devoted to running your business, so let the Chamber worry about what is going on at the statehouse, you'll receive updates every week.
- **Legislative Updates:** Receive the latest information on legislation that will affect your business and your industry and initiatives in the region.
- **Access to Leadership Greater Manchester:** Apply to take part in this exclusive leadership and community development program. Space is limited. (additional fee)
- **Green Committee:** Go green! Get involved in our committee devoted to green business practices and initiatives.
- **Infrastructure Committee:** Join this committee which has a focus on a safe and sound infrastructure.
- **Government Affairs Committee:** This committee is the Chamber's voice in Concord. Committee members shape policy decisions on behalf of the business community.
- **Metro-center Committee:** The goal of The Metro Center is to garner regional visibility and identity in order to influence surrounding communities.
- **Downtown Committee:** This committee is tasked with finding new and better ways to promote and enhance downtown Manchester's economic vitality, culture, historic resources, and quality of life.





## CHAMBER ASSOCIATE

ANNUAL INVESTMENT: \$350

VALUED AT: \$2,190

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*Includes all the basic features and benefits of Chamber membership plus:*

- **FIVE PASSES to Network PM:** The Chamber's signature networking event, held monthly from 5-7 p.m.
- **FIVE PASSES to Network AM:** Do business over breakfast, make some friends and build your network each month from 7:30-9:00 a.m.

"I initially was interested in joining the Greater Manchester Chamber in hopes of making local contacts, as we were a new business. I attended a member briefing and was pleasantly surprised to discover the Chamber had so much more to offer than networking. They really are advocates of your business. Membership has allowed us to build strong community relationships and has given us the comfort of knowing we have a strong support system behind us."

Melissa Minuti  
Partner  
All Juiced Up  
Chamber Member since 2009

## CHAMBER PROFESSIONAL

### CHAMBER PROFESSIONAL

ANNUAL INVESTMENT: \$500

VALUED AT: \$2,940

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*Includes all the basic features and benefits of Chamber membership plus:*

- **Brochure Distribution at Welcome Center:** Place your brochures at our tourist center on the corner of Elm and Merrimack Streets (500+ walk-ins per month).
- **UNLIMITED PASSES to Network PM:** The Chamber's signature networking event, held monthly from 5-7 p.m.
- **UNLIMITED PASSES to Network AM:** Do business over breakfast, make some friends and build your network each month from 7:30-9:00 a.m.

*PLUS this Chamber Professional Exclusive Benefit. Your choice of:*

- **Membership Labels:** (One time request) Pre-printed mailing labels of the Chamber's membership list to conduct your very own direct mail campaign.

**Or**

- **Enhanced Weblink:** This weblink on the Chamber website includes your basic membership listing plus your logo and a 25 word description of your business/organization.

"The Palace Theatre joined the Chamber because it's important to be a member of the most influential business organization in the area. It's helped us to grow and become a greater part of the regional business community. If someone were thinking about joining the Chamber, I'd tell them that it is absolutely a necessity if our community is to remain economically strong."

Peter Ramsey  
President  
The Palace Theatre  
Chamber Member since 1998



Photo by John Hession



## CHAMBER PRINCIPAL

ANNUAL INVESTMENT: \$1,000

VALUE: \$3,590

*Includes all Chamber Professional Benefits plus:*

- **Membership Disk:** An electronic format of our membership list.
- **Enhanced Weblink:** This weblink includes your logo and a 25 word description.
- **Additional Category Listing:** Does your business fall into two categories, get listed in both.

*PLUS these Chamber Principal Exclusive Benefits:*

- **One participant in Chairman's Club:** A unique networking program for Presidents, CEOs and Executive Directors. Organized by the Chamber's Chairman of the Board. Special programs are provided throughout the year.
- **\$100 Sponsorship Opportunity:** Sponsorship dollars can be applied to underwriting publications and email blasts and event sponsorships. (Exclusive to the Chamber Principal level of membership.)

"We joined the Greater Manchester Chamber of Commerce to be part of the greater community and to embed our business into the community. The membership has increased awareness of our business and provided us with a platform to get information about our business into the community. To a business considering joining the Chamber, I'd tell them, "Do it, join, and welcome to the community!"

Tom Puskarich  
Owner  
Z Restaurant LLC  
Chamber Member since 2008

## CHAMBER DIPLOMAT

### CHAMBER DIPLOMAT

ANNUAL INVESTMENT: \$2,500

VALUE: \$5,215

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*Includes all Chamber Principal Benefits plus:*

- **One Newsletter Insert:** Business to business advertising direct through the Chamber's newsletter, mailed to 1500 businesses per month.

*PLUS these Chamber Diplomat Exclusive Benefits:*

- **Website Advertising:** Small banner on your choice of webpage 290 x 75 pixels. Valid for 12 months. (Excludes homepage and events page).
- **TWO participants in Chairman's Club:** A unique networking program for Presidents, CEOs and Executive Directors. Organized by the Chamber's Chairman of the Board. Special programs are provided throughout the year.
- **\$1,000 Sponsorship Opportunity:** Sponsorship dollars can be applied to underwriting publications and email blasts and event sponsorships. (Exclusive to the Chamber Diplomat level of membership.)

"As the director of a non-profit in Manchester it is important to join the business community. The Manchester Boys and Girls Club's membership in the Chamber has brought more visibility to our organization and has helped us to develop more contacts with other businesses. To any business considering joining the Chamber, I'd tell them to take a hard and serious look at joining—it will expand their company and also their business."

Gary Frost  
Executive Director  
Boys & Girls Club of Manchester  
Chamber Member since 1998



Photo by John Hession



### CHAMBER STEWARD

ANNUAL INVESTMENT: \$5,000

VALUE: \$7,815

*Includes all Chamber Diplomat Benefits plus:*

- **CEO Profile on the Chamber website**

*Plus these Chamber Steward Exclusive Benefits:*

- **Website Advertising:** Small banner on the Chamber events page 290 x 75 pixels. Valid for 12 months.
- **THREE participants in Chairman's Club:** A unique networking program for Presidents, CEOs and Executive Directors. Organized by the Chamber's Chairman of the Board. Special programs are provided throughout the year.
- **\$2,500 Sponsorship Opportunity:** Sponsorship dollars can be applied to underwriting publications and email blasts and event sponsorships. (Exclusive to the Chamber Steward level of membership.)

"I joined the Greater Manchester Chamber of Commerce 30 years ago because it was strongly recommended by a respected mentor. My membership has provided my business with connections, exposure to issues, a civic commitment, and a sense of energy and can-do spirit regarding the city. If a business were considering joining the Chamber, I'd tell them that it is essential, join, and attend every event that you can."

Phyllis Stibler  
President  
Stibler Associates Space Planning  
& Interior Design LLC  
Chamber Member since 1984

## CHAMBER LEADER

### CHAMBER LEADER

ANNUAL INVESTMENT: \$10,000

VALUE: \$13,265

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*Includes all Chamber Steward Benefits.  
PLUS these Chamber Leader Exclusive Benefits:*

- **Website Advertising:** Large square on the Chamber homepage 290 x 245 pixels. Valid for 12 months.
- **FOUR participants in Chairman's Club:** A unique networking program for Presidents, CEOs and Executive Directors. Organized by the Chamber's Chairman of the Board. Special programs are provided throughout the year.
- **\$1,100 towards Advantage magazine advertising:** The Chamber's "quality of life" publication (20,000 copies printed annually). Basic directory listing is included with all levels of membership.
- **\$5,000 Sponsorship Opportunity:** Sponsorship dollars can be applied to underwriting publications and email blasts and event sponsorships. (Exclusive to the Chamber Leader level of membership.)
- **Events Package which includes:**
  - One golf foursome (Hole sponsorship is additional)
  - \$300 in event attendance

"SilverTech Inc. joined the Greater Manchester Chamber in order to support, network and learn from the experiences of other local business owners. Although we're now a national agency, we don't forget that it was the support and commitment of local businesses and business leaders that helped us get there. The Chamber membership gives businesses a voice and a vote. If a business were considering joining the Chamber, I'd tell them it's an excellent investment that will continue to pay off in many ways – business contacts, professional development, partnerships, friendships and leadership opportunities."

Nick Soggu  
President  
SilverTech Inc.  
Chamber Member since 2000



Photo by John Hession



## CHAMBER PARTNER

ANNUAL INVESTMENT: \$20,000

VALUE: \$24,165

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*Includes all Chamber Leader Benefits.  
PLUS these Chamber Partner Exclusive Benefits:*

- **First choice selection of all sponsorship opportunities.**
- **Website Advertising:** Large banner on the Chamber homepage 592 x 148 pixels. Valid for 12 months.
- **FIVE participants in Chairman's Club:** A unique networking program for Presidents, CEOs and Executive Directors. Organized by the Chamber's Chairman of the Board. Special programs are provided throughout the year.
- **\$2,200 towards Advantage magazine advertising:** The Chamber's "quality of life" publication (20,000 copies printed annually). Basic directory listing is included with all levels of membership.
- **\$12,500 Sponsorship Dollars:** Sponsorship dollars can be applied to underwriting publications and email blasts and event sponsorships. (Exclusive to the Chamber Partner level of membership.)
- **Events Package which includes:**
  - One golf foursome (Hole sponsorship is additional)
  - \$1,000 in event attendance

## INDIVIDUAL MEMBERSHIP ~ CHAMBER FRIEND

### CHAMBER FRIEND

ANNUAL INVESTMENT: \$150

VALUE: \$1,435

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**Basic membership dues & Chamber affiliation:** Includes access to all member only programs.

**Member to member discounts:** Exclusive discounts available only to Chamber members.

**Advantage Magazine:** Receive your copy of the Chamber's annual "quality of life" publication.

**Email:** Receive weekly email updates for events and legislative issue updates.

**Newsletter:** Receive the Chamber's monthly newsletter the Chamber Report.

**Free admission to Luncheon Connections:** A monthly members-only networking program.

**Free admission to Spotlight on Business:** A monthly, members-only networking program that highlights an area business.

**Free admission to Member-led Workshop:** A monthly, members-only professional development and marketing opportunity.

**Member rates for events:** All Chamber events have special rates for Chamber members.

**Free rental of conference rooms:** Need a place to hold your meeting, conference or workshop? Just call the Chamber to reserve your space today.

**TWO passes to Network PM:** The Chamber's signature networking event, held monthly from 5-7 p.m.

**TWO passes to Network AM:** Do business over breakfast, make some friends and build your network each month from 7:30-9:00 a.m.

*\*\*The Chamber Friend is available to students, retirees and individuals with no business affiliation.*

**Ambassador Committee:** Volunteer your time to this committee focused on building relationships, growing the Chamber's membership and assisting with events.

**Capitol Insight:** The Chamber will keep you informed every week about what is going on at the statehouse

**Legislative Updates:** Receive the latest information on legislation affecting business.

**Access to Leadership Greater Manchester:** Apply to take part in this exclusive leadership and community development program. Space is limited. (additional fee)

**Green Committee:** Go green! Get involved in the Chamber's committee devoted to green business practices and initiatives.

**Infrastructure Committee:** Join this committee which has a focus on a safe and sound infrastructure.

**Government Affairs Committee:** This committee is the Chamber's voice in Concord. Committee members shape policy decisions on behalf of the New Hampshire business community.

**Metro-center Committee:** The goal of The Metro Center is to garner regional visibility and identity in order to influence surrounding communities.

**Downtown Committee:** This committee is tasked with find new and better ways to promote and enhance downtown Manchester's economic vitality, culture, historic resources, and quality of life.

# A LA CARTE BENEFIT WORKSHEET

## A LA CARTE CHAMBER BENEFITS

If you prefer to select your marketing products or sponsorship opportunities a la carte, choose from the list below. For one easy payment, include your selections with your membership investment or the Chamber can invoice you at the time of the event. Quarterly payment plans are available with 50% down. Contact a Chamber representative to learn more about these benefits. Non-profit organizations receive 25% off all marketing retail products.

## NETWORKING OPPORTUNITIES

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- \$5      **Network PM:** Our signature networking event, held monthly from 5-7 p.m.
- \$5      **Network AM:** Do business over breakfast, make some friends and build your network each month from 7:30-9:00 a.m.
- \$100      **Chairman's Club:** A unique networking program for Presidents, CEO's and Executive Directors. Organized by the Chamber's Chairman of the Board.
- \$700      **Golf foursome**
- \$175      **Golf Player**
- \$25      **Breakfast Forum Single Ticket**
- \$100      **Annual Dinner Ticket**
- \$75      **Legislative Dinner Ticket**
- \$700      **Legislative Dinner Table of Ten**
- \$30      **Ticket to Summits (Green/Infrastructure)**
- \$35      **Ticket to Luncheons (Economic Forecast)**

**TOTAL NETWORKING INVESTMENT**

\$ \_\_\_\_\_

## MARKETING PRODUCTS

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- \$50/week **Underwrite Chamber weekly e-blasts:** Weekly calendar of events distributed electronically to more than 4,000 individuals per week.
- \$100 **Additional Category Listing:** Does your business fall into two categories, get listed in both.
- \$100 **Green Category Listing:** Is your business designated as “green”? Get listed as a green business and receive a green decal for your website or storefront.
- \$100 **Additional Location Listing:** Does your business have more than one location? Be sure to list all in the Chamber’s member directory.
- \$150 **Brochure Distribution at Welcome Center:** Place your brochures at our tourist center on the corner of Elm and Merrimack Streets (500+ walk-ins per month).
- \$200 **Membership Labels:** Use the Chamber’s membership list to conduct your very own direct mail campaign.
- \$350 **Membership Disk:** An electronic format of the Chamber’s membership list
- \$200 **Enhanced Web link:** This web link includes your logo and a 25 word description and a link from the Chamber website to yours.
- \$375 **Newsletter Insert:** Business to business advertising direct through the Chamber’s newsletter, mailed to 1500 businesses per month.
- \$500 **CEO Profile on Chamber website**
- \$250 **Website Advertising:** Small banner on your choice of webpage 290 x 75 pixels (Excludes homepage and events page. Valid for 12 months).
- \$750 **Website Advertising:** Small banner on Chamber events page 290 x 75 pixels (Valid for 12 months)
- \$1,500 **Website Advertising:** Large square on Chamber homepage 290 x 245 pixels. (Valid for 12 months)
- \$3,000 **Website Advertising:** Large banner on Chamber homepage 592 x 148 pixels. (Valid for 12 months)
- \$5,000 **Underwrite the monthly Chamber newsletter, *Chamber Report*** (Businesses may share sponsorship).
- \$500 **Capitol Insight Newsletter Sponsor:** An annual look at legislation reviewed and acted upon by the Chamber’s Government Affairs Committee. (Multiple sponsors)
- \$7,000 **Underwrite Capitol Insight:** An weekly look at legislation reviewed and acted upon by the Chamber’s Government Affairs Committee. (Exclusive sponsorship, includes weekly electronic communication and annual printed newsletter)

SPONSORSHIP OPPORTUNITIES

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**Annual Dinner**

- \$10,000 Centennial Sponsor (Exclusive)
- \$5,000 Decade Reception Sponsors
- \$5,000 Past Citizen of the Year Reception Sponsor (Exclusive)
- \$5,000 Technology Sponsor (Exclusive)
- \$3,500 Wine Sponsor
- \$3,500 Champagne Sponsor
- \$3,500 Registration Sponsor
- \$2,500 Gold Sponsor
- \$1,500 Silver Sponsor

**Chamber Classic Golf Tournament**

- \$5,000 Major Sponsor (Exclusive)
- \$2,500 Cart Sponsor (Exclusive)
- \$2,500 Putting Green Sponsor (Exclusive)
- \$2,500 Yard Markers Sponsor (Exclusive)
- \$1,500 Hole Sponsor & Foursome
- \$800 Hole Sponsor
- \$700 Foursome
- \$175 Single Player

**Breakfast Forums**

- \$2,000 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

**Economic Forecast Luncheon**

- \$2,500 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor

**Infrastructure Summit**

- \$2,500 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

**Green Summits**

- \$2,000 Green Summit Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Green Summit Coffee Bar Sponsor

**Business & Government Reception**

- \$2,500 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

**Annual Legislative Dinner**

- \$5,000 Premier Sponsor (Exclusive)
- \$2,500 Corporate Sponsor
- \$1,000 Elite Sponsor

**Member Briefing (10 Programs)**

- \$1,000 Underwriting Sponsor (Exclusive)

**Value-Added Programming (36 programs)  
(Includes Spotlight on Business, Member-led Workshop and Lunchtime Connections)**

- \$1,000 Corporate Sponsor (Non-Exclusive)

**Network PM**

- \$350 Single Event Sponsor (Exclusive)

**Network AM**

- \$3,500 Program Underwriter (Exclusive)
- \$350 Single Event Sponsor (Exclusive)

**Leadership Greater Manchester**

- \$10,000 Program Underwriter (Exclusive)
- \$5,000 Presenting Sponsor (Exclusive)
- \$2,500 Corporate Sponsor

**Volunteer Appreciation Celebration**

- \$5,000 Underwriting Sponsor (Exclusive)
- \$2,500 Corporate Sponsor
- \$1,000 Platinum Sponsor
- \$500 Gold Sponsor
- \$250 Silver Sponsor
- \$100 Bronze Sponsor

**PechaKucha**

- \$8,000 Program Underwriter (Exclusive, four programs)
- \$2,000 Presenting Sponsor (Exclusive, one program)

**Restaurant Week Manchester**

- \$5,000 Presenting Sponsor (Exclusive)
- \$2,500 Corporate Sponsor

**Additional Opportunities**

- Please contact me about advertising in Advantage Magazine
- Please contact me about the Tri-City Business Expo

**TOTAL SPONSORSHIP INVESTMENT**

\$ \_\_\_\_\_

## FREQUENTLY ASKED QUESTIONS

### GENERAL MEMBERSHIP

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#### **Is there a minimum level at which my business must join?**

Yes. The minimum level to join the Chamber is the \$350 Chamber Associate level. If you choose to join at this level additional retail products, tickets to events, underwriting and sponsorships can be purchased through our a la carte menu.

#### **What is the best time of the year for me to upgrade my membership? Can I use part of my current membership investment to pay for my upgrade?**

##### **If you are a new member:**

After your joined date, there is a grace period of 60 days during which you can upgrade and pay only the difference between your new level and your current level. For example, if you join as a Chamber Associate (\$350) and you want to upgrade to a Chamber Diplomat (\$2,500), you will pay \$2,500 minus \$350 or \$2,150 to be a Chamber Diplomat, if you upgrade during the grace period. After the grace period you will be paying the full amount of your new tier.

##### **If you are a current member:**

Anytime during the year is a good time for you to upgrade. You will be paying the difference between your new tier and the unused portion of your current tier. For example, if you are a Chamber Professional (\$500 tier) with a renewal date of October 1 and on January 1 you decide to upgrade to a Chamber Diplomat (\$2,500 tier), you will pay \$2,500 minus the part of the \$500 you did not use. You used your membership from October 1 to December 31 (3 months): \$500 divided by 12 months equals \$41.66, multiplied by the number of months used (3 months) equals \$125. The \$125 represents the used portion of your membership. \$500 minus \$125 equals \$375, which represents the unused portion of your membership. So, you would be paying your new tier amount (\$2,500) minus the unused portion of your membership (\$375) or \$2,125.

#### **Will my renewal date change if I upgrade?**

Yes. Your renewal date will change to the date you upgraded your membership. For example, if you joined in January as a Chamber Associate and you decide in June to upgrade to a Chamber Professional, you will be billed the Chamber Professional rate in June of each subsequent year. Please note that your tiered membership investment is paid upfront and is non-refundable and non-transferable.

#### **After joining, how periodically will I be billed?**

The annual Chamber billing is based on an anniversary date cycle. Once you join the Chamber your joined date will become your anniversary billing date. If you upgrade to a higher tier during the year, then your upgrade date will become your anniversary billing date.

#### **How long is my membership? How long will the benefits last?**

Your Chamber membership is good for one year starting on the date on which you join the Chamber or renew your membership. All member benefits must be used within that year and are not transferable.

### PAYMENT OPTIONS & BILLING

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#### **Is a monthly payment option available?**

Yes. Chamber members at the Associate level may subscribe to an Electronic Fund Transfer or Automated Clearing House (ACH) with the Chamber to set up a quarterly or monthly payment plan. Please contact our accounting

## FREQUENTLY ASKED QUESTIONS

Department at (603) 792-4117 with questions regarding billing or email [accounting@manchester-chamber.org](mailto:accounting@manchester-chamber.org). (Transaction fee will be applied).

### **Is a quarterly payment option available?**

Yes. Chamber members at the Associate level or above may be invoiced quarterly once 50% of the tier has been paid up front. Please contact our accounting Department at (603) 792-4117 or at [accounting@manchester-chamber.org](mailto:accounting@manchester-chamber.org) with questions regarding billing.

## **NON-PROFIT RATES**

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### **I am a non-profit organization. Do you have a special rate for non-profit organizations?**

Yes, the non-profit rate is 25% off of any level of membership.

### **What are the criteria to qualify for the non-profit rate?**

The non-profit rate applies to community service organizations and churches defined as 501(c) 3 with proof of non-profit status.

### **How do I prove my organization's non-profit status to qualify for the non-profit rate?**

Upon joining the Chamber you will be requested to prove your organization's non-profit status by including a copy of your 501 (c) 3 letter or a copy of your 990 IRS form with your completed Chamber Membership Agreement and payment.

## **ADDITIONAL DISCOUNTS**

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### **Is there a discount for members of the Amoskeag Incubator?**

Yes, the discount is 50% off any level of membership beginning with the Chamber Associate.

## **INDIVIDUAL MEMBERSHIPS**

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### **I am retired and would like to be a Chamber member. How can I join?**

A non-business individual membership is available for members who do not conduct business activities. It is typically used by students or retirees. The Chamber Friend membership rate is \$150.

## **MEMBER BENEFITS**

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### **How do I utilize the benefits in my tier?**

Once you renew or join the Chamber at a particular level you will receive a confirmation letter in the mail along with an invoice. At that time you will also receive some of your benefits such as membership disks and/or labels. You will also be contacted by a Greater Manchester Chamber of Commerce Account Manager who will assist you with setting

## FREQUENTLY ASKED QUESTIONS

up your membership and will assign you your membership benefits. You will receive quarterly reports alerting you about unused member benefits, if any remain.

### **Are the individual programs and services available a la carte?**

Even though most of the programs and services are available a la carte, in most cases it would be more cost effective for a member to consider upgrading to a higher tier and receive the program sought after, as well as additional services. Contact the Chamber Membership Director at (603) 792-4105 or email [membership@manchester-chamber.org](mailto:membership@manchester-chamber.org) to schedule a one-on-one marketing consultation.

### **Is it true that my membership includes sponsorship credit to be used toward a menu of sponsorship opportunities?**

Yes, depending on your level of membership. For members of the Chamber Principal tier or above a portion of your membership is allocated to sponsorship. You may choose which sponsorship opportunities, available on our Sponsorship Opportunities sheet, meet your marketing and public relations needs. Sponsorship allocations are based on a first come, first served basis. Sponsorship credit is an integral part of the tiered dues, thus it is non-refundable and non-transferable. Please check with a Chamber staff member on exclusivity.

### **Included in my benefits is a set of Chamber labels. Do I need to request the labels to receive them?**

Yes. Please call the Chamber office at 603-792-4122 to request your set of labels when you need them. Be sure to give your company name and the date the labels are needed. The Chamber staff will take care of the rest.

### **Do I get complementary access to luncheon and breakfast meetings?**

Depending on your tier, your benefits may include tickets to Chamber events. Chamber Leader and Partner levels include an events package which features access to the Chamber Golf Classic and other events. Every level of membership includes access to Network AM and Network PM. The Chamber's Value Added Programming which includes Luncheon Connections, Member-led Workshop and Spotlight on Business is available free of charge to all Chamber members.

## **ADDITIONAL LOCATIONS AND SUBSIDIARIES**

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### **I have several business locations. What are my options?**

If you have more than one additional location you can buy additional locations a la carte for \$100 per location.

### **What is the difference between an additional location and a subsidiary?**

The difference between an additional location listing and a subsidiary is that an additional location is the same business with the same name and logo, but with a different address. A business is considered a subsidiary if it has a different name, mission/purpose and logo/branding. A subsidiary membership can be purchased at a 25% discount for any tier of equal or lesser value to the main business.

### **Are there criteria to meet to buy additional locations a la carte?**

Yes. Chamber memberships are available for additional locations meeting certain criteria. The criteria include the additional location having the same business name and the same owner.