

MEMBER BENEFITS

2013



BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY

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www.manchester-chamber.org



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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 that 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,



Robin A. Comstock
President and CEO



www.manchester-chamber.org

BUILD YOUR BRAND

Developing a well-established 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...

- **Membership dues & Chamber affiliation** Once you join the Chamber of Commerce, not only is your business a member, but all of your employees are too. All employees of the member business may take advantage of all of the features and benefits of membership.
- **Newsletter listing** The Chamber will announce you as a new member in the monthly newsletter, the *Chamber Report* and on the Chamber's website.
- **Certificate of Origin** Doing business overseas? The Chamber will provide you with official documentation to ensure you are certified.
- **Business Directory Listing** Your company gets listed in the Chamber's business directory in print and online. The website version includes company name, main contact, address, phone, fax and website address with a link to your website.
- **Member to member discounts** Exclusive discounts available only to Chamber members.
- **Advantage Magazine** This is the Chamber's "quality of life" publication (circulation of 20,000). Free basic listing is included with Chamber membership.
- **Email** Receive weekly email updates for events, meetings and legislative issues.
- **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, whether it's through the Chamber website, phone calls or walk-in traffic.
- **Ribbon Cuttings** Let the Chamber assist you with your grand opening, new location or renovations with a ribbon cutting.
- **Web decal** Place the Chamber decal on your website for added credibility.
- **Window decal** Place the Chamber window cling on your storefront for added credibility.
- **Free admission to members-only lunchtime programs** Spotlight On Business, Member-Led Workshops and Lunchtime Connections are held monthly. These networking programs are available exclusively to Chamber members.
- **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.
- **Access to Tri-City Expo** For more than 20 years the Chamber has hosted the state's largest business-to-business expo. This event attracts more than 2,000 attendees and 200 exhibitors. Booth space is exclusively available to Chamber members.
- **Capitol Insight** Your time is devoted to running your business, so let the Chamber worry about business issues at the Statehouse and City Hall. The Chamber employs a registered lobbyist to monitor business issues; you'll receive updates every week electronically during the legislative session.
- **Access to Leadership Greater Manchester** Apply to take part in this exclusive nine-month-long leadership and community development program.

CHAMBER FRIEND

CHAMBER FRIEND

ANNUAL INVESTMENT: \$150

VALUED AT: \$1,435

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

Includes the following features and benefits

- **Membership dues & Chamber affiliation**
- **Newsletter listing** The Chamber will announce you as a new member in the monthly newsletter, and on the Chamber's website.
- **Certificate of Origin** Doing business overseas? The Chamber will provide you with official documentation to ensure you are certified.
- **Member to member discounts** Exclusive discounts available only to Chamber members.
- **Advantage Magazine** This is the Chamber's "quality of life" publication (circulation of 20,000). Free basic listing is included with Chamber membership.
- **Member rates for events** All Chamber events have special rates for Chamber members.
- **Email** Receive weekly email updates for events, meetings and legislative issues.
- **Newsletter** Receive the Chamber's monthly newsletter the *Chamber Report*.
- **Two passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.
- **Two passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.
- **Free admission to members-only lunchtime programs** Spotlight On Business, Member-Led Workshops and Lunchtime Connections are held monthly. These networking programs are available exclusively to 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.
- **Access to Tri-City Expo** For more than 20 years the Chamber has hosted the state's largest business-to-business expo. This event attracts more than 2,000 attendees and 200 exhibitors. Booth space is exclusively available to Chamber members.
- **Capitol Insight** Your time is devoted to running your business, so let the Chamber worry about business issues at the Statehouse and City Hall. The Chamber employs a registered lobbyist to monitor business issues; you'll receive updates every week during the legislative session.
- **Access to Leadership Greater Manchester** Apply to take part in this exclusive nine-month-long leadership and community development program. Space is limited.

CHAMBER ASSOCIATE

ANNUAL INVESTMENT: \$375

VALUED AT: \$2,240

The **Chamber Associate Membership** is geared toward the start-up, home-based and micro-businesses.

Includes all the basic features and benefits of Chamber membership plus

• **Five passes to Network PM**

What is known more commonly as “Business After Hours,” this is the Chamber’s signature networking event, held monthly at various locations from 5-7 p.m.

• **Five passes to Network AM**

The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

“I joined the Chamber of Commerce as an opportunity to network with local businesses. Finesse Pastries relies on the connections we have made not only to promote our business, but to help us find products and services we need. It really is a win-win situation and provides great value for its members.”

Chelsea Erickson
Owner, Finesse Pastries
Chamber member since 2012



CHAMBER PROFESSIONAL

ANNUAL INVESTMENT: \$550

VALUED AT: \$3,090

The **Chamber Professional Membership** is the basic business level of membership that includes unlimited networking opportunities and marketing opportunities that can help you build your brand, expand your network and shape the community to help your business thrive.

Includes all the basic features and benefits of Chamber membership plus

• **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.

• **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.

• **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

• **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.

Plus 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.

• **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo and a 25 word description of your business/organization.

"As O & P professionals, we understand the importance of fit. For Next Step Orthotics & Prosthetics, the Greater Manchester Chamber of Commerce is the absolute right fit – working hard each and every day to make the Manchester region a great place to do business. Membership in the Chamber is one of the best decisions we've made to not only benefit our business and the people we serve, but the community at large."

Matt Albuquerque
Owner
Next Step O & P, Inc.
Chamber member since 2002



CHAMBER PRINCIPAL

ANNUAL INVESTMENT: \$1,050

VALUED AT: \$3,790

The **Chamber Principal Membership** is designed for the growing business as it includes features and benefits that support business growth and development.

Includes all the basic features and benefits of Chamber membership plus

• **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.

• **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.

• **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

• **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.

• **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo and a 25 word description of your business/organization.

• **Membership Disk** An electronic format of the Chamber's membership list.

• **Additional Category Listing** Does your business fall into two categories? Get listed in both.

• **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.

• **Two banner ads in the Chamber's Weekly Informer** This is the Chamber's electronic weekly calendar of events distributed to more than 4,000 individuals per week.

"Our membership in the Chamber keeps us in the middle of the action on many fronts. The Chamber recognizes that the non-profit sector is a key component of Manchester's economic infrastructure, and that it is vital for organizations like ours to be fully involved in the dynamic business community that the Chamber fosters. We consider the Chamber an essential partner in our non-profit business!"

Aurore Eaton
Executive Director
Manchester Historic Association
Millyard Museum
Chamber member since 1995



CHAMBER DIPLOMAT

ANNUAL INVESTMENT: \$2,550

VALUED AT: \$5,515

The **Chamber Diplomat Membership** is designed for those companies who seek enhanced connectivity and access to top decision-makers through involvement and early-ask opportunities for programmatic and event sponsorship.

Includes all the basic features and benefits of Chamber membership plus

• **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.

• **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.

• **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

• **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.

• **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo and a 25 word description of your business/organization.

• **Membership Disk** An electronic format of the Chamber's membership list.

• **Additional Category Listing** Does your business fall into two categories? Get listed in both.

• **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.

• **Two banner ads in the Chamber's Weekly Informer** This is the Chamber's electronic weekly calendar of events distributed to more than 4,000 individuals per week.

• **One Newsletter Insert** Business-to-business advertising direct through the Chamber's newsletter, mailed to 1,400 businesses per month.

• **Website Advertising** Small banner on your choice of webpage 290 x 75 pixels. Valid for 12 months. (Excludes homepage and events page).

• **\$1,000 Sponsorship Opportunity** Sponsorship dollars can be applied to underwriting publications or event sponsorships.

"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."

Nick Soggu
President & CEO
SilverTech Inc.
Chamber member since 2000



CHAMBER STEWARD

CHAMBER STEWARD

ANNUAL INVESTMENT: \$5,050

VALUED AT: \$8,115

The **Chamber Steward Membership** is geared toward companies that want to enhance their place in community through additional features and benefits and sponsorship opportunities.

Includes all the basic features and benefits of Chamber membership plus

• **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.

• **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.

• **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

• **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.

• **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo and a 25 word description of your business/organization.

• **Membership Disk** An electronic format of the Chamber's membership list.

• **Additional Category Listing** Does your business fall into two categories? Get listed in both.

• **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.

• **Two banner ads in the Chamber's Weekly Informer** This is the Chamber's electronic weekly calendar of events distributed to more than 4,000 individuals per week.

• **One Newsletter Insert** Business-to-business advertising direct through the Chamber's newsletter, mailed to 1,400 businesses per month.

• **CEO Profile** Highlight the President, CEO, or Executive Director of your business on the Chamber website.

• **Website Advertising** Small banner on the Chamber events page 290 x 75 pixels. Valid for 12 months.

• **\$2,500 Sponsorship Opportunity** Sponsorship dollars can be applied to underwriting publications or event sponsorships.

CHAMBER STEWARD

"Manchester-Boston Regional Airport belongs to the Chamber because 48% of our travelers represent business. Being involved with the state's largest Chamber allows us to keep in constant touch with many of our customers, understand their needs, and match our services to meet those needs. When you think of "Commerce" think MHT Airport and the Greater Manchester Chamber."

Mark Brewer
Airport Director
Manchester-Boston Regional Airport
Chamber member since 1995



CHAMBER LEADER

ANNUAL INVESTMENT: \$10,050

VALUED AT: \$13,565

The **Chamber Leader Membership** is geared toward companies that want to invest in the Chamber's mission of economic development and business advocacy. It is an elite membership package that includes a wide selection of marketing, networking and sponsorship opportunities. This membership package includes involvement in programs and services limited to that group.

Includes all the basic features and benefits of Chamber membership plus

- **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.
- **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.
- **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.
- **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.
- **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo and a 25 word description of your business/organization.
- **Membership Disk** An electronic format of the Chamber's membership list.
- **Additional Category Listing** Does your business fall into two categories? Get listed in both.
- **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.
- **Two banner ads in the Chamber's Weekly Informer** This is the Chamber's electronic weekly calendar of events distributed to more than 4,000 individuals per week.
- **One Newsletter Insert** Business-to-business advertising direct through the Chamber's newsletter, mailed to 1,400 businesses per month.
- **CEO Profile** Highlight the President, CEO, or Executive Director of your business on the Chamber website.
- **Website Advertising** Large square on the Chamber homepage 290 x 245 pixels. Valid for 12 months.
- **\$1,100 towards Advantage magazine** advertising in the Chamber's "quality of life" publication (20,000 copies printed annually).
- **\$5,000 Sponsorship Opportunity** Sponsorship dollars can be applied to underwriting publications or event sponsorships.
- **Events Package which includes:**
 - One golf foursome (*hole sponsorship is additional*)
 - \$300 event attendance credit

"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
Chamber member since 1984



Photo by John Hession

CHAMBER PARTNER

CHAMBER PARTNER

ANNUAL INVESTMENT: \$20,050

VALUED AT: \$24,465

The **Chamber Partner Membership** is geared toward companies that support the Chamber's mission of economic development and business advocacy as funders and influencers. This is the Chamber's premier membership package that includes the widest selection of marketing, networking and sponsorship opportunities as well as involvement in programs and services exclusive to that group.

Includes all the basic features and benefits of Chamber membership plus

• **Brochure Distribution** In addition to brochures in the Chamber lobby, place your brochures at the Chamber's visitor and information center on the corner of Elm and Merrimack Streets.

• **Unlimited Passes to Network PM** What is known more commonly as "Business After Hours," this is the Chamber's signature networking event, held monthly at various locations from 5-7 p.m.

• **Unlimited Passes to Network AM** The morning alternative to Network PM. Do business over breakfast, make some friends and build your network. Held monthly at various locations from 7:30-9:00 a.m.

• **Social Links** Connect potential customers to your Facebook, Twitter and LinkedIn accounts directly from the Chamber website.

• **Enhanced Weblink** An upgrade to the standard Chamber weblink, it includes your logo

and a 25 word description of your business/organization.

• **Membership Disk** An electronic format of the Chamber's membership list.

• **Additional Category Listing** Does your business fall into two categories, get listed in both.

• **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.

• **Two banner ads in the Chamber's Weekly Informer** This is the Chamber's electronic weekly calendar of events distributed to more than 4,000 individuals per week.

• **One Newsletter Insert** Business-to-business advertising direct through the Chamber's newsletter, mailed to 1,400 businesses per month.

• **CEO Profile** Highlight the President, CEO, or Executive Director of your business on the Chamber website.

• **Website Advertising** Large banner on the Chamber homepage 592 x 148 pixels. Valid for 12 months.

• **\$2,200 towards Advantage magazine advertising** The Chamber's "quality of life" publication (20,000 copies printed annually).

• **First choice selection of all sponsorship opportunities**

• **\$12,500 Sponsorship Dollars** Sponsorship dollars can be applied to underwriting publications or event sponsorships.

• **Events Package which includes**

- One golf foursome (*hole sponsorship is additional*)
- \$1,000 event attendance credit

CHAMBER PARTNER

"Centrix Bank is proud to be a member of the GMCC and has been since our inception in 1999. Our relationship with the Chamber has grown to the Partner Level based upon the demonstrated value we receive. We appreciate the Chamber leadership and it's importance to the vitality of the broader business community through it's hard work in areas including advocacy, networking, education, and varied sponsorship and marketing opportunities for businesses of all sizes."

Joseph B. Reilly
President/CEO
Centrix Bank
Chamber member since 1999



MARKETING & UNDERWRITING OPPORTUNITIES

The Chamber holds more than 100 events annually and has numerous sponsorship opportunities to help you gain exposure, for your business or organization. For more information about sponsorship opportunities, contact the Chamber's Vice President of Public Relations & Marketing at 603.792.4119, marketing-pr@manchester-chamber.org.

\$50/week - **Underwrite Chamber weekly e-blasts** Weekly calendar of events distributed electronically to more than 4,000 individuals per week.

\$125 - **Additional Category Listing** Does your business fall into two categories? Get listed in both.

\$100 - **Green Pledge Certified Listing** Is your business designated as "green"? Get listed as a green business and receive a green decal for your website or storefront. (Must complete Green Pledge application process)

\$125 - **Additional Location Listing** Does your business have more than one location? Be sure to list all in the Chamber's business directory.

\$175 - **Brochure Distribution at Visitor & Information Center** Place your brochures at our tourist center on the corner of Elm and Merrimack Streets. (800+ walk-ins per month)

\$225 - **Membership Labels** Use the Chamber's membership list to conduct your very own direct mail campaign.

\$375 - **Membership Disk** An electronic format of the Chamber's membership list.

\$225 - **Enhanced Web link** This web link includes your logo and a 25 word description and a link from the Chamber website to yours.

\$500 - **CEO Profile on Chamber website** Highlight the President, CEO, or Executive Director of your business on the Chamber website. This feature will create a public searchable link of a bio of the individual.

\$375 - **Newsletter Insert** Business to business advertising direct through the Chamber's newsletter, mailed to 1,400 businesses per month.

Website Advertising

\$3,000 - **Large banner**
On Chamber homepage 592 x 148 pixels

\$1,500 - **Large Square**
On Chamber homepage 290 x 245 pixels

\$750 - **Small banner**
On Chamber events page 290 x 75 pixels

\$250 - **Small banner**
*On your choice of webpage 290 x 75 pixels
(Excludes homepage and events page)*

Underwrite the monthly Chamber newsletter, Chamber Report (Businesses may share sponsorship)

\$5,000 Exclusive
 \$2,500 Shared

\$7,000 - **Capitol Insight Underwriter** A weekly electronic look at legislation reviewed and acted upon by the Chamber's Government Affairs Committee. (Exclusive sponsorship, includes weekly electronic communication and annual printed newsletter)

\$500 - **Capitol Insight Newsletter Sponsor** An annual look at legislation reviewed and acted upon by the Chamber's Government Affairs Committee. (Multiple sponsors)

\$10,000 - **Downtown Manchester Map & Guide**

\$10,000 - **Greater Manchester Historic Walking Tour**

Advantage Magazine Advertising This is the Chamber's "quality of life" publication (circulation of 20,000). Free basic listing is included with Chamber membership. Additional advertising opportunities available.

2013 EVENT SPONSORSHIP OPPORTUNITIES

Annual Citizen of the Year Celebration

- \$10,000 Mystery Sponsor (Exclusive)
- \$5,000 Evidence Sponsor (Exclusive)
- \$5,000 Spy Glass Sponsor (Exclusive)
- \$5,000 Past Citizen of the Year Sponsor (Exclusive)
- \$5,000 Room Sponsor (6 exclusive opportunities)
- \$5,000 Don't Get Caught Red Handed Sponsor (Exclusive)
- \$5,000 Mug Shot Sponsor (Exclusive)
- \$3,500 Signature Cocktail Sponsor (2)
- \$3,500 Wine Sponsor (2)
- \$3,500 Beer Sponsor (2)
- \$3,500 Crime Tape Sponsor (2)
- \$3,500 Registration Sponsor (2)
- \$2,500 Detective Sponsor (multiple)
- \$1,500 Suspect Sponsor (multiple)

Chamber Classic Golf Tournament

- \$3,500 Major Sponsor (Exclusive)
- \$2,000 Cart Sponsor (Exclusive)
- \$2,000 Putting Green Sponsor (Exclusive)
- \$2,000 Beverage Cart Sponsor (Exclusive)
- \$1,200 Hole Sponsor & Foursome
- \$500 Hole Sponsor
- \$700 Foursome
- \$175 Single Player

Breakfast Forums

- \$3,000 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

Breakfast Forums (State of the State/City)

- \$3,000 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

Breakfast Forums (Mayoral Debate)

- \$3,000 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor
- \$500 Coffee Bar Sponsor

Issues & Insights Breakfast Series

- \$3,000 Premier Sponsor (Exclusive)
- \$1,000 Corporate Sponsor

Economic Forecast Luncheon

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

Economic Development Summit

- \$5,000 Premier Sponsor (Exclusive)
- \$2,500 Major Sponsor (3 opportunities)
- \$1,500 Corporate Sponsor
- \$1,000 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

Chamber 101 (Nine Programs)

\$1,000 Underwriting Sponsor (Exclusive)

Value-Added Programming (36 programs)

(Spotlight on Business, Member-led Workshop, Lunchtime Connections)
 \$1,000 Corporate Sponsor

Network PM

\$350 Single Event Sponsor (Exclusive)

Network AM

\$350 Single Event Sponsor (Exclusive)

Leadership Greater Manchester

\$10,000 Program Underwriter (Exclusive, no additional sponsors)
 \$5,000 Presenting Sponsor (Exclusive to this level)
 \$2,500 Corporate Sponsor
 \$1,000 Scholarship Sponsor

Social Media Series

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

Health and Wellness Series

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

Citizen of the Year Celebration

The annual Citizen of the Year Celebration is the Chamber's most prestigious event of the year. Typically between 800-1,000 prominent business community leaders attend this event. The event includes the announcement of the Citizen of the Year and there are a variety of sponsorship opportunities available.

☐ \$100 **Individual ticket***

Golf Tournament

The Chamber Golf Classic has earned the reputation as one of the most prestigious tournaments in New Hampshire. This event attracts prominent members of the business community and their clients.

☐ \$175 **Golf Player** ☐ \$700 **Golf foursome**

Breakfast Forums

The Chamber hosts several Breakfast Forums throughout the year that cover a variety of topics. Topics are typically decided on several months in advance in order to stay relevant to issues affecting the business community. These forums are an ideal place to market your service or product to the entire membership of the GMCC.

☐ \$25 **Breakfast Forum Single Ticket**

State of the State/State of the City Breakfast Forum

This is an annual event where the Governor of New Hampshire and Mayor of the City of Manchester address the membership, business and community leaders and answer questions from the audience.

☐ \$25 **Breakfast Forum Single Ticket**

**Members purchasing a full table at an event will receive a 10% discount.*

Issues & Insights Breakfast Forums

The Chamber's Issues & Insights Breakfast Series is designed as a place for Chamber members to listen to experts about topical issues. This program is held in the Spring and the Fall for a total of six programs. Each program covers a different topic which is developed by one of the Chamber's economic development committees. Examples of breakfast topics include passenger rail, homelessness, legislative issues, education and healthcare. A total of six Issues and Insights breakfasts will be held in the Chamber board room throughout the year.

☐ \$25 **Breakfast Forum Single Ticket***

Economic Forecast Luncheon

The Economic Forecast Luncheon is an annual gathering of GMCC members, business leaders, and community leaders to hear from economists on the state of the national and state economies and forecast for the next 12 months.

☐ \$45 **Ticket to Economic Forecast Luncheon***

Economic Development Summit

The Economic Development Summit is an annual gathering of the region's top business leaders and policy makers to learn about and discuss ongoing and future infrastructure and economic development projects. The event features speakers from across state and region including DOT officials, Federal Transportation officials, experts in downtown initiatives and education. In 2013 this event will be a day-long program which will include a key-note speaker.

☐ \$45 **Half day ticket to Summit**

☐ \$75 **Full day ticket to Summit**

☐ \$35 **Luncheon ticket to Summit**

Business and Government Reception

The annual Business and Government Reception is an opportunity for Chamber members to meet members of city government. Those invited include the Mayor and Board of Aldermen as well as the Manchester School Board, city department heads, members of the Chamber's Board of Directors, Chamber committee chairmen, members of the Chamber's Government Affairs Committee and the Chamber's Ambassador Committee. The informal setting enables attendees to meet and greet, discuss Chamber issues, business issues and voice viewpoints.

Annual Legislative Dinner

The purpose of this annual event is to bring together leaders of the business community and elected officials and help form productive relationships that will enhance the legislature's ability to enact sound policies. The program usually features the leadership of the Democratic and Republican parties. Each party chair will have the opportunity to discuss party platforms, business issues and their view on New Hampshire's political landscape.

☐ \$75 **Individual ticket***

Chamber 101

Chamber 101, held the first Wednesday of every month (except January, July & August), is for new members, existing members with new employees or members that would like to learn about the benefits of membership straight from the Chamber. (Nine Programs)

Value-Added programs

The Value-Added programs are monthly lunch events which include Spotlight on Business, Member-Led Workshop and Lunchtime Connections. They are held the second, third and fourth

Tuesday of every month and are free for members. (36 programs annually)

Network PM

Network PM is the Chamber's premier monthly event held from 5-7 pm at a different location each month. The event showcases the host's business and introduces the host, his or her employees, products and services to Chamber members and the community. At the same time this event provides our members an opportunity to meet, mix and mingle in the social atmosphere you create.

☐ \$5 **Member price** ☐ \$15 **Non-member price**

(all tiers of membership include free passes to Network AM & PM)

Network AM

Network AM is a monthly networking event held at a different location each month. The goal is to showcase our host's business and introduces our host, his or her employees, products and services to Chamber members and the community. At the same time this event provides Chamber members an opportunity to meet, mix and mingle in the social atmosphere you create.

☐ \$5 **Member price** ☐ \$10 **Non-member price**

(all tiers of membership include free passes to Network AM & PM)

Leadership Greater Manchester

Leadership Greater Manchester (LGM) is designed to recognize and nurture existing leadership talents from diverse sectors of the local community. Through the exchange of viewpoints and experiences, participants are exposed to the challenges, opportunities and vital issues affecting the Greater Manchester community. Directed by a Steering Committee, LGM begins in September with a two-day overnight retreat, followed by nine day-long sessions held monthly through June. Each session focuses on a new topic

presented by local and state leaders, as well as experts who present issues through lectures, discussions, simulation exercises and on-site visits. Each year, approximately 35 professionals from business, government, education, not-for-profit, arts, religious and community groups are selected to participate in Leadership Greater Manchester. Those chosen have demonstrated a strong commitment to the Greater Manchester community, have achieved high levels of leadership in their respective spheres of influence and are capable of assuming greater responsibility in the future.

☐ \$1,700 **per person annual tuition**

Health & Wellness Series

The Health & Wellness series will be a four week series in January and February held from 12:00pm-2:00pm at the Greater Manchester Chamber of Commerce (54 Hanover St.) Each week will feature an industry professional who will provide a 1.5 hour health and wellness presentation to an audience of approximately 20-50 business professionals and Chamber members. Lunch will be provided and set up by the Chamber.

☐ \$25 **per workshop**

Social Media Series

The social media series is a four week series in June held from 12:00pm-2:00pm at the Greater Manchester Chamber of Commerce (54 Hanover St.) Each week will feature an industry professional who will provide a 1.5 hour social media presentation to an audience of approximately 20-50 business professionals and Chamber members. Lunch will be provided and set up by the Chamber.

☐ \$25 **per workshop**

Tri-City Expo

The annual Tri-City Expo, is a collaborative effort between the Manchester, Concord and Nashua Chambers of Commerce. It is held in September at the Radisson Hotel Expo Center in Manchester. This Annual Expo features over 200 exhibitors from all over the state, and welcomes over 2,000 attendees. The Tri-City Expo has always proven to be a great business-to-business networking event for all who attend. It provides attendees with a unique opportunity to meet new customers and clients as well as stay in touch with existing customers and clients.

Chairman's Club

Business leaders are so focused on building and maintaining a business or organization that they don't often have the opportunity to talk with peers. Chairman's Club is an opportunity to do just that. This is a networking group that includes other business leaders and connects you through unique experiences and behind-the-scenes opportunities. If you are a member of the Greater Manchester Chamber of Commerce and a leader in business, this is your opportunity to network and develop relationships with some of the region's most influential men and women.

☐ \$100 **per person, includes three programs annually**

Downtown Committee

The Downtown Committee works to promote and enhance downtown Manchester's economic vitality, cultural attractions, historic resources and overall quality of life. The committee focuses on issues like updating building codes, downtown beautification, parking and supporting Manchester's superb entertainment and dining attractions. ***The Downtown Committee meets on the fourth Thursday of the month at 8:30 a.m.***

Government Affairs Committee

The Government Affairs Committee works to establish the Chamber as a leading voice for the business community at the local, state and federal level. The GAC is the policy recommending body for the Chamber's Executive Committee and Board of Directors. The GAC tracks and advocates issues on variety subjects including those related to business taxes, health care and local and state regulatory process. ***The Government Affairs Committee meets on the first Friday of the month at 7:30 a.m.***

Green Committee

The Green Committee acts as a catalyst to facilitate, educate, promote, and encourage sustainable green business practices that will lead to positive and measurable business results. The Green Committee has established subcommittees to educate members on specific issues such as green building practices, and green laws and regulations. The Green Committee is responsible for developing several events each year, including workshops, summits, and green building tours. ***The Green Steering Committee meets on the second Wednesday of the month at 8 am.***

Infrastructure Committee

The Infrastructure Committee seeks to educate and promote the infrastructure needs in the Greater Manchester area. Each month

the committee hosts a guest speaker who discusses a timely topic or project in the infrastructure or economic development arena. This committee also develops the program for the Chamber's annual Economic Development Summit, which draws 200+ business and community leaders together to discuss the key issues facing our region. ***The Infrastructure Committee meets on the third Friday of the month at 7:30 a.m.***

Ambassador Committee

Members of the Ambassador Committee serve as hosts at various events, introducing our new members to our veteran members. The committee's primary objectives are to aid in the retention of existing members by providing a "personal touch" through regular contact with current members, developing strong community relationships, promoting the chamber through active public relations and initiating the recruitment of new members. ***The Ambassador Committee meets on the second Thursday of every month at 4 p.m.***

Leadership Steering Committee

Leadership Greater Manchester exists to recognize and nurture leadership talents from diverse sectors of the local community through the exchange of viewpoints and experiences. This committee is largely responsible for organizing the nine-month-long program. ***The Leadership Steering Committee meets on the fourth Wednesday of every month at 8:30 a.m.***

Event Committees

Every year the Chamber holds numerous events including the Annual Citizen of the Year Celebration, the Chamber Golf Classic and Tri-City Expo. Opportunities to volunteer and provide support to all of these committees is available year-round.

2013 CALENDAR OF EVENTS

JANUARY

Network PM

January 10 5:00-7:00 p.m.

Network AM

January 24 7:30-9:00 a.m.

Health & Wellness Series

January 16, 23, 30, February 6 12:00-2:00 p.m.

FEBRUARY

Business Government Reception

February 1 7:30-9:00 a.m.

Network PM

February 7 5:00-7:00 p.m.

State of the State/City

February 20 7:30-9:00 a.m.

Network AM

February 28 7:30-9:00 a.m.

MARCH

Citizen of the Year Celebration

March 14 6:00-9:00 p.m.

Chairman's Club

March 20 4:00-6:00 p.m.

Network PM

March 28 7:30-9:00 a.m.

APRIL

Annual Legislative Dinner

April 8 (tentative) 5:00-9:00 p.m.

Network PM

April 11 5:00-7:00 p.m.

Breakfast Forum

April 17 7:30-9:00 a.m.

Issues & Insights

April 24 7:30-9:00 a.m.

Network AM

April 25 7:30-9:00 a.m.

MAY

Network PM

May 9 5:00-7:00 p.m.

Issues & Insights

May 22 7:30-9:00 a.m.

Network AM

May 23 7:30-9:00 a.m.

JUNE

Chairman's Club

June 5 4:00-6:00 p.m.

Breakfast Forum

June 12 7:30-9:00 a.m.

Network PM

June 13 5:00-7:00 p.m.

Issues & Insights

June 26 7:30-9:00 a.m.

Network AM

June 27 7:30-9:00 a.m.

Social Media Series

June 5, 12, 19, 26 12:00-2:00 p.m.

JULY

Network PM

July 11 5:00-7:00 p.m.

Network AM

July 25 7:30-9:00 a.m.

AUGUST

Network PM

August 1 5:00pm-7:00pm

Golf Tournament

August 9 8:30 a.m. - 3:00 p.m.

Network AM

August 22 7:30-9:00 a.m.

SEPTEMBER

Network PM

September 12 5:00-7:00 p.m.

Issues & Insights

September 18 7:30-9:00 a.m.

Economic Forecast Luncheon

September 24 11:00 a.m. - 2:00 p.m.

Network AM

September 26 7:30- 9:00 a.m.

Tri-City Expo

September 26 3:00-7:00 p.m.

OCTOBER

Economic Development Summit

October 9 7:30 a.m. - 4:30 p.m.

Network PM

October 10 5:00-7:00 p.m.

Mayoral Debate

October 16 7:30-9:00 a.m.

Issues & Insights

October 23 7:30-9:00 a.m.

Chairman's Club

October 23 4:00-6:00 p.m.

Network AM

October 24 7:30-9:00 a.m.

NOVEMBER

Issues & Insights

November 13 5:00-7:00 p.m.

Network PM

November 14 7:30-9:00 a.m.

DECEMBER

Network PM

December 12 5:00-7:00 p.m.

NON-PROFIT DISCOUNTS

NON-PROFIT DISCOUNTS

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 and 25% off any of the marketing products except for the weekly email blasts.

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.

"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, Palace Theatre
Chamber member since 1998



FREQUENTLY ASKED QUESTIONS

GENERAL MEMBERSHIP

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

Yes. The minimum level to join the Chamber is the \$375 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 (\$375) and you want to upgrade to a Chamber Diplomat (\$2,550), you will pay \$2,550 minus \$375 or \$2,175 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 (\$550 tier) with a renewal date of October 1 and on January 1 you decide to upgrade to a Chamber Diplomat (\$2,550 tier), you will pay \$2,550 minus the part of the \$550 you did not use. You used your membership from October 1 to December 31 (3 months): \$550 divided by 12 months equals \$45.83, multiplied by the number of months used (3 months) equals \$137.49. The \$137.49 represents the used portion of your membership. \$550 minus \$137.49 equals \$412.51, which represents the unused portion of your membership. So, you would be paying your new tier amount (\$2,550) minus the unused portion of your membership (\$412.51) or \$2,137.49.

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

Is a monthly payment option available?

Yes. Chamber members at the Associate or Professional 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 (Transaction fee will be applied). Members at the Principal level or higher may participate in a quarterly payment plan once a 50% down payment is received. Please contact our accounting Department at (603) 792-4117 with questions regarding billing or email accounting@manchester-chamber.org.

FREQUENTLY ASKED QUESTIONS

ADDITIONAL DISCOUNTS

Is there a discount for members of the abi innovation hub?

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

INDIVIDUAL MEMBERSHIPS

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

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 Customer Relations Specialist who will assist you with setting up your membership and will assign you your membership benefits. You will receive periodic emails alerting you to review your benefit statement online to review your unused member benefits.

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 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 Diplomat level or above a portion of your membership is allocated to sponsorship. Sponsorships are outlined on pages 19-22 of this booklet. All sponsorships are first offered to Chamber Partners and then Leaders, after that sponsorships are allocated 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 complimentary 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 & SUBSIDIARIES

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 \$125 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.

APPLICATION FOR MEMBERSHIP

COMPANY NAME

ADDRESS

CITY

STATE

ZIP CODE

PHONE

FAX

WEBSITE

MAIN CONTACT NAME

TITLE

OFFICE PHONE

MOBILE PHONE

E-MAIL ADDRESS

BUSINESS CATEGORY

Please select a level of membership

- Chamber Friend \$150 Chamber Diplomat \$2,550
- Chamber Associate \$375 Chamber Steward \$5,050
- Chamber Professional \$550 Chamber Leader \$10,050
- Chamber Principal \$1,050 Chamber Partner \$20,050

Membership dues are not deductible as charitable contributions for tax purposes. However, 98% of your membership investment may be deducted as an ordinary and necessary business expense. Your membership is non-refundable. We will issue an invoice/receipt based on this application. Please return this application to: Greater Manchester Chamber of Commerce, 54 Hanover Street, Manchester, NH 03101. Please contact us with your questions at: 603.792.4105.

Payment Information

- Visa Mastercard Discover American Express
- Check Cash

Credit Card #

Exp. Date _____ Security code _____

Name as it appears on card

Signature

Please make checks payable to GMCC