



[about the chamber]

Join **900 local businesses** and their **50,000 employees** and become a member of the Chapel Hill-Carrboro Chamber of Commerce. We invite you to take advantage of the networking events, educational programming, Member to Member Benefits, issue advocacy, marketing and referrals, and community-building activities that the Chamber provides. Your Chamber membership is an investment in your organization and the quality of life of our community.

[our mission]

To **serve** and **advance** the **business interests** of our members and help build a **sustainable community** where our members can thrive.

[our four areas of service]

IMPROVING YOUR ACCESS TO CLIENTS AND CUSTOMERS AND GROWING YOUR PROFESSIONAL NETWORK

- Promoting strong business relationships through dozens of diverse, effective networking events and direct staff and online referrals

GIVING YOU ACCESS TO TIMELY, VALUABLE INFORMATION, RESOURCES AND KEY DECISION MAKERS

- Giving you and your employees information and access to thrive in our marketplace

HELPING YOU IMPROVE YOUR BOTTOM LINE

- Leveraging the resources of 900 members to negotiate discounts on essential products and services

ADVOCATING FOR YOUR BUSINESS INTERESTS AND BUILDING A SUSTAINABLE COMMUNITY WHERE YOU CAN THRIVE

- Engaging in economic and community development activities and partnering with the Chamber's Foundation to help build a successful, sustainable community
- Successfully advocating for members and their business interests on local, state and national levels

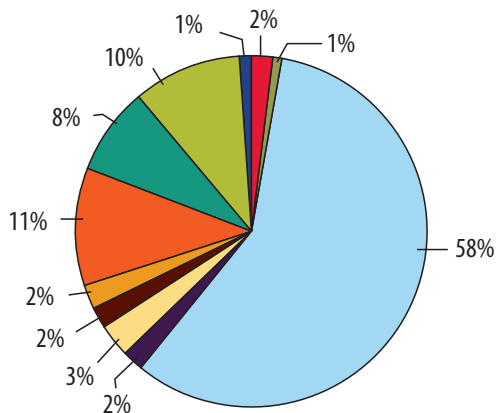
ADVOCACY | NETWORKING | SUSTAINABILITY



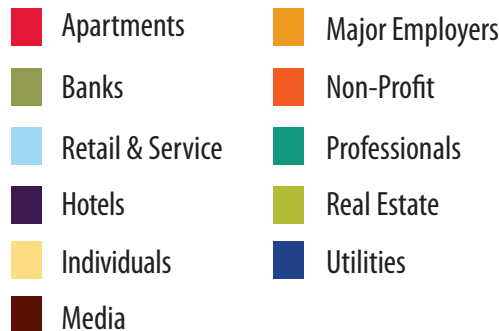
[did you know...]

- The Chamber has enrolled more than 150 Chamber member employees in the Small Business Health Service, NC's first Chamber-based affordable health care plan.
- The Chamber has saved members thousands of dollars through six strategic partnerships and two dozen Member to Member Benefits.
- The Chamber has provided thousands of online and in-person referrals to member businesses
- The Chamber partners with local economic development organizations to recruit new employers to Orange County
- The Chamber hosts federal, state and local elected officials briefings to give members direct access to their elected officials.
- The Chamber has effectively lobbied for additional economic development funding in Chapel Hill

[membership by type]



Chamber Members by Type*



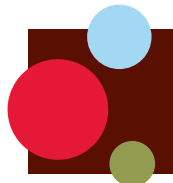
*This graph depicts the percentage break-down of the Chamber's total membership by category. At the time of production, the Chamber had 811 members.

[connect with us]

- **Facebook:** Carolina Chamber
- **LinkedIn:** Chapel Hill-Carrboro Chamber of Commerce
- **Twitter:** CarolinaChamber
- **Flickr:** flickr.com/photos/carolinachamber

HOW TO JOIN

Fill out the attached membership application, and return it to the Chamber in person, via mail, fax or e-mail. Contact information below. For more information about Chamber membership, visit www.carolinachamber.org, or set up an appointment to discuss member benefits by contacting Abby Spoon, director of development, at 919.967.7076 or aspoon@carolinachamber.org. Other inquiries about member programming, committees, services and opportunities may be directed to Meg Branson, vice president, membership, at 919.357.9977 or mbranson@carolinachamber.org.



CHAPEL HILL
CARRBORO

Chamber of Commerce

[**SAVING MONEY WITH THE CHAMBER**]

Discounts and special promotions offered exclusively to
Chamber members by Chamber members.

Small Business Health Service (Health Care):

A partnership with Piedmont Health Services to provide affordable health care to uninsured employees and family members of Chamber members. The Small Business Health Service does not provide health insurance but rather access to affordable primary health care and medication. Participation in the service is free and gives members access to primary care physicians for \$60 per visit, including any in-house exams, as well as prescription medications filled on-site for \$10. To sign up, contact Debra Markley at Piedmont Health at 919.933.8494 ext. 1468 or markleyd@piedmonthealth.org.

First Benefits Insurance (FBI) (Workers' Compensation Coverage):

First Benefits Insurance joined with the Chamber to provide Chamber members with competitive, stable workers' compensation coverage. FBI specializes in providing top-notch workers' compensation coverage for small and medium-sized businesses. Talk to your current insurance agent about applying for the FBI program. For general information, contact FBI at (919) 832-0811 and mention your Chapel Hill-Carrboro Chamber membership.

Triangle Office Equipment (Office Furniture):

Chamber members receive an additional 10%-25% off Triangle Office Equipment's normal contract pricing - already below each manufacturer's list price. There is no minimum order, and Triangle Office Equipment offers furniture to fit any workplace. Members save money on anything from a single chair to an entire cubicle up-fit. To take advantage of this strategic partnership, contact Triangle Office Equipment at (919) 929-4203 and mention your Chapel Hill-Carrboro Chamber membership.

Office Depot (Office Supplies):

Chamber members receive a 30% discount from retail price on many frequently used general office supplies such as pens, labels, folders, writing pads, bottled water, etc. A 15% discount from retail price on many frequently used papers, inks and toners. And a 5% discount from retail price on other office supplies and furniture. Free next-day delivery on orders more than \$50. Online ordering plus access to shop in retail stores. Learn more by clicking the Office Depot Member Only Discounts button on www.carolinachamber.org.

[See Reverse for Information on NCSPlus, Green Plus and Member to Member Benefits](#)

NCSPlus (Debt Collection):

As opposed to collection companies that charge a percentage of the bill, NCSPlus charges Chamber members only a low flat fee. NCSPlus is not compensated based on a percentage of the debt, so they pursue both small and large balances and give equal attention to both. Chamber members who enroll in this program receive a package that includes: guaranteed 400% return on investment; discounted service rates; complimentary computer maintenance fee; and free debtor reporting to the major credit bureaus. To get started, contact NCSPlus representative Damon Barnes at (919) 818-8502 or dbarnes@ncsplus.com

Green Plus (Sustainability Education and Certification):

A green and sustainable certification and education program designed specifically for small and medium sized businesses. Green Plus gives employers affordable, practical support in succeeding financially while being good to their environment, employees and community. Enrollment is \$350 for Chamber members with 3+ employees; \$150 for Chamber members with two or fewer employees. To sign up, visit www.gogreenplus.org and click the Sign Up Now button.

[MEMBER TO MEMBER BENEFITS]

Member to Member (M2M) Benefits are discounts and special promotions offered exclusively to Chamber members by Chamber members. Benefits offer positive exposure for your business and can add value to your membership through increased business with Chamber members.

For a full list of Member to Member Benefits, please visit www.carolinachamber.org/m2m.

Who Can Offer a Member to Member Benefit?

Current Chamber members in good standing with the Chamber may offer a Benefit to other Chamber members. To offer a Benefit, Chamber members must submit an application; however, the Chamber reserves the right to refuse any Benefit request. We will not accept Benefits that offer discounts to every customer or client; Benefits must be offered to Chamber members exclusively. To request an application to offer a Member to Member Benefit, contact Laura Morrison, program director, at lmorrison@carolinachamber.org or (919) 357-9989.

What Member to Member Benefits do for You:

- Benefits expose your business to potential clients and customers: more than 800 Chamber members and their 50,000 employees.
- Member to Member Benefits are free advertising for your business. Your Benefit will be listed online and new Benefits are published in Business Matters, our E-mail newsletter.
- Special offers create a loyal customer base within your Chamber peer network.
- Benefits are affordable for everyone - listings are FREE.
- Doing business with Chamber members who offer Benefits saves you money and improves your bottom line.

www.carolinachamber.org/m2m

[2011 CALENDAR OF EVENTS AND PROGRAMS]

JANUARY

- 5 • Small Business Roundtable
- 18 • Retail Roundtable
- 20 • Business After Hours
- 25 • Chamber Annual Meeting

FEBRUARY

- 2 • Small Business Roundtable
- 4 • Breakfast Briefing
- 8 • Young Professionals Network
- 9 • Non-Profit Roundtable
- 15 • Retail Roundtable
- 17 • Business After Hours

MARCH

- 2 • Small Business Roundtable
- 15 • Retail Roundtable
- 17 • Chamber Orientation
- 17 • Business After Hours
- 22 • Chatham County Development Briefing

APRIL

- 1 • Breakfast Briefing
- 6 • Small Business Roundtable
- 13 • Non-Profit Roundtable
- 19 • Retail Roundtable
- 21 • Business After Hours

MAY

- 4 • Small Business Roundtable
- 10 • Young Professionals Network
- 16 • La Notte Prima
- 17 • Community Bocce Tournament
- 17 • Retail Roundtable
- 19 • Business After Hours

JUNE

- 1 • Small Business Roundtable
- 3 • Breakfast Briefing
- 8 • Non-Profit Roundtable
- 16 • Business After Hours
- 20 • Chamber Golf Classic
- 21 • Retail Roundtable
- 22 • Local Government Reception

JULY

- 6 • Small Business Roundtable
- 12 • Young Professionals Network
- 13 • CEO Summit
- 19 • Retail Roundtable
- 21 • Chamber Orientation
- 21 • Business After Hours

AUGUST

- 3 • Small Business Roundtable
- 5 • Breakfast Briefing
- 10 • Non-Profit Roundtable
- 16 • Retail Roundtable
- 18 • Business After Hours
- TBA • State Legislative Breakfast

SEPTEMBER

- 7 • Small Business Roundtable
- 15 • Business After Hours
- 20 • Retail Roundtable
- 20 • Orange County Development Briefing
- 27 • Women's Executive Series
- TBA • Leadership Kick-Off Reception
- TBA • Public Service Fair

OCTOBER

- 5 • Small Business Roundtable
- 12 • Non-Profit Roundtable
- 18 • Retail Roundtable
- 20 • Business After Hours

NOVEMBER

- 2 • Small Business Roundtable
- 4 • Economic Outlook Briefing
- 8 • Young Professionals Network
- 15 • Retail Roundtable
- 17 • Chamber Orientation
- 17 • Business After Hours
- TBA • Federal Issues Briefing
- TBA • Volunteer Leadership and Planning Conference

DECEMBER

- 7 • Small Business Roundtable
- 14 • Non-Profit Roundtable
- 15 • Salute to Community Heroes
- 20 • Retail Roundtable
- TBA • Leadership Graduation

EVENT RESOURCES

For information on Chamber networking events - dates, times and locations - visit the Chamber's website: carolinachamber.org

To request the Chamber Matters monthly print newsletter, which includes a calendar of events and more detailed information about our networking events, please email info@carolinachamber.org or call **919.967.7075**.

[MEMBERSHIP APPLICATION]

[MEMBER INFORMATION]

DATE: _____

Organization _____

Business Category (Please see reverse for a list of categories) _____

Mailing Street Address _____

Description Of Business For Chamber Web Site Listing
200 Characters (including punctuation and spacing)

City _____ State _____ Zip _____

Physical Address (if different) _____

City _____ State _____ Zip _____

Primary Contact _____

Title _____

Hours of Operation: 100 Characters (including punctuation and spacing)

E-mail Address _____

Phone Number _____

Web Site _____

Driving Directions: 200 Characters (including punctuation and spacing)

Facebook Username _____

LinkedIn Username _____ Twitter Handle _____

Number Of Employees: _____
Full Time Part-Time*

*Two part-time employees will count as one full-time equivalent.

Additional Contact (Optional) _____

E-mail Address _____

Phone Number _____ Fax Number _____

Keywords: 8 words maximum, 30 Characters each (including punctuation and spacing)

[PAYMENT INFORMATION]

BUSINESS INVESTMENT: (See Dues Structure) \$ _____

EMPLOYEE INVESTMENT: (\$9 per full-time employee or full-time equivalent; or \$45 per professional) \$ _____

TOTAL ANNUAL INVESTMENT: \$ _____

PROCESSING FEE: \$50.00

TOTAL DUE: \$ _____

2011 DUES STRUCTURE

- **General Businesses (1-10 Employees):** \$372
- **General Businesses (11+ Employees):** \$372 + \$9 per full-time employee or full-time employee equivalent
- **Non-Profit Organizations (1-29 Employees):** \$324
- **Non-Profit Organizations (30+ Employees):** \$372
- **Individual Real Estate Agents:** \$216
- **Real Estate Agencies:** \$372 + \$9 per agent
- **Individuals:** \$192
- **Hotels, Apartments, Banks & Utilities/Media:** Call for quote

[METHOD OF PAYMENT] Cash Check Visa MC AMEX Monthly Bank Draft Quarterly Bank Draft
 Monthly Credit Card Draft Quarterly Credit Card Draft

CC # _____ Expiration Date: _____ Security Code: _____

Bank Acct # _____ Routing # _____

Authorized Signature _____ Date _____

[BUSINESS CATEGORIES] One category listing is included with your membership.

BUILDERS AND REAL ESTATE

- Architects
- Building Materials
- Commercial Builders
- Commercial Real Estate
- Consulting
- Contractors - Builders and Real Estate
- Engineers
- Gardening and Landscaping
- Property Management - Builders and Real Estate
- Real Estate Appraisals
- Real Estate Developers
- Real Estate Investment
- Real Estate Publications
- Real Estate Rentals
- Residential Builders
- Residential Real Estate

BUSINESS SERVICES

- Accountants
- Business Resources
- Coaching and Consulting
- Employment Services
- Event Planning - Business Services
- Financial Services
- Insurance
- Language Services
- Legal Services
- Marketing and Media Services
- Payroll Services
- Printing - Business Services
- Professional Associations
- Professional Development
- Promotional Merchandise
- Research and Development
- Technology and Electronics - Business Services
- Transportation - Business Services
- Utilities - Business Services
- Web Design and Development - Business Services

CIVIC AND SERVICE ORGANIZATIONS

- Civic and Service Organizations

CONSUMER SERVICES

- Animal Services
- Child Care
- Cleaning Services
- Education
- Personal Services
- Printing - Consumer Services
- Technology and Electronics - Consumer Services
- Transportation - Consumer Services
- Utilities - Consumer Services
- Web Design and Development - Consumer Services

ENTERTAINMENT AND LODGING

- Apartments
- Drama
- Education - Entertainment
- Event Planning - Entertainment
- Hobbies
- Hotels
- Housing

- Leisure, Recreation and Travel
- Literature
- Media
- Museums
- Music
- Property Management - Entertainment and Lodging
- Retirement
- Visual Art

GIFTS AND APPAREL

- Art Galleries
- Athletics
- Gifts
- Jewelry
- Men's and Children's Apparel
- Shoes
- Women's Apparel

HEALTH/WELLNESS AND BEAUTY

- Assisted Living
- Beauty Products and Services
- Dentists and Orthodontists
- Fitness
- Health Care
- Health Products
- Mental Health Services
- Physicians
- Senior Care
- Wellness

HOME/OFFICE AND AUTO

- Automobile Dealers
- Automobile Service and Repairs
- Contractors - Home/Office and Auto
- Gardening and Landscaping - Home/Office and Auto
- Home Maintenance
- Homegoods and Furniture
- Office Supplies and Equipment
- Technology and Electronics - Home/Office and Auto

WORSHIP

- Worship

INDIVIDUALS

- Individuals

RESTAURANTS/CAFES AND BARS

- Bars and Breweries
- Coffee Houses
- Desserts
- Restaurants and Grills

SPECIALTY FOOD AND CATERING

- Bakeries
- Catering
- Distribution
- Grocery Stores and Markets
- Meal Preparation
- Wine Sellers