

A Few of the Many Benefits of Chamber Membership

Attracting Potential Business

Catch the eye of current businesses and residents and tourists to the beautiful Finger Lakes Region and individuals and firms relocating to Chemung County through your exclusive listing in both the Chamber's annual *Membership Directory & Community Profile* and online member database at www.ChemungChamber.org.

Networking & Development

Make the most of your membership- attend monthly Business After Business Receptions, yearly Chamber events like the Economic Forum, Golf Tournament, Awards Breakfast and Annual Dinner Meeting as well as timely and topical seminars and luncheons. Get your name into the marketplace with a listing in the Chamber's Directory and Database and capture referrals through the vast Chamber Member network. Join a Chamber Council, Committee or Task Force and get involved, get active, get that better bottom line.

Value-Added Member Benefit Plans

Membership offers a wide range of benefits including:

- Comprehensive medical and dental insurance at competitive rates from Bay Ridge Group (BlueCross BlueShield CNY).
- Employee Assistance Program (EAP) through Family Services of Chemung County, Inc. available for members to offer their employees at a first-year discounted rate.
- Member-to-Member Discount Program providing special offers to participating Chamber Member businesses for the 37,000 prospective customers who are employees of all the other Chamber Member businesses.

Promotional Opportunities

Gain direct exposure to more than 2,000 business and community leaders via the Members column in Today's Chamber newsletter, as well as through free brochure display space, exclusive advertising opportunities, program and event sponsorship opportunities, Membership Directory listings, and the Chamber websites: www.ChemungChamber.org.

Improving the Business Climate & Quality of Life in the Community

The Chamber keeps you informed on key issues and legislation affecting your business- and your bottom line. When local firms join forces through the Chamber, our collective voice has enormously more impact locally and in Albany and Washington. The Chamber works for you by lobbying on key business-related issues, by providing public affairs forums and legislative action alerts, by working with local, state and national business organizations and by addressing issues with city, county and state legislators and leaders.

The Chamber's mission is to promote prosperity and the quality of life in Chemung County. Although the entire Chamber business plan contributes to reaching this goal, specific programs include the Business-Education Roundtable, Convention and Visitors Bureau, Trade Shows, Job Fairs and Business Expos, Business Development Assistance & Support, and Air Service, Highway and Infrastructure Improvement and Special Issue task forces.

Common Questions About Chamber Membership

What if we do our business out of the community?

The Chamber promotes the quality of life in the community. Does your staff live locally, spend locally, drive on Interstate 86 or attend events at places like First Arena or the Clemens Center? Do you rely on the local police, fire department and utilities? Are your family and friends part of the community? If you have answered yes to any of these, then your business is a part of the community and the Chamber of Commerce needs your support in its efforts to improve the quality of life of Chemung County!

What if my company cannot afford Membership?

Membership in the Chamber is an investment not a contribution. The return on that investment is the continued growth and prosperity of Chemung County firms, like yours. It's a way of investing in the community that has fostered your firm's success. That's why membership dues are tax deductible as a business expense, not a charitable gift. The minimum annual dues are a modest \$330, less than a dollar a day.

Why should I join now?

As you know, business does not stand still. Business and communities are dynamic and ever changing. That's why the Chamber is active every day for business and the local economy because that's what is necessary to promote growth and prosperity. The Chamber works every day for tax, health care and energy cost relief as well as towards better transportation, education and everything else that will make the community a better place to live and work. "Later" may be too late.

What if I don't have the time?

The Chamber has time. Time is an increasingly precious commodity, especially for small businesses. The Chamber can help by answering requests for information, helping to bring new industries, markets, clients and customers into the area, and confronting business related legislation and regulations. From Albany, to the Chemung County legislature to City and Town halls, the Chamber is out there promoting, advocating and lobbying on behalf of business large and small.

Aren't there too many organizations in Chemung County already?

But Only One Chamber. The Chamber of Commerce organization is unique. It's a partner to every business and every resident. Everyone benefits from Chamber efforts and everyone should proudly shoulder their share of the operating expenses. An investment in the Chamber of Commerce supports the community, the economy and the future as well as the Chamber. There is no better investment in Chemung County's progress and prosperity than joining its foremost business organization, the Chamber of Commerce.

What if we're just a branch office of a larger corporation?

The Chamber is a branch of your branch.

The fact that the corporation established an operation in Chemung County is proof that corporate believes this is a good place to do business. This is the local home of the firm and its employees and as a branch of that larger company, everyone here needs to make the profitable connection between corporate and the community; that's where the Chamber comes in and helps make that better bottom line a reality.