

## **2018 Membership and Sponsorship Package Details**

The Yarmouth Chamber of Commerce is an association of businesses and organizations formed to promote and support business development and community welfare, to provide a voice for business and to encourage the exchange of ideas and information. Along with close to 200 members, we are dedicated to the development of the commercial, financial, civic, and economic environment of the Yarmouth business community.

### **Key Chamber Initiatives:**

- Provide impactful, well-attended networking events
- Increase membership and our circle of influence
- Improve communications on issues that matter
- Offer customized business resources to members
- Strengthen the ties between business, community organizations, educators and citizens of Yarmouth

With almost 60 years of serving the Yarmouth business community, the Yarmouth Chamber of Commerce spent this past year learning from our members. After a well-received Member Survey this past spring, we are excited to move forward into our bright future. While we continue to provide our great traditional lineup, we are thrilled to be working on innovative programs and events to support all our members.

Based on our research, we are introducing membership plans that include more incentives and marketing opportunities. In addition to this, we want to welcome businesses that are seeking more involvement to consider a Chamber-based sponsorship. Please read on for more details and don't hesitate to contact us with any questions you may have. We are happy to help you find the best plan to suit your business!

### **GENERAL PACKAGE BENEFITS**

#### **All Chamber Membership and Sponsorship plans include:**

- Inclusion of your company's approved marketing items in Chamber Welcome Packets that are distributed to members, as well as residents and visitors as requested
- Use of Chamber Meeting Room (by reservation)
- Eligible for board position and to vote
- Referrals/E-Referrals
- Delivery of window sticker and/or insert sticker of current year
- Member discount rates for events (as assigned)
- Ribbon Cutting for new locations only (\*within 90 days of joining)
- New: Invitation to Quarterly New-Member Happy Hours
- Directory Listings
  - Business Directory Listing under ONE category (printed annually in Spring)
  - Chamber Website Listing under ONE category (includes link to your website)
  - *Additional categories for membership plans are available at \$25 each*
  - *See Sponsorship details for additional listing inclusions*
- Free listing on website Chamber Member Calendar of Events
- Online marketing opportunity using member-to-member discounts & website promotions
- Member-only access to webpage amenities



Photo by Michael Leonard

## MEMBERSHIP PACKAGES

In addition to the **GENERAL PACKAGE BENEFITS**, all Memberships include:

- Eligible for committee opportunities (see event listing for committees)
- 15% Discount on advertisement opportunities (\$300-800 value), *includes ~45 eNewsletters and Chamber Printed Materials*

### MEMBERSHIP DETAILS

Large Business	Mid-Sized Business	Small Business	Dining	Retail Dining	Self-Employed (up to 4 add'l)	Non-Profits
25+ Employees <b>Cost: \$650</b> <b>Value: \$650-900+</b>	15-24 Employees <b>Cost: \$550</b> <b>Value: \$550-800+</b>	5-14 Employees <b>Cost: \$450</b> <b>Value: \$450-700+</b>	Restaurants/Catering/Lodging <b>Cost: \$350</b> <b>Value: \$350-600+</b>	Limited to no seating <b>Cost: \$250</b> <b>Value: \$250-500+</b>	Individual Home/Mobile <b>Cost: \$150</b> <b>\$25/Add'l Emp)</b> <b>Value: \$150-400+</b>	Volunteer Group or Organization <b>Cost: \$100</b> <b>Value: \$100-300+</b>



Photo by Adrienne Nardi

#### Large Business (25+ Employees)

- First bid opportunities for Chamber events (Venues/Catering etc.)
- 1 free entry to each monthly membership lecture (includes luncheons, breakfasts, networking events)
- 6 Tickets to Annual Chamber Meeting Event
- 50% Discount on Clam Festival banner fee

#### Mid-Sized Business (15-24 Employees)

- First bid opportunities for Chamber events (Venues/Catering etc.)
- 1 free entry to each monthly membership lecture (includes luncheons, breakfasts, networking events)
- 5 Tickets to Annual Chamber Meeting Event
- 40% Discount on Clam Festival banner fee

#### Small Business (5-14 Employees)

- First bid opportunities for Chamber events (Venues/Catering etc.)
- 1 free entry to each monthly membership lecture (includes luncheons, breakfasts, networking events)
- 4 Tickets to Annual Chamber Meeting Event
- 30% Discount on Clam Festival banner fee

#### Dining, Restaurants, Caterers, Lodging

- Selected for rotating list of quarterly new-member happy hour locations.
- NEW: Free listing in a dine around Yarmouth bi-fold (to be printed early spring)
- First bid opportunities for Chamber events (Venues/Catering etc.)
- 1 free entry to each monthly membership lecture (includes luncheons, breakfasts, networking events)
- 3 Tickets to Annual Chamber Meeting Event
- 20% Discount on Clam Festival banner fee



Photo by Michael Leonard

#### Retail Dining, Coffee Shops, Bakeries, Sandwich Shops (limited to no seating)

- NEW: Free listing in a dine around Yarmouth bi-fold (to be printed early spring)
- First bid opportunities for Chamber events (Venues/Catering etc.)
- 2 Tickets to Annual Chamber Meeting Event
- 15% Discount on Clam Festival banner fee

#### Self-Employed/Mobile Business

- First bid opportunities for Chamber events (Venues/Catering etc.)
- 1 Ticket to Annual Chamber Meeting Event
- 1 free entry to 4 membership lectures (luncheons, breakfasts, networking events)
- 10% Discount on Clam Festival banner fee

#### Non-Profit, Volunteer Group or Organization

- 1 Ticket to Annual Chamber Meeting Event (typically held in November)

## SPONSORSHIP PACKAGES

In addition to the **GENERAL PACKAGE BENEFITS**, all Sponsorship packages include:

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- **EACH SPONSOR PACKAGE INCLUDES CHAMBER MEMBERSHIP**
- Website recognition as a Member holding a specific Sponsorship level
- Company logo on Chamber emails & eNewsletters as Chamber Supporter
- Company name or logo on event programs as required per event
- After Hours hosting fee (\$250) waived
- Clam Festival banner fee (\$800) waived
- Discounted Clam Festival marketing opportunities (detailed per package)
- Additional business categories in both printed & online directories (detailed/package)
- First bid opportunities on Chamber events (venues/catering/operational support etc.)
- 25% Discount on advertisement opportunities (\$300-800 value) *Includes ~ 45 eNewsletters & other Chamber Printed Materials*

### SPONSORSHIP DETAILS

The Meeting House	The Lower Falls	The Brickyard Hollow	The Upper Village
<b>Cost: \$4,000</b> <b>Value: \$12,000+</b>	<b>Cost: \$2,500</b> <b>Value: \$3,500+</b>	<b>Cost: \$1,500</b> <b>Value: \$2,250+</b>	<b>Cost: \$1,000</b> <b>Value: \$1,500+</b>

#### The Meeting House Package:

- Individual recognition at Chamber Events both verbally and on event-related materials, this does not include pre-event marketing through media outlets (pre-event media outlets are reserved for event-specific sponsorships)
- Logo on PowerPoint slides/presentations when used for specific events
- 6 free entries to each monthly membership workshop/lecture (includes luncheons, breakfasts, and networking events)
- 2 Tables to Annual Chamber Meeting Event
- 50% Discount on Clam Festival marketing opportunities
- 4 Additional business categories in both printed and online directories (a \$100 value)

#### The Lower Falls:

- 4 free entries to each monthly membership workshop/lecture (includes luncheons, breakfasts, and networking events)
- 12 Tickets to Annual Chamber Meeting Event
- 30% Discount on Clam Festival marketing opportunities
- 3 Additional business categories in both printed and online directories (a \$75 value)

#### The Brickyard Hollow Package:

- 3 free entries to each monthly membership workshop/lecture (includes luncheons, breakfasts, and networking events)
- 10 Tickets to Annual Chamber Meeting Event
- 20% Discount on Clam Festival marketing opportunities
- 2 Additional business categories in both printed and online directories (a \$50 value)

#### The Upper Village Package:

- 2 free entries to each monthly membership workshop/lecture (includes luncheons, breakfasts, and networking events)
- 8 Tickets to Annual Chamber Meeting Event
- 10% Discount on clam festival marketing opportunities
- 1 Additional business category in both printed and online directories (a \$25 value)

## FRIEND OF THE CHAMBER

Interested in just being in the loop? For \$50 you can join as a Friend of the Chamber.

Plan includes (only) the following:

- Use of Chamber Meeting Room (by reservation)
- Invitation to Quarterly New-Member Happy Hours and receive Chamber newsletters, announcements and invitations
- Member events discount rates for events as assigned
- Member-only access to webpage amenities