



Your easy reference to maximizing your membership and understanding all of the valuable resources available to you as a Middlebury Chamber of Commerce member.

ABOUT US



The Middlebury Chamber of Commerce was established in Middlebury, Indiana, in 2002. We are a collaborative organization, leading businesses and the community to achieve an environment ripe for growth and innovation.

We offer leadership, advocacy, programs and resources, all aimed at creating a probusiness climate. We create and convene powerful partnerships that leverage the talents and resources of our member businesses.

Everything the chamber does is to enhance the social and civic environment of Middlebury.



MISSION STATEMENT

To promote economic opportunity through education, business and community leadership and to enhance the social and civic environment of Middlebury.

AFFILIATED PARTNERS

Economic Development Corporation of Elkhart County
 Elkhart County Community Foundation
 Elkhart County Convention and Visitors Bureau
 Friends of the Library Middlebury
 Middlebury Community Public Library
 Friends of the Middlebury Parks
 Friends of the Pumpkinvine Nature Trail
 Indiana Chamber of Commerce
 Middlebury Fall Festival
 Middlebury Third Fridays Series
 Middlebury Town Center, Inc.
 Northern Indiana Coalition of Chambers
 Northridge Dollars for Scholars
 Town of Middlebury
 U.S. Chamber of Commerce



Photo by:
Gloria Salarria

For more information on any of the resources covered in the Guide to Membership, contact Executive Director Sheri Howland at 574.825.4300, director@middleburyinchamber.com, middleburyinchamber.com



of people are more likely to patronize a business that is a member of their local chamber of commerce than a non-member business. Show off your investment proudly.



Window Decal

Window decals are provided to all Chamber member businesses at time of initial membership, renewal or upon request.



Chamber Logo

Include the Chamber logo on your marketing materials. Email director@middleburyinchamber.com to obtain the logo.

Business Directory Listing

Receive a listing in the Middlebury Chamber Online Membership Directory, with a link to your website. You can be included in as many as two directory categories at no charge. In fact, local chambers are the number one place people go to when searching for information on a community.

Your company information is included on the membership roster, distributed to fellow member businesses upon request and available for purchase.

New Members

As a new member, we'll include your information in the Chamber section of inMiddlebury magazine (distributed to 10,200 mailboxes). If you have newsworthy items that you would like publicized, the Middlebury Chamber offers a variety of communication vehicles to promote your information, including inMiddlebury magazine, our newsletter and our social media networks.

Networking

There are numerous events on the calendar to connect with other member contacts throughout the year, including morning, lunch and after hours events.

If you can't make it to an event, participate in our social media communities. Like us on Facebook, follow us on Twitter and get involved in the Middlebury Chamber's LinkedIn group.

Referrals

The Chamber refers exclusively to member businesses. The online directory ranks in the top three most viewed pages on our website. We track referrals from web visits, phone calls and office visits, and can provide you with a referral summary at any time.

Ribbon Cuttings/ Grand Openings

Let us help you celebrate your new business or new location. We will publicize your grand opening in our newsletter and website, invite the Ambassador team and bring along our official "grand opening" oversized scissors. Photos will be taken and provided to you for your use. We'll also use the photos in our various communication pieces, as appropriate.

Legacy Members

Legacy members represent a higher level of membership and include those companies with the desire to be among the top leaders in the business community. Gold, silver and bronze levels are available. Contact Sheri Howland at 574.825.4300, director@middleburyinchamber.com for more information and benefits.

Volunteer Opportunities

Gain more exposure for your company while helping the Chamber at the same time. Become an Ambassador or member of one of our committees.

Ambassadors are a group of volunteer liaisons that help to further the mission of the Chamber by making routine contact with other members and volunteering at Chamber events. More details on the Ambassador and application information can be found on the website.



Photo by:
Kris Mueller

inMiddlebury Magazine

32 page monthly, full-color magazine mailed to 10,200 Middlebury residents and businesses. Be the featured advertiser on the Chamber page of the magazine for \$400 per month.

Website Advertising

Connect with the power of the web in an affordable way. Advertising on the Chamber website is the way to get your business noticed. A website banner (183 x 100 pixels) is \$200 per year.

Member E-newsletter

Advertise your business in the Chamber’s monthly eNewsletter. Your ad/logo complete with a hyperlink to your website is available for six months at \$500 or \$850 annually.

Guide to Middlebury & Chamber Business Directory

All member businesses receive a free listing in the annual directory and will have the exclusive opportunity to purchase a larger advertisement. The guide is direct mailed to 10,200 homes and businesses in the area .

Retail/Tourism Brochure

Annual rack brochure promotes and encourages vacationers to enjoy life in Middlebury - promoting festivals, events, shopping, dining and staying over. Ads are available to chamber members only.

Sponsorships

Co-brand with us by sponsoring an event or initiative and reap the benefits! You’ll receive added visibility and credibility by being associated with a Chamber program. Sponsorships are available for signature events like the Meadow Valley Golf Outing and the Member Dinner & Business Expo. If you would like to partner with the Chamber through sponsorship, let us know what you are looking to achieve and we can build a sponsorship package around your needs.

Legacy Members

Legacy members are committed businesses and organizations that take a leadership role in our efforts to accelerate business growth and prosperity in the community. With this higher level membership, Legacy members receive additional benefits and recognition beyond standard membership, as well as place themselves with leading decision makers.

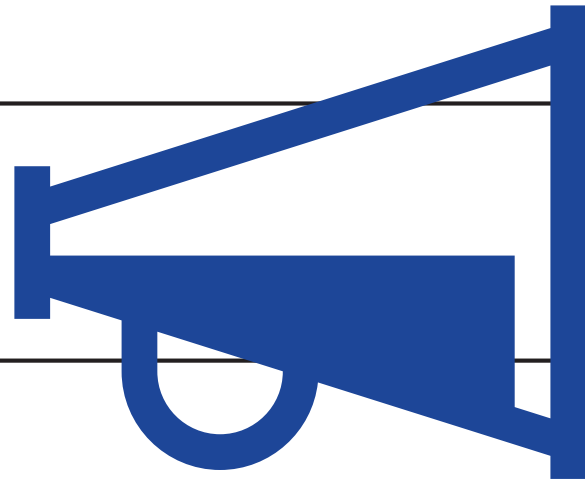
Legacy Membership & Benefit Investment Levels

- ★ Gold Level
\$5,000 or greater
- ★ Silver Level
\$2,000—\$4,999
- ★ Bronze Level
\$500—\$1,999

| BENEFITS | ★ | ★ | ★ |
|--|---|---|---|
| Company logo on every page of Chamber website | ■ | | |
| Company logo or name (with link) on Legacy page of website | ■ | ■ | ■ |
| Corporate logo prominently displayed in Chamber lobby | ■ | ■ | |
| Corporate name identifies your organization as a Legacy Gold member in each Chamber section of inMiddlebury magazine | ■ | ■ | |
| Discount on Chamber Expo exhibit space | ■ | | |
| Complimentary use of Chamber Briefing Center | ■ | ■ | |
| Engraved plaque signifying Legacy membership | ■ | ■ | ■ |
| Narrative business description/highlighted listing on Chamber online directory | ■ | ■ | ■ |
| Business listed as Legacy in display ad in the Elkhart Truth and Goshen News | ■ | ■ | ■ |



**WE COMMUNICATE
WITH YOU
IN MULTIPLE WAYS**



eNewsletter

Emailed to members monthly featuring an overview of Chamber-related news, events and initiatives.

inMiddlebury Magazine

Check out the Chamber Section in each monthly edition. Mailed to 10,200 Middlebury residents and businesses.

Member Surveys/Polls

We need your feedback to ensure we are providing you with the benefits and services you want from us. Please take the time to respond so we can make sure we are meeting your needs and those of the community.

Newspapers

The Chamber communicates town-related news on a regular basis with the The Elkhart Truth, Goshen News, Middlebury Independent, and The Paper.

Social Media

Follow us on Twitter, like us on Facebook and join in on the LinkedIn conversation as part of the Chamber group.

Website (middleburyinchamber.com)

Official site of the Middlebury Chamber, containing news, events, resources, photos and other information important to members. The website is responsive so you can easily view it from your desktop computer or mobile device.

All member email addresses are proprietary and are not published by the Chamber. They are for communication purposes to member contacts only.

EVENTS



Employees of any Middlebury Chamber business are eligible for member pricing at Chamber events. For a complete list of Chamber and member events, visit the events section on our website. Here's a sampling of events:

ANNUAL MEMBER DINNER & BUSINESS EXPO

Annual dinner celebrating the business community featuring a keynote speaker, business and individual awards (Beautification Award, Volunteer of the Year, etc.).

CANDIDATE FORUMS

Local, state and federal candidate forums during election years.

CHAMBER GOLF CLASSIC

Chamber's annual golf outing that infuses golfing with business networking - one of the largest and most popular Chamber events.

NETWORKING AT LUNCH

Networking opportunities that take place over lunch time. Build relationships, enjoy lunch and listen to a brief presentation on important topics like business, community and economic development from business and community leaders.

NETWORKING AT CHAMBER CHATS

Second Saturday morning is a monthly coffee and chat at the Middlebury Chamber of Commerce and Visitors Center, showcasing local businesses, organizations, local artist and local news! We invite you to stop by the Chamber, coffee is hot and the networking is enlightening, 9:00 a.m. - 11:00 a.m.! Need more information? Contact: carmencarpenter@middleburyinchamber.com 574-825-4300



Fall Festival
Fireworks Show

For more information on any of the resources covered in the Guide to Membership, contact Executive Director Sheri Howland at 574.825.4300, director@middleburyinchamber.com, middleburyinchamber.com

SAVINGS



CONSTANT CONTACT EMARKETING PROGRAM

If you use email marketing to communicate to your customers or prospects, now you can achieve additional savings as a Chamber member. You can realize up to 25 percent savings through the Chamber's Constant Contact Program.

MEMBER COUPONS






Get additional "bang for your buck" with Member Coupons, exclusively offered by Chamber members. By offering discounts, you show a commitment to membership by doing business with fellow members and the community, you impact your bottom line and you receive added visibility through your online posting on the Member Coupons page of the website. You and your employees can also save money by purchasing from those Chamber member businesses offering discounts. A complete listing of companies offering discounts is available on the Chamber website.

OFFICE DEPOT DISCOUNT PROGRAM

Using the buying power of Chamber members across the country, you can receive additional savings on all of your office supply purchases from Office Depot, in-store and online, just by being a member of the Middlebury Chamber. All items are reduced a minimum of 5%, plus deep discounts are provided on selected items. Copy paper/toner is discounted 15-30%, and in-store, print, copy and finishing services are reduced by 40%.



Hawkins
Water Tech

| | |
|--|--|
| <p>Certificates of Origin </p> <p>The Chamber is your source to obtain certificates of origin for your exporting needs. Fee is \$1 per certificate for members and \$20 per certificate for non-members. For more, contact 574.825.4300, director@middleburyinchamber.com.</p> | <p>Membership Mailing Labels </p> <p>FREE mailing labels of Chamber members once per year. (You may purchase additional mailing labels as often as you like.)</p> |
|  | |
| <p>Map </p> <p>The Middlebury Chamber produces a detailed street map of Middlebury. Maps are free. For more, contact 574.825.4300, director@middleburyinchamber.com.</p> | <p>Visitor's Guide </p> <p>Have guests or prospective customers coming to the community? Provide them with a Visitor's Guide, showcasing all of the great things to see and do in the area. Guides are complimentary. Contact the Chamber at 574.825.4300 to receive your copies.</p> |

WHAT WE DO



ECONOMIC DEVELOPMENT

We recruit and retain talented employees by continually improving our quality of place.

LEGISLATIVE ADVOCACY

We advocate policies and legislation that create an environment where businesses prosper.

RELATIONSHIP BUILDING

We help our members build connections by offering networking opportunities.

SMALL BUSINESSES

We drive entrepreneurship and growth through education, resources and networking.

TOURISM

We invite visitors to experience the small town charm of Middlebury.



Photo provided by Jayco, Inc.

For more information on any of the resources covered in the Guide to Membership, contact Executive Director Sheri Howland at 574.825.4300, director@middleburyinchamber.com, middleburyinchamber.com

HOW IT HELPS YOU



BUILD A NETWORK of people who think of and recommend you first. Membership gives you access to connect and engage with hundreds of business and community leaders with a shared vision that supports, recommends and does business with each other.

DEMONSTRATE CREDIBILITY to potential partners, vendors and customers. Consumers and business decision makers are significantly more likely to think positively of a company's reputation and do business with them when they are a Chamber member.

FIND QUALIFIED EMPLOYEES for your business through networking and the Chamber's online jobs board.

GENERATE VISIBILITY for your business in the community and with potential customers. Local chambers are the number one place consumers and business owners go to when looking for information in a community. Membership provides tremendous exposure, along with a multitude of opportunities to market your business and showcase your products and services to potential customers.

GROW YOUR BUSINESS by connecting with the right people at the right time. Access business resources, including market data, economic profile and demographic information.

HAVE A VOICE. The Middlebury Chamber provides a vocal, unified voice for local business monitoring legislation, evaluating elected officials and political candidates, setting priorities and advocating on important issues affecting your business and the local business community.

MAKE AN IMPACT on the community. Your support allows the Middlebury Chamber to address critical business and community priorities and move the community forward. The Middlebury Chamber is vital in creating a climate where businesses can grow and thrive, a skilled workforce is available and where people want to live and work.

SAVE MONEY with member discounts and services. Member businesses can save 20-25% on Constant Contact emarketing tools, 15-50% on office supplies, technology and copy and print services, plus access additional savings through the Member Coupons program.

WORK SMARTER. The Middlebury Chamber provides educational programming, training, communications and resources focused on timely business topics offering strategies, solutions and best practices, in addition to a multitude of marketing and economic resources and publications.

For more information on any of the resources covered in the Guide to Membership, contact Executive Director Sheri Howland at 574.825.4300, director@middleburyinchamber.com, middleburyinchamber.com

MEMBERSHIP APPLICATION

MEMBERSHIP LEVELS & INVESTMENT SCHEDULE

| Number of Employees (full time equivalents) | Annual Dues |
|---|-------------|
| 3 or less | \$255 |
| 4-10 | \$335 |
| 11-25 | \$400 |
| 26-50 | \$480 |
| 51 - 100 | \$635 |
| 101-200 | \$765 |
| 201-500 | \$1,135 |
| 501-1000 | \$1,495 |
| 1001 and above | \$2,210 |

| | |
|--|----------------------|
| Associate | \$110 |
| Banks | \$765 |
| Banks (additional branch) | \$135 |
| County Government | \$1,035 |
| Health Care Institution | \$535 |
| Non-Business Member | \$75 |
| Nonprofit | Half of regular dues |
| School | \$335 |
| Senior Citizen | \$60 |
| Town Government | \$135 |
| Utilities (i.e. electric, internet, phone) | \$860 |

ANNUAL INVESTMENT CALCULATION

Annual investment for general chamber membership is determined by the number of active fulltime employees working in the business. Businesses which employ substantial percentages of parttime employees should count one employee for each 40 hours worked in a week by parttime employees.

ASSOCIATE MEMBERSHIP

Associate memberships are reserved for subsidiaries or branches of member owned companies. The annual investment is based on the parent company or the largest company in the group. Additional locations or companies under the same ownership are assessed at the associate rate and are entitled to receive all benefits of chamber membership except as noted below.

BANKS

Banks pay one regular membership for the main office. Additional branches are assessed at the Holding Company branch rate.

GOVERNMENT

Government memberships in the chamber extends chamber benefits to all departments and individuals employed by the entity.

LIMITATIONS OF MEMBERSHIP

The Chamber's Ambassador Welcoming ceremony is extended to memberships located in Elkhart County at an annual investment level of \$150 or more.

APPROVAL OF MEMBERSHIP

All memberships and subsequent renewals are subject to approval by the Board of Directors.

NOTE:

Dues will renew 1 year from the month of initial dues payment. Chamber dues are tax deductible up to 97% as a necessary business expense.

TODAY'S DATE

HOW DID YOU HEAR ABOUT THE MIDDLEBURY CHAMBER?

COMPANY NAME

MAILING/BILLING ADDRESS

CITY

STATE

ZIP

TELEPHONE

FAX

WEBSITE

COMPANY FACEBOOK

COMPANY TWITTER

PRIMARY CONTACT

EMAIL ADDRESS

ALTERNATE CONTACT

EMAIL ADDRESS

DATE COMPANY ESTABLISHED LOCALLY

BUSINESS CLASSIFICATION
(I.E. RESTAURANT, RETAIL, MANUFACTURING, ETC.)

MEMBERSHIP LEVEL

- GENERAL
- NONPROFIT
- INDIVIDUAL
- BANK
- HOLDING COMPANY
- SCHOOL
- UTILITIES
- ASSOCIATE
- SENIOR

NO. OF EMPLOYEES

ANNUAL INVESTMENT
(BASED ON PAGE 12 CHART)

MODE OF PAYMENT
(CASH, CHECK, CREDIT CARD)

- VISA
- MASTERCARD
- COMPANY CHECK

CREDIT CARD #

EXPIRATION DATE

SIGNATURE

TOTAL DUES AUTHORIZED
(BASED ON PAGE 12 CHART)

FOR OFFICE USE ONLY

- Welcome Packet
- M2M Coupons
- Website
- Group Email
- Emailed CM Login
- Chamber Master
- Ambassador Schedule
- Email Contact
- Date Filed

