

# MEMBERSHIP

## CHAMBER MEMBER GUIDE



Whether you are a small business or a large corporation, the Chamber offers a wide variety of membership benefits. With nearly 700 businesses in our membership, the Chamber provides thousands of connections and resources for your business and community needs. The following pages include information about Chamber membership and how to best leverage the Chamber for your business. This guide provides:

- An overview of the Chamber
- Details about member benefits
- Information about committees
- A “Membership Map to Success”
- An outline of the 2017 membership dues
- A membership application

### CHAMBER OVERVIEW

#### ACTION

The Chamber is a catalyst for change, bringing both public and business leaders together to do collectively what cannot be done individually. By acting as an advocate on issues effecting local business and economic policy, the Chamber supports its member organizations in a way that most companies cannot afford to: lobbying. Without the ability to vote, businesses are often loaded with stifling taxes and fees. The Chamber looks out for the business community’s best interests by acting as a greater voice for the local community.

#### COMMUNITY

The Chamber and its membership recognize the importance of being active in the community where you do business. The Chamber has nine committees, each supporting different areas of the local business community (see page 3 for committee descriptions). By contributing to the local community in a variety of ways, the Chamber is able to keep a hands-on approach to affecting positive outcomes.

#### NETWORKING

Hosting over 100 events annually, the Chamber offers members endless opportunities to network with fellow members and business leaders. From monthly networking events to large annual events, members gain business contacts, market their company and obtain valuable knowledge for their business while enjoying events and forming professional relationships. Some networking events include:

Monthly:

Breakfast Connection  
Business After Business  
SMART Start  
Small Business Roundtable  
and various educational seminars

Annually:

Arlington’s Best Business Awards  
Arlington Business Gala  
Chamber Annual Meeting

Hospitality Awards  
Scholar’s Cup  
State of the County & Public Safety Awards  
Volunteer Arlington Day

#### PROMOTIONAL OPPORTUNITIES

Members have a variety of opportunities to promote and market their business through the Chamber. Promoting at Chamber events, in Chamber newsletters, on the Chamber website and more allows your company to reach the Chamber’s growing membership of more than 1,800 business professionals in ways that best suit your needs. The Chamber makes it a priority to offer its members numerous opportunities to publicize their business and maximize their exposure in the Arlington community and beyond.

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### MEMBER BENEFITS

At the Arlington Chamber of Commerce, we work to strengthen businesses and the economic environment for those who work, live and do business in Arlington. Our membership consists of approximately 700 business and non-profit organizations throughout the Arlington-area. We host nearly 100 events throughout the year dedicated to networking, education and business development, in addition to providing a variety of additional opportunities to achieve measurable return on your investment.

As an active partner with the Chamber here are some of the benefits of membership:

- A subscription to **The Arlingtonian business newsletter**, distributed to over 1,800 business representatives in the Arlington area and beyond. In addition, after joining the Chamber you receive a New Member write-up in the newsletter and have the ongoing opportunity to advertise;
- A subscription to and opportunities to advertise in our **weekly e-newsletters**, sent every Monday;
- A **business listing** on the Chamber website's Business Directory, where Arlington residents and visitors search for businesses in the area to suit their needs/services, as well as the ongoing opportunity to advertise on the website;
- An Arlington Chamber of Commerce **membership plaque** for your business or organization;
- Access to the use of our **Chamber meeting rooms** for any meetings, educational series, forums, or seminars you wish to conduct at our office;
- Membership **registration discounts** to the over 50 networking and educational events hosted by the Chamber each year, as well as the numerous annual events such as our Business Gala and Annual Meeting;
- **Referral opportunities** generated through business leads from our networking events, your online business listing and daily calls to the office for information regarding our current members;
- The opportunity to join any of the Chamber's **committees**, allowing additional exposure for your business to Chamber members and the Arlington community;
- Exposure to any of the numerous **advertising and sponsorship opportunities** through our events, newsletters, e-newsletters, website, and office brochure display.

*"My most important Chamber benefit is the **firm friendships and relationships I have formed. I'm part of a community which feels like family.**"*

*- Barbara Nicastro, The Law Offices of Barbara E. Nicastro*

If you're interested in learning more about the benefits of membership with the Chamber, please contact our Membership Director:

**EMAIL & PHONE:**

Mike Rosenow  
Membership Director  
[membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org)  
(703) 525-2400

**OFFICE:**

Attn: Mike Rosenow, Membership Director  
Arlington Chamber of Commerce  
2009 14<sup>th</sup> Street, North, Suite 100  
Arlington, VA 22201

# MEMBERSHIP

## JOIN A COMMITTEE



Joining a committee is a great way to get involved with the Arlington business community and connect with fellow Chamber members. Take a look at the committee descriptions below for ways you can best get involved, then return the form to the Chamber: Fax - 703-522-5273; Email - [membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org).

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

### I am interested in serving on the following committees:

**Ambassador Committee\*** encourages participation in the Chamber by contacting new and renewing members. The goal of the committee is to strengthen the membership by making every member feel welcome at Chamber events and encouraging them to become involved. This committee requires attendance at the majority of Chamber monthly networking events.

**Community Action Committee** raises the business community's awareness of community needs and focuses its efforts and energies in addressing those needs. It identifies opportunities for community involvement, evaluates unsolicited requests for assistance and formulates plans and programs in response to those needs. One project is coordinating the Chamber's annual event designed to give back to the community, Volunteer Arlington Day. The committee also organizes and implements nonprofit forums.

**Education and Workforce Development Committee** works to foster relationships between education and business and advises the Chamber on strategies that prepare students for a career, further education, citizenship and lifelong learning. Additionally, the committee supports the PRIME internship program and promotes the Chamber's Scholarship Fund.

**Government Affairs & Economic Development Committee** monitors issues concerning transportation, tax and governmental budgets and general legislation and reports relevant items to the Chamber's membership; analyzes each of these issues, and, when necessary, recommends a formal Chamber position to the Board of Directors and communicates this position to our members and state and local elected officials.

**Hotel General Managers Committee** meets to keep abreast of dynamic issues that affect their industry and provides an interface with the Arlington County Visitor Service to provide support and input on the best use of marketing dollars to promote Arlington to the travel industry. The committee identifies issues within their industry that require the full Chamber's support.

*Note: Exclusively for hotel general managers.*

**Membership Development Committee\*** actively seeks new members and follows up with prospects. The goal is to strengthen the Chamber membership by talking with those whom they know and are interested in the Chamber. Participates in Smart Start networking seminars and is active in the Opportunity Works Campaign.

**Membership Engagement Committee\*** performs an extremely important function for the Arlington Chamber of Commerce by serving as a resource to all Chamber members. Committee members connect with fellow members, communicate engagement opportunities, and work with each member to identify opportunities that align with the member's objectives. Participation in this committee requires engagement with the Arlington Chamber of Commerce in some capacity.

**Sustainability Committee** meets to tackle environmental and sustainability concerns affecting every company and organization, and to discuss issues about doing business in a way that is Greener.

**YEA! Booster Committee** serves as an integral part of the Young Entrepreneurs Academy by helping to increase involvement in YEA! from the Chamber membership, increase donations, and raise awareness of program events and deadlines while serving as an vital partner for the program's success.

\*Membership Development, Ambassador, and Membership Engagement Committees require an application process to be considered.

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### 2017 MEMBERSHIP DUES

For the majority of businesses, the annual dues are structured based on number of employees. The general dues for membership are as follows:

Number of Employees	Annual Dues
1-5	\$464
6-10	\$573
11-20	\$745
21-30	\$984
31-40	\$1,204
41-50	\$1,438
51-60	\$1,826
61-75	\$2,327
76-100	\$2,913
101-200 +	Call for dues pricing

*“The Arlington Chamber is **the pulse of the business community**. They are our direct link to Arlington County and **strive to promote the best interests of businesses of all sizes.**” - Bill Buck, CEO, Buck & Associates Real Estate*

If your business is described below, the dues structure above does not apply. Please contact Director of Membership, Mike Rosenow for the dues structure for your business at [membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org) or 703-525-2400. The industries that will have varied dues structures are:

<b>Apartments</b>	<b>Nonprofit Organizations</b>
<b>Banks</b>	Shopping Centers
<b>Colleges/Universities</b>	Real Estate
<b>Government</b>	Restaurants
<b>Hospitals</b>	Professional Practices (Medical,
<b>Hotels/Motels</b>	Legal, Engineering, etc)

For more information about membership dues or to get your questions answered, contact Membership Director, Mike Rosenow:

**EMAIL & PHONE:**

Mike Rosenow  
Membership Director  
[membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org)  
(703) 525-2400

**OFFICE:**

Attn: Mike Rosenow, Membership Director  
Arlington Chamber of Commerce  
2009 14<sup>th</sup> Street, North, Suite 100  
Arlington, VA 22201

Please note: A monthly debit payment option is available. Contact the Chamber Membership Director for more information.

# MEMBERSHIP APPLICATION



Mike Rosenow, Membership Director, is available to assist with your membership application as needed:  
703-525-2400, [membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org)

## Company Information:

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

## Representative Information:

Primary Representative: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Additional Representative: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

*The Chamber encourages members to add multiple representatives to their company's member account. To add more employees to your profile, contact the Director of Membership: [membership@arlingtonchamber.org](mailto:membership@arlingtonchamber.org).*

## Please Complete the Following Information About Your Company:

Shop Chamber Category:  Financial Services  Business & Professional Services  Nonprofit Organizations  
 Home & Personal Services  Arts & Entertainment  Travel & Tourism  Auto & Industrial  Government & Education  
 Real Estate & Construction  Communication & IT  Healthcare  Retail & Restaurants

Membership Directory Category(ies): \_\_\_\_\_

Please describe your business in 25 words or less. *This will be used to promote your business in our online Business Directory and our monthly newsletter, The Arlingtonian.*

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## Investment Information:

Payment is made on an annual basis. Monthly debit payments are also available; contact Mike for more details.

Annual Investment: \_\_\_\_\_ + Processing Fee of \$25 = Total payment: \_\_\_\_\_

Pay with:  Check or  Credit Card (Visa/MC/AM EX/Disc) Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_ Billing Zip \_\_\_\_\_ Signature: \_\_\_\_\_

## Referred to Join the Chamber by:

Member name: \_\_\_\_\_

**Please deliver/mail completed form to the Chamber office: 2009 14<sup>th</sup> St, North, Suite 100, Arlington, VA 22201**

The Omnibus Budget Reconciliation Act of 1993 prohibits you from deducting, for federal income tax purposes, the portion of your membership dues investment that is allocable to the lobbying activities of this organization. The Arlington Chamber of Commerce reasonably estimates that 1% of your membership dues investment is allocable to lobbying expenditures, and therefore 1% of your dues is not deductible as a business expense