



South Miami Office
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www.ChamberSouth.com

CHAMBER SOUTH

“What do I get out of it?”

If you're a savvy businessperson, that's the question you should be asking.

We hope so, because if that's how you are making your decision about membership in Chamber South, we know that you'll like the answers this package provides.

Chamber South was formed by local businesspeople to help local businesses. You may be surprised to see how many different ways this is being done. Some of the benefits are direct, such as networking and discounts on products that your business needs. Still, other benefits are indirect, such as governmental affairs efforts that serve as an advocate for your business, allowing you to succeed.

Whether you have time to become an active, regular participant or if you never leave your place of work, you can find real, bottom line value in your Chamber membership.

*As a member, you can consider Chamber South
to be your business partner — Because our only interest is your success.*

Networking

Chamber South is strong on networking. We offer our members an array of venues to give you the opportunity to promote your business face-to-face.



Our **Network Luncheon** is a fun, informal event where you'll meet everyone in the room. We have members who do 40% of their business as a result of their regular attendance at this event. It's a must for new members: you'll feel like you've known these people for years. Held on the second Wednesday of each month at Carrabba's Italian Grill in South Miami.



The Exchange is our networking event that takes place after normal business hours. We look for exciting locations and then fill it with activities and opportunities for you to meet potential customers. There's always great food and drinks and a fun atmosphere to socialize with some of the area's most interesting and successful people. Held on the third Thursday of each month at varying locations.



Our monthly **General Membership Breakfast** is Chamber South's official monthly meeting. We find the best speakers on subjects that can make a difference for your business. It's the area's place to see and be seen if you're a businessperson and, of course, a great place to garner additional contacts. Held on the fourth Wednesday of each month at Dadeland Marriott.

*When you start attending these functions on a regular basis,
your chances are excellent for cultivating new customers.*

Let a Chamber South Ambassador show you how!

Committees

Education and Business Coalition, Chairperson: Stephanie Etter

Businesses need a strong school system to thrive. This committee enables educators and business people to work together to ensure that our school system is providing a qualified workforce.

Meeting: 4th Friday of every month at 7:30am, South Miami Office

Governmental Affairs Committee, Chairperson: Jeffrey Flanagan

Chamber South is a strong voice for business in our community. We represent the needs of businesses to local, state, and federal levels of government. Your input in this process is welcomed as we review critical issues that impact your business.

Meeting: 1st Thursday of every month at 7:30am, South Miami Office

Military Affairs Committee, Chairperson: Eddie King

MAC supports our local military. Membership is by invitation, additional annual fee of \$50.

Meeting: 2nd Thursday of every month at 8am, Perrine Office

Not for Profit Committee, Chairperson: Carmen Layne-Powers

This committee was established to create synergy between our non-profit community organizations. It is our goal to leverage the community knowledge in developing and implementing charitable bequests and celebrating volunteerism as it enhances the quality of life in our community.

Meeting: 4th Tuesday of every month at 12pm, South Miami Office

Small Business Committee, Chairperson: Zac Hall

This committee builds relationships with local businesses. They are main planners of the annual Chamber South Business Expo and are responsible for promoting it.

Meeting: 1st Friday of every month at 7:30am, South Miami Office

Transportation Committee, Chairperson: Joseph Corradino

An efficient transportation system is the backbone of our economy. This committee works with local leaders to enhance and coordinate Economic Development initiatives along the US1 corridor.

Meeting: 2nd Friday of every month at 7:30am, Perrine Office

Ambassador Committee, Chairperson: Allison Bhagwandat

This group of members plans activities and events to welcome and involve new members, while becoming mentors to new and prospective chamber businesses.

Meeting: 4th Tuesday of every month at 4pm, South Miami Office

Environmental Committee, Chairperson: Laura Reynolds

This committee provides members with information on current environmental initiatives.

Meeting: 3rd Thursday of every month at 9am, South Miami Office

Chamber N-XT Committee, Chairpersons: Joe Gallaher and Jose Roces

This young professionals group facilitates networking, volunteerism, and fun amongst the younger members of the Chamber. It looks to mentor its members to become the future leaders of their community.

Meeting: 3rd Wednesday of every month at 4pm, South Miami Office

Trustee Committee, Chairperson: Gayle Bainbridge

Trustees come together at this meeting, as the leaders of the community, to facilitate connections between business owners in our service area through different events throughout the year.

Meeting: 1st Friday of every month at 8:30am, South Miami Office

Wellness Committee

The mission of the Chamber South Wellness Committee is to promote a collaborative approach to personal and community wellness. We are committed to providing opportunities that facilitate, educate and support growth in the multiple dimensions of wellness. **Meeting: 3rd Tuesday of every month 9:30am, South Miami Office**

Trustee Membership

What kind of leadership role does your organization play?

Is your company ready to be recognized as a corporate leader, one that is connected with the community around it? Then your business is the kind that makes up Chamber South's Council of Trustees. The council of Trustees are the leaders in our community who recognize that their business' success and failure is tied to the area around them. In taking a leadership position, the Council of Trustees is insuring their future success by reinvesting in the local business community through Chamber South.

Trustee Benefits

Representatives

Companies with 10 or more employees are entitled to 6 representatives when they become trustee members at an investment of \$2,000. Smaller companies with less than 10 employees are entitled to 3 representatives when they become trustee members at an investment of \$1,000.

E-Directory Listing

Our annual membership directory will list each trustee member company, including a photo of the main representative and 50-word description of the organization. It is a virtual "who's who" of the area's business elite and also includes many elected officials and education leaders.

Wall of Fame

A special plaque with the trustee company's name will be mounted in the chamber office. With dozens of Chamber and community meetings each month, the Wall of Fame will be an impressive display of companies who are the real players in this community. Shouldn't your company be one of them?

E-Newsletter

Every month, our newsletter, Compass Points, profiles one trustee member. This article will be featured online, and the company logo and primary representatives will be featured on all programs throughout the month of the spotlight. Great opportunity for free advertising!

Events

Exclusive programs such as lunches, cocktail receptions, tours, and other events will be scheduled throughout the year so that when Chamber South is contacted by elected officials and asked to bring together the area's important business leaders, we will call upon the trustees. People involved in key issues want to hear from our trustees because they have clout and they are the kind of involved corporate citizens that make a difference. Can your company afford to miss a meeting like that?

Chamber Bucks

All new trustee members will receive a set amount of chamber dollars with the payment of dues the first year. These dollars can be used towards the payment of chamber sponsorships, such as breakfast and lunch. With an investment of \$2,000, the trustee member will receive \$200 in chamber dollars and with an investment of \$1,000; the trustee member will receive \$100 in chamber dollars.

Membership Mailing Labels

Membership mailing labels are available for your business mailings. Each year, the first set of labels is complimentary, and the second set is 25% off. *We do not sell or share electronic member lists.

Trustee Spotlights

Junior trustee will have a minute explanation of your business at either lunch or breakfast events. Trustee members will have three minutes to present their business at these same events. We limit three per event, so sign up for the opportunity!

Viral Advertising

We'll interview you about your business and Chamber involvement and we'll post it on all of our social media sites.

Membership Application

Company: _____
 Business Classification: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____
 Primary Representative: _____
 Additional Reps: _____
 E-mail Address: _____
 Website: _____
 Sponsor: _____
 VS/MC/DSC/AMEX# _____
 Signature: _____ Exp. Date: _____

Number of Employees	Businesses Minimum Investment	Representatives On Membership
1-9	\$300.00	1
10-25	\$350.00	2
26-50	\$450.00	2
51-75	\$550.00	3
76-100	\$700.00	3
101 or more	\$850.00	3
Trustee (9 or less employees)	\$1,000.00	3
Trustee (10 or more employees)	\$2,000.00	6
Non-Businesses		
Individual	\$300.00	1
Non Profit	\$175.00	1
Schools	\$175.00	1
Business Association Membership	\$1,000.00	3*
+ Application Fee (One time only)	\$25.00 = _____	
+ Optional Hyperlink Fee	\$25.00 = _____	
(To Company Website - Annual Fee)		
TOTAL INVESTMENT	_____	

**Three Board Members from the Business Association will be able to enjoy rights and privileges of Trusteeship for 1 year.*

Membership investment in the chamber of commerce may be tax deductible as an ordinary and necessary business expense. Dues paid to the Chamber are not a charitable tax deduction for federal income tax purposes. The Chamber is not a charity but serves as an advocate for area businesses. A portion of dues, however, is not deductible as an ordinary and necessary business expense to the extent that the Greater S. Dade/ South Miami/ Kendall Chamber of Commerce engages in state or federal lobbying. **By joining Chamber South, I pledge to uphold the Chamber's Code of Business Ethics.**

CHAMBER SOUTH

CODE OF BUSINESS ETHICS

Compliance with Government Rules & Regulations

- We will properly maintain all records and post all licenses and certificates in prominent places easily seen by our employees and customers;
- In dealing with government agencies and employees, we will conduct business in accordance with all applicable rules and regulations and in the open;
- We will report contract irregularities and other improper or unlawful business practices to the Ethics Commission, the Office of Inspector General or appropriate law enforcement authorities.

Recruitment, Selection & Compensation of Vendors and Suppliers

- We will avoid conflicts of interest and disclose such conflicts when identified;
- Gifts which compromise the integrity of a business transaction are unacceptable; we will not kick back any portion of a contract payment to employees of the other contracting party or accept such a kickback.

Business Accounting

- All our financial transactions will be properly and fairly recorded in appropriate books of account and there will be no “off the books” transactions or secret accounts.

Promotion and Sales of Products and Services

- Our products will comply with all applicable safety and quality standards;
- We will promote and advertise our business and its products or services in a manner which is not misleading and does not disparage our competitors.

Doing Business with the Government

- We will conduct business with government agencies and employees in a manner which avoids even the appearance of impropriety. Efforts to curry political favoritism are unacceptable;
- Our bids will be competitive, appropriate to bid documents, and arrived at independently;
- Any challenges to contracts awarded will have a substantive basis and not be pursued merely because we are the unsuccessful bidder;
- We will, to the best of our ability, perform government contracts awarded at the prices and under the terms provided for in the contract. We will not submit inflated invoices for goods provided or services performed under such contracts, and claims will be made only for work actually performed.
- We will abide by all contracting and subcontracting regulations.
- We will not, directly or indirectly, offer to give a bribe or otherwise channel kickbacks from contracts awarded, to government officials, their family members or business associates.
- We will not seek or expect preferential treatment on bids based on our participation in political campaigns.

Public Life and Political Campaigns

- We encourage all employees to participate in community life, public service and the political process;
- We encourage all employees to recruit, support and elect ethical and qualified public officials and engage them in dialogue and debate about business and community issues;
- Our contributions to political parties, committees or individuals will only be made in accordance with applicable law and will comply with all requirements for public disclosure. All contributions made on behalf of the business must be reported to senior company management;
- We will not contribute to the campaigns of persons who are convicted felons or those who do not sign the Fair Campaign Practices Ordinance;
- We will not knowingly disseminate false campaign information or support those who do.

Value-Added Benefits

Shipping - FedEx Advantage

Chamber South and FedEx understand that the success of your business depends on your ability to deliver your goods and services to your customers on time and that is why we are excited to bring you these valuable discounts on the services you need the most. If you are looking for reliable and cost-effective shipping, you can count on FedEx to deliver. You can now take advantage of the following discounts on select FedEx shipping services:

- **26%** on FedEx Priority Overnight® and FedEx Standard Overnight® envelopes.
- **20%** on FedEx Priority Overnight, FedEx Standard Overnight, FedEx 2Day® and FedEx Express Saver® packs and packages, and FedEx International Priority® and FedEx International Economy® shipments.
- **4-12%** on FedEx Ground® and FedEx Home Delivery® shipments, depending on the weight of the package.

Once you have enrolled in the FedEx Advantage® Program, your discounts will automatically be applied to your FedEx account number. Best of all, there are no costs and no minimum shipping requirements to take advantage of this great member benefit.

Supplies - Office Depot

Save up to 64% off your office supply purchases. Some restrictions may apply.

Member Planning Services - AXA Advisors South Florida Branch

AXA Advisors works with clients in the area of financial retirement & estate planning; asset allocation; annuities; life insurance & mutual funds. Securities & investment advisory services are offered through AXA Advisors, LLC (member NSAD, SIPC). Annuity and insurance products are offered through an insurance brokerage affiliate AXA Network, LLC & its subsidiaries.

Identity Theft Protection - Pre-Paid Legal Services, Inc.

Protect your family and business by purchasing a Pre-Paid legal Identity Theft Shield plan through Chamber South's exclusive agreement with Daryl Jones and Associates a provider of Pre-Paid Legal Services Inc. a 34 year old publicly traded (NYSE) company in partnership with Kroll Background America a 32 year old publicly traded (NASDAQ) company. For pennies a day your employees are able to enroll their families in a comprehensive legal and identity theft restoration service. With GoSmallBiz.com 24/7 your for-profit business can receive unlimited business consultation via email by a team of top business consultants.

Employee Assistance Program - Jackson Health System

Chamber South offers a counseling program through the Jackson Hospital Employee Assistance Program. By offering this benefit to your employees and their families, you are creating a caring work environment for your employees. Your business can also qualify for a 5% discount on worker's compensation insurance as well.

By making your purchases through these special membership benefits, you can save thousands.

Advertising & Marketing Opportunities

Members in Motions: FREE

When your business wins an award, hires new executives, introduces new products, etc., let us know and we'll put it in our *Compass Points* newsletter.

Events Calendar on our Website: FREE

Add your events onto our monthly calendar, and let the community know what is going on with your company.

Breakfast and Lunch Attendance: \$25/per event. *Members in good standing with RSVP.*

Mailing Labels: \$175

We provide you with a set of preprinted labels with all the chamber member addresses. This is usually used for mass mailings. *We do not sell or share our electronic member list.

Online Newsletter Ads: \$250

Put an event, business, or grand opening flyer on our monthly newsletter, *Compass Points*.

Breakfast Sponsorship: \$1200

Breakfast sponsorship allows exclusive right to place materials at each place setting, a ten minute presentation, and month long advertising as the sponsor in all of our publications. These include the direct mail calendar, e-newsletters and on our monthly calendar at www.chambersouth.com

Lunch Sponsorship: \$350

Lunch sponsorship allows exclusive right to place materials at each place setting, a five minute presentation, and month long advertising as the sponsor in all of our publications. These include the direct mail calendar, e-newsletters and on our monthly calendar at www.chambersouth.com

After Hours Sponsorship: \$250

After Hours Sponsorship includes hosting at a venue in our service area. We ask for the sponsor to provide hors d'oeuvres and wine and/or other beverages for the event. You will also have a five minute presentation, and month long advertising in all of our publications.

Email Blasts: \$500

It is a standalone email that is distributed to the chamber membership. It is usually used for the promotion of a particular event, which may include grand openings, sales, change in location, etc.

Direct Mail Calendar: ½ Card \$500, ¼ Card \$250, 1/8 Card \$100

Website Advertising: (Please call for Information) \$250-\$10,000

Advertising & Marketing Opportunities

Business Excellence Awards (January): \$500-\$5,000

Our annual Business Excellence Awards recognizes excellence in business and leadership and honors businesses in our community that achieve outstanding success regardless of the circumstances.

Business Expo Sponsorship/Expo Booth (March): \$175-\$10,000

Businesses can promote their companies through our expo that is publicized highly by newspapers, radio, and television, providing great exposure for your company.

Golf Tournament Sponsorships (May): \$100-\$5,000

This annual tournament celebrates our Armed Forces through a partnership between Chamber South and our Military Affairs Committee.

South Miami Arts Festival (November): \$75-\$27,500

This is by far our biggest Chamber South Event. We have over 50,000 individuals who come through the arts festival over the course of the two days.

Gala (September): \$150-\$10,000

Enjoy an evening of glamour and celebration with our past leadership, and welcome new leadership for the coming year with dinner, a fun silent auction and live entertainment.

Sponsorship Opportunities

Business Expo

\$175-10,000

Highly attended event publicized by newspapers, radio, and television. Great exposure for your company!

Presenting Sponsor: \$10,000

- ◆ Trustee Membership
- ◆ ½ page ad on direct mail piece for one month
- ◆ Stand-alone email blast to membership
- ◆ Company logo on cover of expo directory
- ◆ Company logo on expo souvenir bag
- ◆ Extra-large exhibit space (4 booths) Preferred location
- ◆ Table sponsorship at annual Gala
- ◆ Network luncheon sponsorship
- ◆ Website ad for twelve months
- ◆ Full page, inside cover ad in expo directory
- ◆ Company logo included in all expo marketing
- ◆ Company logo on expo souvenir bag

Diamond: \$7,500

- ◆ Corporate Membership
- ◆ ¼ page ad on direct mail piece for one month
- ◆ Full page, inside cover ad in expo directory
- ◆ Company logo on expo souvenir bag
- ◆ Triple-size booth; Preferred location
- ◆ Six tickets to annual Gala
- ◆ Website ad for six months
- ◆ Company logo on cover of expo directory
- ◆ Company logo included in all expo marketing

Platinum: \$5,000

- ◆ Business Membership
- ◆ 1/8 page ad on direct mail piece for one month
- ◆ Company logo on inside cover of expo directory
- ◆ Company logo on expo souvenir bag
- ◆ Double-size booth; Preferred location
- ◆ Four tickets to annual Gala
- ◆ Website ad for three months
- ◆ Half page ad in expo directory
- ◆ Company logo included in all expo marketing

Gold: \$2,500

- ◆ Company logo on cover of expo directory
- ◆ Website ad for one month
- ◆ One standard booth; Priority location
- ◆ Quarter page ad in expo directory
- ◆ Company logo included in all expo marketing

Silver: \$750

- ◆ Company logo on event directory cover
- ◆ Website ad for one month
- ◆ One standard booth; Preferred location
- ◆ Business Card Ad in program directory
- ◆ Company logo on sponsor board

Chamber South/Military Affairs Committee Golf Tournament

Platinum Sponsor:

- ◆ Two (2) foursomes
- ◆ Full page ad in the event program
- ◆ Logo on program cover
- ◆ Hole sponsorship
- ◆ Full page ad in newsletter, Compass Points
- ◆ Company name on all golf marketing material
- ◆ Company promotion item in goody bag
- ◆ Support of two military personnel
- ◆ Company banner displayed at event
- ◆ Trophy presenter at awards reception and name on trophy

Gold Sponsor:

- ◆ Two (2) foursomes
- ◆ Full page ad in the event program
- ◆ Tee Sign
- ◆ Two (2) ads in Chamber South weekly
- ◆ Support of two military personnel
- ◆ Company promotional item in goody bag
- ◆ Company logo on sponsor board

Silver Sponsor:

- ◆ One (1) foursome
- ◆ 1/2 page ad in the event program
- ◆ Company promotion item in goody bag
- ◆ Tee sign
- ◆ Company logo on sponsor board at awards reception
- ◆ One (1) military personnel sponsor

Hole in One Sponsor - \$750 (4) available

Tee Sponsor - \$150

Green Sponsor - \$150

Hole Sponsor - \$250

Military Sponsor - \$150

South Miami Arts Festival

\$75-27,500

This is by far our biggest Chamber South Event. More than 50,000 attendees come through the arts festival over the course of two days.

Presenting Sponsor (1 sponsor): \$27,500

- ◆ Company name is title of event
- ◆ Logo or Company name on all festival souvenir t-shirts
- ◆ Editorial space in souvenir program
- ◆ Logo, profile, and hyperlink on CS website
- ◆ Company name included in all electronic advertising
- ◆ 10 x 10 Booth at the festival to promote your business
- ◆ Logo or Company name on all printed items
- ◆ Logo or Company name on festival posters
- ◆ Company logo on the cover of festival souvenir program
- ◆ Full 1st page ad in festival souvenir program
- ◆ 10 official festival t-shirts
- ◆ 15 signed copies of festival print

Entertainment Sponsor (1 sponsor): \$7,500

- ◆ Corporate banner on stage (must provide)
- ◆ Full page ad in festival souvenir program
- ◆ Company name included in all electronic advertising
- ◆ Logo or Company name on all printed items
- ◆ Logo, profile, and hyperlink on CS website
- ◆ 10 signed copies of festival print

Silver Sponsor (2 sponsors): \$6,000

- ◆ Logo or Company name on all printed items
- ◆ Full page ad in festival souvenir program
- ◆ 10 signed copies of festival print
- ◆ Company name included in all electronic advertising
- ◆ 10 x 10 Booth at the festival to promote your business

Bronze Sponsors (2 sponsors): \$3,000

- ◆ Logo or Company name on all printed items
- ◆ 10 x 10 Booth at the festival to promote your business
- ◆ 5 signed copies of festival print
- ◆ Full page ad in festival souvenir program
- ◆ Logo, profile, and hyperlink on CS website

Promotional Vendor Sponsor (5 sponsors): \$1,000

- ◆ ½ page ad in festival souvenir program
- ◆ 2 signed copies of festival print
- ◆ 10 x 10 Booth at the festival to promote your business

Program Advertising Opportunities*

Back Cover: \$1,500	5.5" x 8.5"	Inside Front Cover: \$750	4.5" x 7.5"
Inside Back Cover: \$750	4.5" x 7.5"	Full Page: \$250	4.5" x 7.5"
¾ Page Ad: \$200	4.5" x 5.5"	½ Page Ad: \$150	5.5" x 4.25"
1/3 Page Ad: \$100	5.5" x 2.5"	¼ Page Ad: \$75	5.5" x 1.75"

*Ads must be submitted by October 1st for inclusion in the program

Room Rental

Company: _____

Contact Name: _____

Phone: _____

Fax: _____

Number of People: _____

Room Options

Board Room-up to 12 people _____ (\$20/Hr Mon-Fri 9am-5pm \$30/Hr Afterhours)

Conference Room-up to 45 people _____ (\$40/Hr Mon-Fri 9am-5pm \$60/Hr Afterhours)

Initial Rental Charge: \$50 for the first hour.

Business Hours Monday - Friday (9am—5pm)

PowerPoint Projector (additional \$50.00) Check here to rent a projector _____

Room is subject to availability. Available for business meetings of Chamber South members ONLY. Reservations must be made two weeks in advance. Room must be left in same condition as it was found.

There is a \$25.00 clean up fee in addition to the hourly charge for the Conference Room and a \$10.00 fee for the Board Room. Additional fees may be charged if damages are incurred.

Date: _____

Time: _____

Method of payment:

_____ Credit Card

_____ Check (make payable to Chamber South)

(To pay by check a non-refundable charge of \$50.00 must be processed on a cc to hold space.

This amount will later apply towards balance.)

CC# _____ **Exp:** _____

Name on CC: _____

Signature: _____