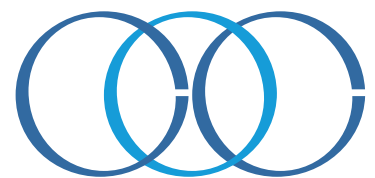


believe in **mobile** belong to the **chamber**



MOBILE AREA
CHAMBER OF COMMERCE



mobilechamber.com

451 Government Street • Mobile, AL 36602 • 251.433.6951

Join Us and Connect ... Succeed ... Grow



At the Mobile Area Chamber of Commerce, our goal is simple – to help your business grow. Membership links you with resources and contacts for success. Join us.

Get involved in the Gulf Coast's most dynamic business community. Connect with our more than 2,100 members – network, ask questions, learn, share insights and form important business relationships. Believe in a strong future for Mobile. Belong to the Chamber – because it's good for your business and good for Mobile.

How Membership Makes a Difference

Results from a national survey conducted by the Atlanta-based Schapiro Group show that your Chamber involvement can turn into added revenue for your business. Two-thirds of consumers believe Chamber members are reputable, trustworthy companies using good business practices, care about their customers and are involved in the community.

The Big Picture

The Mobile Area Chamber is an independent, nonprofit business organization representing its 2,100 members and more than 110,000 employees. We are a staff of approximately 40 professionals with diverse skills, with a legion of more than 1,000 volunteers, working to improve our business community.

Member Value

The Chamber provides member value through networking, publicity, referrals, learning opportunities, advertising opportunities, discounts and credibility.

Economic Development and Job Creation

The Chamber works not only to bring in new business, but also to help existing companies expand. Aggressive economic development marketing programs by the Mobile Area Chamber resulted in 16,345 new jobs and \$8.5 billion in capital investment over the past decade.

Small Business Development

The Chamber is a major resource for the development of the area's new and small businesses, and the Chamber provides vital counseling services and resources to help start, manage and grow your small business.

Governmental Relations

The Chamber lobbies the Alabama Legislature for pro-business legislation impacting the local community. In addition, we work with local governments and lobby for business interests in Washington D.C. Annually, the Chamber develops a community legislative agenda based on member input.

Community Improvement

The Chamber works for strong community infrastructure, such as the I-10 Mobile River/Bayway widening project, and quality of life. These efforts help your business grow and prosper.

What the Mobile Area Chamber Can Do For You...

▶ Advocacy

With more than 2,100 members representing more than 110,000 employees, we are a strong and credible voice for business. We represent you by:

- Lobbying for business-friendly policies;
- Maintaining relationships with elected officials;
- Partnering with the U.S. Chamber of Commerce, Business Council of Alabama and other Chambers in the region to promote a pro-business agenda;
- Offering members an opportunity to meet candidates running for public office at Pork & Politics in the Park, an annual political networking event; and
- Providing access and contact information for local, state and federal officials.

▶ Networking

We offer a variety of high-profile networking venues to help you develop new business contacts and connect you to potential clients. Events include:

- Business After Hours, hosted monthly at different Chamber member locations;
- Networking@Noon and Coffee with the Chamber (each offered bimonthly) where you can introduce your company, product and/or service; and
- Membership 101 to get acquainted with staff and Chamber activities and benefits.

▶ Professional Development

The Chamber is the ultimate business resource center offering information, tips and best practices to help give your company a competitive edge. We offer you and your employees:

- Affordable, content-rich seminars;
- Small business presentations and forums;
- A small business toolbox on the Chamber's website;
- Executive, Nonprofit and Women's Roundtables;
- Connections to mentors and experts through the Small Business Administration and others; and
- Access to research including current economic indicators, demographic data, statistics, relocation information and more.

▶ Recognition

Throughout the year, special awards programs acknowledge the business community's best-of-the-best. Awards include:

- Corporate Community Service Award;
- Eagle Awards (recognizing minority business owners);
- Innovator of the Year;
- Manufacturer of the Year;
- Small Business of the Month;
- Small Business of the Year; and
- Minority Business Advocate.

▶ Referrals

The Mobile Area Chamber fields more than 3,000 calls a month, and the website averages 10,000 page views a month.

- Only Chamber members are referred by staff;
- The Chamber's online membership directory and website is a resource for members and potential members; and
- Your directory listing on the Chamber's website links to your homepage and to social media outlets.

▶ Savings

Members have access to discounts that impact their bottom line, including:

- An exclusive marketing platform to promote your company's services at no charge;
- Discounts for products and services listed on the Chamber's website; and
- Special rates on Chamber conference room rentals. New members receive one free room rental.

▶ Visibility

Get noticed in a wider circle of business owners and decision makers. Mobile Area Chamber members receive:

- A free listing and link to your homepage on the Chamber's online membership directory at www.mobilechamber.com;
- New member and anniversary listings in our monthly news magazine, *Business View*, reaching more than 22,000 businesses. Members may also receive additional coverage by pitching stories or announcing new staff, promotions, business endeavors and accomplishments;
- Complimentary event announcements in the Chamber's electronic newsletter, *Business View Weekly*, sent to more than 8,500 subscribers;
- Sponsorship and advertising opportunities for a variety of events and publications;
- The opportunity to host a booth at Business Expo, Mobile's annual premier business-to-business trade show;
- Prominent placement of marketing brochures/flyers in the Chamber's high-traffic lobby; and
- A window decal and website e-plaque to show customers you are a valued member of the Chamber.



Membership Application

REMIT TO: P.O. Box 2187 Mobile, Alabama 36652-2187
(251) 433-6951 Fax: (251) 432-1143
join@mobilechamber.com | mobilechamber.com

Name of Business *(as it will appear in the online directory)* _____

Business Category _____

Other Categories of Service Your Business Offers _____

Key Contact Person Mr. Mrs. Ms. Dr. _____

Title _____ E-mail _____
(name to be used in all published listings)

Primary Officer Mr. Mrs. Ms. Dr. _____

Title _____ E-mail _____
(president, owner, partner, etc. if different than above)

Mailing Address _____

City _____ State _____ Zip _____

Physical Address _____

City _____ State _____ Zip _____

Website _____

Telephone (_____) _____ Fax (_____) _____

Referred By _____

OPTIONAL INFORMATION: *(The Chamber uses this information to track diversity among membership.)*

Minority-Owned*

Female-Owned

Veteran-Owned

**A minority-owned business is one which is at least 51% owned and operated by one or more individuals federally recognized as ethnic minority (African American, Asian American, Hispanic American, Native American).*

INVESTMENT SCHEDULE

BASE DUES \$425

(# of full-time employees* _____ x \$5) + \$ _____

(# of part-time employees* _____ x \$2.50) + \$ _____

TOTAL = \$ _____

**Includes agents and associates who contribute to profit.*

OR

BOARD OF ADVISORS - \$3,750 *(or base dues calculation, whichever is greater)*

Visa MasterCard American Express Discover Expiration Date _____

Account # _____ CSV2 code _____

Authorized Signature _____

Name *(please print)* _____

Membership dues may be tax deductible as an ordinary and necessary business expense, but are not a charitable tax deduction for federal income tax purposes. Although not a charity, the Mobile Area Chamber is an advocate organization for area businesses. Additionally, 8 percent of your dues are for lobbying activities, and as such this portion is not deductible for federal income tax purposes.



Board of Advisors Activation Form

Board of Advisors are top-ranking executives who have a desire to engage in peer-to-peer networking, connect with the inner workings of the Mobile area business community and build relationships with other influential leaders.

_____ Yes, I would like to join the Board of Advisors.

_____ New Chamber members: Please enclose annual dues of \$3,750, this activation form, and a completed Chamber membership application.

_____ Existing Chamber members: Please enclose \$_____ (increasing annual dues investment to \$3,750).

Advisor Information

Head Local Representative _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

E-mail _____

Activation Must Be Signed

Company Representative _____ Date _____

Volunteer/Staff _____ Date _____

Chamber Vice President _____ Date _____

BOARD OF ADVISORS

MISSION

The Mobile Area Chamber's Board of Advisors exists to create added membership value by providing a unique and invigorating forum to connect executives of small, medium and large companies to a broad base of influential leaders in the Mobile area. The Board of Advisors also provides its members with an avenue for valuable input on critical Chamber and community issues.

ACCESS

The Board of Advisors, through its members, provides opportunities for dialogue, resources and relationship-building by focusing on the following:

- Access to unique programs, people and events to increase awareness of regional issues and initiatives of interest;
- Interaction among Advisors to create a more diverse, networked and united business community; and
- A high level of recognition for Advisors' companies.

MEMBERSHIP REQUIREMENTS

Each Advisor will meet the following criteria:

- Local head of firm representing a progressive and successful company that creates value in the business community.
- Has a desire to work in a collaborative manner with other business and civic organizations to build and strengthen our region.
- Minimum annual Chamber dues will equal \$3,750, or base dues, whichever is greater.

In addition to the benefits you receive from your general membership in the Mobile Area Chamber of Commerce, you will:

- Have opportunities to build relationships with the top executives of small, medium and large companies and with the broad base of influential leaders in the Mobile area;
- Receive invitations to three meetings throughout the year with the Chamber's elected governing Board of Directors to learn about the region's progress and hear speakers of timely importance;
- Receive invitations to business announcements, receptions and other special events including legislative receptions in Mobile and Montgomery, and other VIP events held throughout the year;
- Receive recognition in the Chamber's monthly magazine, *Business View*; and
- Have your company highlighted separately on the Mobile Area Chamber's website at mobilechamber.com.



Mobile Area Chamber of Commerce Mission:

To serve as a progressive advocate for business needs to promote the Mobile area's economic well-being.

JOBS | VALUE | ADVOCACY | EXCELLENCE