



2018 - 2019 Chamber Membership Resource Guide



**Networking - Education - Leadership - Volunteering - Marketing
Business Development - Business Training - Policy Making**

Chamber Membership Resource Guide



MISSION STATEMENT

The Grove Area Chamber of Commerce is organized to represent business and improve community leadership for continued development of a diverse and prospering local economy, improvement of quality of life and fostering a hospitable business climate.

THE CHAMBER

The Chamber is a voluntary organization of business, professional and individual men and women who have joined together for the purpose of promoting the civic and commercial progress of the community.

The area's economic well-being is related directly to the caliber of work that is done by the Chamber. That is why the Grove Area Chamber has a major impact on business economy and future growth of the area.

Two primary functions of the Chamber are: 1) act as a spokesperson for the business and professional community and translate into action the group thinking of its members, and 2) provide specific services that can be effectively rendered by an organization both to its members and to the community as a whole.

FINANCING

The Grove Area Chamber is financed by investment of its members and special funding from programs and events. The maintenance of an adequate level of support from business and individuals of the community is essential to finance the efforts of the Chamber that are vital to community growth and development.

The Chamber's member investments are designed as a fair-share investment program. The investment levels include schedules by number of employees, financial investment levels, non-profit/associate investments, and individual/retired individual investments.

Other forms of funding include: sponsorship programs, special events, fees for special services and advertising fees.

**Proudly serving the Grove
area and local business
community since 1962.**

THE VALUE OF JOINING THE GROVE AREA CHAMBER OF COMMERCE

When you look at the cost of chamber membership compared to other forms of business visibility and exposure, you cannot beat the ***return on your investment*** with the Grove Area Chamber of Commerce.

While promoting your business is only one aspect of membership, when you add the value of legislative representation, leadership opportunities, community development, referrals and the many other services we offer, the Chamber provides the most ***bang for your buck***.

What Research Shows

A new national study reveals that membership in a local chamber of commerce can significantly boost a business' image among consumers, as well as among other businesses. In a scientific survey of 2,000 U.S. adults, The Schapiro Group, an Atlanta-based strategic consulting firm, found positive perceptions of chamber members in a number of areas, including overall favorability, consumer awareness and reputation, and likelihood of future patronage.

The study, commissioned by the American Chamber of Commerce Executives (ACCE), IBM, Administaff, Small Business Network, Inc., and Market Street Services, showed that when respondents were told that a particular small business was a member of its local chamber, they were 44% more likely to rate it favorably than study respondents who were not told of the chamber affiliation. Respondents were also 63% more likely to want to purchase goods or services from a small business that is a chamber member.

Your Chamber investment is one of the best values in business today. Membership has its privileges and we have dozens, with more being introduced all of the time. Your Chamber provides value and positive return on your investment many times over.



**Chamber Office /
Visitors Center**

Chamber Membership Resource Guide



Ribbon Cutting

One of the most valuable benefits we offer is marketing and visibility!

- Your business is listed for free on our web site and is directly linked to your website free of charge.
- Your business is listed free of charge in our Community Profile/Business Directory which offers your business great publicity. Members are listed at no charge by category. This publication is the “yellow pages” of the best businesses in Grove. It is also “the guide” for newcomers and visitors.
- Your Ribbon Cutting photo and announcement will appear in all local newspapers and the Chamber newsletter.
- Grand Welcome Baskets are designed to welcome newcomers to our community while at the same time allowing your business to be one of the first to introduce your company and the products and services you provide.

Other opportunities for marketing your business are available by simply attending our networking events.

- Small Business University
- Business After Hours
- Egg’s N’ Issues Breakfast
- Membership Luncheons
- Home & Garden Show
- Toes in the Grand Summer Kickoff Festival
- Annual Golf Tournament
- Annual Chamber Banquet
- Join a committee

The Grove Area Chamber of Commerce is truly the voice of business in the Grand Lake area. Make your investment work – take advantage of these and the many other benefits we offer!

2018-2019 CHAMBER BUSINESS PLAN

BUSINESS DEVELOPMENT DIVISION

ECONOMIC DEVELOPMENT COMMITTEE

- * Continue a systematic visitation and call program to enhance communications with existing industry.
- * Maintain a web presence with an inventory of vacant commercial space to promote investment in Grove.
- * Distribute a professional community information flyer to new & expanding businesses.
- * Develop and implement a comprehensive economic development strategy.

BUSINESS TO BUSINESS COMMITTEE

- * Expand participation in the Chamber Bucks Program.
- * Continue to promote the Remember a Member Campaign to stimulate commerce between members and educate businesses on the impact of spending locally.
- * Continue the Prize Patrol Program rewarding shoppers with Chamber Bucks for shopping locally.

BUSINESS COUNCIL

- * Conduct seminars/workshops that are focused on developing best business practices.
- * Develop a recognition program to highlight and recognize business and industry.
- * Provide an ongoing customer service/community awareness program.

RETAIL COMMITTEE

- * Develop/coordinate and market special events to increase retail traffic in Grove & Grand Lake.
- * Provide marketing opportunities for local business to promote themselves to local residents and visitors.
- * Facilitate communication and cross promotion of local businesses, organizations, and special events in the community.
- * Identify and address issues of concern for local merchants.

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Small Business University

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2018-2019 CHAMBER BUSINESS PLAN

MEMBERSHIP DEVELOPMENT DIVISION

MEMBER SERVICES COMMITTEE

- * Host member events such as Business After Hours.
- * Coordinate the Annual Chamber Banquet & Meeting.
- * Expand the "Welcome Basket" Campaign by increasing the number of participants and enhancing items.

CHAMBER CONNECTION LUNCHEON COMMITTEE

- * Host bi-monthly Chamber Connection Luncheons for networking and to keep members connected with city and school officials and local events.

AMBASSADOR COMMITTEE

- * Attend and promote Chamber functions including Business After Hours, Ribbon Cuttings, Chamber Connection Luncheons, Legislative Forums, Annual Banquet, etc.
- * Recognize the Ambassador of the Year in the Chamber newsletter and at the Annual Banquet.
- * Assist with Chamber Vacation & Relocation Guide delivery.



Social Media - Marketing & Communications

2018-2019 CHAMBER BUSINESS PLAN

ADMINISTRATIVE DIVISION

- Identify qualified volunteers to execute the GACC 2018-2019 Business Plan.
- Increase profitability and participation of GACC Special Events.
- Increase awareness by Chamber members of the benefits they receive as a result of participation in GACC programs and activities.

MARKETING COMMITTEE

- Develop a marketing program to promote GACC that creates awareness of GACC's programs and benefits of membership.
- Continue to coordinate the publication and distribution of the annual Vacation & Relocation Guide.
- Develop and implement a comprehensive marketing strategy to promote Grove to targeted markets - Golf Grand Lake, similar efforts..

FINANCE COMMITTEE

- Develop the GACC Annual Budget.



Leadership Grove

Chamber Membership Resource Guide

2018-2019 CHAMBER BUSINESS PLAN

COMMUNITY DEVELOPMENT DIVISION

BEAUTIFICATION & SAFETY COMMITTEE

- Be an active participant in the Keep Oklahoma Beautiful program.
- Promote the Clean-up Campaign.
- Identify groups that may be willing to donate their time and labor for beautification projects.

LEADERSHIP GROVE

- Continue to facilitate the Leadership Development Program.
- Host Leadership Grove Class 12, beginning fall 2018.
- Invite Alumni to participate on a yearly beautification project.

LEGISLATIVE COMMITTEE

- Inform chamber members as well as the community at large, about matters of interest and pertinence.
- Host Candidate Forums during election campaigns to educate Chamber members as well as the community at large about their respective ideas and positions.
- Actively advocate on matters of importance to the Grove area business community.
- Partner with state and regional organizations that can assist with accomplishing legislative goals and objectives.



Home & Garden Show

JOIN TODAY!

The Chamber is funded through membership investments. Every member invests in the future of Grove when they join the Chamber. Membership payments can be made annually or semi-annually. Renewal date is based on date joined.

Multiple Businesses: Firms with multiple businesses that operate in Grove with the same owner will pay additional membership for the second business at a 50% discount.

Individual Membership includes only people who do not own or operate a business.

Associate Membership is for an individual who would benefit from individual promotion. For example, a real estate agent or insurance agent.

Note: Your company must be a full dues paying member before a person is eligible for an Associate Membership.

Investment Schedule

| Employees | Dues Amount |
|------------------|--------------------|
| 1 - 3 | \$ 260.00 |
| 4 - 8 | \$ 310.00 |
| 9 - 20 | \$ 362.00 |
| 21 - 30 | \$ 466.00 |
| 31 - 40 | \$ 511.00 |
| 41+ | \$ 511.00 |

(Plus \$3 per employee over 41)

(2 PT employees = 1 FT emp.)

Non-Profit Organization \$ 171.00

Individual/Associate \$ 156.00

\$15 processing fee is added to all new memberships.

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Membership
Resource Guide**



Golf Tournament

Chamber Membership Resource Guide



Membership Application

Business Name _____

Contact Name _____

Title _____

Mailing Address _____

Physical Address _____

Phone # _____

Fax # _____

Website _____

Email _____

Business Type _____

Number of Employees F/T _____ P/T _____

(Above numbers includes Owner(s) and Employees)

Signature _____

Date _____

Annual Membership Investment \$ _____

Gold Investor Level +50% \$ _____

Platinum Investor Level +100% \$ _____

New Membership Processing fee \$ 15.00

Total Investment \$ _____

Payment Options: Annual _____ Semi-Annual _____

Membership investment in the Grove Area Chamber of Commerce is tax deductible as an ordinary and necessary business expense. Investments paid to the Chamber are not a charitable tax deduction for Federal Income Tax purposes. The Chamber is not a charity; however, it serves as an advocate organization for area business.

-----"For Internal Use Only"-----

Business Category # _____

Sponsor _____

CHAMBER MEMBERSHIP



Christmas Festival & Parade

Chamber Membership Resource Guide

| Features & Benefits | Basic | Gold | Platinum |
|---|---------|---------|----------|
| Option for One Ask Package | | | * |
| Recognition at all events | | | * |
| Logo on weekly email blast | | * | * |
| Recognition on website | | * | * |
| Representation at the State Capitol | * | * | * |
| Advertising opportunities | * | * | * |
| Listing in Community Profile | * | * | * |
| Listing on website | * | * | * |
| Membership window cling | * | * | * |
| Luncheon sponsor opportunity | * | * | * |
| Promotional items in lobby | * | * | * |
| Business referrals | * | * | * |
| Use of conference room | * | * | * |
| Membership mailing list | * | * | * |
| Opportunity to attend and host BAH | * | * | * |
| Send company news on email blast | \$25.00 | \$25.00 | * |
| Ad on email blast (weekly charge) | \$5.00 | \$5.00 | * |
| Use of Chamber logo to endorse | * | * | * |
| Link to company website from online listing | * | * | * |
| Opportunity to influence decisions and network with others through committees | * | * | * |
| Member pricing for events | * | * | * |
| Sponsorship opportunities | * | * | * |
| Networking opportunities | * | * | * |
| Free promotion of your Ribbon Cutting | * | * | * |
| New Member welcome on email blast | * | * | * |
| Weekly e-mail communication | * | * | * |
| Use of Bulk Rate Permit | * | * | * |
| Opportunity to participate in | * | * | * |
| Grand Welcome Basket Program | * | * | * |



Business After Hours

Chamber Membership Resource Guide



LEAD INVESTOR PROGRAM

The Grove Area Chamber of Commerce developed the Lead Investor Program to allow all members and prospective members to participate in helping underwrite the broadened scope of services of the Chamber. This program allows members to make an investment above and beyond their annual investment. Incremental recognition will be awarded investors at Platinum and Gold levels.

The Chamber also...

- Keeps you informed on issues that affect your business
- Creates the way for healthy and profitable business climate
- Promotes economic development and tourism
- Offers many opportunities for you to promote your business
- Is your connection between; government, education and community entities
- Has a full-time staff and volunteer board to assist all members

GET INVOLVED AND GET RESULTS!

There are numerous committees needing volunteers.

Sign up now and get involved!

- Membership Services
- Ambassadors
- Legislative Committee
- Leadership Development
- Business to Business
- Community Enhancement
- Economic Development
- Marketing
- Special Events
- Downtown Revitalization Task Force



Community Profile / Business Directory

MAKE THE MOST OF YOUR MEMBERSHIP

Your Opportunity For Involvement

The Grove Area Chamber of Commerce Board and Staff would like to invite you to be a part of the process to make our community even better!

Your greatest benefit from your Chamber investment will come from your involvement in the activities and committees that relate directly to your business, or those in which you have a personal interest. Through committee participation, you will be a part of the decision making process and given the opportunity to share your vision and needs with other community leaders all working in the best interest of businesses like yours.

Get involved with this extraordinary network of members who generate our active Chamber of Commerce by joining a committee. Simply mark your selection(s) below and return it to the Chamber office.

BUSINESS DEVELOPMENT

- Economic Development Committee
- Business to Business Committee
- Retail Committee
- Business Council

MEMBERSHIP DEVELOPMENT

- Ambassador Committee
- Chamber Connection
- Member Services Committee

COMMUNITY DEVELOPMENT DIVISION

- Beautification & Safety Committee
- Leadership Grove
(Must be a graduate of Leadership Grove)
- Legislative Committee

SPECIAL COMMITTEES

- Chamber Golf Tournament
- Home & Garden Show

ADMINISTRATION DIVISION

- Marketing Committee

NAME _____

COMPANY _____

PHONE _____ EMAIL _____



Ribbon Cutting

Chamber Membership Resource Guide



WHAT'S IN IT FOR YOU?

New Business Contacts: As a member, you'll have access to many special events and activities through the year attended by many potential new customers.

Publicity and Marketing Opportunities: As a member, you will be listed and promoted in the annual Community Profile / Membership Directory. Members are also encouraged to display business literature in the Chamber lobby, and to utilize the website for a free category listing. Additional special advertising opportunities are available and include the Grove area map, event sponsorships, the Chamber e-newsletter, and website.

Referrals: On a daily basis the Chamber responds to numerous requests for visitor or relocation information, including services available in the area. Only members of the Chamber are recommended.

Community Salesman: The Chamber serves as a spokesperson of the community. The Chamber is the community's business partner in providing information and promotion of the community to interested parties.

Skill Building: The Chamber offers a variety of programs that will assist you in developing your business and educating your employees.

Facts and Figures: We have information on demographics, growth trends and other significant community and economic facts and figures that impact your business.

GRAND WELCOME PROGRAM

Help us welcome new residents to our area with an invitation to your business! Participation is easy: 1) must be a Chamber member, 2) there is a cost of \$50 for distribution of 24 welcome baskets, and 3) you provide 24 fun items to represent your business in the baskets. Baskets are distributed three times each year.

Call the Chamber Office at 918-786-9079 to participate!



**Home & Garden
Show**

CHAMBER BUCKS

A Chamber Buck is a gift certificate - created by the Grove Area Chamber of Commerce - to promote the wonderful businesses that support our Chamber with their membership. This in turn, strengthens our local economy and supports business growth.

Where can Chamber Bucks be used?

Chamber Bucks spend just like cash and can be redeemed at participating Chamber member businesses. Participants are listed on the back of the buck.

Where are Chamber Bucks purchased?

Chamber Bucks may be purchased by the general public in \$5.00 and \$10.00 increments at the Chamber office located in the visitor center at 9630 US Highway 59.

How do I redeem Chamber Bucks?

The business owner/manager may redeem the bucks for an even exchange, at the Chamber office.

How do I join the program?

To be involved, you just let us know that you want to participate by completing the form below and returning it to the chamber office. There is a **\$10.00 per year fee** to participate which helps with printing costs of the bucks. We will then add your business name to the participating merchants listed on the back of the Chamber Bucks.

Sign us up today!

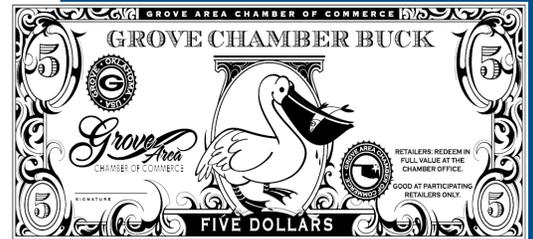
Business Name: _____

Contact: _____

I understand Chamber Bucks are reimbursed to participating businesses with current paid memberships. If your membership is not current, reimbursement is applied toward your membership fee only.

Signature: _____

Chamber Membership Resource Guide



Chamber Bucks

