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January 27, 2010

Dear Business Colleague:

Can you afford to miss out on potential business referrals or the opportunity to develop new business contacts with potential customers? Of course not! But if you are not a member of the St. Marys Area Chamber of Commerce, that is just what may be happening.

More and more business and industry executives are discovering that by working together with the Chamber and its near 300 member firms, much can be accomplished that will benefit them and the rest of the community. They are recognizing that with a business in the St. Marys Area, they have a stake in the area from which they hire employees and where they pay taxes.

Many think of Chamber membership as a community service, and indeed it is. In order to gain ground in sports, it takes teamwork. In business, the rules are much the same. We've got to pull together. The St. Marys Area Chamber of Commerce is providing the team that helps our community's economy continue to advance. But Chamber membership involves much more.

Many people see the Chamber as an organization for business advocacy, keeping abreast of current legislation and informing our legislators on its potential impact to our business community. And indeed we do stand up for business and seek to preserve the free enterprise system. But this is only part of our overall mission.

Many people think of the Chamber as an organization dealing with tourists and area promotion. And indeed, we do promote the St. Marys Area through our many activities including: the fireworks, "Wing Fling", Summer Concert Series, Christmas lighting display, and many others. But again, this is only part of our work.

Many business owners just have an incomplete image of their local Chamber and ask, "What can the Chamber do for me?". As you read the enclosed list of membership benefits, you may be pleasantly surprised. Actually, our primary mission is helping our members, the existing businesses in the area, in every way possible.

Member businesses have found that contacts made at Chamber-sponsored events, meetings and mixers have been invaluable. Also, business referrals are very tangible benefits of Chamber membership. We refer only our members to the many business inquiries received each day.

Please take a moment to review the attached list of membership benefits. Your St. Marys Area Chamber of Commerce needs your investment and personal involvement to continue our growth and to have the ongoing impact on the business climate that cannot be accomplished independently. Your membership investment is also a tax deductible business expense.

Yes, we are a community service, and need you to do your part. But we also provide benefits to enhance your bottom line. So, **join the Chamber - it's good business!**

Sincerely,

*Sally Wilson*

Sally J. Wilson  
Executive Director

## What the Chamber does.....and doesn't do

We are often asked what exactly it is that the Chamber does. This is not an easy question to answer because of the diversity of our activities, as well as the wide variety of businesses and organizations that we represent. Hopefully, this will help to clarify some of our roles and responsibilities and will also spell out those things that we don't do.

- ⇒ **The Chamber is** the first stop for many visitors to our area. We provide assistance to individuals who are visiting, those who are thinking of relocating here, companies which would like to do business here, etc. We provide directions, brochures and maps, recommendations on where to stay or eat, souvenir items, things to do in our area, places to purchase items, where to go for more information, names of companies that produce certain types of products, and much, much more. And of course, whenever possible, we make referrals to our *member businesses*.
- ⇒ **The Chamber does** pay the majority of the expenses for the annual Christmas lighting program with some financial assistance from the City of St. Marys. **The Chamber does** put on the annual fireworks display by requesting donations from local companies and individuals and through fundraising activities. All money raised for fireworks is spent on fireworks.
- ⇒ **The Chamber is not** responsible for recruiting businesses for the downtown. However, **the Chamber does** work closely with both the Marienstadt Corporation and the City of St. Marys in all aspects of downtown revitalization.
- ⇒ **The Chamber does** provide numerous opportunities for our members to advertise their products and services. These include: Chamber Gift Certificates (redeemable only at current Chamber member businesses); mailing inserts (a great way to reach 300+ business people in our region); the Chamber Membership Directory (a full-color brochure, printed annually, listing our members and other pertinent information about the community); and our web site (all members are listed alphabetically and by category on the Chamber's Web Site).
- ⇒ **The Chamber does not** promote any individual company to the exclusion of others, but promotes our business community as a whole. **The Chamber does** provide assistance to existing and potential businesses. We are a Small Business Resource Center in cooperation with the Small Business Development Center at Clarion University. Coordination of grand opening and ground breaking ceremonies can also be provided.
- ⇒ **The Chamber does not** provide low-interest loans or grants to businesses or individuals. (For information on these types of funding, contact the St. Marys Area Economic Development Corporation).
- ⇒ **The Chamber does** monitor issues pending in the federal, state and local governments and inform our members when their input could be beneficial. We also sponsor periodic legislative forums so our members have the opportunity to speak to our legislators directly about their concerns. However, the **Chamber is not** a political entity. We do not endorse political candidates or their platforms.
- ⇒ **The Chamber does** provide information and assistance when requested to companies which are interested in locating here. However, **the Chamber does not** have any control over which companies come or do not come. The Chamber proudly supports the free enterprise system.
- ⇒ **The Chamber does** assist the local hospital in their recruitment efforts by providing community tours for physicians who express an interest in relocating here.
- ⇒ **The Chamber does** provide numerous opportunities for networking at a variety of events such as the Annual Dinner, Golf Outing, Women's Recognition Program, seminars, legislative meetings, etc.
- ⇒ **The Chamber is** funded by membership dues, project income, and sales of souvenir items and directories. **The Chamber does not** receive funding from any government agency.

# St. Marys Area Chamber of Commerce Member to Member Discount Program

Special discounts, offers and promotions  
FOR Chamber members FROM Chamber members.

## What is it?

A membership benefit program, offering discounts and special promotions on goods and services, provided by Chamber members to other members for a specified period.

## Who is eligible to participate?

Any Chamber member in good standing may provide a Member Discount offer. The organization offering the discount sets the parameters of the offer. The discount is available to all the employees of the member firm.

## How does it work?

Participating organizations complete a participation agreement, specifying the nature of the discount or special offer, and the length of time the offer is valid. (The minimum time duration is 6 months).

The Chamber office will publish a Member-to-Member Discount Program Guide twice per year, listing participating organizations for the corresponding period. To take advantage of offers, members need only to present their membership card or some verification that they work for a Chamber member organization.

## Why should your business participate in offering a Member Discount?

### **Because it's just plain good business!**

- ⇒ Special offers and discounts are **"traffic builders"**
- ⇒ Discounts are an attraction for new Chamber members—and new members mean new business for you.
- ⇒ Member Discounts allow you to offer specials to Chamber members and their employees, widening your potential for new business.
- ⇒ Special offers help to create loyal customers from those who are already part of your peer network within the Chamber
- ⇒ It's **FREE advertising** - two times annually to near 300 individual Chamber members plus their employees and **always** listed on the Chamber Web Page at [www.stmaryschamber.org](http://www.stmaryschamber.org).

# Great Advertising Opportunity!

**Post your ad on the St. Marys Area Chamber of Commerce Website!**

**[www.stmaryschamber.org](http://www.stmaryschamber.org)**

Only \$30 for the 1<sup>st</sup> month  
\$20 for the 2<sup>nd</sup> month  
\$10 each for months 3-12

**Submit your own ad or we can design it for a small additional fee!**

**Change your ad as often as you want!**

Business/Organization Name: \_\_\_\_\_

Contact person: \_\_\_\_\_ Phone: \_\_\_\_\_

My ad is attached.

Copy my ad. URL address is: \_\_\_\_\_

Contact me about designing my ad.

Month 1 - \$30 \_\_\_\_\_

Month 2 - \$20 \_\_\_\_\_

Months 3 -12 - \$10 each \_\_\_\_\_

Total due \$ \_\_\_\_\_

### Best Buys:

3 months: \$60 (\$20/mo.)

6 months: \$90 (\$15/mo.)

1 year: \$150 (\$12.50/mo.)

Fax to (814) 781-7302 or mail to: St. Marys Area Chamber of Commerce,  
53 S. St. Marys Street, St. Marys PA 15857

# St. Marys Area Chamber of Commerce

## BENEFITS OF MEMBERSHIP

**Membership Directory:** The key information for all members is listed at least twice in this professionally printed, full-color publication. Over 3,000 copies will be placed in local lodging establishments, included in our welcome packets, given to companies to be used in their relocation materials, provided to members upon request and distributed throughout the community.

**New! The Business Bullet** - Our newest publication, this weekly, e-mail newsletter is designed to keep you informed about upcoming programs, events and happenings in the St. Marys Area. We will also include features on member businesses and organizations that make things happen in our community. Each Monday morning you can start your week with information that is pertinent, concise and at your fingertips!

**Chamber Web Site:** [www.stmaryschamber.org](http://www.stmaryschamber.org) - All members are listed on our site with free hyperlinks to your web site and e-mail address. The Chamber site is also the location to check out Chamber and community events, job openings, available buildings, properties and more.

**Group insurance** for hospitalization, life, disability, dental, vision, Cobra administration, etc. is available to our members through ChamberChoice. Call our office for more details.

**Chamber Gift Certificates:** Chamber gift certificates can be purchased in our office for any amount and can **only** be redeemed at Chamber member businesses. Over \$300,000 have been purchased to date, with over \$70,000 being purchased last year.

**Business Referrals:** When we get requests for information on where to shop, eat or stay or which business would we suggest for a particular service - we refer **only** Chamber members!

**Member-to-Member Discount Program:** Members are encouraged to offer discounts and special programs and services to other members. A listing is published periodically in our mailings and is always available on our web site. A card listing the participating members has been printed and is being distributed to all members and their employees.

**Advertising Opportunities:** Members may place a flyer or brochure in the Chamber mailings to our members. These mailings reach over 300 businesses. The 1<sup>st</sup> time is free - a value of over \$150 - additional mailings are \$50 each. Members may also advertise on the Chamber web site for a nominal fee.

**Numerous Chamber sponsored events** that provide opportunities for networking and business promotion - Annual Dinner, Golf Outing, Wing Fling, Home Tours/Holiday Mixer, Fireworks Celebration, Women's Recognition Luncheon, Summer Concerts, Business Spotlight, etc.

**Community Support:** Members are also given the opportunity to support programs & events that the entire community can enjoy and participate in such as the fireworks display and the Christmas lights.

**Ribbon Cuttings:** We would be happy to help coordinate and attend ribbon cuttings, ground breakings, special anniversaries, re-opening, etc.

And remember: Your membership investment may be 100% tax deductible as a business expense!

## ST. MARYS AREA CHAMBER OF COMMERCE

### Membership Application

Business Name:			
Contact Person:			
Title:			
Address:			
City State Zip :			
Phone:			
Fax:			
E-Mail Address:			
Web Address:			
No. of Employees:	Full time:	Part-time:	
Dues Classification:			
Method of payment:	Annual:	Semi-annual:	Quarterly:
Signature:			
Category: <i>(see page 2)*</i>			
Category:			
Category:			
Please provide a brief description of your business	<hr/> <hr/> <hr/>		

Classification	Description	Amount
A	1 employee	\$90.00
B	2-10 employees	\$160.00
C	11-25 employees	\$180.00
D	26-50 employees	\$220.00
E	51-100 employees	\$260.00
F	101-150 employees	\$415.00
G	151-250 employees	\$600.00
H	251-500 employees	\$900.00
I	Over 500 employees	\$1,600.00
K	Financial - Assets in millions \$0-25	\$415.00
L	Financial - Assets in millions \$26-50	\$800.00
M	Financial - Assets in millions \$51-75	\$1,200.00
N	Financial - Assets in millions Over \$75	\$1,600.00
O	Service/Other - 1-50 empl/members	\$90.00
P	Service/Other - Over 50 empl/members	\$150.00
Q	New Business - 1 <sup>st</sup> Year Rate	\$90.00
R	New Business - 2 <sup>nd</sup> Year Rate	\$125.00
S	Additional Business	\$34.00
T	Individual	\$56.00

Please select from the category(s) below that most closely describe your business to complete the membership application so we have your correct information for our Membership Directory and Web Site. You may list your business under a maximum of (3) three categories.

Accountants	Excavators	Optometrists/Opticians
Air Transportation	Feed & Game	Organizations-Community/Service
Ambulance Service	Fencing	Ornamental Stones
Amusement Machines	Financial Institutions	Packaging
Appliances	Floor Installation	Paint
Architects	Florists	Pet Grooming
Armed Forces	Funeral Homes	Pharmacies
Attorneys	Furniture Stores	Photographers
Automobile-Rental	Garbage Collection	Physicians
Automobile/Truck Linings	Gas - Industrial	Printers
Automotive/Truck - Dealers	Gifts & Home Decorating	Publisher
Automotive/Truck - Repair	Glass Specialists	Radio Stations
Automotive/Truck - Supplies/Service	Golf Courses/Country Clubs	Real Estate Agencies
Banquet Facilities	Government	Recreational Services
Beauty Salon/Barbers/Nail Care/ Cosmetics	Greenhouses	Rentals
Bed & Breakfasts	Grocery Stores	Restaurants
Beverages	Health Food/Vitamins	Safety/Environmental Consultants
Book Stores	Home Construction	Satellite Systems
Bowling	Home Health Care	Scales
Breweries	Home Improvements & Supplies	Security Systems
Cable Companies	Hospitals	Septic Tanks & Systems
Carpet Sales and Installation	Individual	Shoes
Catering	Industries	Sign Shops
Cellular	Information Services	Singing Groups
Chiropractors	Insulation	Skin Laser Treatment
Churches & Religious Organizations	Insurance Agencies	Sporting Goods
Clubs, Service	Internet Services	Stone Sales
Computers - Sales & Service	Investments/Financial Planning	Taverns
Consultants	Jewelers	Telephone Systems
Contractors	Laboratory Services	Tourism Agencies
Convenience Stores	Landscaping	Towing
Counseling	Lawn Care & Equipment	Travel Agencies
Crane Rental	Libraries	Trucking Companies
Day Care	Lumber	Utilities
Dentists	Marketing/Consultant	Vacuum Cleaners
Department Stores	Martial Arts	Vending Services
Dry Cleaners/Cleaning Services	Massage Therapists	Veterinarians
Education/Schools & Universities	Mechanical Insulators	Video Production Services
Educational Services	Mediation Services	Video Rentals
Electronics	Motels & Inns	Web Page Design
Employment Agencies & Services	Newspapers	Weight Control Services
Engineering Consultants	Office Equipment/Supplies	Wholesale Suppliers
Environmental Services	Office Furniture	Wineries
Equipment Sales	Oils - Industrial	Wood Products