



[MAKE A NAME FOR YOURSELF]





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The recent history of the Chamber clearly shows why your membership is critical and how the efforts of the Chamber have produced bottom-line results for the local economy. Your membership supports the continued successful efforts of the Chamber to represent the interests of business in the local political arena and to support political action for the purpose of creating a strong local economy.

We are pleased to introduce new levels of membership which support the Chamber's ability to improve the economy, represent your business interests, and take political action.



*"The Salem Area Chamber of Commerce is your most valuable partner in the face of an ever-changing business climate."*

Mike McLaran  
Executive Director



The issues below are examples of how the Chamber has produced bottom-line results for our members. Do not take for granted that these things just happen. **Your membership investment is critically important and deeply appreciated.**

1. The reality of a conference center
2. Public safety advocacy
3. Annexation issues/analysis
4. Success in preventing:
  - a. Business license tax
  - b. "Sidewalk tax"
  - c. Entertainment tax
  - d. Onerous and damaging corporate disclosure policies
  - e. Public take-over of utilities
  - f. Onerous policies relating to Salem Futures
  - g. City-wide income tax
5. Assisting small business by facilitating meetings with city staff and elected leaders
6. Providing community information and political insight to individuals looking to locate a business or develop in the Salem area
7. Assisting in efforts to attract major softball tournaments and festivals to the area.
8. Kroc Community Center
9. Initiation of "No Meth, Not in my Neighborhood" campaign
10. Retention of the State Fair in Salem
11. Local land use issues/parks i.e. greenway ordinance
12. Downtown issues/parking
13. Forging strategic partnerships to minimize political divisiveness
14. Water/sewer issues
15. Transportation issues

### CURRENT TOP PRIORITIES ARE:

1. Securing commercial air service
2. Ensuring a political environment which is conducive to business
3. Public Safety/Fire Bond
4. Supporting continued redevelopment around the city



## PRESIDENT'S DIAMOND CIRCLE

Value: \$9,059

Annual Investment: \$5,000



If your business benefits from a strong economy, the President's Diamond Circle is your best choice to support the Chamber's success, and receive some nice perks along the way. The President's Diamond Circle features such exclusive offerings as a complimentary golf team in the annual Chamber Golf Tournament, as well as a CEO or company profile in the annual directory.

### MARKETING & VISIBILITY

- CEO or company profile in annual directory and Salemchamber.org
- Golf team at the Chamber Golf Tournament (\$600)
- Sponsorship recognition at Member Orientation Luncheon
- Permanent logo on home page of Salemchamber.org with a link to your web site
- Special membership plaque for President's Diamond Circle members
- Special recognition in the directory, Business News, Salemchamber.org, and in the Chamber's lobby on the Investor's Plaque
- Five total category listings (\$180)

### BENEFITS & SERVICES

- Annual President's Diamond Dinner event
- Up to four free rentals of the Chamber's conference rooms annually (\$600)
- Five Chamber lapel pins



"I know that the Chamber will go to bat for business interests in a way that benefits the community as a whole."

**George Puentes, Don Pancho  
Authentic Mexican Foods, Inc.**

***PLUS all the advantages of Executive, Premium, Entrepreneur and Business Levels on the following pages.***



## EXECUTIVE MEMBERSHIP

Value: \$4,889

Annual Investment: \$2,500



*This membership is not available for businesses with more than 400 employees*

Representing the interest of business with government is a service we provide so that you can focus on your business, not government regulation. If your business – or your customers – benefit from less red tape, an Executive membership allows you to support the Chamber's governmental affairs programs, and connect to other business professionals who share your engagement in these issues.



The Salem Chamber is building a better, more business-conscious atmosphere. In accomplishing that goal, there will be more opportunities, and our quality of life will improve.

**Kathy Goss**  
Capital Valuation Group

### MARKETING & VISIBILITY

- Executive Leadership Council (\$625)
- Up to three total locations included (\$150)
- Four total category listings (\$135)
- Special membership plaque for Executive Members
- Salem Chamber name tag, similar to Chamber Staff and Board of Directors

### BENEFITS & SERVICES

- Executive Event Package:
  - Two season tickets to the monthly membership luncheon (\$278)
  - Two tickets to Business of the Year Awards and Leadership Youth Graduation Banquet (\$70)
- Personal account representative to facilitate your extensive benefits
- Up to two free rentals of the Chamber's conference rooms annually (\$300)

***PLUS all the advantages of Premium, Entrepreneur and Business Levels on the following pages.***



## PREMIUM MEMBERSHIP

Value: \$3,356

Annual Investment: \$1,200



*This membership is not available for businesses with more than 200 employees*

The Salem Chamber takes political action on issues that unfairly target the business community, or a particular industry. The Salem Chamber is there with the contacts and know-how to cut through the red tape that keeps businesses from growing. As a Premium Member, you are supporting our ability to take political action for the businesses in the Salem area.

### MARKETING & VISIBILITY

- Choice of Top-of-Mind Chamber Media package or 1/8 page ad in annual directory (\$625)
- Three total category listings (\$90)
- Special membership plaque for Premium Members
- Special recognition in Chamber publications

### BENEFITS & SERVICES

- "Opportunity Knocks" by Chemeketa's Small Business Development Center (\$150)
- "Business Health Check" up by Chemeketa's Small Business Development Center (\$75)
- Job postings (coming soon)
- Employee screening (coming soon)
- Breakfast with the President of the Chamber's Board of Directors (coming soon)
- Invitation to roundtable discussions with Chamber public affairs staff (coming soon)
- One free rental of the Chamber's conference rooms annually (\$150)



"The Chamber is the springboard for community awareness, volunteerism, and fostering leadership that is committed to making Salem a better community. I am committed to the Chamber for the long haul precisely because the Chamber is committed to Salem and its future."

**Gladys Blum**  
**Gladys Blum Group Real Estate Services**

***PLUS all the advantages of Entrepreneur and Business Levels on the following pages.***



## ENTREPRENEUR MEMBERSHIP

Value: \$2,670 + BONUS

Annual Investment: \$650



*This membership is not available for businesses with more than 100 employees*

Entrepreneurs are risk takers. They are also very smart buyers. The Entrepreneur membership tier is a very smart decision for small businesses who want greater visibility.

Members of this tier receive perks like advertising in Business News and on Salemchamber.org automatically with their membership.



"I give a lot of credit to the Salem Chamber for the turn-around we've seen in this city. The Chamber is working hard behind the scenes to keep this town moving."

**Jeff and Kraig Kelly**  
Kelly's Home Center

### MARKETING & VISIBILITY

- Top-of-Mind Chamber Media package for three months (\$504)
  - Business card ad in Business News (\$204)
  - Online business card on Salemchamber.org (\$300)
- Submit announcements to Salemchamber.org (coming soon)
- Two total category listings (\$45)

### BENEFITS & SERVICES

- Job postings (coming soon)
- Executive Director's Luncheon invitation
- "Strategic Business Review" by Chemeketa's Small Business Development Center
- Certificates of Origin for international trade

***PLUS all the advantages of Business Level on the following page.***

### NEW MEMBER BONUS:

- Free and discounted media advertising (\$1,275)
- Hometown Radio KYKN: Twenty :30 ads (\$300)
- KBZY - Salem's First Choice: One Month "Radio Business Card" (\$175)
- Clear Channel Radio - Albany/Salem: First month matched 1:1, up to \$500 (\$500)

*All offers subject to change and availability. Other restrictions apply.*



## BUSINESS MEMBERSHIP

Value: \$1,431

Annual Investment: \$295



*This membership is not available for businesses with more than 50 employees*

Why be a Business Member of the Salem Chamber? Better connections, to start. Get connected to the community and other businesses with this entry level membership design for small businesses.

### MARKETING & VISIBILITY

- Listings in Business Directory
- Directory listings on Salemchamber.org and Buyinsalem.com
- Link to your company's Web site from the Chamber's on-line directory
- Business referral services exclusively for members
- Eligible for "Buy in Salem" gift certificate redemption
- Membership plaque, virtual membership plaque and window sticker
- Invitation to participate in Greeters, plus these other networking events
  - Chamber Business Women
  - Chamber Latino Network
  - Salem Area Young Professionals
  - Monthly Speaker Series Luncheons
- Press releases published in Business News
- Display marketing materials in the Chamber lobby
- Eligible for advertising in Business News, directory, or salemchamber.org



"As Chamber members, we help build a strong, healthy community to live in. That's important to me. I'm proud to be part of it."

**Bert Ortiz**  
**Tico's Coffee**  
**Roasting Co.**

### BENEFITS & SERVICES

- Member Savings Program (coming soon)
- Member Orientation Luncheon
- Complete membership directory with buyer's guide, alphabetical listings and contact names
- Ribbon cutting ceremonies and access to "How-to" tips for grand opening events
- Members-only pricing for special events
- Be heard through e-polling on key business issues
- Chamber representation at government meetings on local, state and federal levels
- Subscription to Business News, the official newsletter from the Salem Chamber
- Weekly Online Updates, official online newsletter of the Salem Chamber
- SCORE Business Counseling Services

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**OUR MISSION:** To serve as your business and community advocate and work to keep Salem a great place where business can prosper and families can live, work, play and shop.

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