



I would like to take this opportunity to extend an invitation for you to become a member of the Fort Smith Regional Chamber of Commerce.

The Fort Smith Regional Chamber of Commerce is a professional business organization that works to protect and expand business, industry and the quality of life in the Fort Smith Region. The Chamber works behind the scenes to make many positive things happen for the area. The Fort Smith Regional Chamber is funded solely by Membership investments, and as such, requires the support of as many businesses, organizations and individuals as possible to continue its effective economic development plan.

Your investment in the Fort Smith Regional Chamber of Commerce provides many benefits including:

- A listing in the Chamber's valuable Membership Directory and Buyer's Guide
- Complimentary promotion through the *Southwest Times Record and Pearson Broadcasting*
- Networking opportunities including First Friday Breakfast and Business to Business Connection Luncheon and Business after
- Committee and Civic Involvement
- Annual Banquet and Business EXPO
- Legislative Golf Classic
- Advertising opportunities
- Business referrals
- Information Bureau
- Participation in Legislative events
- Grand Opening Assistance
- Mailing list/labels available

I am enclosing a membership packet along with an application for your convenience. Please call me should you have any questions or need additional information. We look forward to welcoming you to our membership.

Sincerely,

Cindy McAllister
Director of Membership
479-783-3111
cmcallister@fortsmithchamber.com

Enclosures

Your networking opportunities with The Fort Smith Regional Chamber of Commerce are not limited to but include the following:

- Networking and new business contacts to help your business grow
- Join other businesses for a shared commitment to the area's economic vitality and quality of life for employees and their families.
- Referrals and sales opportunities to deliver return on your investment.
- Access to information provided only to Chamber members.
- Government advocacy to hold the line on taxes and government interference. The Fort Smith Regional Chamber of Commerce is the "Voice of Business".
- Exclusive marketing and sponsorship opportunities at Chamber events.
- Eligible to participate in the Chamber Alliance Program offering member businesses insurance benefits previously too costly to purchase on their own.
- Free listing in The Chamber's Membership Directory
- Be a catalyst for change. Chamber groups and events provide an opportunity to affect issues important to you and your business. Getting involved allows you to shape the future of your city.
- Receive a membership plaque and decal to place at your business so your customers know that you support your chamber and the business community.
- Receive weekly announcements and event details from our weekly e-newsletter, *e-catalyst*.

JOIN THE CHAMBER & RECEIVE THE NEW MEMBER PACKAGE- * \$2,700 VALUE

- Buy one package get one free commercials through Pearson Broadcasting.
- Free Ad in Poteau Daily News or Mini Penny
- Eligible for Chamber Alliance Program
- Two free coupons to our First Friday Breakfast Event
- Two free coupons to our Business to Business Luncheon Event
- Two free coupons to our Fort Smith Chamber Breakfast Club Event
- Membership Plaque
- Membership Directory (Hard copy and on-line access)
- Free use of Chamber web-site to place Hot Deals, Job Postings or Upcoming Events
- Announced in Southwest Times Record, Chamber web-site, Facebook and Twitter as a new member
- Free Ribbon Cutting
- Discounted Shipping & FREE Pick up from UPS
- Cumulus Broadcasting- 50% Off Purchases
- Use of our Chamber logo to place on your web-site, Facebook, Twitter or Linked-in
- Ribbon Cutting photo in the Times Record

WEB SITE- Fort Smith's business directory can be found on The Chamber's Web site. All members can be searched for by using their business name, category and/or keyword.

NEWS RELEASES- Members may provide news releases about important events in their businesses for inclusion on The Chamber's Web site.

RIBBON CUTTINGS- Businesses celebrating grand openings, anniversaries, new locations or other special events may request a Ribbon Cutting.

BROCHURE DISPLAY- Only Chamber members are allowed to display their brochures in The Chamber lobby.

EVENT SPONSORSHIPS- The Chamber offers great sponsorship opportunities for businesses seeking quality exposure within the community and region.

ADVERTISING- Members may advertise their business through the Fort Smith Chamber website and weekly e-catalyst newsletter.

MEMBERSHIP LIST- Members can request membership mailing labels of the entire membership for a nominal fee.



Your networking opportunities with The Fort Smith Regional Chamber of Commerce are not limited to but include the following:

FIRST FRIDAY BREAKFAST- First Friday Breakfast is a monthly event that pairs breakfast with an in-demand speaker sure to entertain and inform all those in attendance while providing a great opportunity for networking. Sponsors will benefit from the diverse crowd that First Friday attracts. As one of our premiere marketing events, the exposure received by the sponsor can't be matched. Each month all members in attendance have a chance to win the accumulated monies from the incentive sponsors.

BUSINESS TO BUSINESS LUNCHEON- This event is bi-monthly and offers Chamber members an opportunity to promote their product or service in a structured luncheon environment. This is a roundtable event where attendees are able to talk about their business for 7 minutes to their table. Hundreds of Chamber members have found B2B to be a simple, yet extremely effective way to promote their businesses. B2B is a great way to boost commercial success and foster business relationships.

LEGISLATIVE GOLF CLASSIC- This event pairs a great day of golf with a unique networking opportunity with many of Arkansas' legislators and community leaders. The Jack White Legislative Golf Tournament is one of the most visible Chamber events each year. This tournament will give you the opportunity to spotlight your business in front of not only Fort Smith regional decision makers, but some of the most influential people in the state.

ANNUAL BANQUET- This is the Chamber's largest annual event of the year. This event recaps our prior year's activities and puts focus on the goals of the Chamber for the upcoming year. Program includes A-list speakers. The 2010 meeting featured Governor Mike Beebe.

BUSINESS EXPO- This yearly event gives you an opportunity to showcase your business's products and services to community leadership, members and the general public by setting up an exhibit booth.

NEW PHYSICIAN'S RECEPTION- Health care is key to economic development, which is why the Chamber feels it is so important to provide practical solutions for the retention and recruitment of physicians to the region. Each year, the Chamber and the Health Care Council like to express our gratitude and welcome the new physicians to the Greater Fort Smith Region. The New Physicians Reception offers our sponsors the opportunity to meet and give back to the new physicians.

MEMBER OPEN HOUSE- This event is a unique after hours event that offers the opportunity to open up your business to the general membership. Sponsor will provide the venue, refreshments and any other optional items, such as food or door prizes for attendees. The Chamber will provide the marketing for the event and aid in facilitation. This event is great for new businesses or existing businesses to market themselves to over 1,500 local business owners and representative at a relatively low cost.



Membership Application

The following applicant agrees to membership in the Fort Smith Regional Chamber of Commerce for the following annual investment. **Please add a one-time processing fee of \$25 to your first membership investment.** It is understood that membership is for a minimum period of one year from date recorded. *Membership is renewed in the quarter of the members' anniversary date and will be invoiced for renewal at the beginning of that quarter.*

Company Name _____

Physical Address _____

Mailing Address (if different) _____

Phone _____ Fax _____ Company E-mail Address _____

Company Web Site _____

Company Face book Page _____ Company Twitter Name _____

Type of Business _____

(Two business categories are included in the Membership Directory)

Number of Full-time employees _____

Number of Part-time employees _____

Primary Representative _____ **Title** _____

Address (if different from above) _____ **Billing Phone** _____

Phone _____ Fax _____ E-mail _____

Billing Representative _____ **Title** _____

Address (if different from above) _____ **Billing Phone** _____

Phone _____ Fax _____ E-mail _____

What would you like to get out of your Chamber Membership?

- Networking Marketing Economic Development

Payment Information

Payment Method: *Cash Check American Express MasterCard Visa Discover Auto-Withdrawal*

Yearly Semi-Annually Quarterly Monthly

Credit Card Number: _____ Name on Card _____

Expiration Date: _____ 3-Digit Security: _____

Membership Amount: _____ **Processing Fee: \$25** **Total:** _____

Membership Investment Rates

General Formula

Employees	Base Annual Investment
1-5	\$275
6-100	\$275 + \$5 (for each employee over 5)
101 and Above	\$755 + \$3 (for each employee over 100)

Note: For Employee number determination, two part-time employees shall equal one full-time employee.

Administration Fee

A one time administration processing fee of \$25 will be required for each new membership.

Special Categories

- Apartments: \$275 + \$1 per unit
- Financial Institutions: \$1000 minimum + \$20 per million dollar deposits
- Hotels/Motel: \$275 + \$2 per unit
- Individuals (unaffiliated with any company or business): \$225
- Non-Profit Organizations (Community Service Organizations): \$225
- Real Estate Firms: base rate + \$100 for each licensed agent

Additional Company Locations

\$50

Payment Options

In order to meet our Chamber members needs we offer several payment methods. Please select your payment method when filling out the membership application . *If you select the monthly payment option you must sign up for auto-withdrawal.*



Chamber Membership Testimonials

“First National Bank of Fort Smith is proud to be a member of the Ft. Smith Regional Chamber of Commerce since its inception. Our membership has helped us build new relationships with other businesses throughout our community, and we know our annual investment in the Chamber goes to support our community’s local businesses and helps create jobs for families throughout the Ft. Smith Region.”

Sam T. Sicard, President/CEO

“Falcon CNG joined the Ft. Smith Regional Chamber of Commerce as soon as we opened for business. Membership in the Chamber offered many opportunities to connect with the community through the Chamber events and activities. That connection with the community, as well as the publicity that comes with joining the Chamber, has been a tremendous resource for our business. We are so glad we joined.”

Barry Rowton, Owner

“In addition to playing a vital advocacy role for industries in our region, the Chamber has provided tremendous connectivity for our business. The relationships we’ve built have been a key enabler of our growth into one of the region’s largest independently owned staffing services. I’m not sure we’d be where we are today without the Chamber as a key strategic partner.”

**Melissa Humphreys, Senior Sales Representative
TEC Staffing Services**

Make great business contacts

Good old-fashioned face-to-face, person-to-person networking is essential for doing business in the Greater Fort Smith Region. The Chamber brings members together through various events and activities and offers you the key to unlock the door to the business community.

Take advantage of our office and knowledge-base

Inquire about the information that we can provide you for new employees or visitors to the area.

Access to elected officials

Issues that impact your bottom line are addressed and lobbied by the professional staff and leadership. The Chamber provides regular face-to-face meeting opportunities with local, state and nationally elected officials at events like our Western Arkansas Legislative Gala and in groups like the Legislative Affairs Task Force.

Become a mover and shaker

The Fort Smith Regional Chamber of Commerce offers you an opportunity to stand side-by-side with business and civic leaders to become involved in issues that matter and to make your opinions count.

Get all the news you can use

The Chamber is in the information business. The Chamber's electronic newsletter, the *e-Catalyst*, is emailed to more than 3,000 plus subscribers.

Have a ball

No one puts on better events than the Chamber. Whether it's our monthly Business After Hours, First Friday Breakfast or the annual banquet or our golf tournament, you would be hard-pressed not to have a great time with your new Chamber friends.

Market your business to the city, the state, the region and beyond

Thousands of new residents and visitors stop by the Chamber office each year for information on local businesses. The Chamber staff only refers our members to these guests.

Each Chamber member is listed in both our printed and online Membership Directory by category and alphabetically.

The Chamber also offers your business many opportunities to market yourself directly to our membership of over 1,200 local businesses.

Contribute to building a stronger economy

The Chamber champions policies, practices and activities that foster business retention and business development.

Businesses create jobs.

A good business environment is good for the Fort Smith Region.

Contribute to building a better Fort Smith

So, your business has been successful without the Chamber. Why should you join? The Chamber's ultimate goal is to improve the quality of life for all of Fort Smith's residents.

While many of our efforts and services can and will be of direct and material assistance to you, it is absolutely certain that our programs are indirectly helpful to all business and professional people, as well as the communities we serve.

Lower your cost of doing business

The Chamber participates in the Chamber Assistance Program (CAP) health insurance plan to help you meet the ever-growing demands of providing health coverage for you and your employees. Your membership investment is also tax-deductible as a necessary business expense.



Top 10 Reasons to be a Member of the Fort Smith Regional Chamber of Commerce