Tiered Dues Structure

The Livonia Chamber of Commerce understands that marketing and promoting your business is essential to its success and profitability. Connecting with customers and vendors should be an important goal of your marketing and promotional activities.

The Livonia Chamber cares about your success-whether you are a home-based business or a large employer. We are pleased to highlight to you our membership dues structure that will help you and your business. This structure gives you several opportunities to highlight your credibility and solid reputation to the community.

To join the Livonia Chamber of Commerce or to upgrade your membership, please contact Dawnne Smith, CCO/Vice President, at 734-838-6123 or email Smith@livonia.org.

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**Essential Business Membership: $289**

- Credibility
- Contact List of Current Members
- Plaque & Membership Decal
- New Member Announcement
- Referrals
- Advocacy
- Grand Openings & Ribbon Cuttings
- Business Listing on Livonia.org
- Business Listed in Print Directory
- High Profile Speakers
- Networking Events
- New Resident Welcome Bags
- New Member Welcome Packages
- Bi-monthly Print Newsletter
- Social Media Posts
- Networking Groups
- LegalShield Identity Theft Discount
- Office Depot / OfficeMax Discount
- Constant Contact Discount
- Livonia Observer Discount
- Certificates of Origin
- Meeting Room Space

**+ Additional Business Promotion Option ($150)**

Benefits of Essential Business level plus additional promotional items

1. 2 Email blasts throughout the year - $150 value, reaches 2,000+ (Provided by you)
2. 1 color Print Newsletter Business Card Ad in the - $100 value, reaches 975+ mailed (Provided by you in JPEG or PDF)
3. 1 color Inset Ad in the Chamber Countdown e-newsletter - $50 value, reaches 3,200+ (Provided by you in JPEG or PDF)

**Essential Business Membership + Business Promotion Option = $439**

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**Established Business Membership $359**

*Designed for companies in business at least five years or more.*

Special logo will be included in your web listing to highlight your “Established” status plus benefits of Essential Business Membership which boosts your credibility to consumers and the community.

**+ Additional Business Promotion Option ($150)**

Benefits of Essential Business level plus additional promotional items

1. 2 Email blasts throughout the year - $150 value, reaches 2,000+ (Provided by you)
2. 1 color Print Newsletter Business Card Ad in the - $100 value, reaches 975+ mailed (Provided by you in JPEG or PDF)
3. 1 color Inset Ad in the Chamber Countdown e-newsletter - $50 value, reaches 3,200+ (Provided by you in JPEG or PDF)

**Established Business Membership + Business Promotion Option = $509**
Trustee Business Membership - $749
Logo on the Chamber Trustee & Landmark Business in the chamber office and special logo highlighting this level will be included in their web listing.

- Benefits of All Previous Levels
- Up to 3 business listings/memberships
- Listed on Wall of Honor in Chamber office
- Enhanced listing on Website

Landmark Business Membership - $1,000
Logo on Chamber Trustee & Landmark Business Wall in the office, special logo highlighting this level will be included in your web listing, and “Landmark” businesses will be listed on an exclusive page in Chamber Directory and Community Profile that includes a brief biography about the company.

- Benefits of All Previous Levels
- Up to 4 business listings/members
- Listed on Wall of Honor in Chamber office
- Enhanced listing on Website
- Featured in Chamber Area Profile & Business Directory

Landmark & Trustee Members
The Livonia Chamber of Commerce is a non-profit business association that has supported Livonia businesses and the community at-large since 1950. Among its many services, the Chamber provides marketing guidance, referrals, credibility, and advocacy to more than 975 members in and around Livonia. This makes the Livonia Chamber of Commerce one of the largest community-based chambers in Michigan.
Welcome & Credibility

New Member Announcement:
When first joining the Livonia Chamber of Commerce, new members are listed in the e-newsletter & print newsletter.

Membership List:
All members are entitled to a free list of all of our Chamber members in excel. This list can be emailed anytime. The only thing not included in our marketing list is the email addresses of our members. (See Business Promotion member for email promotion opportunities.)

Meeting Space:
The Chamber office is available for your meeting needs. We have two rooms that have Wi-Fi, presentation capabilities, white board, and seats up to 8 and up to 25. There is no charge for members. Pop, coffee & water are included. Room availability can be viewed at: www.livonia.org/calendar

Plaque and Membership Decal:
Some people see the membership plaque and decal as a stamp of approval. Other people see them as meaning you’re one of the “good businesses in town” or a leading business in the community. No matter what people believe, they always have a sense of reassurance and confidence when they see your business belongs to the local Chamber of Commerce.

A Voice

Following the original mission of chambers, the Livonia Chamber of Commerce works to protect the interests of the business community in and around Livonia.

MISSION STATEMENT

Promote community involvement, business leadership, and member prosperity.

Forums with public leaders:
The Chamber gives members a chance to interact with policy makers through its Government Affairs Committee. The Committee conducts traditional and online video forums so the Livonia business community can learn about candidates running for office.

Public Discussion on Local Business Issues
In recent years, the Livonia Chamber of Commerce has worked with policy makers, educators, and leaders of industry to develop strategies to enhance community marketing, address business concerns with workforce development, taxation, and signage, and provide productive guidance on dealing with local bureaucracies. Chamber members are regularly informed through the Chamber’s online resources which make you aware of new businesses, expansions, road projects, and other changes in policies that impact the local business community.
Community Development

The Chamber uses several economic development and promotional tools to continually work to improve the quality of life in our community to ensure Livonia remains a vibrant economic entity.

Grand Openings/Ribbon Cuttings:
The Chamber coordinates and schedules Grand Openings/Ribbon Cuttings for new businesses moving into Livonia, and Grand Re-openings after renovations, expansions, and/or relocation. The Chamber staff, ambassadors, and the Mayor of Livonia help celebrate the accomplishment of opening your own business.

Community Welcome Center:
The Chamber has created a Livonia Welcome Center that is the place for new residents, visitors and members of the community to get information on the city and local businesses. For those new or visiting our community, the Welcome Center provides a warm, friendly face in Livonia to help them become acquainted with our wonderful city.

Chamber Website: Portal to Our Community:
Livonia.org is the first glimpse many potential new residents, new businesses, visitors and others see of Livonia. Through the Chamber’s website we provide valuable information in an entertaining manner that gives the best first impression possible of our community.

Community Partner:
To support the mission of developing a strong community, the Chamber works as a partner with public leaders and other community organizations to promote the community and plan for a healthy future.

The Chamber has many different opportunities for you to get involved in these efforts: I275 Industrial Council, Young Inventors Contest, Manufacturing Day, Government Affairs Committee, Ambassadors, or one of our networking groups.
Promotional Opportunities

Through membership there are many fantastic promotional opportunities to get your company in front of potential customers.

Livonia Chamber of Commerce Website (www.livonia.org):
Visitors to the Chamber of Commerce website can search for companies by name or business category to look for goods and services. Enhance your listing with your logo, description, keywords, Facebook, and LinkedIn Page. This is a great interactive tool for our members and for those who want to do business in Livonia.

Membership Directory:
Members are listed both alphabetically and by business category in the Chamber’s Business over 6,000 copies are printed and distributed through the Chamber’s Welcome Center, New Resident Bags, events, and member distribution.

Social Media:
The Chamber is on a variety of Social Media sites and publications that keep you informed about what is going on in the Livonia community. We also post your events and news to these sites to help get the word out about what you have going in your business.

Business Referrals:
The Chamber of Commerce gives hundreds of business referrals each year from phone calls, online requests, and people coming to the Chamber Welcome Center. Many people contact the Chamber for referrals because they feel the best companies in the community are members.

New Resident Welcome Bags:
Each month the Chamber mails a postcard to new homeowners providing them the opportunity to pick up a welcome bag from the Chamber filled with promotional material, advertisements and coupons provided by member firms, along with a map of Livonia and Business Directory.

New Member Welcome Packet:
When welcoming new Chamber members, we distribute a package of promotional material from member firms, along with their plaque & decal. This is a great way to encourage fellow members to use your products and services.
Member Programs

**Office Supplies**
**Office Depot / OfficeMax**
Members save up to 45% on 500+ items that chamber members purchase most often, including exclusive discounts on ink and toner. Plus, save up to 10% off just about everything Office Depot stocks in stores and the Business Solutions Division annual catalog. Plus, members get deep discounts on Copy & Print services- 2.5¢ black & white and 24¢ color copies and 40% off finishing services every day!

Chamber members save quickly at easily at Office Depot and OfficeMax. Simply text “LIVONIASPC” to 555-888 to receive a Store Purchasing Card and present the image at checkout. Save the image for future visits! Receive your own in-store purchasing card for business, home office or classroom purchases, or Heidi Steeves at 248-935-1141.

**Identity Theft Protection**
**IDShield powered by Kroll.**
Every 2 seconds someone becomes a new victim of Identity Theft...Don’t be one of them. As an exclusive chamber member, you can have immediate access to a complete proactive AND reactive identity theft protection covering the member (individual) and/or the member’s spouse OR significant other and their children up to age 26 (family). Chamber member receives discount pricing - only $8.95 monthly for an individual or $18.95 monthly covering a family. Call Ali C. Sanders @ 248-991-5065 or visit the website at www.legalshieldassociate.com/idt/alisansanders, Additional info can also be found on www.kroll.com/ls

**Supplemental Insurance**
**Aflac**
The future is unpredictable and one way to prepare for those unexpected health events in life is to protect it with Aflac. Aflac provides valuable “ca$h-in-pocket” needed when sickness or injury strikes you or a family member...money to help with the out-of-pocket medical and non-medical expenses and/or income loss, regardless of other insurance. The benefits can be used as you see fit. Aflac's voluntary benefits are now available at a DISCOUNTED Rate for Chamber Members. The plans available include 24/7 Accident, Cancer Protection, Critical Care, and Dental (supplemental & full blown policies). For more information or to get enrolled, please contact: KimberlyValicento, District Sales Coordinator Aflac, 248.767.7518 Kimberly_valicento@us.aflac.com

**Email Marketing**
**Constant Contact**
Sign up for Constant Contact through the Livonia Chamber and get a discount of up to 25% - even if you're already a Constant Contact customer. Plus, you get their unlimited, free support and personal coaching to help you every step of the way! Sign up online to get the discount at www.ConstantContact.com/ChamberMembers or call 1-855-854-8609 today!

**Cell Phone Discount**
**Sprint**
A Sprint Discount is open to all chamber members, and your employees! Frequently changing promotions and discounts. Sign up today at sprint.com/save to learn more. Already a Sprint customer? You can still qualify for discounts on your account. Register at sprint.com/verify

**Newspaper Advertising**
**Observer & Eccentric Newspapers Advertising**
Through the Observer and Eccentric’s “Gold Program”, Chamber members can receive 25% to 30% off regular ad rates and additional savings on all other services. This discount is for first time advertisers only. For more information, call the Observer & Eccentric at 866-887-2737.
Stay Connected

Today, people communicate in a variety of ways. The Chamber utilizes numerous channels of social media and publications to reach our broad audience of 1,000+ members.

Facebook:
Like our Livonia Chamber of Commerce business page! You can add us as one of your 'favorite' pages, and we will do the same for you!

Twitter:
Livonia Chamber of Commerce’s President Dan West is on Twitter! Follow him @DJWest777 and follow the Chamber at @LivoniaChamber. Our Livonia Chamber of Commerce tweets focus on current news and events within the Livonia community.

Instagram:
Follow and tag us on Instagram at livoniachamber! We would love to follow you too!

LinkedIn:
Join other professionals on the Chamber’s LinkedIn group page. Become part of the discussions about current events that are taking place right now!

YouTube:
Visit our YouTube Channel: YouTube.com/TheLivoniaChamber. The Chamber puts up video clips of all our grand openings and events featuring our members for you to view.

Weekly E-mail Chamber Update:
Informing our membership is a priority—our easy-to-read weekly email does just that. Announce your upcoming events in the update.

Chamber Print Newsletter:
Our bimonthly print newsletter, Connector, informs members of: community happenings, upcoming events, recent ribbon cuttings, Ambassador of the Month, and new Chamber members and renewals.

www.Livonia.org:
The Chamber website posts all information about upcoming events, membership information, and community profile. Through our member portal, you can register for events, pay invoices, and update your membership listing with description, keywords, and more.
Networking

To fit into your busy schedule throughout the year, the Livonia Chamber of Commerce offers you convenient networking opportunities during breakfast, lunch or dinner. The Chamber hosts 30+ events every year.

**Breakfasts & Lunches:**
Fast paced breakfast and lunch events that combine networking with a speaker, tour of a local business, or networking game. We offer casual programs as well as games to enhance your networking experience.

**After Hours & Neighborly Networking:**
These events are hosted between 4:00-7:00 p.m. We often combine these events with other local Chambers, expanding your networking opportunities, and ensuring you meet plenty of new business contacts.

**Signature Events:**

**Leadership & Awards Celebration: February**
A dinner is held to present awards to the Best Small & Large Business, Community Enhancement, Ambassador of the Year, Greenleaf Award, Outstanding Youth, and First Citizen in the community. Clarenceville Public School District & Livonia Public Schools also award their Teachers of the Year at this event, which typically has 200-300 people in attendance.

**State of the City: March**
A luncheon where the Mayor of Livonia reviews the past year, and future plans for the city of Livonia. In the past, 450-550 attendees were present.

**Home Improvement Show: March**
This trade show features a collection of carpenters, electricians, concrete specialists, roofers, landscape designers, and other home improvement experts. The show is free to the public.

**Western Wayne Diversity & Inclusion Experience: May**
The Livonia Chamber’s fourth annual Connecting Cultures initiative has expanded into a half-day workshop. Recognizing all people have personal experiences that lead to assumptions in our interactions with others, this session is designed to help recognize these thoughts in a nonjudgmental fashion and focus on connecting with people as individuals.

**Livonia Chamber Golf Outing: July**
Golfers of all skill levels will enjoy a round of golf on one of the City of Livonia’s finest golf courses, fun golf-themed games on every hole, and networking with fellow Chamber members, and Livonia business and community leaders. For companies looking to showcase their business, many sponsorship opportunities are available.

**Emerging Entrepreneurs Luncheon: September**
Come and hear a fascinating discussion that can enlighten all generations of businesspeople. Hear from a panel of young entrepreneurs as they share how they have found business success by connecting with Millennials.

**Western Wayne Business Leadership Banquet: September/October**
A unique gathering of chief-elected officials and business leaders from across 18 Western Wayne County communities gather in the fall for an evening of networking and insights into the region.

**Membership Reception: November**
This is one of the largest attended yearly events, where we honor all members-longstanding, and new! This event is free to all members. Nearly 300 members attend this annual event.

**Networking Groups:**
The Livonia Chamber has four networking groups, which are hosted at the Livonia Chamber office. These groups are industry specific and are included in your membership with the Livonia Chamber. The groups are very popular and a great way to form business relationships with your fellow chamber members:

- The Livonia Networking Professionals meet every other Monday from 8:15-9:30am
- The Best in Business: A Networking Group meets the first and third Thursday of every month from 7:30-9:00am

*Members are limited to one group in order to make it available to as many members as possible, and one person per business is eligible.*