

Joint Dues Structure Frequently Asked Questions

Q: Why is the Lawrence County Regional Chamber and Lawrence County Economic Development Corporation combining their memberships?

A: We recognize a one-size-fits-all approach to membership services benefits is no longer ideal. People choose to invest in our local community and economic development efforts for various reasons. Due to 1) the recent merger between the Chamber and LCEDC, 2) both organizations had incompatible membership models, 3) both organizations seek to carry out the same program of work, 4) members found receiving invoices from separate entities, following the merger, confusing, and 5) because we live in an age where consumers want more choices (ex: Starbucks offer over 80,000 drink combinations), it became apparent a change was needed. The new structure is a tiered model with seven (7) investment points allowing members the opportunity to better choose / customize the types of services and level of engagement they want to have with us.

Q: How can I learn more about the new benefits being offered to members?

A: In addition to our response below, please [CLICK HERE](#) to be taken to the membership section of our website.

The Chamber plans to host a series of Membership 101 sessions where we can discuss or demonstrate the new membership model, website capabilities, and membership benefits. In addition to the Membership 101, Chamber staff plans to reach out to members not able to attend to schedule one-on-one meetings.

As always, Chamber staff is always available to assist you with any question you have. With the upcoming change, Erin Orrico has been promoted to Investor Relations Specialist at the Chamber. She may be reached by calling 724-658-1488 or emailing orrico@lawrencecounty.com

Q: When do the new dues structure take effect?

A: While Chamber Staff is happy to work with anyone interested in immediately stepping up to one of the new tiered levels, the anticipated time frame for existing members in good standing to move to a tier is at the time of membership renewal. For new members joining after the board adopted the new tiered model, would join under the new model. Understanding that most of our members have a been invoiced for 2019 dues before the new model was adopted, those members should be asked to select a tier in the new model for 2020.

Q: If I want to keep my existing membership / relationship as it is, can I do that?

A: For our existing members in good standing, you are to be billed dues in your current amount for 2019. We do hope you find enough value from both the Chamber and EDC that you will continue your membership and step up to a higher tier in 2020.

Q: Where does my current membership investment equate to in the new model?

A: Existing members in good standing will be initially assigned a category based on combined dues invested in the Chamber and EDC in the following fashion:

- Members investing \$350 or below in dues will be initially considered Connect (\$250) Tier investors
- Members investing between \$351 – 700 in dues will be initially considered Grow (\$500) Tier investors
- Members investing between \$701 – 1,500 in dues will be initially considered Build (\$1,000) Tier investors
- Members investing between \$1,501 – 3,500 in dues will be initially considered Influence (\$2,000) Tier investors
- Members investing between \$3,501 – 6,000 in dues will be initially considered Advocate (\$5,000) Tier investors
- Members investing between \$6,001 – 8,500 in dues will be initially considered Pacesetter (\$7,500) Tier investors
- Members investing \$8,501 or above in dues will be initially considered Thoughtleader (\$12,500) Tier investors

Q: Can I use my existing membership as credit to a new membership that has the benefits I want?

A: After reviewing the membership benefits, any member wishing to increase to that tier level can do so by paying the difference between their current investment, and the tier they want to belong too. Conversely, members who may wish to step down to a lower level may do so at the time of membership renewal.

Q: I see where some membership levels come with “credits,” what are those?

A: As part of the process to create the new membership model, a Dues Taskforce consisting of both members and non-members of various sizes was created. In their meetings, larger institutional investors indicated a desire to have the ability to write a single check to cover both their membership and sponsorship / participation of our events. In order to accommodate this wish, membership levels at the Influence (\$2,000) and above come with a set number of “credits,” which are a form of currency used to pay for sponsorships and services provided by the Chamber.

Q: I see in the member benefit list I will get access to the “MIC,” what is that?

A: The Chamber’s new website is tied directly to our customer relationship manager (CRM) software. Members are able to access their record through a login on our home page via the Member Information Center or “MIC.” Members will be able to register for Chamber events, purchase sponsorships, renew membership, update records such as their employee representatives, etc. Through the MIC, members can also post member-to-member and to-the-public hot deal promotions, as well as, post available jobs they are looking to fill in the area.

Q: When will new membership renewal notices go out?

A: Membership invoices typically go out 60 days before a membership is set to expire. For most members, invoices for the tiered amount will be mailed on / about November 1, 2019, with a due date of January 1, 2020.

Q: Are memberships still available for individuals who have retired?

A: Individual memberships will still be available to individuals who once worked for members. Please contact chamber staff for details.

Q: Do small non-profits receive a discount off their membership?

A: Non-profit businesses with fewer than 15 full-time equivalent employees are eligible to receive a 30% discount off the Connect, Grow, or Build membership levels.

Q: Can I join at any tier level I want?

A: For the most part, yes, you can! Restriction do exist for firms with 25 employees or more are not offered the Connect (\$250) tier level.