



**Your Chamber. Your Choice.**



# **Top 10 Reasons to Join**

## **The Greater Sumter Chamber of Commerce**

- 1 Increase Visibility for Your Business**
- 2 Build Professional Networks**
- 3 Gain a Voice in Government**
- 4 Improve Your Business Credibility**
- 5 Save Money with Member-Only Discounts**
- 6 Engage in the Community**
- 7 Connect with Business Resources**
- 8 Access Key Programs and Events**
- 9 Support Economic Development**
- 10 Follow Community Info in our Newsletter**

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**Taking Care of Business...**



## Our Mission :

- To promote an ideal business environment which supports growth and total community development.



# What Is The Chamber Of Commerce?

## What Does It Do?

### Who We Are & What We Do

The Greater Sumter Chamber of Commerce is one of the oldest and most respected Chambers of Commerce in the state of South Carolina. We are a business leadership organization that is governed by a board of eleven directors and managed by six committed, professional staff members. The Greater Sumter Chamber of Commerce advocates for the prosperity of our business community on a local, state, and federal level. Our primary goal at the Greater Sumter Chamber of Commerce is to protect and communicate the best interests of our members and our business community.



Military Appreciation Picnic



Public Forum



Annual Gala

## Our Vision :

Sumter...a family oriented community that excels in the world market.

# What We Do For You

### Save You Money

- Member 2 Member discounts
- Access to group rate plans from Blue Cross Blue Shield of South Carolina
- Notary Services
- Access to bulk mailing permit
- Special member rates for numerous insurance products

### Advocate

- Monitor local, state, and federal issues that impact our community
- Develop annual Legislative Agenda
- Encourage proactive public policy while protecting our community's best interest

### Promote Your Business

- Ribbon cutting services
- Online Business Directory
- Chamber Referral Program
- Online Membership Portal
- Hot Deals and Member 2 Member Discounts
- Social media promotions
- Annual *Life is Good* magazine and printed Business Directory
- Weekly e-newsletter, *The Wire*
- Biweekly e-newsletter, *All Around Town*
- Program and event sponsorship opportunities
- Low-cost advertising options
- And so much more

### Offer Networking & Community Engagement

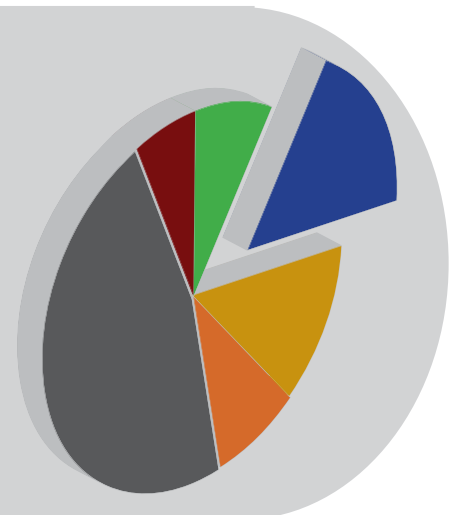
- 12 Chamber Programs and Events with over 100 community leaders
- Ribbon cuttings, grand openings, seminars, networking events, and more
- Chamber committees and councils including, but not limited to, Education, Military Affairs, and Small Business

**T**he Greater Sumter Chamber of Commerce is the recognized and proven leader for business success, strategic community growth, and development in our area.

## Your Chamber



### By the Numbers



# Building Our



## Small Business

To build relationships with existing Chamber investors and to generate new benefits while monitoring existing benefits to ensure members' needs are met. The Small Business Council works to provide new opportunities to assist member business growth and to support the small business community.

## Government Relations

To advocate for the position of business in strategic areas of our community at the local, state, and federal levels. To develop annual legislative priorities in cooperation with the Chamber's membership and Board of Directors.



## Existing Industry

To oversee partnerships between the Chamber and existing industry in the Greater Sumter area while providing a forum for local manufacturing executives to positively address issues of concern and promote an improved business environment for current and prospective companies. The Chamber's Industrial Association is included in this division.

## Education & Workforce Development

To develop initiatives that strengthen partnerships between the business community and our educational institutions. This includes public, private, and higher education partnerships to progress education and workforce development.

# Community

## Membership

To attract and retain a dynamic, growing membership. The Membership Team monitors new member recruitment and retention efforts while overseeing the Chamber's Member 2 Member discount program and other Chamber value added benefits. The Chamber's Public Relations Task Force and Ambassadors are included in the Membership Division.

## Leadership Development

To create a platform for our members to build relationships, develop professionally, and become politically and philanthropically active. Programs provide leadership development opportunities while building partnerships that contribute to the economic development of our community. The Chamber's Leadership Sumter program, Young Professionals of Sumter, and Leadership for Women programs are included in the Leadership Development Division.

## Military Affairs

To actively engage the military and business communities of the Greater Sumter area to develop strategic relationships and mutual support. The Military Affairs Committee works with the Shaw Sumter Community Council as advocates for military needs in order to remove obstacles and ensure the success and longevity of Shaw Air Force Base.





# Don't Take Our Word For It, Ask Our Members!

## For Business, For the Community, For the Future

"I have been associated with The Greater Sumter Chamber of Commerce for more than a decade and one element has always held true: The staff makes every effort to reach out to not only the business community, but the community as a whole. Events like Porches in the historic district is a great way to involve area residents. This fall they are introducing The Good Life Senior Expo, which is an event for senior citizens. And most recently, the Chamber Retreat, held in Wilmington, N.C., was one of the best retreats in recent memory. It was a great exchange of ideas and we hope those thoughts will translate into a better Sumter. Those are just a few examples of why the Chamber is vital to the future of the Gamecock City."

### -Chip Chase

Public Relations Director  
FTC



### Kim Hatchell

Galloway & Moseley Jewelers  
Member Since 1962



### Kevin Johnson

BD Life Sciences  
Member Since 1975



### Michelle Logan-Owens

Palmetto Health Tuomey  
Member Since 1970

## Why is the Chamber Important to Your Business?

"Joining the Chamber is the smartest move you will ever make for your business. The networking alone is worth it- there is not another group you can join and get as much face time, and personal exposure, for yourself and your business. Once you begin meeting other members and they start to picture your face when they need something you provide, you'll notice the difference! Not only that, but you will know who to call yourself, when you need anything. Chamber membership has rewarded me not only with more business, but lifelong friends who I may not have met, otherwise. Being a member is a no-brainer!"

### -Kim Hatchell

Manager  
Galloway and Moseley Jewelers

"As a leading Global Medical Device Manufacturing company, BD's ability to serve our customers and grow our business depends on the capability of our large production sites like our plant here in Sumter. Our partnership with the Sumter Chamber of Commerce has been an integral part of our ability to continue our growth and success. The Chamber's voice in providing local technical education, recruiting and hiring, and community engagement support has provided tremendous value to our organization and business."

### -Kevin Johnson

Plant Manager  
BD Life Sciences

"Palmetto Health Tuomey is proud to be a member of the Greater Sumter Chamber of Commerce and to sponsor or participate in such events as the high school Leadership Forum, the Golden Apple awards and the Good Life Senior Expo. These are great opportunities for us to interact with our community and to hear from educational leaders, parents, local employees and their families about the services we provide. The Chamber Registry allows us to introduce new physicians, describe changing trends in health care and share information on new programs and services with our community. Many of our patients and team members are referred to us through the Chamber staff or the Business Directory, which gives us a sizable audience for our outreach efforts."

### -Michelle Logan-Owens

COO  
Palmetto Health Tuomey



# Let OUR Reach Work For YOUR Business

## DID YOU KNOW... CONSUMERS ARE

# 80%

MORE LIKELY TO SPEND MONEY WITH  
A CHAMBER MEMBER?

**CHAMBER  
of COMMERCE**  
*Sumter, South Carolina*

[sumterchamber.com](http://sumterchamber.com)

One of the many benefits of joining the Chamber of Commerce is exposure for your business. Especially for smaller businesses that do not have marketing teams or large marketing budgets, Chamber membership is a great tool for helping your business stand out in a crowd.

Exposure begins the minute you join the Chamber. A welcome is posted on social media and is sent out in our weekly newsletter that reaches over 2,500 people. Your business is also listed on our website in our Business Directory and will generate a listing for your business in a Google search, even if you do not already have a website. This immediate web presence is priceless.

From there, the opportunities continue to grow. If you hold a ribbon cutting or open house, we will again promote this through multiple media outlets, increasing awareness of who you are and what your business has to offer.

Once you have started, ads in Chamber marketing emails and on the Chamber website are some of the least expensive opportunities around. You can afford to advertise through the Chamber even on a shoe-string budget!

People look to the Chamber to find local, reputable businesses...make sure your business is one of them!

## Check Us Out!



@SumterSCChamber



@sumterscchamber



sumterscchamber



@SumterSCChamber

Over 43K  
billboard  
views a  
month

Over 2,800  
Facebook  
followers

Over 1,000  
web directory  
searches a  
week

+500%  
increase in  
Instagram  
followers

# A Letter From Our President

## Welcome to Your Chamber of Commerce



On behalf of the Board of Directors and Chamber of Commerce staff, welcome to YOUR Chamber of Commerce. The Greater Sumter Chamber of Commerce is one of the oldest Chambers in the state of South Carolina. We pride ourselves on providing programming that offers tremendous value to our membership, while offering benefits and services that both create a return on your investment and allow you to grow professionally.

The Greater Sumter Chamber of Commerce is full of rich history and tradition. Through your membership, you play an active role in helping the Chamber to accomplish its mission and progress into the future. We have a tremendous amount of resources you can utilize to allow you to maximize your membership.

YOUR Chamber exists to support the business community and community at large to help make Sumter a great place to live, play and do business. Though our organization is strong, with you we can be even stronger. No matter what your role is in your organization, you are needed and appreciated. We offer extensive opportunities to be active and involved in YOUR Chamber and OUR community.

I encourage you to visit our website at [www.sumterchamber.com](http://www.sumterchamber.com) to see all the opportunities available to you as a member while engaging as we move toward the future, together. In addition, I challenge you as a member of YOUR Chamber to not just sit on the sidelines, but to get in the game. Our potential for growth is endless and I truly believe OUR community is poised for unprecedented prosperity.

YOUR Chamber of Commerce is the front door to OUR community. Visit us, call us and let's discuss how you can be a part of greatness!

Sincerely,

A handwritten signature in black ink that reads "Chris Hardy". The signature is fluid and cursive, written over a white background.

Chris Hardy, CCE, IOM  
President & CEO

# Advertising & Marketing Opportunities

## Membership Advantages



**The Wire** is the Chamber's e-newsletter that is emailed out each Wednesday to 2,500 + subscribers. The newsletter welcomes new members, recognizes renewing members, spotlights upcoming Chamber and community events, and highlights and recaps recent successes. **All Around Town** is the Chamber's biweekly newsletter that goes out to 2,500 + subscribers detailing sales, coupons, advertisements, and business updates.



The Social Media Consultation is a one time consultation to get your social media set up and active. Consultations will run for 1-2 hours and will teach you what you need to know to get started running your social media pages.



The Chamber's social media has over 3,000 followers across Facebook, Instagram, Twitter, and LinkedIn. The Chamber routinely promotes our members via social media posts to maximize the viewing audience for YOU!



Market your company through the Chamber's Online Membership Portal. Members have a full page and dedicated link to their business within the Chamber's website to share company information, link to social media, upcoming events, Hot Deals, Member 2 Member discounts, and job postings. Enhanced listings can also be utilized to include videos, photos, and many more features.



Let the Chamber assist you in hosting a ribbon cutting, grand opening, or groundbreaking. This is an excellent opportunity to bring attention and community exposure to your business. Ribbon cuttings are not just for new members! Existing members are eligible for Ribbon Cuttings as well when celebrating a remodel, change in location, or a new product line.



For your convenience, mailing labels are offered by the Chamber of Commerce. Utilize this advantage for marketing to Chamber members, holiday cards, and more.



Any business looking to provide access to group health insurance benefits for their employees, this advantage is for you. Group health insurance plans from Blue Cross Blue Shield of South Carolina are available to Chamber members.

# Benefactor

The Benefactor level is designed for micro and small businesses that want to become more engaged in the Sumter business community and increase their network of professional contacts and relationships.

**Restricted To:** Micro and small businesses - 10 employees or less

## **Annual Membership Investment: \$350**

By joining the Chamber at the Benefactor level you gain access to the basic benefits and services the Chamber offers. This base membership investment level of only \$350 annually is designed to allow micro and small businesses an opportunity to access resources while helping the Chamber in their work of supporting the business community. (Note that at this level, some services may require an additional fee).

The Benefactor level has discounted membership available for individual membership and for civic organizations with no paid employees. Ask the Chamber staff for more details.

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

## **Membership Advantages:**

### Access to

- ALL Chamber programs and events\*
- Chamber Referral Program
- Hot Deals & Member 2 Member Discounts
- Blue Cross Blue Shield of South Carolina Insurance Program\*
- Small Business Social Media Marketing Consultation \*
- Special member rates for numerous insurance products
- Chamber Social Media Promotions
- Small Business Development Center Consulting Services
- Notary Services\*
- Certificates of Origin\*
- Bulk Mailing Services\*
- Discounted member pricing for programs and events
- Complimentary membership to SC Chamber Small Business Federation
- Subscription to *Life is Good Magazine* and printed Business Directory
- Chamber advocacy on local, state, and federal levels
- Chamber Young Professionals of Sumter Networking Group\*

### Ability to

- Post job openings and events on Chamber website\*
- Discounted (25% off) rental of Chamber conference/meeting room space (as available)\*
- Advertise with the Chamber\*
- Use Chamber logo on your marketing materials
- Serve on any of the seven Chamber Councils
- Host one (1) complimentary Ribbon Cutting Ceremony for new business, change of location, remodel, or a new product line
- Bid on Chamber products and services

\*Additional fee may be required

# Partner

The Partner level is the best value for small businesses wanting to become more engaged in the Greater Sumter area, increase their network of professional contacts and relationships, and take advantage of the many marketing and advertising opportunities the Chamber has to offer.

**Restricted To:** Micro and small businesses - 25 employees or less

## **Annual Membership Investment: \$650**

Members who join at the Partner level will receive all the benefits of the Benefactor level and more. This includes reduced fees, larger discounts on services, and access to more of our valuable programs. For your \$650 annual investment, you can really take advantage of what the Chamber has to offer while supporting our work for the good of the business community.

## **Membership Advantages:**

**\*This level includes all the advantages from the previous level (\$350 value)\***

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

### **Plus...**

- Enhanced listing in printed Business Directory
- One (1) complimentary set of membership mailing labels per year
- One (1) additional category listing on Chamber's website and in the Chamber's printed Business Directory (max three (3) if applicable)
- Complimentary job postings on the Chamber's website
- Opportunity to participate in the Leadership Sumter program
- Eligible to be named Chamber Star Business of the Month
- Discounted (50% off) rental of Chamber conference/meeting room space (as available)
- One (1) complimentary Small Business Social Media Marketing Consultation
- Eligible to include one (1) affiliate business in membership at the Benefactor level
- Discounted (50%) ads in electronic advertising blast, *All Around Town*

**Total Value: \$1,400+**

# Leadership

The Leadership level is designed for mid-sized companies wanting to increase their level of participation and engagement with the Chamber through programs, events, advertising, and volunteerism.

**Recommended For:** Small to mid-sized companies.

## **Annual Membership Investment: \$950**

Leadership level members are showing their increased investment in the work of the Chamber. The \$950 annual membership commitment provides not only additional credits, discounts, and promotional opportunities, it supports the Chamber's role in being the face and the voice of business and industry in Sumter at local, state, and national levels.

## **Membership Advantages:**

**\*This level includes all the advantages from the previous level (\$1,400 value)\***

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

### **Plus...**

- \$100 in Chamber Credits to be used towards any program or event attendance of your choice\*
- Eligible to host Chamber events
- Eligible to include up to two (2) affiliate businesses in membership at the Partner Level
- Up to three (3) complimentary sets of membership mailing labels per year
- One (1) vendor table at the Chamber's annual Military Appreciation Picnic\*
- 25% off one (1) registration per year in the Leadership Sumter program\*
- Complimentary one (1) month ad in electronic advertising blast, *All Around Town*
- Free use of Chamber conference/meeting room space (as available)
- 50% off one (1) individual player registration for the Rub O' the Green golf tournament\*
- Access to Chamber's Recruitment Assistance Program (RAP)
- 50% off ads on Chamber's website
- Two (2) additional category listings on Chamber's website and in the Chamber's printed Business Directory (max four (4) if applicable)

**Total Value: \$3,200+**

\*Registration required prior to event

# Executive

The Executive level is designed for established businesses that are focused on community engagement and growth while becoming key partners within the community.

**Recommended For:** Mid-sized companies.

## **Annual Membership Investment: \$1,500**

Executive level membership offers the perfect option for organizations who want to maximize their membership dollars. For an annual investment of \$1,500, Executive level members receive the best overall value of discounts, incentives, and promotional opportunities for their business while also making a contribution that allows the Chamber to build the body of work that benefits the entire Sumter community.

## **Membership Advantages:**

**\*This level includes all the advantages from the previous level (\$ 3,200 value)\***

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

### **Plus...**

- \$250 in Chamber Credits to be used towards any program or event attendance of your choice \*
- Eligible to include up to three (3) affiliate businesses in membership at the Partner level
- Up to five (5) complimentary sets of membership mailing labels per year
- Complimentary two (2) months of ads in electronic advertising blast, *All Around Town*
- 50% off one (1) employee registration per year in the Leadership Sumter program\*
- Two (2) complimentary reservations to the Chamber's Annual Gala\*
- Two (2) complimentary tickets to Porches of Sumter\*
- Two (2) complimentary VIP passes and reserved seating to each Chamber program & event with a ticket price less than \$25\*
- Enhanced listing in online Chamber Business Directory and member portal to include company logo
- One (1) complimentary individual player registration for the Rub O' the Green golf tournament\*
- Complimentary four (4) months of ads on the Chamber website

**Total Value: \$5,385+**

\*Registration required prior to event

# President's Club

The President's Club level is designed for any business that is committed to the well-being of the Greater Sumter business community while actively increasing their level of engagement and participation with the Chamber of Commerce. This level is perfect for those businesses that traditionally sponsor, attend, and advertise with the Chamber of Commerce on an annual basis.

**Recommended For:** Companies that are committed to investing in the Chamber's body of work to further progress the business community, while also assisting to sustain our existing business, industry, and educational efforts.

**Annual Membership Investment: \$5,000**

## Membership Advantages:

**\*This level includes all the advantages from the previous level (\$5,385 value)\***

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

### Plus...

- **Considered a Chamber "Body of Work" sponsor**
- Recognition as President's Club sponsor at every Chamber program/event (when available) and in Chamber lobby
- Eight (8) complimentary months of ads on webpage
- Recognition on the Chamber's homepage and on the President's Club webpage
- Reserved seating at programs and events\*
- \$500 in Chamber Credits to be used towards any program/event attendance or advertising opportunities\*
- Unlimited affiliate business memberships at Partner level
- Up to ten (10) complimentary sets of membership mailing listings per year
- Recognition as President's Club member in the newsletter, *The Wire* (52 weeks each year)
- One (1) complimentary registration for the Leadership Sumter program annually\*
- Four (4) complimentary months of ads in electronic advertising blast, *All Around Town*
- Four (4) complimentary tickets to Porches of Sumter\*
- Four (4) complimentary VIP passes with reserved seating to each Chamber program/event with a ticket price less than \$25\*
- Two (2) vendor tables at Military Appreciation Picnic\*
- Two (2) complimentary registrations for the Rub O' the Green golf tournament\*
- Four (4) complimentary registrations to the Chamber's Annual Gala\*
- Company information pinned to the top of the business category in the online Business Directory
- One (1) representative to Chairman's Roundtable

**Total Value: \$10,400+**

\*Registration required prior to event.



# Chairman's Club

The Chairman's Club level is designed for businesses and major employers in the Greater Sumter area. These companies find investing in the Chamber of Commerce is critical, as it is a valuable resource in accomplishing their own objectives while helping progress the business community.

Quality of life, economic development, community engagement, and advocacy are key efforts to the Chamber's body of work.

**Recommended For:** Mid to large sized businesses who consistently help fund the Chamber's mission through sponsorships, program/events attendance, participation, and volunteerism. Advantages are flexible and customizable to fit the specific needs of the company.

**Annual Membership Investment: \$7,500**

**Membership Advantages:**

**\*This level includes all the advantages from the previous level (\$10,400 value)\***

Note: Chamber Credits, tickets, discounts, and numbers do not accrue and expire after a year.

**Plus...**

- **Considered a Chamber "Body of Work" sponsor**
- Recognition as Chairman's Club sponsor at every Chamber program/event (when available) and in Chamber lobby
- Recognition on the Chamber's homepage and on the Chairman's Club webpage
- \$1,000 dollars in Chamber Credits to be used toward any program/event attendance or advertising opportunities\*
- Unlimited complimentary sets of membership mailing labels per year
- Recognition as Chairman's Club member in the newsletter, *The Wire* (52 weeks each year)
- Unlimited monthly ads in electronic advertising blasts, *All Around Town*
- Six (6) complimentary tickets to Porches of Sumter\*
- Six (6) complimentary VIP passes to each Chamber program/event with a ticket price less than \$25\*
- Eight (8) complimentary registrations to the Chamber's Annual Gala\*
- One (1) individual complimentary registration for a single registration to the Chamber's Annual Retreat\*
- Two (2) complimentary registrations for the Leadership Sumter program annually\*
- Four (4) complimentary registrations to the Rub O' the Green golf tournament\*
- Twelve (12) complimentary months of ads on webpage
- One (1) representative to Chairman's Roundtable

**Total Value: \$13,390+**

\*Registration required prior to event

- To promote an ideal business environment which supports growth and total community development.

# Membership Levels

Benefactor  
Partner  
Leadership  
Executive  
President's Club  
Chairman's Club

| Membership Level   | Benefactor | Partner | Leadership | Executive | President's Club | Chairman's Club |
|--|------------|---------|------------|-----------|------------------|-----------------|
| <b>Benefactor</b><br>\$350<br>Restricted To:<br>Micro and small businesses<br>- 10 employees or less                       |            |         |            |           |                  |                 |
| <b>Partner</b><br>\$650<br>Restricted To:<br>Micro and small businesses<br>- 25 employees or less<br>Value:\$1,400+        |            |         |            |           |                  |                 |
| <b>Leadership</b><br>\$950<br>Recommended For:<br>Small to mid-sized<br>companies.<br>Value:\$3,200+                       |            |         |            |           |                  |                 |
| <b>Executive</b><br>\$1,500<br>Recommended For:<br>Mid-sized companies.<br>Value:\$5,385+                                  |            |         |            |           |                  |                 |
| <b>President's Club</b><br>\$5,000<br>Recommended For:<br>Mid to large<br>companies.<br>Value:\$10,400+                    |            |         |            |           |                  |                 |
| <b>Chairman's Club</b><br>\$7,500<br>Recommended For:<br>Mid to large<br>companies.<br>Value: \$13,390+                    |            |         |            |           |                  |                 |
| All Chamber programs and events  |            |         |            |           |                  |                 |
| Chamber Referral Program   |            |         |            |           |                  |                 |
| Hot Deals & Member 2 Member Discounts  |            |         |            |           |                  |                 |
| Blue Cross Blue Shield of South Carolina Insurance Program   |            |         |            |           |                  |                 |
| Small Business Social Media Marketing Consultation   |            |         |            |           |                  |                 |
| Special member rates for numerous insurance products   |            |         |            |           |                  |                 |
| Chamber social media promotions for new members, ribbon cuttings, and new locations  |            |         |            |           |                  |                 |
| Small Business Development Center Consulting Services  |            |         |            |           |                  |                 |
| Notary Services  |            |         |            |           |                  |                 |
| Certificates of Origin   |            |         |            |           |                  |                 |
| Bulk Mailing Services  |            |         |            |           |                  |                 |
| Discounted member pricing for programs and events  |            |         |            |           |                  |                 |
| Complimentary membership to SC Chamber Small Business Federation   |            |         |            |           |                  |                 |
| Subscription to <i>Life is Good</i> magazine and printed Business Directory  |            |         |            |           |                  |                 |
| Chamber advocacy on local, state, and federal levels   |            |         |            |           |                  |                 |
| Access to Chamber Young Professionals of Sumter Networking Group   |            |         |            |           |                  |                 |
| Post job openings and events on Chamber website  |            |         |            |           |                  |                 |
| Ability to advertise with the Chamber  |            |         |            |           |                  |                 |
| Use Chamber logo on your marketing materials   |            |         |            |           |                  |                 |
| Serve on any of the Chamber Councils   |            |         |            |           |                  |                 |
| Host one (1) complimentary Ribbon Cutting Ceremony for new business, change of location, remodel, or a new product line    |            |         |            |           |                  |                 |
| Bid on Chamber products and services   |            |         |            |           |                  |                 |
| Enhanced listing in printed Business Directory   |            |         |            |           |                  |                 |
| Complimentary set of membership mailing labels per year  |            | 1       | 3          | 5         | 10               | ∞               |
| Additional category listing on Chamber's website and in the Chamber's printed Business Directory                           |            | 1       | 2          | 2         | 2                | 2               |
| Complimentary job postings on the Chamber's website  |            |         |            |           |                  |                 |
| Opportunity to participate in the Leadership Sumter program  |            |         |            |           |                  |                 |
| Eligible to be named Chamber Star Business of the Month  |            |         |            |           |                  |                 |
| Discounted rental of Chamber conference/meeting room space (as available)  | 50%        | ∞       | ∞          | ∞         | ∞                |                 |
| One (1) complimentary Small Business Social Media Marketing Consultation   |            |         |            |           |                  |                 |
| Eligible to include one affiliate business in membership at the Benefactor level   | 1          |         |            |           |                  |                 |
| Discount/number of complimentary months of ads in the E-Blast, <i>All Around Town</i>                                      | 50%        | 1       | 2          | 4         | ∞                |                 |
| Chamber Credits to be used towards any program or event attendance of your choice  |            | \$100   | \$250      | \$500     | \$1K             |                 |
| Eligible to host Chamber events  |            |         |            |           |                  |                 |
| Eligible to include affiliate businesses in membership at the Partner Level  |            | 2       | 3          | ∞         | ∞                |                 |
| Complimentary number of vendor tables at the Chamber's annual Military Appreciation Picnic                                 |            | 1       | 1          | 2         | 2                |                 |
| Discount/registration per year in the Leadership Sumter program  | 25%        | 50%     | 1          | 2         | 4                |                 |
| Discount/individual player registration for the Rub O' the Green golf tournament   | 50%        | 1       | 2          | 4         |                  |                 |
| Access to Chamber's Recruitment Assistance Program (RAP)   |            |         |            |           |                  |                 |
| Discount/number of complimentary months of ad space on website   | 50%        | 4       | 8          | 12        |                  |                 |
| Complimentary reservations to the Chamber's Annual Gala  |            | 2       | 4          | 8         |                  |                 |
| Complimentary tickets to Porches of Sumter   |            | 2       | 4          | 6         |                  |                 |
| Complimentary number of VIP passes & reserved seating to each Chamber program /event with a ticket price of less than \$25 |            | 2       | 4          | 6         |                  |                 |
| Enhanced listing in online Chamber Business Directory and member portal to include company logo                            |            |         |            |           |                  |                 |
| Considered a Chamber "Body of Work" sponsor  |            |         |            |           |                  |                 |
| Recognition as a sponsor at every Chamber program/event (when available) and in Chamber lobby                              |            |         |            |           |                  |                 |
| Recognition on the Chamber's homepage and on the Club's webpage  |            |         |            |           |                  |                 |
| Recognition as Club member in the e-newsletter, <i>The Wire</i> (52 weeks each year)                                       |            |         |            |           |                  |                 |
| One (1) representative to Chairman's Roundtable  |            |         |            |           |                  |                 |
| Reserved seating at programs and events  |            |         |            |           |                  |                 |
| One (1) individual complimentary registration for the Chamber's Annual Retreat   |            |         |            |           |                  |                 |

# Programs & Events

## **Chamber Planning Retreat**

The Chamber Planning Retreat has been an important element of our organization for over 30 years. Retreat gives members an opportunity to connect in a local destination that is close enough to drive, but far enough away to be free from the distractions of personal and professional obligations. The Chamber Retreat is typically held in February.

## **Legislative Day**

Legislative Day is an opportunity for Chamber members to interact with the Sumter County Legislative Delegation and other state leaders in Columbia at the South Carolina State House.

## **Annual Gala**

Designed to be the Chamber's premier event, the Annual Gala is a celebration of the achievements of our previous fiscal year. Awards such as the Non-Profit of the Year, Young Professional of the Year, Educator of the Year, Philip L. Edwards Business Person of the Year, and Minority/Woman Owned Business Person of the Year Award Sponsor are presented. Outgoing board members are recognized, and the incoming Chair takes the gavel. The Annual Gala is a formal event held in April at the beginning of the Chamber's fiscal year. Attendance is 200 plus people and includes business owners and leaders from the public and private sector as well as elected officials and representatives from Shaw.

## **Leadership Sumter: The Next Step**

Completely re-designed in 2014, Leadership Sumter-The Next Step is a totally different leadership program. Instead of focusing on community tours and "who's who" visits, this nine month program truly focuses on leadership development. With readings, discussions, and projects designed to improve leadership skills for any level of professional, Leadership Sumter-The Next Step is a great investment in the future of Sumter because stronger leaders make stronger communities. Annual class size is between 15 and 25 people and includes participants from all areas of business, industry, and public service. The program runs annually from September to May.

## **Small Business Celebration**

In recognition of National Small Business Week, this annual event celebrates the efforts, achievements, and successes of small business members within the Greater Sumter area. One member's business will be awarded the title of Small Business of the Year at this event that is traditionally held in May.

## **Commander's Breakfast**

The Commander's Breakfast is an event that brings the leadership from Shaw AFB out to address the local community. Speakers include the Commander of the 20th Fighter Wing as well as leaders from other units located on Shaw. The presentations help citizens understand the mission and activities of the airmen and soldiers living and working in our community. The Commander's Breakfast is generally held in May. Attendance is approximately 100 people and includes business people from the public and private sectors, elected officials, and community members.

## **Military Appreciation Picnic**

The military appreciation picnic is the perfect opportunity to say "Thank You" to the men and women protecting our country as well as to showcase your goods and services to them. Typically held in September, the Military Appreciation Picnic attracts over 1,000 active duty men and women to the event.

## **Golden Apple Awards**

The Golden Apple Awards are an opportunity to recognize students who exhibit outstanding character traits. Not focused on academics or athletics like many forms of recognition, the Golden Apple Awards recognize students for traits like honesty, integrity, perseverance, and service to others. Golden Apple Awards are presented at 13 breakfasts throughout the year at all local middle and high schools. Winners are nominated by their teachers or administrators and their families are invited to attend the award presentations.

## **Porches of Sumter**

This community-wide, family friendly gathering is one of the year's most anticipated events. Homeowners in the historic district welcome guests to their porches and invite them to sample some of Sumter's best southern dishes prepared by local cooks, restaurants, and caterers. Attendees enjoy live music, great food, and fine southern hospitality. Porches of Sumter is held on the first Thursday in October, and is a casual event that is open to the public. Attendance is approximately 500 people and is representative of all segments of the community.

## **Legislative Breakfast**

The annual Legislative Breakfast allows attendees to interact directly with our Legislative Delegation. After brief comments about the accomplishments of the previous year and the plans for the upcoming Legislative Session, attendees are then allowed to submit questions about issues that are important to them that they would like to see addressed by our delegates in the State House. The breakfast is typically held in October and attendance is approximately 100 people and includes business leaders, local elected officials, community members, and leadership from Shaw Air Force Base.

## **The Good Life Senior Expo**

Senior citizens 50+ are the fastest growing segment of our population. Their needs include everything from investments and healthcare to travel, recreational vehicles, home remodeling, and more. This expo is the perfect opportunity to get your business in front of people who are living in the prime of their lives and have the disposable income to spend on your goods and services.

## **The Rub O' the Green Golf Tournament**

The Rub O' the Green Golf Tournament is a combination of networking, business, and fun. Companies can sponsor a hole and go out on the course with an interactive display to engage with golfers throughout the day. They can join in the fun and network with other business leaders while enjoying a round of golf, or they can bring in customers or colleagues from other areas to get them connected with the Sumter business community and showcase what Sumter has to offer. The Rub O' the Green is held in March and has approximately 150 golfers representing a wide range of business and industry professionals as well as community leaders and Shaw personnel.



# SUMTER

## Our Mission

*- To promote an ideal business environment which supports growth and total community development.*



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