

THE GREATER

Sumter

CHAMBER OF COMMERCE

Taking care of business



A photograph of three people sitting at a table in a meeting. On the left is a woman with blonde hair wearing a blue shirt. In the center is a man with grey hair and glasses wearing a tan jacket over a blue shirt. On the right is a woman with dark curly hair wearing a striped shirt. The text 'What is the Chamber?' is overlaid in white cursive on the right side of the image.

What is the Chamber?

General Overview

The Chamber of Commerce is a member-based organization of business and professional men and women who have joined together for the purpose of promoting the economic well-being of the business and industrial community in the region.

The Area's economic welfare is related directly to the caliber of work that is done by the Chamber. That is why the Chamber has a major impact on the business, income, and future growth of the area.

The Chamber is primarily an organization of business and professional men and women who have joined together to work for the solution of their mutual business and community challenges. There is a distinct need for an organized group such as the Chamber of Commerce. There are many threats and opportunities which an individual, by himself, cannot possibly solve; but working together, pooling time and resources, important accomplishments can be made for the good of the whole.

In brief, the Chamber of Commerce is an institution in which volunteer manpower labors effectively to make the community a better place in which to live and work. It is the community's "department of progress."

Our Mission

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

The Greater Sumter Chamber of Commerce exists to be:

- **catalyst** for business growth
- **convener** of leaders & influences who make things happen
- **connector** of people & resources
- **champion** for a stronger community



Meet your Chamber staff



Chris Hardy
President/ CEO



Debra Mims
Office Manager



Ariel Wilkie Floyd
Director of Communications &
Partner Development



Breanna J. Hughes
Director of Programs & Events

Meet your Board of Directors



Cary Coker
Chair
Government Relations
Nu-Idea School Supply



Jimmy Davis
Chair-Elect
Leadership Development
Air Solutions Heating & Cooling



Kim Hatchell
Immediate Past-Chair
Women in Business
Galloway & Moseley Fine Jewelers



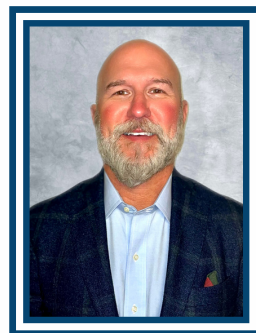
Patina Calhoun
Vice Chair
Small Business
Audri J's, Elephants & More



Cheryl Baker
Director
Hyatt Place



Charlie Allen
Director
Black River Electric Coop



David Eargle
Vice Chair
Industrial Association
Caterpillar



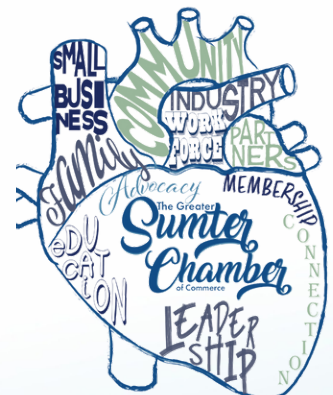
Mitchell Williams
Director
MVEST Wealth Partners



Jennifer Sonntag
Director
Sumter Utilities, Inc.

Ex-Officio

Josh Glenn, Stifel | The Glenn Group
Deron McCormick, City Manager
Gary Mixon, Sumter County Manager
James McCain, Sumter County Council
David Merchant, Mayor
Thomas McElveen, SC State Senate
Greg Thompson, Thompson Industries



#HEARTBEATOFSUMTER



Divisions

Small Business Council

Chair, Patina Calhoun

The Small Business Council works to ensure the Chamber is providing its Small Business community with opportunities for growth, networking, relationship building and continuing education. Small Business Council plans Small Business Week programs and events as well as facilitates the Chamber's FUEL Program.

Public Policy

Chair, Cary Coker

Public Policy advocates for the position of business in strategic areas of our community at the local, state, and federal levels. This council works towards developing annual legislative priorities in efforts with the Chamber's membership and Board of Directors.

Education/Workforce Development

Chair, Lefford Fate

Education/Workforce Development Council works to strengthen existing partnerships between the business community and Sumter's educational institutions including public, private, charter, and higher education. This council creates and implements various programs such as Career Leadership Forums and the Golden Apple Awards.

Membership

Chair, Susan Wild

Membership Council monitors new member recruitment and retention efforts while overseeing current member benefits and ensures they are of value to Chamber members. The Chamber Ambassador Program is included within the Membership Division.

Military Affairs

Chair, Donny Hines

Military Affairs works closely with local military leadership to actively engage the military and business communities of Sumter. They assist in developing strategic relationships and mutual support. Military Affairs works with 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.

Leadership Development

Chair, Jimmy Davis

Leadership Development works 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, SHE - See Her Empowered, women in business and the Young Professionals of Sumter are included in the Leadership Development Division.



Programs + Events

Annual Chamber Retreat

Chamber Retreat (January): A weekend-long program, combining business and fun, that provides an opportunity for local business leaders, community members, and elected officials to come together to discuss the Chamber's, City of Sumter's, and Sumter County's body of work, community initiatives and local needs.

Leadership Development



Designed to prepare, tool, and enable participants to make an impact on the growth and vitality of the community, Leadership Sumter is a prestigious nine-month program that offers opportunities to sharpen leadership skills, develop knowledge, and focus on issues affecting our community. This special program includes a mandatory two-day retreat, seven monthly sessions, and a graduation ceremony.



A revolutionary Women in Business program launched by The Greater Sumter Chamber of Commerce we present to you, SHE - See Her Empowered. SHE will consist of 4, community-wide, quarterly breakfast seminars featuring invigorating, successful and exceptional female speakers, paired with smaller, more intimate round table discussions taking place throughout the year.



A speaker series featuring the following seminars: SC State Chamber Grassroots Tour, Commander's Breakfast, Sumter's State of Education, Legislative Breakfast, State of Sumter, State of Healthcare and State of the Economy.



In conjunction with the Feed Your Mind Breakfast Series, a podcast featuring business leaders in the community talking about topics related to business and the Sumter Community as a whole. Podcasts are recorded, posted, and promoted on all social media accounts and the Chamber website.

Education/Workforce Development



The Career Leadership Forums are paired with the Golden Apple Awards as they both allow for career professionals from a variety of career fields to interact with students. CLF through a roundtable discussion where community leaders interact with students and GA's where students are recognized for their extraordinary character during a breakfast ceremony. These take place on campus at local middle and high schools throughout the school year.





Programs + Events

Membership



Our annual Golf Tournament that is a combination of networking, business, and fun competition! This is a great opportunity for business leaders to bring clients or colleagues from other areas to get them connected with the Sumter business community and showcase what Sumter has to offer

Annual Gala

The Chamber's premier event where we recognize members of our community whose nominations were inspired by their actions over the past year. Presentations include recognition for Educators of the Year, Military Citizen of the Year, Philip L. Edwards Business Person of The Year, Non Profit of the Year, Young Professional of the Year and ATHENA Leadership Award.



Homeowners in the historic downtown Sumter area welcome guests to their porches and invite them to sample some of Sumter's best southern dishes prepared by local cooks, restaurants, and caterers. Chamber members set up booths, tents at their assigned location and provide food to guests.

Small Business



In conjunction with National Small Business Week, a week-long celebration of programs and events dedicated to our Small Businesses. Seminars and shop local campaigns that are wrapped up with a celebration awarding our Micro Small Business of the Year, Small Business of the Year and our Marketing Scholarship Recipient!



A 7-week long interactive course designed to assist entrepreneurs by providing classes covering Business Planning, Legal, Insurance, Banking, Accounting & Marketing.

Military Affairs



Held on SHAW AFB yearly, this is a Thank You to the active duty airmen, soldiers, & DOD civilians. Members have an opportunity to set up vendor tables & showcase their businesses.



Partner levels

PROVIDING NEW OPPORTUNITIES THROUGH CONNECTIONS AND RELATIONSHIPS

Basic

\$375 Annual Investment

Designed for micro and small businesses that want to become more engaged, recognized and acknowledged in the Sumter business community. By joining at this level, you gain basic Chamber benefits and services offered. This level is designed to allow micro and small businesses an opportunity to access resources while helping the Chamber in their body of work.

Restricted to 10 employees or less.

MARKET VISIBILITY

- Chamber Social Media Promotions*
 - Facebook, Instagram, Newsletters
- Use Chamber logo on your marketing materials
- Website Profile, listed on Chamber website and in printed directory
- Post job openings and events on Chamber website

COMMUNITY & INVESTOR ENGAGEMENT

- Complimentary Ribbon Cutting Ceremony
- Monthly Networking Opportunities
- Access to and discounted member pricing to Chamber programs & events excluding Military Appreciation Picnic (see Leadership level)
- Ability to serve on any of the Chamber Councils/Committees
- Bid on Chamber products & services
- Access to Chamber membership mailing labels *

EDUCATION AVAILABILITY

- Blue Cross Blue Shield of South Carolina Insurance Program*
- Small Business Development Center Consulting Services
- Notary Services
- Complimentary membership to SC Chamber Small Business Federation
- Subscription to *Life is Good Magazine* and *Guide to Sumter*, printed business directory
- Chamber Advocacy on local, state, and federal levels
- Use of Chamber board rooms as available

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



Partner Levels

PROMOTING YOUR BUSINESS BRAND AND CELEBRATING GROWTH

Signature

\$675 Annual Investment

Designed for small businesses wanting to be actively involved in the 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. Signature level receives all benefits at the Basic level in addition to those listed below.

Restricted to 25 employees or less.

MARKET VISIBILITY

- Enhanced (bolded) listing in the *Guide to Sumter*
- One (1) complimentary ad in *All Around Town* e-newsletter
- 25% off website ads

COMMUNITY & INVESTOR ENGAGEMENT

- Eligible to include one affiliate business in membership at the Basic level. (\$375 value)
- One complimentary set of membership mailing labels per year. Additional available at cost.

EDUCATION AVAILABILITY

- Access to Chamber's Recruitment Assistance Program

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



ENHANCING YOUR LEADERSHIP ROLE IN THE BUSINESS COMMUNITY

Leadership

\$950 Annual Investment

Designed for mid-sized companies wanting to increase their level of participation & engagement with the Chamber through programs, events, advertising, volunteerism and leadership. Leadership level benefits include Basic & Signature levels in addition to those listed below.

MARKET VISIBILITY

- 50% off ads on Chamber's website*
- Two (2) complimentary ads in All Around Town e-newsletter
- Two (2) additional category listings on Chamber's website and in the *Guide to Sumter*

COMMUNITY & INVESTOR ENGAGEMENT

- Eligible to host Chamber events
- \$100 in Chamber Credits to be used towards any program or event attendance of your choice*
- Ability to include one (1) affiliate businesses at the Basic Level
- Ability to have a table at the annual Military Appreciate Picnic
- Three complimentary sets of membership mailing labels per year
- 50% off one (1) individual player registration for the Rub O' The Green Golf Tournament *

EDUCATION AVAILABILITY

- 25% off one(1) registration per year in the Leadership Sumter Program*
- Access to Chamber's Recruitment Assistance Program

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



Partner Levels

SUPPORTS OUR EFFORTS TO REPRESENT YOUR BUSINESS INTERESTS

Executive

\$1500 Annual Investment

Designed for established businesses that are focused on community engagement and growth while becoming key partners within the community. Executive level receives benefits associated with Basic, Signature, and Leadership levels in addition to those listed below.

MARKET VISIBILITY

- Three (3) months of complimentary ads on Chamber Website
- Three (3) complimentary ads in All Around Town e-newsletter
- Enhance listing in the *Guide to Sumter* and online partner directory to include company logo
- Ability to design an email introduction to our members upon joining

COMMUNITY & INVESTOR ENGAGEMENT

- \$250 in Chamber Credits to be used towards any program or event attendance of your choice*
- Ability to include one (1) affiliate business at the Basic Level
- Five (5) complimentary sets of membership mailing labels per year
- One (1) complimentary individual player registration for the Rub O' The Green Golf Tournament *
- Two (2) complimentary registrations to the Chamber's Annual Gala*
- Two (2) complimentary registrations to Porches of Sumter*
- Two (2) complimentary tickets to each Chamber program & event with a ticket price \$25 or less *

EDUCATION AVAILABILITY

- 50% off one(1) registration per year in the Leadership Sumter Program*

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



STRATEGICALLY INVOLVED IN THE CHAMBER'S BODY OF WORK

Strategic Partner

\$5,000 Annual Investment

Designed for any business that is committed to the well-being of the Sumter business community while actively increasing their engagement and participation with the Chamber of Commerce. Strategic Partner's are an integral part of the Chamber's body of work and receive benefits associated with Basic, Signature, Leadership, and Executive levels in addition to those listed below.

MARKET VISIBILITY

- Recognition as a Strategic Partner at every Chamber program/event (when available) and in Chamber lobby, on Chamber website and in both Chamber newsletters, *The Wire* (bi-weekly) and *All Around Town* (monthly)
- Eight (8) months of complimentary ads on Chamber Website
- Four (4) complimentary ads in All Around Town e-newsletter
- Enhance listing in the *Guide to Sumter* to include company logo
- Ability to design an email introduction to our members once a year

COMMUNITY & INVESTOR ENGAGEMENT

- \$500 in Chamber Credits to be used towards any program/event attendance of your choice or sponsorship and advertising opportunities*
- Ability to include three (3) affiliate businesses at the Signature Level with the option of listing additional businesses at \$250 per business.
- Ten (10) complimentary sets of membership mailing labels per year
- Two (2) complimentary individual player registration for the Rub O' The Green Golf Tournament *
- Four (4) complimentary registrations to the Chamber's Annual Gala*
- Four (4) complimentary registrations to Porches of Sumter*
- Four (4) complimentary tickets to each Chamber program & event with a ticket price \$25 or less*

EDUCATION AVAILABILITY

- One(1) complimentary registration per year in the Leadership Sumter Program*

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



TAKING OWNERSHIP WITHIN YOUR CHAMBER

Shareholder

\$7,500 Annual Investment

Designed for businesses and major employers in the Sumter area. These companies find investing in the Chamber is critical, as it is a valuable resource in accomplishing their own objectives while helping progress the business community. Shareholders take ownership in Quality of life, economic development, community engagement, and advocacy.

Shareholders receive benefits associated with Basic, Signature, Leadership, Executive, & Strategic Partner levels in addition to those listed below.

MARKET VISIBILITY

- Recognition as Shareholder at every Chamber program/event (when available) and in Chamber lobby, on Chamber website and in both Chamber newsletters, *The Wire* (bi-weekly) and *All Around Town* (monthly)
- Twelve (12) months of complimentary ads on Chamber Website
- Unlimited complimentary ads in *All Around Town* e-newsletter
- Enhance listing in the *Guide to Sumter* to include company logo
- Ability to design an email introduction to our members once a year

COMMUNITY & INVESTOR ENGAGEMENT

- \$1,000 in Chamber Credits to be used towards any program/event attendance of your choice or sponsorship and advertising opportunities*
- Ability to include three (3) affiliate businesses at the Signature Level with the option of listing additional businesses at \$250 per business.
- Unlimited sets of membership mailing labels per year
- Two (2) vendor tables at the Military Appreciation Picnic
- Four(4) complimentary individual player registration for the Rub O' The Green Golf Tournament *
- Six (6) complimentary registrations to the Chamber's Annual Gala*
- Six (6) complimentary registrations to Porches of Sumter*
- Six (6) complimentary tickets to each Chamber program & event with a ticket price \$25 or less*

EDUCATION AVAILABILITY

- Two (2) complimentary registration per year in the Leadership Sumter Program*
- One (1) complimentary individual/single registration to the Chamber's Annual Retreat*

*Additional fee may be required and/or Registration required prior to event/program
Note: Chamber Credits, tickets, discounts, benefits do not accrue and expire after a year



New Member Next Steps

Contact Staff!

To learn about what benefits the Chamber offers members, how to use your member-portal contact Ariel Wilkie Floyd, Director of Communications & Partner Development.

Host a Ribbon Cutting

Another way to showcase your business is through a grand-opening, anniversary celebration, or an open house. The chamber can help you organize one! Contact Breanna J. Hughes to plan yours!

Attend the next Chamber event

Check out the Chamber's Program and Event calendar to stay up to date on what's going on and get to know fellow Chamber members.

Get Involved

Your chamber has numerous opportunities to volunteer. There may be committees in specific areas or ambassadorship opportunities. By volunteering you can get to know other businesses on a deeper level!

Join the conversation on social media.

Become a part of the online community and comment on the chamber's Facebook page and other's posts. Be helpful. Give compliments. When you do it consistently, you'll get to know others in the chamber even if you can't attend the networking events.

Sponsor a program or event or Advertise

A great way to take advantage of your Chamber membership is to sponsor a program/event or advertise with the chamber! For sponsorship information, contact Breanna J. Hughes and for advertisements contact Ariel Wilkie Floyd.

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