



Inverness Chamber of Commerce

Opening up a network of opportunities

Membership Packages 2021

- ✓ Connecting
- ✓ Supporting
- ✓ Representing

About Us

Inverness Chamber of Commerce is the largest and most ambitious independent business organisation based in the Highlands and Islands. With a growing membership from across our region and beyond, we exist to **Connect**, **Support** and **Represent** our members and the region's business community.

We deliver the region's foremost and most dynamic business events programme including our flagship Highland Business Dinner and Highland Business Week. Inverness Chamber of Commerce, as the number one voice of business in the Highlands, actively campaigns for investment in digital and transport infrastructure to ensure that the specific needs of our region's business community are met.

Inverness Chamber of Commerce actively collaborates with key partners across the Highlands and Islands including a wide range of public sector partners and other Chambers of Commerce. Our focus is on helping the region's businesses succeed in driving their growth in dynamic national and global markets. Inverness Chamber of Commerce is actively and fully engaged with both the Scottish and British Chamber of Commerce networks.

Our Mission



Dedicated to actively connecting and representing businesses across the Highlands to support their growth

Connecting
Developing business relationships

Supporting
Growing Highland businesses

Representing
Giving a voice to business

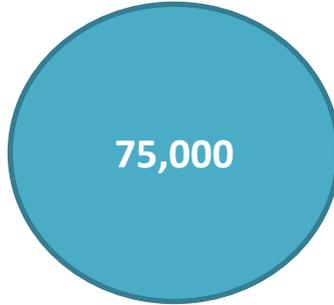
Serving Highland Businesses

Inverness Chamber - what we can do for your business

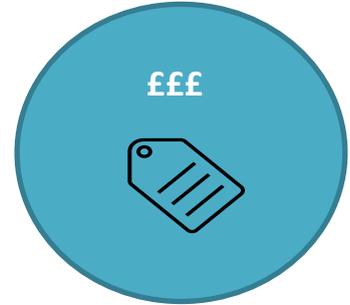
With over 125 years' experience of connecting, supporting and representing our members we can add value to your business through the services and support offered in our membership packages.



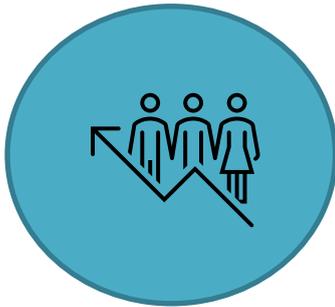
Accredited Chambers across the UK



Businesses in our Network



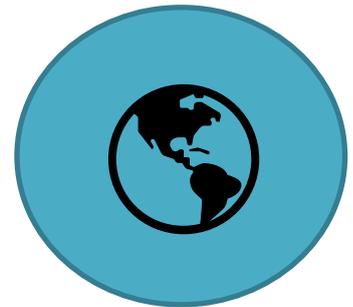
Thousands in Savings - Immediate ROI



Around 40 Events Hosted each Year



Media Reach of over 20,000



Discounted International Documentation

Our Members

Our members cover all business sectors and range from sole traders, through to the largest corporations in the Highland region.

- ✓ Connect with members, grow your contacts, raise your business profile.
- ✓ Go global and take your business to the next level by exporting your products or services.
- ✓ Ensure that your business is represented when government policy is being implemented so that locally and regionally your voice is heard.
- ✓ Access to HR business support services includes answers to specific Covid-19 queries such as furlough or bringing your staff back safely to work.

Resilience Package

£250 + VAT

£345 + VAT Resilience Plus

This package has been created for members who have been impacted by Covid-19, providing access to support through our online webinars and our digital marketing and profile raising services. At Inverness Chamber we value all our members and understand the damage that this worldwide pandemic has had on our business community. We appreciate that your cash flow may be impacted during this period, but the need to have access to key support and services has never been greater. As a result we have created this new package providing businesses with valuable support during these unprecedented times including #ProtectHighland, Chamber HR, Chamber finance and our online webinars.

What's included in the Resilience Package?



MARKETING

Chamber Social Media

With over 12,000 Facebook and Twitter followers and over 3,000 contacts on LinkedIn, we can support your latest news and campaigns by sharing your content. As a new member you will receive a welcome post on our social media platforms.

Digital Promotion

Share your news with us and we will share it with thousands of other businesses through our newsletters: Membership Monthly is distributed to almost 1,000 contacts and gives you the chance to feature a topical news item or highlight a member to member offer. Our fortnightly events bulletin includes details of upcoming Chamber events and training as well as promotion of our members' events.

Company Profile in Online Directory

Businesses regularly search for services from other Chamber members, plus the directory offers you connections to other member business. As a member, you also have access to our member to member area to view or list your own member offers as well as those of other members.

Free Listing in Chamber inbusiness Magazine New Members Section

In the first issue after joining the Chamber you will get instant coverage as a new member across the Highland region with a readership of over 15,000 in our quarterly magazine inbusiness produced as part of Executive magazine.

Use of Chamber Logo and Membership Certificate and Sticker

On joining you will receive your membership certificate, window sticker and our member logo for your office, stationery, website and emails. Please let your customers and suppliers know that you are a Chamber member, you are part of a strong and trusted business community working for you.



PROFESSIONAL SERVICES

Chamber HR Service (provided by Quest) Resilience Plus Package *

This service is an additional fee with the Resilience membership and includes a 24/7 advice line with access to experienced HR advisors as well as over 400 downloadable employment documents covering topics such as furlough, employment disputes, any many more.

Chamber Legal Resilience Plus Package *

24/7 advice on all legal matters from experienced legal advisors, access to dedicated online portal with 200 free downloadable documents, legal expenses insurance worth £1,000,000 and free excess.

Chamber Health & Safety Resilience Plus Package *

24/7 advice on health and safety matters from our specialist advisors, over 100 downloadable documents and insurance cover to help you defend any health and safety prosecutions.

Chamber Tax Resilience Plus Package *

Unlimited 24/7 access to tax and VAT advisors, insurance cover to deal with a full HMRC enquiry, aspect enquiries, PAYE disputes and VAT disputes.

** To add Quest services is an additional £95.00 + VAT per year with our Resilience Plus package*

Westfield Health reduced rate benefit Additional costs *

Staff wellbeing and mental health have never been more important. As a member we offer you preferred rates for access to Westfield Health benefits for you and your family or extended teams. This tailor-made Westfield Health package meets the needs of SMEs with relevant benefits such as: 24 hour GP helpline; payments towards optical and dental care and treatments, plus much more.

#Protect Highland

A new service to assist businesses with access to a free, secure and simple way of storing customers' details in line with Scottish Government requirements for Test and Protect.



OFFERS & DISCOUNTS

Meeting Room Hire

Inverness Chamber of Commerce is pleased to offer newly refurbished meeting space for hire at our offices in Metropolitan House. As a member you will receive preferred discounted member rates.

Chamber Foreign Exchange

Working with our partner Moneycorp we can offer you preferred exchange rates, low transfer fees, free FX audit and multiple currency holding accounts when you open a Moneycorp account.

Discounted Rates- Highland News & Media

As a Chamber member, you are entitled to 20% discount on advertising rates with Highland News & Media.



NETWORKING

Chamber Business Network

Access to the member area of our website. You can submit your own member to member offers to help you grow your audience and supply chain, as well as benefit from other member offers.

Facilitated Connections (up to 2 per year)

We are actively committed to connecting our members, facilitating introductions to businesses you wish to engage with. If you would like to connect with fellow Chamber members, please discuss this with our membership team.

Business Events

Running around 40 events per year, we've adapted our programme as a result of Covid-19 to provide a wide range of virtual opportunities to connect and support your business. From virtual networking and business leader discussions to topical webinar and training workshops as well as the Highlands' first virtual B2B exhibition, Highland Spotlight, our aim is to help all our members stay connected – wherever you are – during the current restrictions.

Please note Resilience membership does not include the opportunity to submit editorial to Chamber inbusiness magazine or our member of the week campaign.



Essential Package

£475 + VAT

Our Essential package is for small businesses with limited time and no HR or legal departments of your own, or if you value a direct line to an expert. Providing access to 24/7 legal and HR support worth £1000, Essential membership saves you time and significantly manages your risks. Alongside this, increase your profile of your business through our marketing opportunities and make valuable connections through free places at our networking events.

What's included in the **Essential** Package?



MARKETING

Chamber Social Media

With over 12,000 Facebook and Twitter followers and over 3,000 contacts on LinkedIn, we can support your latest news and campaigns by sharing your content.

Digital Promotion

Share your news with us and we will share it with thousands of other businesses through our newsletters: Membership Monthly is distributed to almost 1,000 contacts and gives you the chance to feature a topical news item or highlight a member to member offer. Our fortnightly events bulletin includes details of upcoming Chamber events and training as well as promotion of our members' events.

Job Vacancy Marketing – needing to source the best new talent to take your business further? Our job vacancy service we will share your vacancies across our platforms.

Company Profile in Online Directory

Businesses regularly search for services from other Chamber members, plus the directory offers you connections to other member business. As a member, you also have access to our member to member area to view or list your own member offers as well as those of other members.

Submission of News within inbusiness

Whatever your business is working on, we want to support you by spreading the word across our network. Our quarterly magazine inbusiness is published within Executive magazine and circulates to a readership of 15,000 throughout the Highlands and Islands. Submit your news stories, informative short articles, and promote your new recruits through Movers and Shakers.

Use of Chamber Logo and Membership Certificate and Sticker

On joining you will receive your membership certificate, window sticker and our member logo for your office, stationery, website and emails. Please let your customers and suppliers know that you are a Chamber member, you are part of a strong and trusted business community working for you.



PROFESSIONAL SERVICES

Chamber HR Service (provided by Quest)

This service is included in our Essential package and includes a 24/7 advice line with access to experienced HR advisors as well as over 400 downloadable employment documents covering topics such as furlough, employment disputes, any many more.

Chamber Legal

24/7 advice on all legal matters from experienced legal advisors, access to dedicated online portal with 200 free downloadable documents, legal expenses insurance worth £1,000,000 and free excess.

Chamber Health & Safety

24/7 advice on health and safety matters from our specialist advisors, over 100 downloadable documents and insurance cover to help you defend any health and safety prosecutions.

Chamber Tax

Unlimited 24/7 access to tax and VAT advisors, insurance cover to deal with a full HMRC enquiry, aspect enquiries, PAYE disputes and VAT disputes.

Westfield Health reduced rate benefit Additional costs *

Staff sickness has a huge impact on small businesses; providing health benefits for your staff assists with recruitment and retention. This tailor made Westfield Health package meets the needs of SMEs with relevant benefits such as: 24 hour GP helpline; payments towards optical and dental care and treatments, plus much more.

#Protect Highland

A new service to assist businesses with access to a free, secure and simple way of storing customers' details in line with Scottish Government requirements for Test and Protect.



OFFERS & DISCOUNTS

Meeting Room Hire

Inverness Chamber of Commerce is pleased to offer our newly refurbished meeting space for hire at our offices in Metropolitan House. As a member you will receive preferred discounted member rates.

Chamber Foreign Exchange

Working with our Partner Moneycorp we can offer you preferred exchange rates, low transfer fees, free FX audit, and multiple currency holding accounts when you open a Moneycorp account.

Discounted Rates- Highland News & Media

As a Chamber member, you are entitled to 20% discount on advertising rates with Highland News & Media.

Inverness Chamber Membership Marketplace:

Looking at the functionality of an online marketplace for members which will provide a presence to create new trading opportunities to sell your products and services locally, nationally and Internationally.



NETWORKING

Chamber Business Network

Access to the member area of our website. You can submit your own member to member offers to help you grow your audience and supply chain, as well as benefit from other member offers.

Facilitated Connections (up to 4 per year)

We are actively committed to connecting our members, facilitating introductions to businesses you wish to engage with. If you would like to connect with fellow Chamber members, please discuss this with our membership team.

Chamber Events

Running around 40 events per year, we've adapted our programme as a result of Covid-19 to provide a wide range of virtual opportunities to connect and support your business. From virtual networking and business leader discussions to topical webinar and training workshops as well as the Highlands' first virtual B2B exhibition, Highland Spotlight, our aim is to help all our members stay connected – wherever you are.

With the Essential package you will have places included at the events listed below:

- (4) tickets per year to attend our general networking events – networking lunches, speed networking, and our annual member hustling event.
- (2) places at our Maximise your Membership sessions per year.
- (1) place at our Kick Start your Membership in January.
- (1) place at a Membership Boost by invitation by the team.

In addition to the inclusion of the above events, Essential members still have access to member discounted rates at all other Chamber events.



CONNECTING
SUPPORTING
REPRESENTING



Growth Package

£800 + VAT

Is your business ambitious and looking to grow? Our Growth package is for businesses who are determined to reach new audiences and drive awareness of their products and services. This comprehensive package offers businesses complete peace of mind with access to all our services, and also includes access to additional networking opportunities and marketing campaigns to raise the profile of your business.

What's included in the Growth Package?

We have added to our Essential Package a number of vital services to help you grow your business.

MARKETING

Discounted Advertising and Web Promotions

Having a business platform to advertise your company is vital to helping you grow your brand and customer base. We give our Growth members discounts to assist with promotional activities through our website banner advertising as well as discounts on advertising within Executive Magazine.

Editorial Opportunities within inbusiness Magazine

Whatever your business is working on, we want to support you by spreading the word across our network. Our quarterly magazine inbusiness is published within Executive magazine and circulates to a readership of 15,000 throughout the Highlands and Islands. Submit your news stories, informative short articles, and promote your new recruits through Movers and Shakers.

Member of the Week

Our member of the week campaign runs for seven days across our website and social media platforms.

Event Promotion

With our expansive media reach we will promote your events through our social media channels.

PROFESSIONAL SERVICES

Chamber HR/ Health & Safety / Legal / Tax

As outlined in our Essential Package.

Present to the Chamber Board

The opportunity to attend an Inverness Chamber Board meeting to present or discuss a specific business topic relating to the Highland business community.

Westfield Health reduced rate benefit Additional costs *

Staff sickness has a huge impact on small businesses; providing health benefits for your staff assists with recruitment and retention. This tailor-made Westfield Health package meets the needs of SMEs with relevant benefits such as: 24 hour GP helpline; payments towards optical and dental care and treatments, plus much more.





OFFERS AND



INTERNATIONAL TRADE

Discounted Export Documentation Services (up to 50%)

International trade documentation discount on Certificates of Origin, Movement Certificates and Certification Services.

ChamberCustoms

As an accredited customs broker through ChamberCustoms, Inverness Chamber of Commerce offer an HMRC compliant customs declarations service. ChamberCustoms are the only customs broker in the country to offer a 'One Stop Shop' with direct links to all sea, air and road ports and terminals in the UK. Our customs declaration services are here to make a potentially complicated process smooth, quick and entirely transparent.

Expert International Trade Advice

Our team are on hand to help you with export documentation support, market research information and offer advice on technical enquiries. Members receive a significant discount on technical enquiry support. Growth members also have access to our programme of virtual trade missions.

Training

Discounts are available on bespoke in-house International training run for your staff at your premises or hosted virtually.

Chamber Foreign Exchange

Working with our Partner Moneycorp we can offer you preferred exchange rates, low transfer fees, free FX audit, and multiple currency holding accounts when you open a Moneycorp account.



NETWORKING

Chamber Events

Running around 40 events per year, we've adapted our programme as a result of Covid-19 to provide a wide range of virtual opportunities to connect and support your business. From virtual networking and business leader discussions to topical webinar and training workshops as well as the Highlands' first virtual B2B exhibition, Highland Spotlight, our aim is to help all our members stay connected – wherever you are.

With the Growth package you will have places included at the events listed below:

- (6) tickets per year to attend our general networking events – networking lunches, speed networking, and our annual member hustling event. Please note these may be held virtually due to current restrictions.
- (4) places at our Maximise your Membership sessions per year.
- (2) places at our Kick Start your Membership in January.
- (2) places at a Membership Boost by invitation by the team.
- (1) place at a guest speaker event - AGM lunch, Keynote Lunch or Business Breakfast
- (1) place at our afternoon tea networking event.

In addition to the inclusion of the above events, Growth members still have access to member discounted rates at all other Chamber events.

Corporate

£1300 + VAT

Our Corporate Package is aimed at both established businesses and those who are continuing to grow whilst driving local employment and business growth opportunities throughout the Highlands. Through our engagement with business leaders, we will give your business a voice locally, regionally and nationally. We will lobby on your behalf with key decision makers and actively represent the views of your business. Corporate members also benefit from our bespoke strategic marketing package and high-level business engagement opportunities.

What's included in the Corporate Package?

This includes and adds to all benefits from the **Essentials Package** and **Growth Package** plus:

MARKETING

Introductions by our Chief Executive

Access to our large network of regional, national and international contacts will support you in growing your business. Working with our colleagues in Scottish Chambers of Commerce and British Chambers of Commerce we are happy to connect you and facilitate introductions as required. (8) per year.

Display Advertising

As a Corporate member we are delighted to offer you a complimentary display banner advert to reach businesses across the Highlands and wider who visit our website. Your 1-week banner advert will link directly to your designated landing page.

Bespoke Digital Marketing Campaign

Our team can work with you to create a bespoke online marketing campaign which you can utilise to promote your key messages to our business audiences via our website and social media channels.

Chamber Logo and Corporate Membership Certificate

For your office and website—let your customers and supply chain know that you are part of a strong and trusted business community working for you.

Thought Leadership Feature

Opportunity for our Corporate members to publish a thought leadership article on a business topic of their choice to be featured on our website and across our social media channels.

OFFERS

Highland Spotlight Exhibition Stand

As part of Highland Business Week, you will receive 50% discount on the member rate to exhibit your products or services with over 60+ other business from around the Highlands.

Meeting Room Hire

We are pleased to offer Corporate members access to our newly refurbished meeting space at our offices in Metropolitan House. As a Corporate member you can use our meeting room, which seats a maximum of 6, up to (4) times a year free of charge. Please contact the membership team to arrange.

NETWORKING

Highland Business Awards

One of the highlights in our business events calendar is Highland Business Week, with the Highland Business Awards lunch concluding the week. As a Corporate member you will have one complimentary ticket to this event. If you wish to purchase additional tickets please speak to our events team.

Leadership Discussion Events

Invitation to a quarterly roundtable with Inverness Chamber's Chief Executive and other Corporate members to discuss and influence areas for action across the Highland economy.

Policy Roundtable Events

By invitation. Opportunity for Corporate members to join Scottish Chambers of Commerce or British Chambers of Commerce experts, key government politicians or business leaders to discuss issues affecting the economy of the Highlands, which form the basis of Inverness Chamber's active lobbying of government.



NETWORKING

Bank of England

Represent your business and local community at Bank of England Highland panels that take place throughout the year. Dates will be confirmed to our growth members.

One to one with our Chief Executive

Opportunity for Corporate members to join Inverness Chamber Chief Executive, providing the opportunity to have conversation and dialogue focused on the Highlands business community.

Chamber Events

With the Corporate package you will have places included at the events listed below:

- (8) tickets per year to attend our general networking events – networking lunches, speed networking, and our annual member hustling event. Please note these may be held virtually due to current restrictions.
- (6) places at our Maximise your Membership sessions per year.
- (4) places at our Kick Start your Membership in January.
- (4) places at a Membership Boost by invitation by the team.
- (2) place at a guest speaker event - AGM lunch, Keynote Lunch or Business Breakfast

In addition to the inclusion of the above events, Growth members still have access to member discounted rates at all other Chamber events

MARKETING

	Resilience Package	Resilience Plus Package	Essentials Package	Growth Package	Corporate Package
Use of Chamber Logo	✓	✓	✓	✓	✓
Listing on Website	✓	✓	✓	✓	✓
Membership Certificate and Sticker	✓	✓	✓	✓	✓
Welcome Post on Social Media	✓	✓	✓	✓	✓
New Member Listing in Executive (inbusiness)	✓	✓	✓	✓	✓
Events Promotion	✓	✓	✓	✓	✓
Member of the Week				✓	✓
Featured in Membership Monthly	✓	✓	✓	✓	✓
Submit Articles for inbusiness; Members' News, Industry News, Movers and Shakers			✓	✓	✓
Thought Leadership Feature					✓
Recruitment Posts -			✓	✓	✓
Digital Marketing Campaign					✓
Complimentary Banner Advert on Website					✓
PROFESSIONAL SERVICES					
Chamber HR		✓	✓	✓	✓
Chamber Health & Safety		✓	✓	✓	✓
Chamber Legal		✓	✓	✓	✓
Chamber Tax & VAT		✓	✓	✓	✓
Moneycorp Preferred Rates	✓	✓	✓	✓	✓
Access to Westfield Health Care Plan	✓	✓	✓	✓	✓
Access to #ProtectHighland service	✓	✓	✓	✓	✓
OFFERS & DISCOUNTS					
Discounted Rates from Highland News & Media	✓	✓	✓	✓	✓
Discounted Rates for Meeting Room Hire	✓	✓	✓	✓	✓
Free Meeting Room Hire (4) per year					✓
Access to Member to Member Offers	✓	✓	✓	✓	✓
NETWORKING					
Access to Member Rates for Events	✓	✓	✓	✓	✓
Direct Connections to Fellow Members	2	2	4	6	8
Present to Inverness Chamber Board	-	-	-	✓	✓
One to One with Chief Executive	-	-	-	-	✓
Maximise your Membership places per year	1	1	2	4	6
Kickstart your Membership	1	1	2	2	4
Membership Boost - by invitation	-	-	1	2	4
Networking Lunches, Speed Networking, Member Hustings	-	-	4	6	8
Guest Speaker Events	-	-	-	1	2

Discounted Stand at Highland Spotlight	-	-	-	-	✓
Ticket to Highland Business Awards Lunch	-	-	-	-	✓
Leadership Discussion Events	-	-	-	-	✓
Policy Roundtables (by invitation)	-	-	-	-	✓
 INTERNATIONAL TRADE					
50% savings on Export Documentation	-	✓	✓	✓	✓
ChamberCustoms Service	-	✓	✓	✓	✓
International Trade Advice and Support			✓	✓	✓
Discount on International Training	-	✓	✓	✓	✓

Resilience £250	Resilience+ £345	Essentials £475	Growth £850	Corporate £1300
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Taking the **Next Step**

If you are interested in discussing your membership options further, we have a number of ways in which you can contact us.

Give us a call on: 01463 718131

Send us an email: info@inverness-chamber.co.uk

Or visit us here: <https://www.inverness-chamber.co.uk/join>

If you would like to set up a meeting with our membership team, please contact us directly.

Clare Armstrong | Head of Membership Clare@inverness-chamber.co.uk 01463 228383

Courtney Duddy | Membership Manager Courtney@inverness-chamber.co.uk 01463 228386



