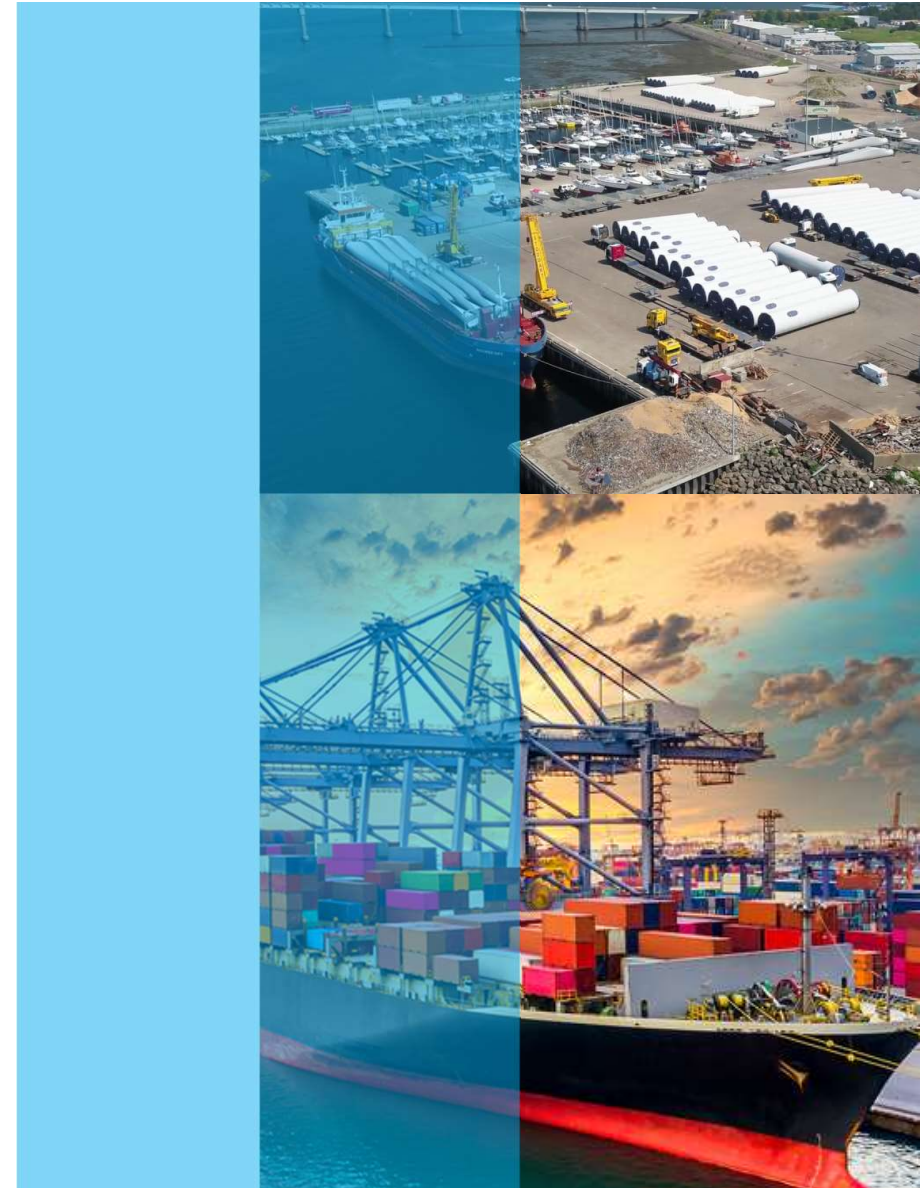




## INTERNATIONAL MEMBERSHIP PACKAGES 2022

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 locally, nationally and internationally.

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.

As the only authorised Issuing body in the Highlands and Islands accredited to deliver Certificates of Origin and EUR1 documents, we are well placed to support you with your international trade documentation requirements. We are pleased to be authorised by the UK Government through the Department for International Trade and HMRC.

# 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

**CONNECTING ✓ SUPPORTING ✓ REPRESENTING ✓**

# 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.



Discounted  
International Trade  
documentation



75,000  
Businesses in our UK  
network showing the  
power of the  
Chamber network



70+ COUNTRIES  
Access to the Global  
Business Network  
with British Chamber  
of Commerce offices  
worldwide



Trade missions  
hosted every year  
facilitating B2B  
connections



£32 MILLION  
(EXPORTS)  
Value of goods we  
produced export  
documentation for  
in 2021



£3.5 MILLION  
(IMPORTS)  
Value of goods we  
produced import  
documentation for  
in 2021

## TOP MARKETS WE PRODUCE CUSTOMS PAPERWORK FOR



£3.5 MILLION  
IMPORTS IN  
2021

£32 MILLION  
EXPORTS IN  
2021



## SOME OF THE HIGHLAND BRANDS WE SUPPORT

**MOWI**<sup>®</sup>



EST. ISLE OF 2016  
**SKYE**  
DISTILLERS LTD



ESTD 1897  
**TOMATIN**  
HIGHLAND SINGLE MALT  
SCOTCH WHISKY



**SPEY  
VALLEY**  
• BREWERY •

**AKVA**GROUP<sup>™</sup>

 **sgl carbon**

**ROCK ROSE**  
PREMIUM SCOTTISH GIN

**Loch**  **DUART**  
the Sustainable Salmon Company

  
**Gael Force**  
GROUP

**fresh**  
MARKETING

 **ISLE OF HARRIS  
DISTILLERS LTD.**



 **BASF**  
We create chemistry

**inverness**  
CHAMBER OF COMMERCE

# SNAPSHOT OF OUR TRADE MISSIONS



Germany  
(Munich & Augsburg)

2017



USA  
(Chicago)

2021



Canada  
(Ontario Region)

2022



New Zealand  
(Auckland, Wellington & Tauranga)

2022

## 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 locally, nationally and internationally.
- ✓ 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 your voice is heard.
- ✓ Access to niche expertise and knowledge sharing within the Chamber network.
- ✓ Connect with Chambers of Commerce globally to help you make direct contacts in market.





## ACCESS PACKAGE

£400 + VAT

(£33.33 + VAT monthly cost)

## ACCESS PACKAGE



The Access package has been created for those who are at an early stage of their international trade journey and would like support in understanding the basics of importing or exporting. This package will support small businesses with raising their profile, networking and making connections locally and internationally. It will also provide access to discounted export documentation, training on key topics and specific support to help expand your business overseas.

# WHAT'S INCLUDED IN THE ACCESS PACKAGE?

## MARKETING

- ✓ Social Media & Digital promotion
- ✓ Company profile in online directory
- ✓ Submission of news in inbusiness magazine
- ✓ Use of Chamber logo and sticker

## INTERNATIONAL TRADE

- ✓ Discounted Export Documentation (up to 50%)
- ✓ Discounted International Trade training workshops
- ✓ Up to one hour of technical advice and support (including market research support and discounted technical enquiries). Support can be broken down into segments or used all at once.
- ✓ International Member of the Week promotion
- ✓ Chamber Customs support

## PROFESSIONAL SERVICES, OFFERS & DISCOUNTS

- ✓ Chamber HR
- ✓ Chamber Health & Safety
- ✓ Chamber Legal
- ✓ Chamber Tax
- ✓ Access to Westfield Health care plan
- ✓ Meeting room hire
- ✓ Chamber Foreign Exchange
- ✓ Discounted rates on Highland News & media
- ✓ Member to Member offers

## NETWORKING

- ✓ Chamber business network
- ✓ Access to member rates for Inverness Chamber events





## INTERMEDIATE PACKAGE

£795 + VAT

(£66.25 + VAT monthly cost)



## INTERMEDIATE PACKAGE



Our Intermediate package is designed for those ready to expand and increase their international sales in new markets. With discounted technical advice and support, we can help your business remain compliant, saving you time and money. Discounted rates on international trade training will equip you with the knowledge required to grow your business overseas and access to the Global Business Network will help you make connections in your chosen markets.



# WHAT'S INCLUDED IN THE INTERMEDIATE PACKAGE?

## MARKETING

- ✓ Social media & Digital promotion
- ✓ Company profile in online directory
- ✓ News & editorial opportunities in inbusiness magazine
- ✓ Use of Chamber logo and sticker
- ✓ Event Promotion
- ✓ Discounted Advertising & Web Promotions

## INTERNATIONAL TRADE

- ✓ Discounted Export Documentation (up to 50%)
- ✓ Discounted International Trade training workshops
- ✓ Up to half a day (4 hours) of technical advice and support (this can be split across market research and technical enquiries)
- ✓ International Member of the Week promotion
- ✓ ChamberCustoms support
- ✓ Access to British Chamber of Commerce Global Business Network



## PROFESSIONAL SERVICES, OFFERS & DISCOUNTS

- ✓ Chamber HR
- ✓ Chamber Health & Safety
- ✓ Chamber Legal
- ✓ Chamber Tax
- ✓ Access to Westfield Health care plan
- ✓ Meeting room hire
- ✓ Chamber Foreign Exchange
- ✓ Discounted rates on Highland News & media
- ✓ Member to Member offers

## NETWORKING

- ✓ Chamber business network
- ✓ Facilitated connections (up to 2 per year)
- ✓ Access to member rates for Chamber events





## GLOBAL PACKAGE

£1500 + VAT

(£125 + VAT monthly cost)

## GLOBAL PACKAGE



The Global package has been designed for established exporters or importers. With an emphasis on training, technical advice and international connections, this package is well suited for those with a team of staff dealing with international customers. This package also provides Global members with high level stakeholder engagement opportunities through access to leadership discussion events and policy roundtables. Through our engagement with business leaders and key decision makers, we will lobby on your behalf and give your business a voice to actively represent your views. As part of your Global membership, you will also have unlimited access to the British Chamber of Commerce Global Business Network, with contacts in 70 countries throughout the world.

# WHAT'S INCLUDED IN THE GLOBAL PACKAGE?

All the benefits in the Access and Intermediate packages, plus:

## INTERNATIONAL TRADE

- ✓ Global Connections (up to 4 per year)
- ✓ Access to our large network of regional, national and international contacts
- ✓ 4 complimentary spaces on our Bitesize training workshop
- ✓ Up to one full day (8 hours) of technical advice and support (this can be split across market research and technical enquiries)
- ✓ International Member Access to the BCC Global Business Network



## MARKETING

- ✓ Chamber logo and Global Member Certificate – let your supply chain know you are part of a strong and trusted business community
- ✓ Social Media Feature – exclusive feature across ICC International channels

## NETWORKING

- ✓ Roundtable Events – by invitation
- ✓ Facilitated connections (up to 4 per year)
- ✓ One to One with ICC Chief Executive
- ✓ Access to leadership discussion events



# COMPARE PACKAGES

MARKETING	ACCESS	INTERMEDIATE	GLOBAL
Chamber logo and sticker	✓ Yes	✓ Yes	✓ Yes
Company profile in online Membership Directory	✓ Yes	✓ Yes	✓ Yes
Social Media shares	✓ Yes	✓ Yes	✓ Yes
New member listing in inbusiness magazine	✓ Yes	✓ Yes	✓ Yes
Events & Digital Promotion	✓ Yes	✓ Yes	✓ Yes
International Member of the week	✓ Yes	✓ Yes	✓ Yes
Feature in Membership Monthly	✓ Yes	✓ Yes	✓ Yes



# COMPARE PACKAGES

## PROFESSIONAL SERVICES

## ACCESS

## INTERMEDIATE

## GLOBAL

Chamber HR

✓ Yes

✓ Yes

✓ Yes

Chamber Health & Safety

✓ Yes

✓ Yes

✓ Yes

Chamber Legal

✓ Yes

✓ Yes

✓ Yes

Chamber Tax

✓ Yes

✓ Yes

✓ Yes

Moneycorp Preferred Rates

✓ Yes

✓ Yes

✓ Yes

Access to Westfield Health Care Plan

✓ Yes

✓ Yes

✓ Yes

Access to #ProtectHighland service

✓ Yes

✓ Yes

✓ Yes

# COMPARE PACKAGES

## OFFERS & DISCOUNTS

## ACCESS

## INTERMEDIATE

## GLOBAL

Discounted rates from Highland News & Media

✓ Yes

✓ Yes

✓ Yes

Discounted rates for meeting room hire

✓ Yes

✓ Yes

✓ Yes

Access to Member to Member offers

✓ Yes

✓ Yes

✓ Yes

Free Meeting Room Hire (4 per year)

✓ Yes

# COMPARE PACKAGES

## NETWORKING

## ACCESS

## INTERMEDIATE

## GLOBAL

Access to member rates for events

✓ Yes

✓ Yes

✓ Yes

Maximise Membership Event (no. of free places per year)

✓ 1

✓ 2

✓ 4

Policy Roundtables (by invitation)

✓ Yes

Access to leadership discussion events

✓ Yes

One to One with Chief Executive

✓ Yes

# COMPARE PACKAGES

## INTERNATIONAL TRADE

## ACCESS

## INTERMEDIATE

## GLOBAL

Discount on Export Documentation	✓ Yes	✓ Yes	✓ Yes
Chamber Customs service and advice	✓ Yes	✓ Yes	✓ Yes
Discounted international trade advice and support (technical enquiries)	✓ Yes – up to 1 hour free of charge	✓ Yes – up to 4 hours (half day) free of charge	✓ Yes – up to 8 hours (full day) free of charge
Access to Global Business Network		✓ Yes	✓ Yes
Facilitated connections		✓ Yes (up to 2 per year)	✓ Yes (up to 4 per year)
Exclusive Social Media feature			✓ Yes

# COMPARE PACKAGES

## INTERNATIONAL TRADE (TRAINING)

## ACCESS

## INTERMEDIATE

## GLOBAL

Discount on Bitesize training workshop

✓ Yes

✓ Yes

✓ Yes

Complimentary spaces on a Bitesize training workshop of your choice

✓ Yes (4 spaces)

Discount on full 3 hour training workshop

✓ Yes

✓ Yes

✓ Yes





CONNECTING ✓ SUPPORTING ✓ REPRESENTING ✓

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: [international@inverness-chamber.co.uk](mailto:international@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 International Trade team, please contact us directly.

**Sarah Maltman** | International Programmes Manager [Sarah@inverness-chamber.co.uk](mailto:Sarah@inverness-chamber.co.uk) | 01463 228385

**Changu Mosojane-Martin** | International Trade Administrator | [Changu@inverness-chamber.co.uk](mailto:Changu@inverness-chamber.co.uk)

# TAKING THE NEXT STEP