

We're in your corner.

**HALIFAX
CHAMBER OF
COMMERCE**

The logo graphic consists of a thick orange L-shaped line that starts as a vertical bar on the right side and then turns 90 degrees counter-clockwise to become a horizontal bar at the bottom, forming an L-shape that frames the bottom-right corner of the text.



CONGRATULATIONS on joining the Halifax Chamber of Commerce.

We are pleased to share the benefits of Membership and encourage you to get involved. In this book you will learn about cost-saving benefits, networking opportunities, gaining exposure and other resources to help grow your business.

The Chamber is a best-practice, business advocacy organization that is committed to enhancing the prosperity of its members and to realizing Halifax's potential to remain among the top three highest growth city economies in Canada.

You are joining over **1,700 Member** businesses and over **65,000 employees**, to act as a single powerful voice. Our Membership is made up of **83%** small business, a true reflection of the Halifax business community. We have a subset of members for every industry and we advocate on their behalf.

The Chamber is in your corner, helping you make your dreams a reality. You can think of the Chamber as an extension of your team to help your business thrive.

We're in your corner.

Patrick Sullivan
President & CEO



GETTING STARTED

CHAMBER DIRECTORY - Want to find a Member? Our Directory provides a comprehensive listing of all Member businesses and their company representatives. This page gets over **50,000 visits a year**, so be sure to review, and update your company listing with your logo and social media links.

CERTIFICATE OF ORIGIN DISCOUNT - Do you need your product documentation certified for export? The Chamber offers Members a **33% discount** off the non-member rate for these services and a monthly invoicing option. Contact colin@halifaxchamber.com or (902) 481-1232.

BOARDROOM RENTALS - Our state-of-the-art boardroom and conference room is available for full or half day rentals. Contact: boardroom@halifaxchamber.com or (902) 468-7111.

Rental Cost: Small Meeting Room (8-10 people)
Full Day: \$225.00
Half Day: \$150.00

Boardroom (26 people)
Full Day: \$350.00
Half Day: \$250.00



AFFINITY PARTNERS

Savings available to your whole team!



CHAMBERS OF COMMERCE GROUP INSURANCE PLAN

By sharing your claims with over 34,000 other Canadian businesses like you (1-50 employees), you'll not only have access to healthcare, dental, disability, etc, but you'll also know that your premiums will remain stable years into the future regardless of how much you may claim.

Visit chamberplan.ca or call Theriault Financial Inc. at (902) 434-9088 to learn more



TD Insurance
Meloche Monnex

GROUP HOME AND AUTO INSURANCE

Save more with TD Insurance – As a member of Halifax Chamber of Commerce, your benefits include privileged access to the TD Insurance Meloche Monnex program, which provides savings through lower preferred insurance rates.

Visit tdinsurance.com/group/HALIFAXCHAMBER or call 1-866-296-0666 to get a quote.



MERCHANT SERVICES PROGRAM

SONA provides competitive pricing and tailored solutions to simplify payment acceptance. SONA guarantees cost savings for your Business, or they will pay your Halifax Chamber Membership!

Visit sonapay.ca or call Ryan O'Leary at (902) 334-2607 to learn more.



OFFICE PRODUCT DISCOUNT

Grand & Toy offers Chamber members up to 85% off a select list of products and an aggressive discount off catalogue list price.

Visit grandandtoy.com/chambersignup or call Starla Groombridge at (902) 488-7407 to open an account.



MANAGED CYBERSECURITY

Established in 2006, CyberClan's carefully selected team of experts is capable of solving complex cyber security challenges – keeping your data secure and your businesses running as usual. As a Chamber member, you get exclusive access to our team of cybersecurity experts that can walk you through your data privacy needs. Take advantage of preferred rates while leaving the cybersecurity monitoring of your company to the experts.

Visit cyberclan.com or contact Halifax@cyberclan.com.



AFFINITY PARTNERS



BANKING WITH BENEFITS

With flexible products, personalized service and quick decisions, CUA offers chequing and savings accounts, financing and mortgages, operating lines of credit, credit cards, term deposits, investments and wealth management services.

Access your Chamber member benefits and discover the better way to bank today! Visit cua.com/Chamber or call (902) 492-6500.



PAYROLL DISCOUNT PROGRAM

Chamber Members gain access to Ceridian's convenient payroll solutions by phone or PC for businesses of all sizes. Members receive a 20% discount for all payroll services along with free implementation.

To set up an account, or to ensure you are getting your savings, visit ceridian.com/ca or contact Sean Carr at (902) 442-3261.



ESSO BUSINESS CARD PROGRAM

Members are offered a fuel discount savings of 3.5 cents per litre —offered to the Chamber member company and its employees—at all Canadian ESSO-branded service stations, specializing in fleet services.

Visit essobusinesscards.ca or contact Steve Perry at (902) 448-8444 to set up your account.



CAR RENTAL

Avis Preferred Service with free upgrades. Receive the Halifax Chamber corporate rate. Earn Aeroplan miles at participating locations in North America. Book online using Avis Code AWD #S074200 or Budget Code #A219400.



Visit avis.ca or contact Tamara Higgins at (902) 717-0961.

M2M MARKETPLACE

There are over **100 discounts** on products or services that are exclusive to Chamber Members. These are listed on the website, social media and in our newsletter. Get more exposure for your business by uploading an offer through your Chamber member profile.

For more information: Cindy Mann, Member and Business Development Specialist
cindy@halifaxchamber.com



EXPOSURE AND ENGAGEMENT

BUSINESS VOICE is published 11 times a year, and our main communication vehicle, containing information and updates on all areas of the Chamber's work. The magazine has a print run of **4,000** copies with an estimated readership of **26,000**.

NEW & NOTED: Submit your **50-word company description** to be included in the New & Noted sections of Business Voice magazine. Your contact information will automatically run in the next issue once payment has been received.

MEMBERS IN THE NEWS: We want to hear what's happening in your business. Each month, you have the opportunity to share newsworthy developments in Business Voice. **Submissions are 100 words** and can include a high-resolution photo which may be included as space permits.

TRENDS ARTICLES: Share your industry expertise by submitting a **500-600 word Trends article**. These editorials are a member to member forum for sharing information, expertise and advice on trends in your industry. They should be a high-level look at trends in a specific industry or business issue. Publication in Business Voice magazine is at the editor's discretion and space availability.

- Include your name, headshot, company & contact information.
- Submission should be written in a conversational, engaging style.
- Submissions cannot promote any business, product, service or event.
- Avoid references to specific businesses
- Publication is at the editor's discretion and space availability.
- Business Voice deadlines are the 15th of every month for the issue six weeks out.

ALL Business Voice magazine guidelines and submissions here:
halifaxchamber.com/business-voice

CONTACT: Emma Menchefski,
Communications Specialist,
emma@halifaxchamber.com





ADVERTISING OPPORTUNITIES

BUSINESS VOICE

Exclusive Benefit for New Members: **Buy One - Get One!** When a new Member (within six months of joining) buys an ad in Business Voice, you get one in an upcoming issue for free! The Chronicle Herald will design your ad at no additional cost.

CONTACT: Lindsey Bunin, lbunin@herald.ca | 902-426-2811 x 1182

CHAMBER E-NEWSLETTER

Our weekly electronic newsletter goes out every Wednesday to **4,900+ subscribers**. Brief and to the point, this publication is informative and keeps you up to date with everything Chamber. Chamber E-Newsletter ads are 600 x 160 pixels in .jpg or .png format. **Encourage your team to sign up for our e-newsletter!**

PRICING: \$175 + HST (Non-Member \$300 + HST)
OR 3 for \$450 + HST (Non-Member \$600 + HST)

MEMBER DIRECTORY

With 50,000+ hits on our member directory per year, your ad is sure to reach a broad digital audience. Member directory ads are 600 x 160 pixels in .jpg or .png format.

PRICING: \$150 + HST/month
OR \$750 + HST for 6 months

CONTACT: Abby Tucker, PR Coordinator, abby@halifaxchamber.com

SOCIAL MEDIA

Do you have an event you'd like to promote, or news to share? Tag us on any of our Social Media channels and we'll share it with our followers.



@halifaxchamber



@hfxchamber



Halifax Chamber of Commerce



Halifax Chamber of Commerce



ADVOCACY

The Halifax Chamber of Commerce is led by a volunteer Board of Directors, nominated from within the Chamber Membership and representing Halifax's successful, progressive and diverse business community.

CHAIR

MARGARET CHAPMAN

Narrative Research

VICE-CHAIR

GAVIN MACDONALD

Cox & Palmer

IMMEDIATE PAST CHAIR

CYNTHIA DORRINGTON

Vale & Associates

PATRICK SULLIVAN,

President & CEO,
Halifax Chamber of Commerce

MARK SIDEBOTTOM

Nova Scotia Power Inc.

PAUL BENT

Self-Employed Consultant

ROBERT DEAN

MNP

SAEED EL-DARAHALI

SimplyCast

FATEN ALSHAZLY

WeUsThem

STEFANIE MACDONALD

Halifax Paper Hearts

CAPTAIN DAVID MAZUR (N)

Maritime Forces Atlantic

RICHARD BUTTS

Clayton Developments Limited

MICHELE PEVERIL

Department of Business

BRAD PROCTOR

McInnes Cooper

ROGER BOUTILIER

Nova Scotia Association of
Realtors

CAROLINE WOLFE STEWART

The Berkeley Retirement
Residences

ANDREW DE FREITAS

Canadian National Railway

CAYLA STRYNCL

Fiera Properties

CHRISTOPHER GOOGOO

Ulnooweg

POLICY INITIATIVES

- Up-to-date information on the Nova Scotia Accessibility Act
- Work Integrated Learning Initiatives (WIL)
- Red Tape Reduction
- Increased Provincial Nominee Numbers
- Federal tax changes
- Municipal & Provincial Pre-Budget submissions
- Small business threshold increase to \$500k
- Yearly meetings with Provincial Finance Minister
- Nova Scotia Electoral Boundaries Commission via member engagement

CONTACT: Kathleen MacEachern, Policy & Research Analyst, kathleen@halifaxchamber.com



TASK FORCES

The Halifax Chamber of Commerce task forces are made up of individuals with significant expertise on matters that align with our Strategic Plan. They provide input toward achieving the overarching goals of the Chamber.

ACCESSING A SKILLED WORKFORCE

Chair: Don Bureaux, President, NSCC

This task force aims to attract and retain talent in our region.

Goals:

- Immigration to achieve many population targets
- Ensure youth retention through work integrated learning to ensure successful job placement
- Entrepreneurship training and development



FOSTERING PRIVATE SECTOR GROWTH

Chair: Paul Bent, Consultant (Retired, Grant Thornton)

This task force works towards a frictionless business environment in Nova Scotia.

Goals:

- Optimize the size of government through:
- Reduced tax burden, Efficient spending, increased revenue
- Create a frictionless business environment through reduced regulatory burden
- Support the growth of Nova Scotia's export sector, both goods and services
- Promote and support the growth of Halifax as a major Canadian city

WANT TO JOIN A TASK FORCE?

We are always recruiting for new members!

CONTACT: Kathleen MacEachern, Policy & Research Analyst, kathleen@halifaxchamber.com

GROWTH CHAMPIONS

The Growth Champion Program is an exciting way to profile the everyday advocacy efforts of our Chamber members, linking to our Strategic Plan goal of Accessing the Skilled Workforce. Members are recognized for hiring immigrants, new graduates and investing in continuing education.

CONTACT: Abby Tucker, PR Coordinator, abby@halifaxchamber.com



EVENT GLOSSARY

With over **100 events each year**, we have something for every Member. We're proud to provide the platform to make connections in the business community. To see our upcoming event list, visit www.halifaxchamber.com/events

SIGNATURE EVENTS

Our signature events are high-calibre networking events with prominent business leaders and members sharing their stories.

HALIFAX BUSINESS AWARDS

This gala boasts a spectacular night of celebration, recognizing risk takers and the success of our thriving business community. Finalists awarded in 6 categories. Held annually.



SPRING & FALL DINNER

An evening dinner attracting over 800 guests. Featured speakers include business leaders and industry experts sharing compelling and captivating stories. Held annually.

STATE OF THE PROVINCE

A luncheon featuring Premier Stephen McNeil's address to the Halifax Business community on current provincial challenges and successes. Held annually.



STATE OF THE MUNICIPALITY

A luncheon featuring an update from Mayor Mike Savage, highlighting local accomplishments and his mandate for Halifax. Held annually.

WONDER WOMEN

A full-day conference bringing together inspiring and ambitious women to learn, share ideas and build meaningful relationships. Held 2x a year.



SMALL BUSINESS WEEK

A full week of events, networking and social experiences to celebrate the great achievements of small businesses in our community. Held annually and free to attend.

BUSINESS LUNCHEONS

Featuring informative and thought-provoking addresses by business, government, and institutional speakers. These keep attendees up-to-date on topical issues affecting the business community.

These events are either panel discussions or keynotes. You will sometimes find these events held over breakfast, instead of lunch time. Held monthly, tickets for purchase.



EVENT GLOSSARY

EDUCATIONAL EVENTS

Hosted by the Chamber, these events focus on tangible, take-away skills on a variety of topics to help grow your bottom line while making great connections.

PINTS + POINTERS

An interactive event where business leaders share their expertise on practical small business tips and tangible ways to improve your bottom line. Held 4x a year.



POWER LUNCH

An informative and interactive session held over lunch hosted by a member representative, sharing their expertise in their industry. Held monthly and free for members.

NETWORKING FOR SUCCESS

A 2-hour educational session providing valuable tips for polishing your networking skills and building your confidence for future networking. Held 2x a year, free for members.



CHAMBER 101

An information session held over lunch sharing how members can leverage their membership to save money, gain exposure and make valuable connections. Held monthly, free to attend.

NETWORKING EVENTS

An opportunity for members to build relationships with other members and Chamber staff in a comfortable setting.

BUSINESS AFTER HOURS

An afterwork networking event held at a members place of business. Guests mingle, exchange ideas and make valuable connections. Held monthly, free for members & guests.



NEW MEMBER NIGHT

An exclusive networking event where new members can launch their membership and meet our chamber staff, affinity partners and other new members. Held 2x a year, new members only.



WANT TO SHARE THE SPOTLIGHT WITH US?

ARE YOU INTERESTED IN...

HOSTING A BUSINESS AFTER HOURS?

Business After Hours provides an opportunity for members to host a Chamber networking event at your place of business. As the host, you will have the spotlight and be in charge of logistics. We provide the marketing and registration services and fellow members and guests provide the buzz.

CONTACT: Kayla Lynch, Events Specialist, kayla@halifaxchamber.com

PRESENTING A POWER LUNCH?

Member organizations present valuable information on topics of interest to other Chamber Members and staff. As a presenter of this series, it's your chance to promote your knowledge, network and establish new relationships with your audience. Chamber Members can attend and gain real world experience from leaders in the field on topics ranging from leadership to marketing for small business and more.

CONTACT: Kayla Lynch, Event Specialist, kayla@halifaxchamber.com

SPONSORING AN EVENT?

Our goal is to match the right sponsor with the right opportunity. What are your goals? What do you want to get out of your sponsorship dollars? Our events and marketing team will work with you to find the best sponsorship package to meet your needs. With over 100 events a year, including gala dinners, luncheons, and other networking events there's no shortage of opportunities!

CONTACT: Chris Mann, Sponsorship and Business Development Specialist, chris@halifaxchamber.com

SPEAKING AT AN EVENT?

Are you interested in the opportunity to address the membership of the Halifax Chamber of Commerce? Please complete [Speaker Request Form](#) found in the EVENTS section of our website. All completed forms will be received by the Chamber events team for review and speakers will be contacted as opportunities arise.



TRAINING

Does your business offer training?

No matter the sector, we're eager to promote your unique training and education services to other local businesses. Login to your member account at halifaxchamber.com and update your profile with your training description.

Find training and funding opportunities

Learn more about education programs for your executives and staff and potential funding for your business.

[Training Directory](#)

[Incentives & Opportunities \(LAE\)](#)

[FREE Training](#)

[National Job Bank](#)

Add your training

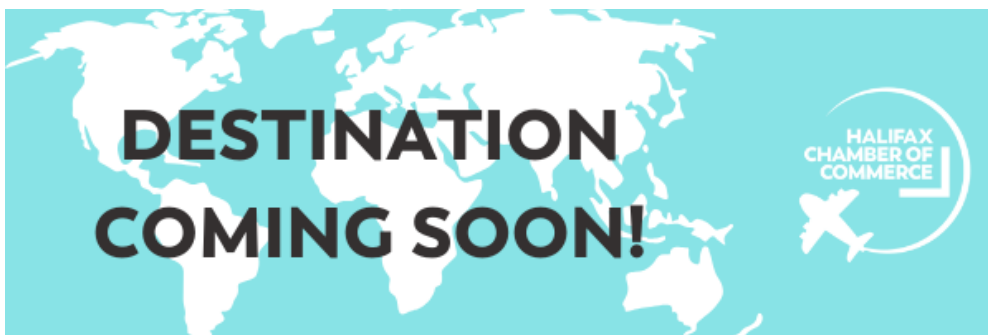
Log in to your member profile for a free opportunity to showcase your training.

[LOG IN](#)

CONTACT: Kayla Lynch, Event Specialist, kayla@halifaxchamber.com

TRAVEL PROGRAM

Each year, we offer a new and exciting group travel opportunity for our members at an amazing price. Thanks to partnerships with travel organizations, we can provide members an opportunity to explore the world in the most affordable, safe and organized way.



WHERE WILL WE GO NEXT?
WWW.HALIFAXCHAMBER.COM/TRAVEL

CONTACT: Kayla Lynch, Event Specialist, kayla@halifaxchamber.com to be added to our contact list to stay informed about future travel opportunities.



2020 MEMBERSHIP RATES

# Employees	#Reps	Monthly	Annual
1-2 employees	1	\$28.75	\$344.00
3-10 employees	1	\$44.75	\$536.00
11-25 employees	2	\$65.00	\$780.00
25-50 employees	3	\$79.50	\$954.00
51-100 employees	4	\$127.00	\$1524.00
101- 250 employees	5	\$190.75	\$2288.00
251-500 employees	6	\$290.25	\$3482.00
500+ employees	7	\$496.75	\$5960.00

Prices are subject to tax.

Not-for-Profits are offered a discount of 50%.

Students have access to membership at a \$30.00 annual fee.

Retirees are offered a complimentary membership.

Monthly payment plan available upon request.


New members will be charged a \$100 administration fee, per rep, for information processing. This is a one-time fee only and will not appear on the renewal invoice for the following year.

CHAMBER BUCKS

When you sign up as a Chamber member, you receive **\$100 in Chamber Bucks** which you can use towards any Chamber event or Chamber E-Newsletter advertisement.

Successful referrals will grant you **\$50 in Chamber Bucks!**

Chamber Bucks are valid for one year.



**HALIFAX
CHAMBER OF
COMMERCE**

\$100 CHAMBER BUCKS

Redeemable for event tickets or
advertising during the first year
of membership

Member #: _____

Expiry Date: _____

To redeem for event tickets, please book tickets online at www.halifaxchamber.com.

Email yes@halifaxchamber.com referencing the invoice number to be credited.

To book advertising, contact Abby Tucker. abby@halifaxchamber.com.

*Not redeemable toward membership fees or Business Voice advertising.



CHAMBER CHECKLIST

We are excited to offer our members the opportunity to save money, gain exposure, make connections and grow your business. Lets get started:

FIRST WEEK

- Login** to our website to make sure your information and social media links are correct
 - Follow us:** @halifaxchamber, Halifax Chamber of Commerce, @hfxchamber
 - Sign up** for the Chamber E-Newsletter on the Chamber website homepage
 - Send** 50 word company profile & company logo (.eps, .jpg) to mandi@halifaxchamber.com
 - Share** the Chamber benefits with your team
 - Inquire** about savings with our Affinity Partners
 - Submit** Speaker Request Form to be considered for a speaking opportunity at our events
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FIRST THREE MONTHS

- Submit 100 words & photo for **Members in the News:** halifaxchamber.com/business-voice
 - Submit a 500-600 word **Trends Article:** halifaxchamber.com/business-voice
 - Submit your **M2M Marketplace deal** to cindy@halifaxchamber.com
 - Attend a **Business After Hours**
 - Check our event calendar: halifaxchamber.com/events
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FIRST SIX MONTHS

- Chamber 101** - 3rd Wednesday of every month
 - Power Lunch**
 - New Member Night**
 - Remember to use your Chamber Bucks!**
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ROI CALCULATOR

Want to see the value of a Chamber membership? Head to our website and fill in the form to see what kind of savings you can bring to your company on advertising, rental cars, fuel, insurance and more!

halifaxchamber.com/become-a-member/roi-calculator