



Chamber Alliance
Program



local chamber of commerce

Chamber Alliance Program

Uniting the Chamber Movement in NSW

Call > 13 26 96

nswbusinesschamber.com.au

Welcome

With businesses facing an ever challenging economic, political and legislative climate, it is more important than ever to partner with organisations that can help businesses navigate with the confidence to make the most of current market conditions and present a united voice for business in NSW.

Founded in 1885, the NSW Business Chamber helps over 22,000 businesses each year and is a leading business solutions provider and lobbyist group with tremendous strengths in workplace management, OHS, international trade and business improvement.

Through careful investments over the years, NSWBC has built a substantial asset base allowing it to draw down on its investment portfolio to fund activities that support all businesses in NSW, hence this affordable program.

The Chamber Alliance Program has been developed to strengthen the relationship between the NSW Business Chamber and the Local Chambers of Commerce within NSW. This program represents a significant opportunity to unite the Chamber movement in ensuring the interests of small and large businesses are represented at a local, regional, state and federal level.

The objectives and benefits of the program are:

- Foster and develop a co-operative, non competitive relationship between the NSW Business Chamber and the Local Chamber movement by offering Local Chambers a limited NSW Business Chamber membership for their members. This dual membership arrangement strengthens the value proposition of the Local Chamber membership and removes the concerns around competition for membership.
- Access to advice, tools, products and services from the NSW Business Chamber to help your members business and assist the Local Chamber to grow and retain its membership base.
- Create one voice for business in NSW and the united Chamber movement to represent business interests at a local, regional, state and federal level. This will be achieved through Local Chamber engagement with the NSW Business Chamber at our policy forums, information on media releases, engagement with Regional Managers and Regional Advisory Councils.

The model has been developed with consideration to feedback gathered from workshops conducted with over 58 Local Chambers across the state.

The attached document outlines the Chamber Alliance Program, the benefits to both the Local Chamber and their members, and the commitments of both the NSW Business Chamber and the Local Chamber of Commerce.

We look forward to working with you to create a strong chamber movement, a more effective lobbying platform and better outcomes for business in NSW.

Yours sincerely

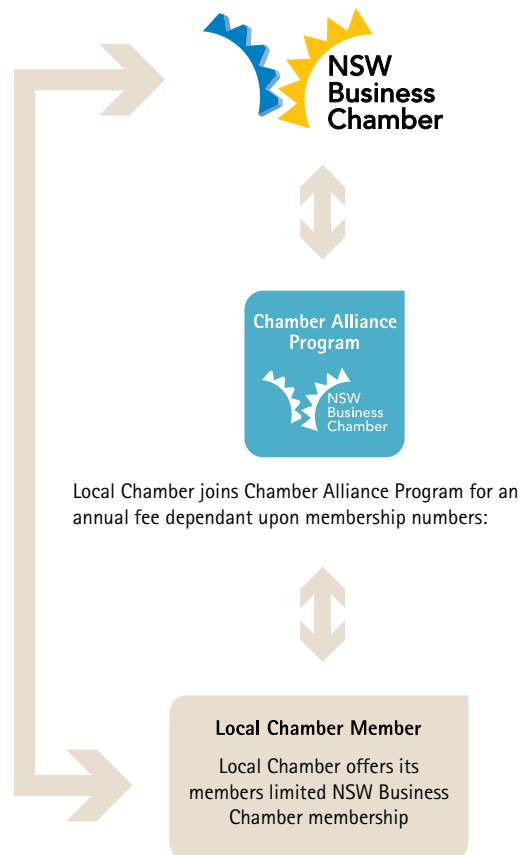


Stephen Cartwright
CEO, NSW Business Chamber

Overview

The Chamber Alliance Program represents a dual membership model whereby Local Chamber members receive a NSW Business Chamber membership with limited entitlements by virtue of their Local Chamber of Commerce participating in the Local Chamber Alliance program of the NSW Business Chamber.

The Chamber Alliance Program model is depicted below:



As a Local Chamber you receive a set of benefits in your capacity as an Alliance partner and your members also receive benefits in the form of a limited membership of the NSW Business Chamber.

The Local Chamber member is only eligible for the limited membership with the NSW Business Chamber so long as they are a full financial or approved member of the Local Chamber.

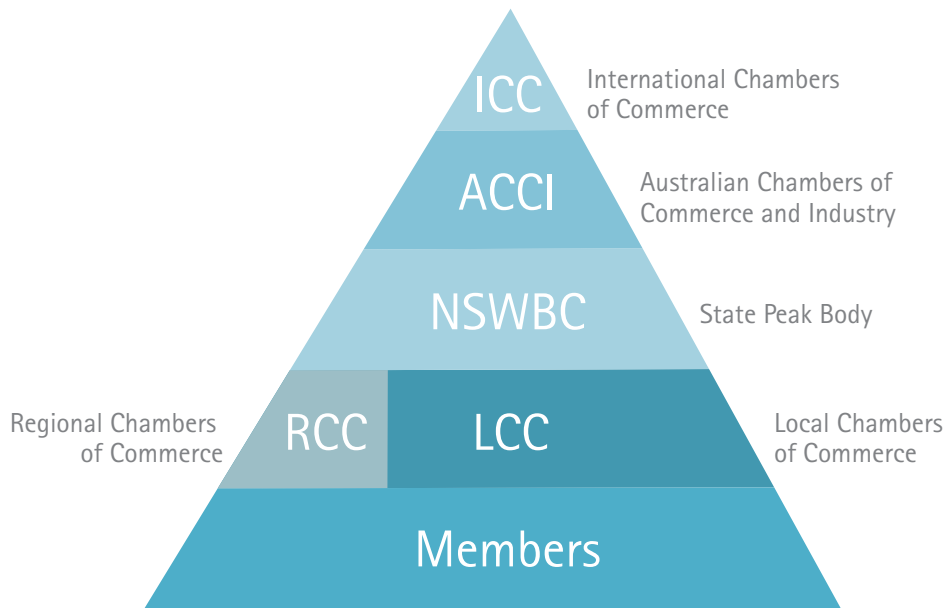
Local Chamber members who become NSW Business Chamber members under the limited membership package are entitled to upgrade their membership to a full NSW Business Chamber membership at a special "upgrade" price, provided that these members remain a member of the Local Chamber.

Local Chamber members that cease to be members with their Local Chamber are not eligible to upgrade their NSW Business Chamber membership and will cease to be entitled to the limited NSW Business Chamber membership package. Thereby creating a further reason to belong to the Local Chamber.

Chamber Alliance Program Benefits

A Stronger Business Voice

Engaging with the NSW Business Chamber on policy, lobbying and media issues and developing a voice for your region at both a State and Federal level generates greater value for your local members and local government officials.



Local Chamber entitlements

The following entitlements are available to your Local Chamber as a Chamber Alliance partner from the NSW Business Chamber:

- A Local Chamber Limited Membership package for all Local Chamber members, at no cost to the Local Chamber members.
- Access to a Regional Manager for policy, advocacy and member issues within your region.
- Opportunity to have representation on Regional Advisory Councils.
- Invitations to Business Policy Forums held for Local Chambers Alliance Partner members.
- Access to governance, structural and procedural advice and tools for establishing and running a Chamber of Commerce.
- Access to a number of Workplace Advice Line calls plus Modern Award Services depending upon the option selected and your membership numbers. The Workplace Advice Line (13 29 59) provides sound independent advice on all workplace matters including the new Fair Work system, Modern Awards, National Employment Standards (NES), award provisions and interpretation, wage rates etc.

	Per Member Rate	Total Number of Local Chamber Members			
		1 – 50	51 – 100	101 – 300	301 plus
Scaled Workplace Advice Line calls	0	5	10	15	20
Scaled Modern Award Services	0	3	5	7	10
RRP – inc GST	\$55	\$615	\$915	\$1230	\$1530
Special 2011 Alliance Fee* – inc GST	\$55	\$615	\$615	\$1230	\$1230

- Content for Local Chamber use in accordance with the Content Rules and Joint Branding Guidelines.
- Reseller commissions on NSW Business Chamber products.
- Discounted Local Chamber of Commerce member rates for NSW Business Chamber events.
- Ability to use the NSW Business Chamber Alliance logo on Local Chamber materials subject to compliance with the Content Rules and Joint Branding Guidelines.

*Prices current until 31/12/2011

Local Chamber member entitlements

Benefits to your members

As part of the Chamber Alliance Program, your Local Chamber members will be entitled to opt-in to become a NSW Business Chamber member under the Local Chamber Limited membership package.

Package Inclusion	Entitlement	About your Entitlement
Business Hotline 13 26 96	Unlimited calls	With just one call you are connected to the right information, support and advice for all your business questions.
Workplace Advice Line 13 29 59	3 phone calls	A dedicated members' only phone line that connects you to workplace experts to help you make the right Industrial Relations decisions.
'Ask Us How' business guides	Online access	A series of detailed reference guides covering a range of business issues, such as sales, marketing, business planning, OHS, people management and finance.
Online business health check (Business Vitality Express Check)	One per year	A secure online diagnostic tool that reports on the health of your business and benchmarks areas of improvement. You receive a report with recommendations on how to improve your business.
Networking and educational events	Local Chamber member rates	NSW Business Chamber events are run regularly across the state to help you increase your business network and stay up to date with topical business issues and matters.
Business magazine and e-news	Quarterly and monthly	Published every quarter, the Business magazine keeps you up to date with the latest business news. Every month you receive an e-news letter directly to your inbox.
Online business directory	Annual listing	Raise your profile, by promoting your business to the wider business community via the NSW Business Chamber online member directory.
Business Legals Toolkit	Limited online access	Online access to sample commercial agreements, templates and other legal business documents.
Discounts on business support tools and products	Local Chamber member rates	We offer a range of HR, IR, workplace relations, OHS and business improvement products.
Free trial of WorkplaceOHS	14 day trial	WorkplaceOHS is an online resource that helps make your workplace safe and helps you meet your OHS and safety obligations.
Free trial of WorkplaceInfo	14 day trial	WorkplaceInfo is the ultimate online workplace relations resource that helps you manage all your IR, HR and payroll matters.

- Local Chamber members can upgrade to full NSW Business Chamber membership at a discount rate on condition of retaining Local Chamber membership.

