



YOUR Cape Cod

YOUR Chamber



Cape Cod's most
influential business
organization since 1921.



cape cod
CHAMBER OF COMMERCE

ABOUT the Chamber

We are the third largest Chamber of Commerce in Massachusetts with significant presence and influence statewide. Established over a century ago, our Chamber operates as a non-profit, membership-based organization serving over 1,000 businesses, civic groups, and educational institutions, collectively employing 15,000 people.

As a leading state-designated regional tourism council, we drive \$1.4 billion in direct domestic tourism spending in Barnstable County. Additionally, we advocate for policies and legislation that bolster economic vitality and foster business growth.

Moreover, we serve as a state-designated regional economic development organization, addressing key challenges facing industries across Cape Cod.

Our sister corporation, the Cape Cod Blue Economy Foundation, supports sustainable, responsible, growth of our region's blue economy. Their work builds on existing tourism industries, a world class marine research and technology cluster, and sustainable use planning dedicated to preserving our environment and quality of life.

Highlights



Advocacy led to the passage of Governor Healey's \$4.1 billion housing bond bill



Advocacy led to the first tax cuts in MA in 20+ years



Advocacy led to local funding of \$1,663,050 for early education and child care



Distributed \$100,000 in National Grid energy grants for businesses



Distributed \$40,000 in façade improvement funding



Added 480 travel-related jobs and \$29,440,000 in wages



Generated \$181.1 million in state and local taxes from visitors



Recruited 80 new hosts for J-1 Summer Work Travel Students



Cape Cod Travel Guide blog had over 675k+ Travel Blog unique views in 2023



5.7m unique visits to CapeCodChamber.org (+83% over 2022)



Produced \$3.3 million+ in gross bookings and 11.1k room nights through Expedia campaigns

MISSION

We advocate on behalf of business to strengthen and promote regional economic vitality while addressing related cultural, environmental and community concerns.

VISION

We are a catalyst and advocate for a vibrant economic community in order to create a better Cape Cod.

Long-Term Goals

- 1 Stimulate business to increase wealth in the community
- 2 Work toward a sustainable, year-round visitor destination
- 3 Represent and lead the business community with the development of public policies that will promote a strong vibrant business community
- 4 Deliver services that will generate leads and referrals, resulting in the expansion of profitable business for members
- 5 Efficient agency management



CORE BENEFITS

Included at all levels

Become Part of Cape Cod's Most Influential Business Organization.

For many Cape Cod Chamber members, our mission to promote regional economic vitality and address cultural, environmental, and community concerns is the main reason for joining. We also offer ample visibility opportunities, valuable business information, and extensive networking across the region.

Member-Only Opportunities *Your membership extends to all employees*

INCREASING YOUR PROMINENCE

- Physical and Virtual Chamber member decal
- Two Searchable Listings on Cape Cod's #1 website - CapeCodChamber.org: Post 6 photos or videos, hyperlinked description, social media links, direct website link, physical address, map, and phone number
- Chamber staff referrals to your company
- Post Events, "Hot Deals" and "Vacation Packages" on CapeCodChamber.org
- Special New Member Welcome on social media and in our e-newsletter
- Enhanced credibility as a member of the Cape Cod Chamber of Commerce

LINKING MEMBERS

- Facilitated strategic introductions to members
- Attend 20 Good Morning and Good Evening Networking opportunities throughout the year with member-pricing for programs, meetings and events
- Maximize Your Membership: Orientations to explore benefits and meet other members
- Invitations to workshops and programs designed to keep you informed and support your business
- Introductions to Business Assistance Resource Partners for grant and free training opportunities



“ The Cape Cod Chamber of Commerce has definitely been an asset to my business because of the networking events and all the marketing they do.

– Allanah Bodah, Owner, The Karibbean Lounge

ADVOCATING FOR BUSINESSES

- Representation of regional business interests and concerns at all levels of government
- Targeted advocacy on specific issues: increasing State tourism marketing investments, replacement of the Bourne and Sagamore bridges, increasing seasonal and year-round workforce housing, expanding child care access, and improving the water quality of our inlets, lakes, and ponds
- Subscriptions to Chamber e-newsletters full of curated legislative updates and business news

LIFTING OUR ECONOMY

- Use of our economic data dashboards for your business planning
- Support the Cape Cod Blue Economy Foundation, diversifying our economic opportunities through career fairs, entrepreneur peer groups, CDL programs and conferences
- Access to content and programming by the Center for Creative Leadership, a top-ranked, global, nonprofit provider of leadership development

PROMOTING CAPE COD

- Regional marketing campaigns produced by tourism experts, positioning Cape Cod and our members as a world class destination for leisure travel, weddings, group tours and meetings
- Access the group tours market, bringing sports groups, leisure groups and bus tours to the region (*meeting planner requirements must be met*)

Tax exempt non-profits receive discounts on all selected levels and a la carte benefits based on full-time equivalent employee counts. Less than 10 employees – 20% Dues Discount, 10-20 employees – 10% Discount. Membership fees are deductible as ordinary business expenses for Federal Income Tax purposes and aren't considered charitable contributions. 7% of dues is non-deductible due to lobbying.

Become a Member Today. Ready to join the Chamber? Contact our dedicated Membership Team at membership@capecodchamber.org or 508-362-3225 ext. 518 or 537

CONNECTOR

\$355

up to 5 employees

Strengthen Your Network

The Connector membership (valued at \$7,000) offers you our Core Benefits along with opportunities to connect with over 1,000 businesses and organizations. They are designed for you to increase visibility in the business community. Further customize your membership by adding Supercharge Bundles that best suit your needs.

Supercharge Bundles

Visibility

+\$500 (\$2,000 value)

- One additional category listing in our online Member Directory
- Cape Cod Travel Guide editorial consideration for tourism centered retail, restaurants, accommodations, attractions, activities, golf courses and transportation
- Digital marketing editorial consideration for tourism centered retail, restaurants, accommodations, attractions, activities, golf courses and transportation

Engagement

+\$500 (\$2,000 value)

- Join the Cape Cod Chamber Leads Group
- Host a seminar or event in our hybrid capable conference room
- Copy of Chamber Business Directory with 2,200+ contacts (one request/year, does not include emails)

Resources

+\$500 (\$2,000 value)

- One pass to our Leadership Workshops certified by the Center for Creative Leadership, a top-ranked, a global pioneer in leadership research and training, providing business professionals the essential skills for thriving
- Post employment opportunities to our Job Board



Everyone that we've worked with at the Cape Cod Chamber has been wonderful and so helpful, and if anyone is thinking of becoming a member, I would definitely recommend that.

– Christopher C. Ellis, Director of Organizational Advancement, Community Health Center of Cape Cod

BUILDER

\$615

Benefits to Grow Your Business

Elevate your business with our Builder membership level (valued at \$13,000), designed to enhance your visibility. Through the Cape Cod Chamber's popular online channels, you can expand your brand recognition across Cape Cod and beyond.

This membership includes all Core Benefits along with additional perks listed below.

Visibility

- Ribbon cutting, ground-breaking or grand opening event (one request)
- Post Featured Events – displays at the top of our Events Calendar
- One additional subcategory or location listing in our online Member Directory
- Cape Cod Travel Guide editorial consideration for tourism based retail, restaurants, accommodations, attractions, activities, golf courses and transportation
- Digital marketing editorial consideration for tourism based retail, restaurants, accommodations, attractions, activities, golf courses and transportation

Engagement

- Join the Cape Cod Chamber Leads Group
- Host a seminar or event in our hybrid capable conference room
- Participate on the Chambers Committees, Pillars, and Taskforces

Resources

- One pass to our Leadership Workshops certified by the Center for Creative Leadership, a top-ranked global pioneer in leadership research and training, providing business professionals the essential skills for thriving
- Post employment opportunities to our Job Board
- Copy of Chamber Business Directory with 2,200+ contacts (one request/year, does not include emails)

Become a Connector or Builder Member Today!

Ready to join us? Contact our dedicated Membership Team at membership@capecodchamber.org or (508) 362-3225 ext. 518 or 537

CHAMPION

\$1,300

Top Visibility Benefits and Valued Networking

Our Champion Level membership (valued at \$19,400) emphasizes visibility benefits and offers opportunities for your employees to network with peers, engage with our board of directors, and gives access to our vital J1 Workforce Housing program. This tier includes all Core and Builder level benefits, along with additional enhancements listed below.

Visibility

- Two additional subcategory or location listings in our online Member Directory
- 3rd level priority ranking of your online business listings
- Host a Good Morning or Good Evening Networking event (one request)
- Social media sharing of events and announcements to our 20,500+ followers on Cape Cod Chamber of Commerce Facebook and Instagram

Engagement

- Grow your business with Cape Cod Chamber's exclusive Entrepreneur Forever peer group program (requirements must be met)
- Two representatives to join the Cape Cod Chamber Leads Group
- One VIP pass to private Chairman's Circle Receptions (one registration)
- One invitation to Chamber Board of Directors September meeting and reception

Resources

- Supplement your host recruitment efforts for J1 Summer Work Travel students by accessing our Seasonal Workforce Housing program to help students find a place to live by connecting them with available host families and housing leads



Our local businesses thrive when the local economy thrives, and because of that being a part of the Chamber is just really a no-brainer.

— Crystal Pieschel, Director of Marketing, Mid-Cape Home Centers

CATALYST

\$3,000

Build Relationships, Create Success

Our Catalyst Level membership (valued at \$31,635) emphasizes strategic networking and access. Connect with influential decision-makers and peers to uncover best practices that drive community advancement. This tier encompasses all Core, Builder, and Champion level benefits, in addition to a variety of enhanced engagement and visibility opportunities.

Visibility

- Three additional subcategory or location listings in our online Member Directory
- 2nd level priority ranking of your online business listings
- \$250 credit to distribute rack cards and brochures at the Cape Cod Welcome Center on Rt. 6, seeing 90,000 visitors annually
- One-time sponsor of our newsletters to our exclusive contact list (3,800 subscribers)
- One-time sponsor of our visitor quarterly newsletter (47,000 subscribers)
- One email promotion to our exclusive contact list (3,800 subscribers)
- Access to Chamber's Online Photo Gallery featuring royalty free professional photography of our region
- Company Spotlight featured on Chamber Business Blog and shared on Facebook and LinkedIn page
- Banner photo ad for one year

Engagement

- Early access for Annual Meeting ticket sales
- Three representatives to join the Cape Cod Chamber Leads Group
- Two VIP passes to private Chairman's Circle Receptions
- One two-day pass to our Big Blue Conference

Resources

- Send your employees for certification, access tuition grants, and support our Cape based CDL Program, meet newly certified, unemployed graduates for potential employment
- Two passes to our Leadership Workshops certified by the Center for Creative Leadership

Become a Champion or Catalyst Member Today!

Ready to join us? Contact our dedicated Membership Team at membership@capecodchamber.org or (508) 362-3225 ext. 518 or 537

STAKEHOLDER

\$6,000

Extend Your Influence and Increase Your Access

Dive into a tailored membership plan packed with comprehensive benefits. Our Stakeholder members, full of energy and dedication, are deeply committed to Cape Cod. Stay informed about economic matters and elevate your brand's visibility. Crafting the ideal partnership begins with a consultation with our experts. This membership tier (valued at \$38,975) offers all Core, Builder, Champion, and Catalyst Level benefits, along with numerous enhanced engagement and visibility opportunities.

Visibility & Resources

- Ribbon cutting, ground breaking or grand opening event (two requests/year)
- Two-time sponsor of our newsletters to our exclusive contact list (3,800 subscribers)
- Two-time sponsor of our Visitor quarterly newsletter (47,000 subscribers)
- Banner photo ad for one year
- Four additional subcategory or location listings in Chamber's online Member Directory
- Featured 1st level priority positioning of your online business listings
- \$1,000 sponsorship credit to any Signature Event (Cocktails & Connections, Blue Economy Foundation, Annual Meeting, and Travel & Tourism Industry Forum)
- Host a Chairman's Circle reception or Chamber Board of Directors September meeting and reception
- Two email promotions to our exclusive contact list (3,800 subscribers)
- A day in the life of your business featured for a full day to our 20,500+ followers on Facebook and Instagram
- Underwrite our host recruitment efforts for J1 Summer Work Travel students through our Seasonal Workforce Housing program to help students find a safe place to live by connecting them with available host families, and housing leads

Engagement

- Opportunity to participate in virtual briefings related to the Chamber's public policy agenda
- Direct access to the Chamber's public policy team
- Receive monthly updates on the Canal Bridges Replacement and related Chamber advocacy efforts through the Cape and Islands Bridge Coalition newsletter
- Dedicated Membership Specialist to meet with your team and customize your engagement and advocacy needs
- Sponsor an emerging entrepreneur or non-profit at the Connector membership level OR receive \$400 advertising credit
- Three representatives to join the new Cape Cod Chamber Leads Group
- Three VIP passes to private Chairman's Circle Receptions
- Two 2-day passes to our Big Blue Conference
- Two passes to our Travel and Tourism Forum annual briefing
- Two passes to our Annual Meeting



“

Being new to the Cape, I've found the Chamber's offerings particularly helpful for meeting other local business members, exchanging referrals, and building both personal and professional relationships.”

— Rebecca Chace,
Director of Marketing, Cape Air

CHAIRMAN'S CIRCLE

\$12,000 minimum

Seize the Opportunity to Guide Cape Cod's Future

You recognize the significance of investing in advocacy, economic development, regional branding, and maintaining a robust workforce for Cape Cod employers. The Chairman's Circle's backing of the Chamber's strategic direction represents an investment in Cape Cod's future. Together, we spark fresh growth, foster leadership, and drive our economy forward. This membership level includes enhanced engagement and visibility opportunities, in addition to all Core, Builder, Champion, Catalyst, and Stakeholder Level Benefits.

Our Chairman's Circle memberships (valued at \$72,775) are tailored to meet the specific needs of each member. We will collaborate with you to enhance your visibility and demonstrate your commitment to the community, alongside the benefits outlined in our materials.



“

We serve our region with a diverse action plan of programs and goals, strategically designed to align with the needs of our members. Our collaborative spirit and tenacity drive us to address essential issues, ensuring the long-term prosperity of our region and businesses.

— Paul Niedzwiecki
Chief Executive Officer,
Cape Cod Chamber of Commerce

Visibility & Resources

- Talent Recruitment Concierge to tour the family of your key recruits around Cape Cod
- Sponsor and select a recipient to receive the Spirit of Cape Cod Award, celebrating their unique contribution to our community
- Supporting sponsor of Career Signing Day, celebrating the technical workforce talent that stays on Cape Cod

Engagement

- Invitations for your management team to attend our Chairman's Luncheon (with current Chair and past Chairs)
- Invitations to Chairman's Circle Receptions with opening remarks opportunities (biannually)
- Chairman's Circle recognition on Chamber website, in the Sandy Neck Conference Room, at all events, in the Annual Report and the Online Business Directory
- Annual meeting with a Chamber senior leader to discuss organizational initiatives and develop a Customized Engagement Plan
- Underwrite our Cape Cod Economic Dashboard providing current data for industries, the blue economy, commuting patterns, workforce, population trends, housing market, migration patterns, bridges, wages, job posting trends, educational attainment, hotels and lodging, and cost of living
- Priority seating at events and concierge service for registrations
- Customized advertising strategy and access to all Cape Cod Chamber local marketing channels



For more information about the Chairman's Circle contact Noëlle Pina, Vice President of Operations, at noelle@capecodchamber.org or 508-362-3225 ext. 525

FAQs

Q. How do I join the Cape Cod Chamber of Commerce?

A. Please contact our membership team at membership@capecodchamber.org or visit our online membership application via mycapecodchamber.org to get started.

Q. Who do I contact for membership questions?

A. You may email membership@capecodchamber.org with any questions you have regarding your current or prospective membership.

Q. How long is my membership valid?

A. Your Cape Cod Chamber membership renews annually from the date you sign up. For example, if you join on May 1st, 2024, your payment for your next year of membership will be due on May 1st, 2025. Invoices are emailed to a designated invoice recipient, so please keep your contact information up to date.

Q. Does my organization need to be located on Cape Cod to join the Chamber?

A. Location is not a requirement of a Cape Cod Chamber membership. Membership is available to any organization looking to increase their business presence and visibility in the Cape Cod region.

Q. What sponsorship opportunities are available at the Chamber?

A. Sponsorship opportunities are abundant at the Chamber. They range from sponsoring our networking events (eligible membership level required) and annual events such as the Travel & Tourism Forum, Big Blue Conference, Quahog Day, and the Annual Meeting to sponsoring or supporting our advocacy initiatives. Please contact membership@capecodchamber.org for more details.

Q. What if I choose to upgrade to a different membership level during the year?

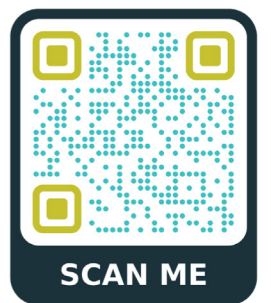
A. We are always happy to accommodate this request, and in most cases will simply take payment for the difference in cost. Please contact membership@capecodchamber.org for more details.

Q. Are membership dues tax deductible?

A. Yes, 93% of annual membership dues are tax deductible as a necessary and ordinary business expense, the other 7% of membership dues is allocated towards lobbying efforts.

Q. Are you affiliated with the U.S. Chamber of Commerce?

A. The Cape Cod Chamber of Commerce is an independent organization. The Chamber is a member of the Federation Partnership Program as run by the U.S. Chamber of Commerce. Qualifying members of the Cape Cod Chamber of Commerce may opt-in to the U.S. Chamber's Small Business Membership through this partnership.



Or visit
tinyurl.com/meet-with-membership
to schedule a meeting with the Cape Cod Chamber Membership Team

According to a study by the Schapiro Group and Market St., both consumers and business owners view a business more favorably if it is associated with a chamber of commerce.

57%



of consumers are more inclined to purchase goods and services from a business affiliated with their chamber.



63%

of consumers have a more positive opinion of a business if they know it is a member of the chamber.



44%

of consumers have a more positive opinion of a business if they know it is a member of the chamber.

82%

of respondents believe that the chamber of commerce plays a role in local economic development and job creation.



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CHAMBER OF COMMERCE

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