



your member checklist

Want to make the most of your Chamber investment? Follow the checklist below to ensure you are reaping the benefits of your membership.

- ☐ Review your Member Handbook and familiarize yourself with all your benefits.
- ☐ Email a small blurb (4 lines) about you and your business to post on our social media sites.
- ☐ LIKE us on Facebook — @EastBayChamberRI
- ☐ Look for your welcome email with User Name and Password to the East Bay Chamber website to verify and edit your listing.
- ☐ Add a description to your listing on the East Bay Chamber website.
- ☐ Email your logo to info@eastbaychamberri.org as a jpeg or png file.
- ☐ Schedule a Ribbon Cutting and Open House.
- ☐ Attend a Chamber 101 workshop. NEXT workshop: _____.
- ☐ Offer a Member-to-Member discount.
- ☐ Join a committee. Email the chairpersons for a meeting schedule.
- ☐ Meet with your Ambassador, _____.
Email: _____
Phone: _____
- ☐ Email any news, business accolades, job postings, and promotions to info@eastbaychamberri.org.



Text EASTBAY-CHAMBERRI to 22828 to sign up for our Tuesday @Two e-newsletter



EAST BAY CHAMBER
of COMMERCE
Partner. Grow. Succeed.

Member Handbook 2019

Your guide to East Bay Chamber benefits and resources for personal growth and success





welcome

Welcome to Rhode Island's East Bay Community!

As Chairman of the East Bay Chamber of Commerce, I want to thank our members, residents and visitors for their support of the Chamber and its member businesses. I hope you find this Business & Community Guide to be a helpful year-round resource, with its complete listing of our member businesses, as well as our programs and services, community activities and resources, and points of interest.

The East Bay – Barrington, Bristol and Warren – is a beautiful community with so much to offer. We have a great mix of businesses, from accommodations, to professional services, to museums, to various trades and manufacturing, as well as many others. I encourage you to look through this guide and discover businesses you might never have thought reside here. And more so, I encourage you to allow these businesses to serve you. I'm sure you will find them representative of this great community and discover why people love to come here.

I encourage you to get involved in the Chamber on one of our several committees. The more our members get involved, the more effective we can be. And if you have any thoughts or ideas about how we can better serve our business community, please don't hesitate to contact me personally, or one of our staff members. We would like to hear from you.



The East Bay Chamber is here to serve you. So if you need assistance finding a particular business or service, don't hesitate to give us a call or stop by our office in Warren. You can also find a listing of our members and other Chamber resources on our website at www.eastbaychamberri.org.

Sincerely,

Mark G. DeVine, CPA, CGMA
Chairman

Contact Us

Suzanne Munroe, Administrator
smunroe@eastbaychamberri.org

Bette Walpole, Membership Director
Chamber@eastbaychamberri.org

401-245-0750

Hours of Operation

Monday, Wednesday, Friday
8:30 a.m.—4:30 p.m.

Tuesday, Thursday
8:30 a.m.—2:30 p.m.

Closed Daily 11 a.m.—Noon



networking opportunities

coffee & commerce

Rise and shine with the East Bay Chamber! This informative networking breakfast takes place on the last Friday of the month, from 7:30—9 a.m. at the Chamber office. Enjoy a light breakfast with coffee and juice while listening to a guest speaker discuss topics relevant to your business and personal life. Cost is \$5 for Chamber members; \$10 for non-members. Sponsor a series (3) for \$150.

statewide business after hours

Don't miss this once a year opportunity to network with other businesses from throughout the state every March. Last year, hundreds of business professionals were in attendance with over 125 display tables. Tickets for this event are sold by the East Bay Chamber and will be announced when made available.

annual awards dinner

This annual event held in October, highlights the success of the past fiscal year and looks ahead to the next. The Citizen of the Year, Business of the Year, and Member of the Year awards are presented. Award nominations are solicited in June/July, and submissions are accepted from members and the public.

Sponsorship levels for this event are:

- Platinum, \$1,000
- Gold, \$500
- Silver, \$300
- Bronze, \$150

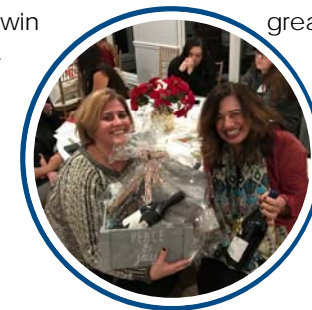


jingle mingle holiday celebration

This winter event is a chance to network with fellow members and reflect on the calendar year in a party atmosphere. Enjoy the fun, win raffles and cash prizes! Promote your business by donating a raffle item!

Sponsorship levels for this event are:

- Diamond \$1000
- Ruby, \$500
- Emerald, \$300
- Sapphire, \$100





networking opportunities

For a schedule of updated events and to register, please visit the Chamber website, www.EastBayChamberRI.org/Events.

monthly mingle (business after hours)

Mark your calendars for this recurring monthly business after hours networking social. Our Chamber Socials take place on the second Wednesday of the month, from 5:30—7 p.m., at a Chamber member business. This is a great opportunity to meet area professionals as well as explore local businesses. Hosting member provides a raffle, and tickets are sold for a 50/50 raffle. Cost is \$5 for members; \$10 for non-members.

summer event

Connect with Chamber members and friends at our popular annual Chamber clam boil held in August. Great evening, great food!

annual legislative reception

The annual Legislative Reception is an opportunity for business leaders from around the state to meet with colleagues and elected officials to discuss business issues and concerns they may have in a relaxed and informal setting at the State House. This event is organized by the Rhode Island Chamber Coalition.

annual restaurant challenge & beer wine tasting

Join us for our annual Restaurant Challenge & Wine Beer Tasting Event. Attendees will be given a voting sheet and the winners will be given a trophy! There will also be a silent auction with a wide range of items for your bidding pleasure. Cost is \$35/person \$40/door

Sponsorships available



2018-2019 board of directors

executive committee



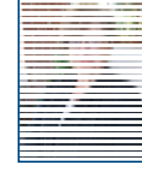
Mark DeVine,
DeVine & Associates
Chairman



Michelle Hughes
Michelle Hughes, CPA
Chair-elect



John Daniels
Farmer & First CPA's
Secretary/ Treasurer



Bette Walpole
Membership Director
Chairperson



Michelle Cartwright
Re/Max River's Edge Real Estate



Cidalia Rodrigues
BankNewport



Steve Primiano
Steve Primiano's Custom Window Treatments



Scott Pickering
East Bay Newspapers



Tim Pray
TAP Printing



Keith Sartini
Goldenroad Wealth Management



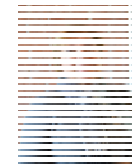
Dr. Mario Andrade
Bristol-Warren Regional School District



Kathy Marabello
Navigant Credit Union



Bruce Cox, Esq.
Slepkow, Slepkow & Associates



Stephanie Borden
One & Done Concierge



Joseph Hozempa
Round Two LLC



Bob Casale
Personal Security Consultants



Danielle DeLuca
Thompson RE/Max Professionals



Jay Coyne
Traffic Signs & Safety



Michael Whitaker
Full Channel



Jimmy Stuart
Jimmy Stuart's Floor Covering & Cleaning



Andy Arruda
Parker Mills, LLC



about your chamber

In 1972 our Chamber was organized and incorporated when the Bristol, Warren and Barrington Chambers merged to become the Bristol County Chamber of Commerce. In 1998 the name of Bristol County Chamber of Commerce was changed to the East Bay Chamber of Commerce to reflect our wider vision. Emerging from three small retail groups, our Chamber has grown in size and programming to meet the needs of our business community and to be proactive in the concerns of our businesses as well as the communities we serve.

The East Bay Chamber of Commerce is a not-for-profit organization, and not part of local or state government. The Chamber is financed primarily by membership dues, and is supplemented by various grants and fundraiser. These fundraisers, in addition to raising funds for the organization, are also extremely enjoyable networking opportunities.

mission

Our mission is to encourage, promote and support business and serve as the trusted resource for our community. The East Bay Chamber consistently strives to not only help our members, but our residents and visitors as well.

We're social. Let's connect.
@EastBayChamberRI



community events

Through our community-focused events, the Chamber helps to keep small businesses in the local area alive and a viable option to community members.

trolley tours

From food to shopping, learning about industrial arts and the marine trades, our Trolley Tours are a popular way to discover the East Bay. A trolley seats 35 guests who are eager to explore, shop and dine in Barrington, Bristol and Warren. Sign up to be a stop when our next event rolls by!



national manufacturing day

This day is held annually on the first Friday of October. The East Bay Chamber organizes a trolley tour of three East Bay manufacturing companies, that open their doors to the public for exploration. This national campaign is designed to shift Americans' perceptions about the manufacturing trade, and to foster enthusiasm for its growth.

bristol-warren art night

The Chamber participates in Bristol-Warren Art Night, in support of local arts. Artists, photographers, fiber artists, and painters can showcase their pieces in our community room. The space utilizes STAS picture hanging systems, and holds up to 60 lbs. per cord. Dozens of community groups and businesses use this space each month for meetings and seminars. Ask about the Artist Showcase; Chamber Featured Artist; and our Studio Chamber Membership

annual fashion show

The Chamber partners with Highlander Charter School, giving the students an opportunity to experience every part of the event planning, including scheduling, organizing, ad sales and creating the program. This is a great way for the students to work alongside local businesses and the East Bay Chamber to ensure a successful annual event.





professional groups

The East Bay Chamber of Commerce has several different networking groups available to both members and non-members. We encourage you to attend any one of their meetings or social events, or contact the group's chairperson.



webond

The Women's Empowerment and Business Owners' Networking Development is our women's-only networking group. This group meets every other Tuesday at noon at the Chamber office, bringing life-balance, education and resources to women in business and career professionals in the East Bay. info@eastbaychamberri.org
www.meetup.com/WEBOND.

ceo manufacturing roundtable

The CEO Manufacturers Roundtable is a Master Mind Group made up of experienced decision makers from non-competing small to mid-sized manufacturers located in the East Bay area. This confidential forum is professionally facilitated by Chamber member Don Saracen, president of SARACEN Sales & Marketing. **Don Saracen**, 401-465-4706

connect & grow

connect & grow encompasses a variety of networking events, training seminars, lunch & Learns, coffee & commerce, and social meetings for you to attend to help grow your business.



support the chamber wear

Order Yours Today

Chamberwear Available:

Cap \$13, Polo \$17m Fleece Vest \$25

YOUR COMMUNITY, YOUR CHAMBER

The Chamber represents and promotes the area's business economy, and encourages business and industrial investment, broadening the tax base and providing employment. To business prospects and newcomers, the Chamber represents the community's pride and self image.



committees

ambassadors

This focus of this committee is membership retention. Ambassadors of the East Bay Chamber encourage members to attend events through the Buddy Program; celebrate members with Ribbon Cutting Ceremonies; manage raffles at networking socials; and make monthly well-check calls to members. Our Ambassadors are often thought of as the cheerleaders of the Chamber. **Joe Hozempa**, hozempa@me.com.

events

This committee plans, promotes and executes all social, fundraising and networking events of the East Bay Chamber. Such events include monthly Chamber Socials, Trolley Tours, Annual Holiday Celebration, Annual Awards Dinner, and the Summer Cruise. **Bette Walpole** chamber@eastbaychamberri.org

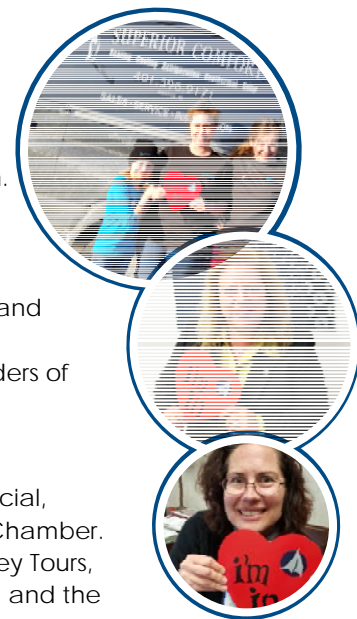
government affairs

Members of this committee keep their finger on the legislative pulse of the East Bay and the State House. This committee establishes working relationships with local government officials, fostering open dialogue. Members on the Government Affairs Committee host legislative receptions and legislator nights, survey members for political needs, and partake in Chamber Coalition meetings. **Steve Primiano**, steve@primianos.com.

public relations business & community engagement

This committee promotes the activities, events, programs and benefits of the East Bay Chamber to its members and to the public. This group supports the efforts of the Ambassadors, Events and Government Affairs committees, from publicizing events, to promoting ticket sales, to reinforcing the value of Chamber membership. It plays an important role in connecting the Chamber to outside community organizations and other business associations, and its members will collaborate on activities and attend meetings with these important community partners.

Michelle Hughes, michellehughescpa@gmail.com & **Danielle DeLuca Thompson**, danielle.deluca.thompson@gmail.com.



SHARE YOUR KNOWLEDGE

By joining a committee, you can add your voice to the conversations that shape business, share expertise, and get first-hand knowledge of the issues and initiatives that impact your business growth.



new member savings

Some of our current members have extended these special incentives to those who are newly joining the East Bay Chamber. Please take advantage of all they have to offer.

constant contact

Call 1-855-854-8609 to get 25% OFF Constant Contact

east bay newspapers

Free 1/8 page color ad in 2 papers* & 5,000 impressions on EastBayRI.com, a \$285 value; Plus 50% OFF your 1st classified ad & 10% OFF additional classified ads. Brenda Santos, 401-253-6000.

**Barrington & Warren OR Bristol & Warren*

ribbon cutting ceremonies

Let's get out the scissors, ribbon and celebrate! This service is free to new and current members, and is a great way to promote your business.

Moving to a New Location Remodeling Your Facility New Members
Under New Ownership or Management
Launching a New Product or Service



GET ADDITIONAL EXPOSURE

Do you have an incentive you'd like to offer new members joining the East Bay Chamber? Let us know so we can promote your business' offer here and in all our new member marketing materials.



partnerships & counseling

cogno online training

Buy online training courses on an assortment of topics. Courses are self-certificates, and are distributed online to each employee's computer via a Learning Management System, where you can track and view reporting. Includes safety certifications. You can access Cogno from the Chamber website or scan the QR code.

bristol-warren regional school district

Local businesses can contact the Superintendent's office if they would like to develop an internship partnership or offer other career awareness opportunities such as job shadowing or mentoring. The process includes site visits to local businesses, developing a resume, completing and application, and interviewing for a position the student is interested in. Internships run from 50-100 hours afterschool or during the school day if the schedule permits. Students complete weekly timesheets, present their learning at the end, and may earn course credits.

Alicia Pereira, alicia.pereira@bwrsd.org.



other organizations

U.S. Small Business Administration
Workforce Partnership of Greater RI
Commerce RI
Roger Williams University CPC
PTAC
Polaris MEP
Main Street USA
Bristol-Warren Art Night
RI Chambers of Commerce Coalition
RI Tourism
RI Dept. of Labor and Training
Center for Women & Enterprise
Local merchants associations



partnerships & counseling

score counseling

SCORE offers the nation's largest, network of free, expert business mentors. If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you need to open your doors and establish a customer base.

Already own a business? Our volunteer mentors can help identify ways to increase profit, improve employee and customer satisfaction, and achieve work/ life balance. With SCORE, you can have the honest, confidential and sometimes tough conversations about managing money, motivating your team, and other business topics. SCORE Counselors are available to meet with you in the Chamber office by appointment only. Call the Chamber office, 401-245-0750.

ri small business development center

Through a unique partnership with the Federal and State government a representative of the Rhode Island Small Business Development Center, works at the Chamber on Thursday mornings. The RI SBDC delivers free services to small business including business planning, access to capital and business operations. The SBDC is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Manuel Battle, 401-490-0378.

u.s. chamber membership

As a member of the East Bay Chamber, you are also a member of the U.S. Chamber of Commerce. Your joint membership entitles you to exclusive members-only discounts and services, access to small business toolkits and news, legislative information and updates, and members-only email newsletters. For more information about the U.S. Chamber member discounts and services, contact our partners directly, 1-800-638-6582.



DOUBLE YOUR BENEFITS

Go to uschambersmallbusinessnation.com for free resources including the U.S. Chamber's 4 1/2 Minute Guides to Google Analytics, Digital Advertising, and Business Credit.



promote your business

tuesday @ two

With 700+ subscribers, you can target the entire membership as well as community members by placing an ad in the Chamber's weekly e-newsletter, the Tuesday @ Two. Cost: \$45/e-mail, OR \$140/month.

mailing labels

If you are doing your own mass mailing, we provide you with the Chamber membership's mailing addresses on a Microsoft Excel spreadsheet file to print your own envelopes, for just \$35!

seasonal flyer mailing—moving forward

Direct mailing with these highly anticipated flyer packets is an effective way to promote your business to other Chamber members. Take the opportunity to announce a new product or service, or add a coupon and track your results.

Offered 3X per year: Spring, April 1; Fall, Sept. 1; and Holiday, third week in November. Cost: \$75 per mailing.

making connections program

If you would like to have your marketing materials/brochures/business cards delivered to all the new homeowners in the East Bay each month, then this program is for you!

HOW IT WORKS: Each month we will hand deliver a Making Connections bag to new homeowners filled with your promotional items. Here's the best part: Each participating business will receive the list of names and addresses of the homes that we delivered to so that you can continue reaching these homeowners through your own marketing efforts.

To Participate:

Full Year:

\$400 You supply 1200 promotional pieces

6 months:

\$250 You supply 600 promotional pieces

3 months:

\$125 You supply 300 promotional pieces





2019 member benefits

East Bay Chamber membership offers numerous benefits to businesses large and small. Below is a list of services available at little to no cost to our members.

- Certificate of Origin Available
- Free Notary Public Service
- Free Health Insurance Quotes
- Listings Online Link to Your URL
- Business Referrals
- Free Brand Promotion on Chamber's Social Media Sites & Tuesday @2
- Brochures & Business Card Displays in Chamber Lobby
- Exclusive Marketing Opportunities
- Opportunity to Serve on the Board of Directors
- Moving Forward Newsletter
- Tabletop Displays at WEBOND
- Discounted Fees at Chamber Events
- Use of Chamber Community Room
 - \$10/Members
 - \$75/Non-Members
- Free Seminars



chamber website

Advertising on the East Bay Chamber website works! Our members have access to new customers and unique visitors every day via the Chamber's highly-searched local website.

Advertising plans range from \$250 to \$1,250, and are packaged in 3-month increments. www.eastbaychamberri.org



2019 member benefits

bay bucks

Our Bay Bucks gift certificates are available for purchase at the Chamber office in any denomination and allow the recipient to select from a variety of services or retailers in the East Bay. Participating businesses receive 100% of the certificate value, redeemable upon submitting to the Chamber.

member 2 member discounts

East Bay Chamber members enjoy many discounts and savings offered by fellow members. The discount varies by business, and all employees are eligible to receive the discounts, too. You can find the list of participating members and their discounts on the East Bay Chamber website under About the Chamber, Member Benefits.

business & community resource guide

As a member of the East Bay Chamber, your business and contact information is listed 2x in our widely-circulated Business & Community Resource Guide, published annually.

government lobbyist

The East Bay Chamber is a member of the Rhode Island Chambers of Commerce Coalition, which lobbies the RI General Assembly on issues and concerns of the more than 6,500 business members of the participating Chambers of Commerce. The Coalition has become a strong voice for businesses in Rhode Island and is growing daily. Learn more at www.RhodeIslandBusinessVotes.com.

speakers bureau

Our Speakers Bureau consists of professional speakers who cover a wide variety of topics such as business development, communication skills, health and wellness, sales and marketing and more. The speaker share their experiences to help Chamber and the community in general grow, develop and improve both personally and professionally.

<http://www.eastbaychamberri.org/speakers-bureau.html>

