



MEMBERSHIP

808 **109**

Total Members New Members

84% Member Retention Rate

84% Membership Revenue Goal

MEMBERSHIP BY LOCATION

627 Valparaiso

22 Merrillville

21 Chesterton

13 Portage

9 Crown Point

116 Other

MEMBERSHIP BY TYPE

Professional Services 274

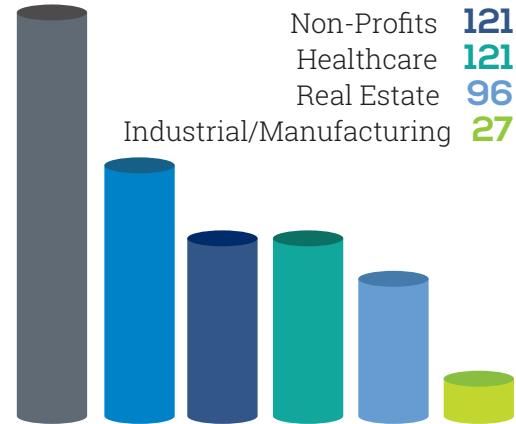
Retail & Restaurants 169

Non-Profits 121

Healthcare 121

Real Estate 96

Industrial/Manufacturing 27



MEMBERSHIP BENEFITS



Referrals

1,000 monthly phone calls resulting in **over 5,000** business referrals

15

Leadership Academy Graduates

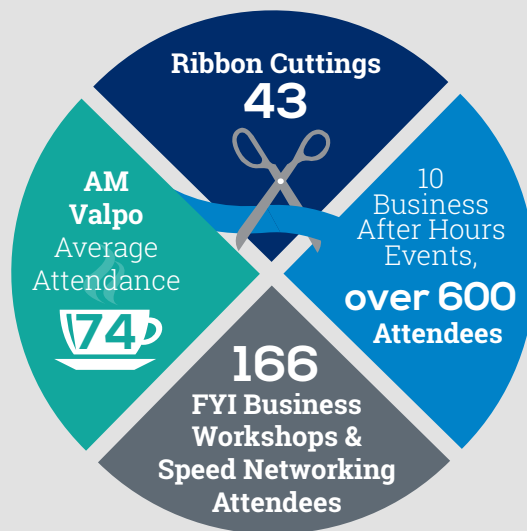
(12th cycle of program)

8,986

Gift Certificates

(Totaling \$185,975)

96 Events & Activities Organized



Video Newsletter

Averaging **4,000 views** on social media



Facebook Followers
2,265



Email open rate

38.7%
(Industry average is 20%)



CHAMBER AWARDS

Indiana Chamber Executives Association – State Level Award

2017 Indiana Chamber of the Year

2017 Communications Excellence Awards for **Annual Report** and **Video Newsletters**

Association of Chamber of Commerce Executives – National Level Award

2017 Communications Excellence Award – Video Newsletters

MISSION

Serving the needs of all our members and ensuring the quality of life in the greater Valparaiso community by providing the highest quality information, advocacy, networking opportunities and member services.

VISION

Serving the needs of the business community, while continuing to preserve, enhance, and promote the unique character of greater Valparaiso.

VALPO CHAMBER

162 W Lincolnway
Valparaiso, IN 46383
219-462-1105
www.valpochamber.org

EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

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Blue Chip Casino, Hotel & Spa
VICE-CHAIR MEMBER SERVICES

Karen Hoff

Lakeshore Bone & Joint Institute
VICE-CHAIR SPECIAL EVENTS

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Regal Beloit America, Inc.
VICE-CHAIR SMALL BUSINESS ENGAGEMENT

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Teachers Credit Union
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Bill Higbie

Porter County Community Foundation

Frank Kusbel

AM Stabilizers

Nick Larson

Larson-Danielson Construction Co., Inc.

Tom Long

NITCO

Mary Sudicky

St. Mary Medical Center

Matt Vessely

1st Source Bank

John Walsh

Heat Wagon, Inc.



PARTNERS

Platinum

Porter Health Care System
NITCO

Economic Development

Valparaiso Redevelopment
Commission

Gold

Blue Chip Casino, Hotel & Spa
Centier Bank
First Merchants Bank
St. Mary Medical Center
The Times Media Company

Silver

1st Source Bank
BMO Harris Bank
Comcast Business
Horizon Bank
The Lakes of Valparaiso
Metro Recycling
Realty Executives
Teachers Credit Union

Bronze

Anton Insurance
Aradise
Blachly Tabor Bozik
& Hartman LLP
Burke Costanza & Carberry
Chase Bank
Fifth Third Bank
General Insurance Services
Golden Tech
Hoepfner Wagner & Evans LLP
Kankakee Valley REMC
Kotys Wealth Professionals
Ogletree Deakins
Peoples Bank
Retro Tech Systems

CHAMBER STAFF



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Danielle Oeding Vice President Sales & Marketing

Kurt Gillins Vice President Programs & Communications

Christine Pazdur Chief Financial Officer

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