

MEMBERSHIP



802 Total Members **99** New Members

90% Member Retention Rate

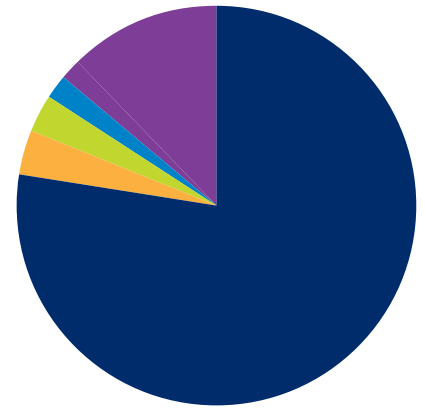
99% Membership Revenue Goal

By Type

Professional Services		387 48%
Retail & Restaurants		131 16%
Non-Profits		88 12%
Real Estate		81 10%
Healthcare		74 9%
Industrial & Manufacturing		41 5%

By Location

- Valparaiso **622**
- Merrillville **29**
- Chesterton **25**
- Portage **15**
- Crown Point **13**
- Other **98**



REFERRALS
OVER 1,000
monthly phone calls resulting in
OVER 5,000
business referrals

84
EVENTS & ACTIVITIES ORGANIZED

2,802
FOLLOWERS



ON FACEBOOK

1,326
LUNCHEON & BREAKFAST ATTENDEES

35
RIBBON CUTTINGS



Ribbon Cutting Videos Average
4,000 VIEWS
on social media

VIDEO NEWSLETTER

5,000

Average monthly views on social media

VALPO CHAMBER MEMBERSHIP BENEFITS

22
LEADERSHIP ACADEMY GRADUATES
13th cycle of program

AM VALPO
CELEBRATED **15 YEARS**
Average Attendance



202
WORKSHOP & SPEED NETWORKING ATTENDEES



BUSINESS AFTER HOURS
7
over 500 attended

8,014
Gift Certificates sold
TOTALING \$183,783

35.5%
EMAIL OPEN RATE



Industry average is 20%

Chamber

AWARDS

National Awards

CHAMBER OF THE YEAR FINALIST

Association of Chamber of Commerce Executives

GRAND AWARD FOR COMMUNICATIONS

— VIDEO NEWSLETTERS —
Association of Chamber of Commerce Executives

State Level

EXCELLENCE AWARDS FOR:

- ANNUAL REPORT
- VALPOH! COMMUNITY GUIDE
- 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.

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