

What Is A Chamber?...

A Chamber of Commerce is a unique thing. Many people think we are funded by the towns and taxes. Not true. Many people think we are a marketing agency. Not true (although we do provide some marketing services). Many people think we are community event planners. Not in our job descriptions, although we do believe our community is enriched by having regular activities to enjoy.

At the Middlesex West Chamber, we are a 501(c)6 Non-Profit that prides ourselves in being customer service professionals and community connectors. We exist to serve our business members, school districts, individual members, non-profit partners, and the residents and visitors of our communities. That's 9 communities and over 150,000 people in our footprint.

If you ask us "what's the point of joining the Chamber" we can rattle off a list of things we will do for you/your business, and I will explain that in some ways, we are like a gym membership-- the more ways you choose to use your membership, the more benefit you will see. No two people will use the exact same combination of equipment, because we recognize that different members are seeking different results. Overall, like a gym, a Chamber cultivates a healthier community.

A Chamber is many things. We are flexible and ever evolving, because that's what it takes to be forward thinking and relevant. We offer a mix of tangible benefits and intangible benefits to our members, but a vibrant Chamber is GOOD for a vibrant community. Over 230 businesses see that supporting your chamber helps to build the quality of life in the communities where you live, work and play.

What Makes Us Different?

Our Focus on Community

Chambers are historically thought of as the place to network and meet other businesses, but we do so much more. One of our biggest services doesn't have to do with our members at all. In fact, every day our phone rings with questions from the community about our local businesses, transportation system, where to stay and what to do in our region. We act as a connector between the business community, government, local non-profits, and the general public. Our



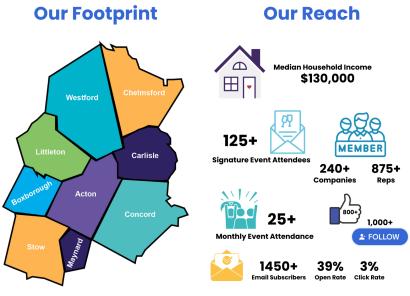
members and sponsors help ensure the continuation of the services we provide in our region and support the communities where your employees live and work.

We Impact the Local Economy and Families

Our members and sponsors do more than write a check. They are investing in our people and community. The work the chamber does to support neighborhood projects, mentor smaller businesses and start-ups, provide a growing list of resources and educational opportunities, helps not only the local economy but also local families. The best intangible benefit of sponsorship is a flourishing community.

We Value Each Member's Contribution

We deeply care about our members and our communities. When you come to one of our events, we want to welcome you with open arms. Visit our office and you'll be invited to sit down with us and chat. Why? Because we value you and see the value of each person's contribution to our community.



Location! Location! Location! Our footprint includes the following 9 towns: Acton (24,021), Boxborough (6,388), Carlisle (5,186), Chelmsford (35,313), Concord (19,323), Littleton (10,152), Maynard (10,754), Stow (7,214), Westford (24,342)