



**ayrshirechamber**

of commerce and industry

Make the Most of Your  
Membership



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## Things are Changing!

I'm delighted to introduce our 'Make the Most of Your Membership Guide' that will provide you with everything you need to know about our exciting new membership model.

Things are changing and our informative membership guide helps you make the correct choice for your business, from Enterprise to Corporate membership, there is something for everyone. Through listening to our members, we have created a tiered model which gives you more control, consciously retracting from a 'one size fits all' approach. We have developed a range of services that supports the Ayrshire business community with their ambitions and strategic objectives.

From our incredible networking and events programme, HR and Legal Support, Mentoring, Editorial within 'Your Business Magazine' to 'Future Chamber', our newest initiative to fund under 35 year olds in Ayrshire, in partnership with our Platinum Partners for Business, plus much more.

We have so much to look forward to and I hope to see many new businesses join us over the coming years to become part of our existing 800+ membership community.

At Ayrshire Chamber we celebrate the past, work with the present and look to the future.

**I'm in, are you?**

*Val Russell*  
Ayrshire Chamber of Commerce CEO



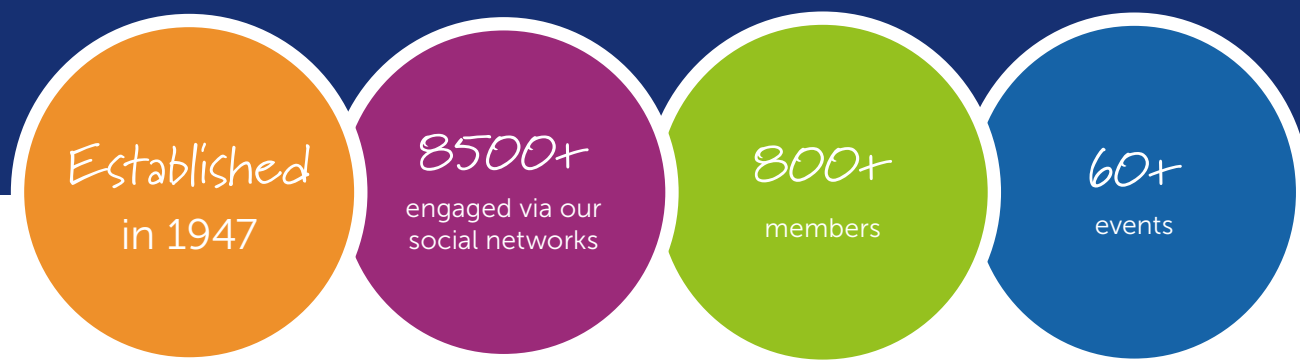
# About Us

It was on an autumnal night in October 1947 when the inaugural Ayrshire Chamber of Commerce meeting took place. As we've celebrated our 70th platinum year we are as passionate and optimistic about Ayrshire and the business community as we were then. We are a small business with a big voice, driven by our strong vision to make a difference for our members.

We represent the business community across the whole of Ayrshire. With over 800 members our objective is to promote and facilitate business between members to encourage commercial growth and local prosperity. We are the voice of the business community in Ayrshire and pride ourselves in providing strong representation of your interests at Holyrood and Westminster.

We aim to support every type of business, from sole traders to large multinational corporations. Our members cover a vast range of sectors including textiles, industrial, tourism, retail and manufacturing. We are also proud to host the Developing Young Workforce initiative in Ayrshire, one of twenty-one regional groups that has been set up across Scotland to connect Education and Business. The purpose is to develop young people, ensuring they have the appropriate skills and qualifications needed to succeed in the world of work.

A warm Chamber welcome awaits within our base at Glasgow Prestwick Airport.







## Our Team

Ayrshire Chamber of Commerce is made up of a small but extremely hard working team. Dedicated and committed to providing our membership with the opportunities to grow, develop and improve their business. For more information on our team visit our website [www.ayrshire-chamber.org](http://www.ayrshire-chamber.org)



## Introducing our Board of Directors

Our Board are responsible for the management and strategic direction of the Ayrshire Chamber, ensuring that arrangements are made for the fulfilment of the company's statutory duties. Directors have, both collectively and individually, a continuing duty to acquire and maintain sufficient knowledge and understanding of the company's business to enable them to properly discharge their duties as directors.

As part of our Enhanced and Corporate Membership Packages our Board provide support to members each quarter via our new drop in sessions. For more information on this exclusive benefit go to Benefits Glossary on page fifteen. For more information on our Board of Directors visit our website [www.ayrshire-chamber.org](http://www.ayrshire-chamber.org)







# Enterprise

£10  
per month  
+ VAT

The Ayrshire Chamber Enterprise Membership is aimed at small businesses keen to grow through networking and building relationships. The comprehensive benefits of the Enterprise Membership will help raise your business profile across Ayrshire and the wider UK chamber network. Enterprise Membership provides a plethora of services from Networking Events, FREE Your Business Editorial to the incredibly popular Legal, HR and Westfield Health benefits & more.

The benefits glossary on page fifteen provides an expansion on each of the Enterprise Membership benefits. Your Enterprise Certificate will be posted to you within one week of joining and you'll be invited along to the forthcoming 'Make the most of it' meeting. This informal interactive hour takes place within our Chamber offices and ensures you leave fully aware of what you're part of and how to maximise what's included within your membership package.

- ✓ Free 'Your Business' Magazine & Free Editorial
- ✓ Foreign exchange
- ✓ Referral scheme rewards
- ✓ CONNECT Networking
- ✓ Events Programme
- ✓ International Document Support
- ✓ AXA Private Healthcare
- ✓ Westfield Health
- ✓ Chamber Tax and Health & Safety
- ✓ Chamber HR and Legal
- ✓ Listed within Business Directory
- ✓ Certificate of Membership & Ayrshire Chamber logo
- ✓ 'Make the most of it' Membership Meeting
- ✓ Discounted Chamber room hire
- ✓ Ayrshire Marketplace
- ✓ Discounted 'Your Business' advertising
- ✓ Online Presence Health Check

*'I'm in Enterprise'*

Highlife Travel  
Paula Horne, Founder

The new tiered membership is fantastic as it allows organisations to enter at a level that suits their specific business needs. I've been a member since 2016 and have found the networking and events particularly useful to the development of my business. I am delighted to be an ambassador for the Enterprise Tier.

**I'm in, are you?**



# Premier

£20  
per month  
+ VAT

The Ayrshire Chamber Premier Membership is aimed at any sized business within any sector looking to grow and develop their network. All the services and benefits within Enterprise are included in addition to: Named Contact that will be your support on all things relating to your Premier Membership. Discounted Chamber room hire, 20% off Business Boost Events & more.

The benefits glossary on page fifteen provides an expansion on each of the Premier Membership benefits. Your Premier Certificate will be posted to you within one week of joining and you'll be invited along to the forthcoming 'Make the most of it' meeting. This informal interactive hour takes place within our Chamber offices and ensures you leave fully aware of what you're part of and how to maximise what's included within your membership package.

- ✓ AA fleet support
- ✓ Job Vacancy Marketing
- ✓ Chamber Training Partner
- ✓ 20% off Business Boost Events
- ✓ Discount of the Day
- ✓ Featured Business Spotlight
- ✓ Anniversary Catch Up
- ✓ Mentoring
- ✓ Named Contact
- ✓ Free Marketing Audit

*'We're in Premier'*

Crucial Drinks  
Scott Watson, Founder

As a growing luxury spirits brand based in Ayrshire we have built a strong relationship with the Ayrshire Chamber since joining in 2016. We have utilised our membership to enhance local awareness and networking opportunities and very much looking forward to continuing this in the future. We're thrilled to support the new model as 'Premier Ambassadors' and will make the most of the new benefits.

**We're in, are you?**



Enhanced

£30  
per month  
+ VAT

The Ayrshire Chamber Enhanced Membership is aimed at businesses within any sector with a team looking to gain support and knowledge to help fast track growth. All the services and benefits within Enterprise and Premier are included, in addition to: Exclusive Gym and Car incentives provided by our members from across Ayrshire, Board Support to round table with Ayrshire Chamber CEO & more.

The benefits glossary on page fifteen provides an expansion on each of the Enhanced Membership benefits. Your Enhanced Certificate will be posted to you within one week of joining and you'll be invited along to the forthcoming 'Make the most of it' meeting. This informal interactive hour takes place within our Chamber offices and ensures you leave fully aware of what you're part of and how to maximise what's included within your membership package.

- ✓ Exclusive Ayrshire Chamber Gym Incentives
- ✓ Exclusive Ayrshire Chamber Car Incentives
- ✓ Chamber E-shot Advertising
- ✓ Bank of England Panel Invitation
- ✓ Event Speaker Opportunity
- ✓ Round table with CEO
- ✓ Board Member Support

*'We're in Enhanced'*

Woodward  
Andy Marshall, General Manager

I am delighted to be involved as an ambassador for the enhanced package and new structure for the offerings of the Ayrshire Chamber. Our team will benefit greatly from the gym and car care elements and our organisation will continue to use the excellent business boosts events to enhance their skills and knowledge. After eight years of membership this is an excellent refresh and a very exciting time to be an Ayrshire Chamber member.

A great package for businesses and employees alike.

**We're in, are you?**




Corporate

£73  
per month  
+ VAT

The Ayrshire Chamber Corporate Membership is aimed at leading local and multinational companies driving development of the economy. Designed for organisations driving local employment and business growth opportunities with interest in policy and economic representation. All the services and benefits within Enterprise, Premier and Enhanced are included in addition to: Free Business Week Exhibition Stand within prime location, one ticket to our Prestigious Annual Dinner held in March & more.

The benefits glossary on page fifteen provides an expansion on each of the Corporate Membership benefits. Your Corporate Plaque will be posted to you soon after joining and you'll be invited along to the forthcoming 'Make the most of it' meeting. This informal interactive hour takes place within our Chamber offices and ensures you leave fully aware of what you're part of and how to maximise what's included within your membership package.

- ✓ 2 free Business Boosts
- ✓ Present to the Board
- ✓ 1 Ticket to the Prestigious Annual Dinner
- ✓ Free Business Week Exhibition Stand
- ✓ Corporate Plaque
- ✓ Attendance at SCC Network Events/Business Insider Events

*'We're in Corporate'*

Glasgow Prestwick Airport  
Jules Matteoni, Operations Director



We've been with the Ayrshire Chamber since 1991 – that's 27 years! Chamber membership aligns with our corporate strategy and the wider Ayrshire Growth agenda to drive economic growth opportunities by supporting us to maintain and build new relationships with a network of local business stakeholders. With Corporate membership, every Glasgow Prestwick Airport colleague can take advantage of the full range of benefits. This significantly boosts our Employee Attraction, Recruitment and Health & Wellbeing packages as well as providing discounted on-site Learning & Development opportunities. We are delighted to part of this new membership model and to be the Ambassador for the Corporate category. By taking up the opportunities presented, the return on investment is significant for us – simply put - it makes business sense.

**We're in, are you?**





Ayrshire Chamber has created a bespoke Platinum Partners for Business programme. Aimed at increasing engagement with our network of strategic partners in order to shape the local economy and represent the interests of the individual companies. This partners package includes full membership under our Corporate tier.

By becoming a Partner, organisations demonstrate their commitment to both the Ayrshire Chamber and the future prosperity of Ayrshire. Platinum Partners also fully support and fund our 'Future Chamber' initiative that provides over 30 free 'Enterprise Memberships' for under 35 year olds in Ayrshire each year. As well as the benefits highlighted our Partners also receive Platinum Partners plaque, free room hire and free events.

- ✓ Brand exposure across all our media platforms
- ✓ Half page advert/article in "Your Business" Magazine
- ✓ Personal invitations to Partners & Directors events
- ✓ Access to the Ayrshire Chamber CEO, President & Membership Team
- ✓ Ayrshire Connections exhibition stand
- ✓ Full Corporate Membership
- ✓ Table of 10 at the Annual Dinner

## 'We're a Platinum Partner'

Ingram Group  
Malcolm Ingram, Managing Director

The Ayrshire business community is fortunate to have a very engaged and forward-thinking Chamber, from daily involvement to Five Star events, there are many aspects to buy in to. The Future Chamber initiative is a fantastic opportunity to take the Chamber and its existing members forward by funding the inclusion of new younger members. I'm honoured that the Ingram Group are the Platinum Partner for Business Ambassadors and look forward to continuing to conduct as much of my business as possible within the area. We're also delighted to offer exclusive offers to Enhanced and Corporate Members, If we can help one and other by enhancing benefits, then that must be good for all.

**We're in, are you?**

**ingram.**



# Benefits Glossary

- **Ayrshire Chamber Member Logo**  
Use of the Ayrshire Chamber logo across your marketing collateral to demonstrate your affiliation with the Chamber.
- **Certificate of Membership**  
In recognition of your membership you will receive a membership certificate to demonstrate you are a member of the Ayrshire Chamber and larger Chamber network, including Scottish and British Chambers of Commerce.
- **Listed within Business Directory**  
Your business details will be added to our online business directory. This will ensure your products and services are visible to fellow members and wider business community.
- **Chamber HR**  
Our partnership with Qdos provides an abundance of HR support. Included within your membership: 24hr advice line, FREE downloadable website resources to the ever-popular FREE HR Health Check. An important service, ensuring you're compliant and aware of HR implications within your business. The Qdos A5 leaflet explains in detail everything that's included in your membership. You can visit their site [www.chamberhr.co.uk](http://www.chamberhr.co.uk) or call: 01455 852 037
- **Chamber Legal**  
Qdos also provide our legal support service to members including: 24hr legal helpline, FREE downloadable legal resources from the website, insurance and £1M of legal expenses insurance including employment tribunal cover. There is so much support available. The Qdos A5 leaflet explains in detail everything that's included in your membership.
- **Ayrshire Referral Rewards**  
We always want to ensure that we recruit new members into the Chamber, to build the network and support the business community. What better way to drive this than through our incredible Referral Rewards, once they join. By referring companies to the Ayrshire Chamber you can select from one of the following Referral Rewards:  
\*A free ticket to Annual Dinner or Ayrshire Business Awards  
\*50% off a full-page advert on 'Your Business' Magazine  
\*50% off your annual membership fee\* conditions apply  
Plus, when you refer more than three new members, you'll be entered for the Chamber Champion Award.
- **Ayrshire Online Marketplace**  
New for 2018 'Ayrshire Online Marketplace' an exclusive service to the Ayrshire Chamber. The Ayrshire Online Marketplace will provide you with an online presence that will create new trading opportunities to sell your products and services locally, nationally and internationally.

- **Events Programme**  
With over 60 events delivered throughout the year we have something for every business to get involved with. Our events diary includes a mixture of networking, interactive workshops, first aid training, through to our Annual Dinner and Business Awards Ceremony. Our full events programme can be found on our website.
- **Westfield Health (Additional Cost)**  
We've been working with Westfield Health for over 15 years and can't speak highly enough about the incredible services they provide. From as little as 36p per day you can select a package that works for you and your business. The package combines Chamber Primary Health Plan, Award Winning hospital treatment insurance, 24hr advice line to discounts and incentives from large well known high street brands, under Westfield Rewards. The Westfield Health A5 Booklet will provide you with a comprehensive guide on the various levels over cover available.
- **AXA Private Healthcare (Additional Cost)**  
We're pleased to be working with AXA PPP healthcare to bring you an exclusive offer. Receive up to 50% off your Chamber membership fee for 3 years and provide all of staff with a telephone counselling line when you take out small business private healthcare, designed to keep you in work or get you back to work as quickly as possible. They also provide a free health at hand service to all chamber members. To find out more and register for this service visit [www.axapphealthcare.co.uk/chambers](http://www.axapphealthcare.co.uk/chambers)
- **International Document Support**  
Our international documentation support is tailored towards those businesses throughout Ayrshire who import and export and require the legal documentation to ensure a smooth and legal transaction. In addition, we also provide a selection of specific training and events including opportunities to participate in trade missions.
- **Chamber Tax, Health and Safety**  
Need some tax help, or looking for some clarity and guidance around Health and Safety in the workplace? Chamber Tax and H&S will keep you on the right track. These services include insurance to protect your business and your staff plus tax investigation cover. Refer to the Qdos A5 leaflet.
- **Online Presence Health Check**  
Our Platinum Partner for Business 'Media Scotland Solutions' will provide a FREE online presence health check that will review your current digital activity and creating a comprehensive plan on the necessary steps to improve your online exposure.



# So Many Benefits

## Foreign Exchange

If your business deals with international trade / transactions the Chamber Foreign Exchange service can help. Provided through the buying power of the British Chamber, Ayrshire Chamber can offer competitive, exclusive discounts and services through Moneycorp. To establish the savings available to you, call Moneycorp on: 0808 1635 138 or visit [www.moneycorp.com/chamberfx](http://www.moneycorp.com/chamberfx)

## Free Quarterly 'Your Business' Magazine

Our glossy quarterly 'Your Business' magazine is packed full of good news stories from across the network. Updates from the CEO to a list of new members that have most recently joined. 'Your Business' is published digitally, and a physical copy will be posted to you each month. 2000 copies are printed and placed in various high footfall locations throughout Ayrshire. This is an ideal way to advertise and market your business. Speak with a member of the memberships team regarding adverts and editorial.

## 'Make the Most of it'

Once you join you will be invited to the forthcoming 'Make the Most of it' meeting, held within the Chamber. This one hour session will ensure you fully understand the benefits within your selected package and get the opportunity to meet other new members.

## 20% Discounted 'Your Business' Advertising

20% discount will be applied to full price advertisement slots within 'Your Business'\* raising your business profile. Subject to availability.

## Incentivised Chamber Room Hire

Need a room for a business meeting or team event? Look no further. As part of your membership we provide heavily discounted rates on our Chamber Board room. With a comfortable capacity of 18, presentation, WIFI and tea and coffee facilities, we would be delighted to welcome you. Speak with our team who can check availability and arrange booking. Call: 01292 678666

## CONNECT Networking

One of our most popular events connect provides an ideal environment and opportunity each month to surround yourself with the business community to network. The informal event is hosted in a different venue each month. Connect is supported by the Trinity Mirror Group. Connect afterhours is our 5:30pm offering to support networking opportunities after the working day. Our Events Diary online will keep you informed of all forthcoming events.

## Business Spotlight

With thousands of likes and followers across our digital media platforms our 'Business Spotlight' initiative provides the ideal opportunity to promote your product or service across the network for 5 days. Simply let us know that you would like to become 'Business Spotlight', we will check availability, provide us with the content and we will do the rest.

## Chamber Training Partner

Our training partners deliver many of our workshops and events across the calendar year and are an essential part of our offering and commitment to members. Speak with our events team to find out more.

## Free Marketing Audit

Our Platinum Partners for Business **Launch Digital** offer a FREE Marketing Audit to help you learn how to improve your marketing effort online and offline. For more information call: **01292 286 246** or email the team: [info@launchscotland.com](mailto:info@launchscotland.com) quoting AYRSHIRECHAMBER

## 20% Business Boosts

Business Boosts are training sessions delivered by our training partners that cover various business topics from, measuring success online, to practical HR support, plus much more. 20% will be deducted from full price Business Boost Events. Subject to availability. Visit our website for planned Business Boost events.

## Named Contact

It is imperative that our members fully engage with the benefits from the wide range of services provided under the selected tier. Your dedicated named contact will be your point of support that will ensure you get the most of your membership. There to help you with any questions and queries that you may have.

## Business Mentoring

The Business Mentoring service matches you with an experienced mentor from all business areas and sectors, helping you grow your enterprise. If you are an Ayrshire business or social enterprise that is planning to grow, generating a steady turnover and are aiming for turnover growth of £200k or more over a three-year period, you can access our fully funded service for free. \*Women's mentoring programme. Speak to Lisa Stewart from our Mentoring team who will be more than happy to help Call: 01292 678666

## Anniversary visit

When it's approaching your annual anniversary with us, your named contact will touch base to arrange a visit or invite you to the next 'Make the most of it days' ensuring you continue to stay with us to utilise the comprehensive membership package.

# So Many Benefits

## Job Vacancy Marketing

Needing to source the best new talent to take your business further? Our job vacancy service will share your vacancies across our social media platforms.

## Discount of the Day

This offers members the chance to promote their discounted services to all Ayrshire Chamber members.

## AA Fleet Support

Whether you have a small or large fleet of cars or a single commercial vehicle, we can help you to keep your company on the move with Chamber Roadside Assistance\*. This service can save you up to 66%. Speak with our team who can explain more about this exclusive offer with the AA. \*minimum 3 car fleet.

## Board Member Support

The Board of Directors exists to ensure we achieve our strategic objectives. The Ayrshire Chamber Board are also keen that members get support they require and can tap into their mixed skill set throughout the year. The Board will provide an opportunity, each quarter where a Director will be available for a 'drop in session' within the Chamber for a few hours to help you, from marketing, strategy to finance. Drop in sessions, dates, time and expertise will be communicated through our social media channels and events communications.

## Ayrshire Chamber Car Incentives

### Kerr & Smith, Cumnock

Enhanced and Corporate Ayrshire Chamber Members will receive the following exclusive offer. £250 addition discount voucher on new and used cars / vans for members and family. £25 Mot special rate for class five mot test. 15% discount on parts and service. Free membership to Vauxhall accident management if you have already got a Vauxhall. (subject to availability). Open to all employees.

### Ingram Motoring Group, Ayr

Enhanced and Corporate Ayrshire Chamber Members will receive the following exclusive offer. MOT test, all makes and models (class 4) £39, 15% discount on all labour rates (service and mechanical repairs only) 15% discount on parts and accessories on Volkswagen, Skoda, SEAT and Hyundai brands, Insurance excess paid up to the value of £200 for any body repair, £200 voucher to be redeemed against a new car purchase (applied in advance) (subject to availability). Open to all employees.

## Chamber E-shot Advertising

Advertise your campaign across our Ayrshire Chamber e-shot activity with specific banner exposure. These will be submitted to our members database.

## Round table with CEO

The round table will take place each year with the Ayrshire Chamber CEO, providing the opportunity to have conversation and dialogue, focused around the current and future Ayrshire Business community. From celebrating success to discussing issues facing our members, forwarding any concerns to the Scottish and UK Governments.

## Event Speaker Opportunity

At the Chamber we are always sourcing guest speakers to inspire our audiences with their journey and stories. Please inform a member of our team if this is something you'd be interested in exploring and we can look at events where this would work best. An ideal opportunity to maximise exposure and gain awareness.

## Bank of England

Represent your business and local community at the Bank of England panels that take place three times throughout the year. Dates will be confirmed in advance to Enhanced and Corporate members.

## Ayrshire Chamber Gym, Spa, Wellbeing Incentives

We are delighted to have partnered with several fitness and gym establishments throughout Ayrshire to provide heavily discounted Exclusive Chamber packages. See below for members supporting this exclusive incentive.

### The Seamill Hydro, Seamill West Kilbride

Enhanced and Corporate Ayrshire Chamber Members will receive the following exclusive offer. £44 per month for FULL gym and spa membership with 75% off joining fee of £100. Full members benefits also includes 20% off food and hot beverages in hotel for themselves and up to three other people per visit. (subject to availability) Open to all employees.

### Trump Turnberry Resort, Turnberry

Waive joining fee and 10% off below membership rates. Current full price Gym and Spa memberships Single Adult - £92pcm, Couples - £150pcm Joining Fee - £250. Inclusions - 30% off treatments, 10% off retail, 20% off food and beverage at our soon to open Spa Cafe, £95BB rate on accommodation and access to daily classes. (subject to availability) Open to all employees.

### The Marine Highland, Troon

Enhanced and Corporate Ayrshire Chamber Members will receive the following exclusive offer. £36 per month for FULL gym and spa membership. This includes gym, pool, exercise class timetable, squash courts, 15% off across the Hotel and spa menu, 3 annual guest passes and reduced rates for member guests. (subject to availability) Open to all employees.

# So Many Benefits

<p><b>Corporate Plaque</b> In recognition of your Corporate membership your personalised plaque will be created and sent to you within one month of membership.</p>	<p><b>2 Free Business Boosts</b> Business Boosts are training sessions delivered by our training partners that cover various business topics from, measuring success online, to practical HR support, plus much more. Visit our website for planned Business Boost events. Subject to availability.</p>
<p><b>Free Business Week Exhibition Stand</b> As part of Ayrshire Business Week, you will be provided a space to exhibit your products and services with over 50 + other businesses from around Ayrshire. The event takes place in October.</p>	<p><b>Business Insider Events</b> Through our Platinum Partner for Business 'Media Scotland Solutions' Corporate members will be invited to 'Business Insider' events that take places across Scotland each year. This will provide opportunities to network at a higher level and create a platform to maximise brand awareness activity.</p>
<p><b>One Ticket to the Prestigious Annual Dinner</b> One of the highlights of our Events calendar each year. Your complimentary ticket will ensure you enjoy a night networking and entertainment.</p>	<p><b>SCC National Events</b> As part of the Scottish Chamber of Commerce network, Corporate members will actively be invited to attend various events throughout the year that from Conferences, Awards to ministerial round tables that help shape and influence local and national economic agendas.</p>
<p><b>Present to the Board</b> The opportunity to attend an Ayrshire Chamber Board meeting to present, discuss a specific business topic relating to the Ayrshire business community.</p>	

# Our Platinum Partners



# Join Today

<b>Enterprise</b>	£10 per month + VAT	£120 per annum + VAT
<b>Premier</b>	£20 per month + VAT	£240 per annum + VAT
<b>Enhanced</b>	£30 per month + VAT	£360 per annum + VAT
<b>Corporate</b>	£73 per month + VAT	£876 per annum + VAT

[www.ayrshire-chamber.org/join-now](http://www.ayrshire-chamber.org/join-now)

Membership subscriptions are Tax Deductible.







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of commerce and industry

**Ayrshire Chamber of Commerce**

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