



Coventry & Warwickshire
Chamber of
Commerce
The Ultimate Business Network

WELCOME TO YOUR COVENTRY & WARWICKSHIRE CHAMBER OF COMMERCE

**OUR ROOTS ARE LOCAL
OUR REACH IS GLOBAL**



BUILDER

TALENT

CONNECT

GLOBAL

ENGAGE

INFLUENCE

WE'RE PART OF A POWERFUL NETWORK



Chambers of Commerce are modern, dynamic, and vibrant champions of business communities all across the UK. Together they are the voice of Britain's civic businesses, helping companies, places, and people to achieve their full potential.

Chambers of Commerce in every area of the UK are unique in that we work with and represent every sector, and every size, of business and the Coventry & Warwickshire Chamber of Commerce aspires to be the leading voice of business in our region – on behalf of micro to multinational organisations, driving better economic conditions and new opportunities for our members and the wider business community.

We're part of a UK network of over 70,000 member businesses across the UK representing upwards of 5m employees. Being a Member of your local Chamber of Commerce brings to life the powerful influence of that network and is about being connected to the business community in our region. We work tirelessly to give your business a voice to ensure your priorities are heard.

Since 1903, our Chamber of Commerce has championed the best interests of business through recessions, depressions, World Wars and the COVID-19 pandemic. We are a trusted, accredited, not-for-profit organisation always acting in the best interests of our members on a local, regional, national and global level.

We look to connect our members:

- to each other, through our extensive networking & events programme
- to new opportunities, through our FinditinCW Procurement Portal & Marketplace
- to funding & grants, through our Chamber Finance Finder
- to information and guidance, through our knowledgeable team, website & communications
- to HR & Legal support, through our Chamber Protect services

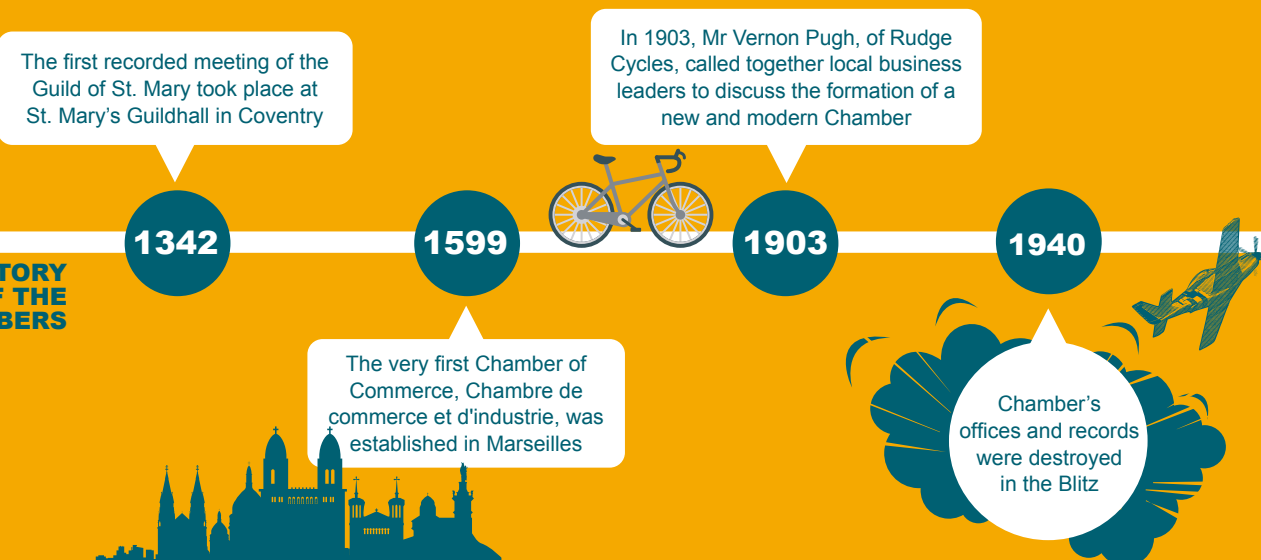
Chamber Membership is designed to appeal to every business across our region, from Sole Traders through to Global Leaders. There is always opportunity to partner with your Chamber of Commerce to enhance your businesses growth and influence.

Business is done better together so I invite you to join your Chamber of Commerce, find out how we can help you survive, thrive and grow and begin connecting with our business community here in Coventry & Warwickshire.

Louise

Louise Bennett OBE DL
 Chief Executive
 High Sheriff of the West Midlands 2021/22

HISTORY OF THE CHAMBERS



WHAT IS A CHAMBER OF COMMERCE?

Chambers of Commerce are modern, dynamic, and vibrant champions of business communities all across the UK. They are the voice of Britain's civic businesses, helping companies, places, and people to achieve their full potential. Together, our work focuses on creating real change and influencing the agenda to ensure the region remains a great place to trade, locate and grow a business.

MEMBERSHIP
1,500+ Member Businesses
 Representing **65,000+** Employees

OUR REACH
20,000+ followers across social media platforms

30,000 readership of C&W in Business magazine

BUSINESS REPRESENTATION

5 Branch Districts addressing the challenges which matter, on a local level

Our campaigns help to create the policies and conditions to help

38,000 business succeed in Coventry & Warwickshire

WE ARE PLACE MAKERS, TAKING A LEADERSHIP ROLE IN DEVELOPING OUR REGIONAL ECONOMIES

CHAMBER MEMBERSHIP HELPS YOU DO BUSINESS TODAY AND DO BETTER BUSINESS TOMORROW

BUSINESS SUPPORT

200 businesses support through our Accelerated Growth Programme

104 new start up ventures supported to build their dream

INTERNATIONAL TRADE
£91.2M in exports facilitated in Coventry & Warwickshire
3,000 export documents annually

GLOBAL NETWORK

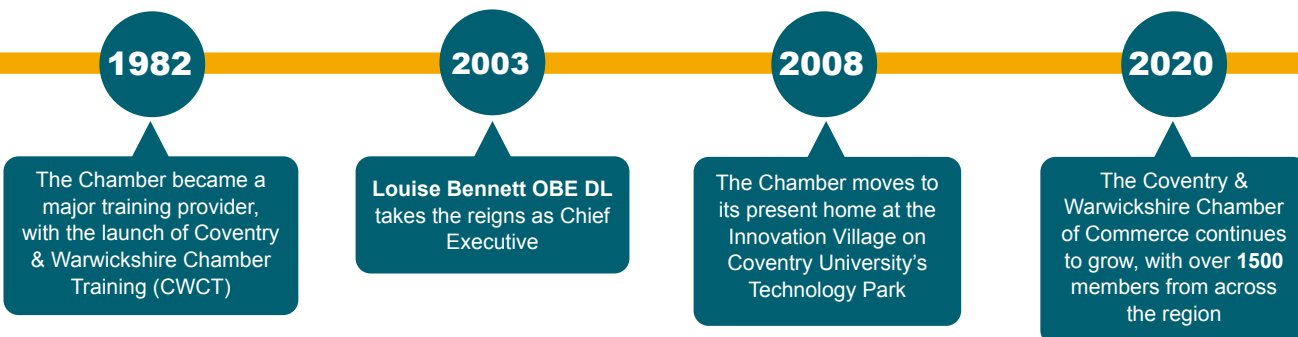
62 Overseas Chambers of Commerce in our Global Network

Enabling **£20BN+** of export goods to reach every country worldwide

PART OF A POWERFUL NETWORK

53 Accredited UK Chambers of Commerce

70,000+ Member Businesses representing **5.8m** employees



BUSINESS BUILDER

SUPPORT TO BUILD YOUR NEW BUSINESS DREAM...

Getting your new venture off the ground is no mean feat. **Business Builder Membership** is the place to make new connections, learn from experienced professionals and develop the skills and understanding needed to ensure your dream flourishes.

We can offer a range of support to guide you through the first two years of building a successful and sustainable future.

Who is it for?

Business Builder is designed for businesses in their first 12 - 24 months of trading.

What's included?

- ▶ **Access** expert support from our team of experienced Business Advisors to help you develop your business plans*
- ▶ **Build** your connections with the local business community through a range of networking events
- ▶ **Extend** your sales & marketing reach through Chamber promotional & marketing platforms
- ▶ **Find** new business and funding opportunities on our FinditInCW and Chamber Finance Finder portals.

**eligibility criteria applies*

COVENTRY &
WARWICKSHIRE
IS A LEADING
ENTREPRENEURIAL REGION,
SEEING OVER

7,000

NEW START BUSINESSES
IN 2019

WANT TO FIND OUT MORE?

Speak to our Membership Team today

☎ **024 7665 4321 (Opt 1)** or

✉ **info@cw-chamber.co.uk**



#BuildYourBusiness

“

Starting a new business venture can be overwhelming but the Chamber has been there to offer support and hold my hand as I continue to build and grow my dream business ”

Gemma Deane
Founder
Floating Lotus Pads

”

01

BUSINESS TALENT

DEVELOPING OUR NEXT GENERATION OF LEADERS...

Business Talent Membership gives you the tools and the confidence to demonstrate your talent for business, helps you realise your potential and start to climb the ladder as one of the next generation of business stars.

This is a fantastic way to build your network, raise your profile, develop in-demand skills and help shape the agenda for the next generation.

Who is it for?

Business Talent is designed for young professionals, entrepreneurs and learners, who have ambitions to become the business leaders of tomorrow.

What's included?

- ▶ **Peer-to-peer** structured development programme aimed to bring out the very best in you
- ▶ **Connect** with your peers and build sustainable network of business contacts across the region
- ▶ **Shape** the agenda, and influence the business landscape, for the next generation of business leaders
- ▶ **Advance** your career with opportunities to experience being a Board Member and engage with experience business leaders.



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#TalentInBusiness

“

The ability to connect with my peers and learn new skills has definitely helped me demonstrate my talent and grow in business confidence”

Nicole Malatesta

Corporate Development Manager
Coventry City of Culture Trust



BUSINESS CONNECT

ESSENTIAL SERVICES FOR YOU AND YOUR BUSINESS...

Business Connect Membership provides you with the essential tools for business success. We connect you to opportunities, expertise, networks and connections - if we don't know, we'll know someone that does.

We can cut your costs of doing business and provide hands-on support to help you to grow.

Who is it for?

Business Connect is ideal for micro, small & medium businesses wanting to network with like-minded companies, save on day-to-day business costs whilst increasing and building your business profile.

What's included?

- ▶ **Direct** lines into local, regional and national government gives you a voice to champion what matters most to your business community
- ▶ **Connect** and collaborate with other local businesses through an extensive range of events
- ▶ **Maximise** new business and funding opportunities on our FinditinCW and Chamber Finance Finder portals
- ▶ **Protect** your business with dedicated HR & Legal services and reduce the cost of doing business with a range of money saving benefits.

THE CHAMBER
HAS OVER

1,500

MEMBERS,
REPRESENTING OVER

65,000

EMPLOYEES

WANT TO FIND OUT MORE?

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#ConnectYourBusiness

“

Through our Chamber Membership, we've been able to connect to lots of new opportunities to help our business thrive and grow

”

Jason Aldridge
Managing Director
Arrowsmith Engineering



03

BUSINESS GLOBAL

EVERYTHING YOU NEED TO TRADE INTERNATIONALLY...

Business Global Membership

can help you discover a whole new world of opportunity. If you haven't considered international markets for your products & services, we can help you identify new markets and take the hassle out of trading overseas.

We enable £20bn+ of goods to reach every country around the world through practical support for your export strategy and activity.

Who is it for?

Business Global is ideal for growing companies who are keen to raise their profile and increase their global opportunities.

What's included?

- ▶ **Access** to expert information, support & training from our International Trade Hub along with support from the Department for International Trade to develop your export strategy
- ▶ **Global** opportunities through a range of trade missions, fairs and access to international procurement requests
- ▶ **Save** money with exclusive rates and discounts on your export documentation and ChamberCustoms services
- ▶ **Position** your products and services to appeal to an international audience - whether it be sales, marketing, translation or foreign exchange, we're here to help.

WANT TO FIND OUT MORE?

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✉ **info@cw-chamber.co.uk**

“

With expert advice and support from the Chamber, we've discovered new global markets and they help make it easy to trade overseas

”

Gill Jakes
Managing Director
Bosworth Plastics Ltd



#GlobalBusiness



04

BUSINESS ENGAGE

ENGAGE WITH CORPORATE CONNECTIONS LOCALLY & REGIONALLY...

Business Engage Membership offers the chance to gain perspectives from, and collaborate with, other sectors and businesses, build long-lasting relationships and engage your organisation with the region's business community at an enhanced level.

We help you stand out from the crowd and with support from a dedicated Account Manager, we are always on hand to help you make the connections that matter.

Who is it for?

Business Engage is ideal for established, growing companies who are keen to raise their profile and increase the opportunities to knowledge share.

What's included?

- ▶ **Dedicated** account management support to help you achieve your business priorities
- ▶ **Engage** with the local business community through a range of exclusive speaker opportunities, round tables, events & networking
- ▶ **Priority** inclusion for your content in Chamber communications and the chance to raise your profile through press & media requests
- ▶ **Insight** and business intelligence to inform your future plans and help keep your business ahead of the game.

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#EngageYourBusiness



“

Chamber Membership has allowed us to engage with some of the most exciting businesses across Coventry & Warwickshire

”

Martin Lindsey
Managing Director
Integrity Wealth Solutions



05

BUSINESS INFLUENCE

ADVANCING YOUR STRATEGIC RELATIONSHIPS...

Business Influence Members are seeking opportunities to champion for real change, seeing value in collaborating with other key Coventry & Warwickshire businesses for the collective benefit of the region.

Together, our work focuses on creating real change and influencing the agenda to ensure the region remains a great place to trade, locate and grow a business.

Who is it for?

Business Influence is designed larger employers, often globally-recognised brands, who are leaders and influencers in their respective fields across a diverse range of sectors.

What's included?

- ▶ **Strategic** support from the Chamber's Executive Team, tailored to your most pressing objectives
- ▶ **Influence** the region's agenda with access to exclusive lobbying and business representation activities
- ▶ **Collaborate** with other key businesses in the region to maximise the power of the collective, we can achieve together what we could not individually
- ▶ **Spotlight** your business leader, raising their profile in the region and connect with movers & shakers through a range of exclusive opportunities.

COVENTRY &
WARWICKSHIRE
IS THE FASTEST
GROWING LEP AREA
OUTSIDE OF LONDON

WANT TO FIND OUT MORE?

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#ShapeTheAgenda

“

Our collaborative work with other businesses, through the Chamber of Commerce, has had a big influence on the success of our region

”

Ian Coulson
Area Director
HSBC UK



06

MEET OUR MEMBERSHIP TEAM



Hazel Pilling
Membership Manager
✉ HazelP@cw-chamber.co.uk



Samuel Hollands
Membership Advisor
✉ SamuelH@cw-chamber.co.uk



Alex Kerr
Membership Advisor
✉ AlexK@cw-chamber.co.uk



Ange Lennox
Membership Account Manager
✉ AngeL@cw-chamber.co.uk



Samantha Beard
Membership Account Manager
✉ SamanthaB@cw-chamber.co.uk

**WE BRING BUSINESSES TOGETHER
TO DO BUSINESS - DON'T JUST JOIN,
JOIN IN!**

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Innovation Village
Cheetah Road
Coventry
CV1 2TL

☎ 024 7665 4321
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✉ info@cw-chamber.co.uk

