

ACCESS GUIDE



CHAMBER
of
COMMERCE

EMPOWER YOUR BUSINESS TO THRIVE!

The mission of the Beverly Hills Chamber of Commerce is to empower businesses to thrive by being an invaluable resource for optimizing connections.

We serve the luxury capital of the world through advocacy, marketing and education. The Chamber – with its committees, councils, staff and valuable members – works with city and regional officials, local businesses and the community at large to promote the local economy. With over 250 annual events and programs attracting more than 4,500 like-minded business professionals, the Chamber curates environments for its members to meet and connect in the right room, with the right people, at the right time.

The Chamber has been the voice of business in Beverly Hills since 1923. We are a membership organization comprised of hundreds of local businesses who believe in the importance of creating a solid foundation within the community.

We keep you connected to the community, promote your business within our network of leaders, and advocate on behalf of your business interests - which is more important now than ever. The Chamber is committed to being the most valuable investment you make for your business.

Todd Johnson - President & CEO, Beverly Hills Chamber of Commerce

01. Membership	02. Introduction	03. Board & Ambassadors	04. Chamber Staff	05. Benefits	06. Economic Development	07. Advocacy	08. Committees
Networking & Education	Signature Events	Virtual Collaborative	Programs	Member Marketing	Ad Rates	Additional Benefits	Learn More & Connect
09.	10.	11.	12.	13.	14.	15.	16.

BOARD OF DIRECTORS

Jonathan Durante, First Republic Bank (2020-2021 Chairman)
 Elizabeth An, Crustacean Beverly Hills
 John Bendheim, Bendheim Enterprises, Inc.
 Charles Black III, Compass
 Chris Bonbright, Avison Young
 Michael Bregy, Beverly Hills Unified School District
 Maria D'Auria, Il Fornaio
 Bobbe Joy Dawson
 Giacomino Drago, Il Pastaio
 Mark Egerman, Egerman Law Group, LLP
 Rachel Fine, Wallis Annenberg Center for the Performing Arts
 Murray Fischer, Esq., Murray D. Fischer, Esq.
 Chris Gleeson, Beverly Wilshire, A Four Seasons Hotel
 David Haimovitz, East West Bank
 Robert Hayman, Vibe Office Properties
 Deborah Kallick, Cedars-Sinai Health System
 Jennifer Kullmann, The Gersh Agency
 Houman Mahboubi, JLL - Houman Mahboubi
 Vicky Mense, Xi'an Restaurant

AMBASSADORS

Jonathan Durante, First Republic Bank
 Jeff Forsythe, Torrey Pines Bank
 Carl Morandell, Morandell Imports
 Bob Schmalz, West Los Angeles Real Estate Group
 Steve Martino, Heartland - Steve Martino
 Naima Blasco, Boutique Concierge
 Graciella Boltiansky, Nonna's Empanadas
 Anna Stavaridis, Meraki Fitness
 Michael Fiorentino, Eat Speak Travel
 Mark Walter, Barrister Executive Suites, Inc.
 Kathi DeLuca

Jade Mills, Jade Mills Worldwide
 David Mirharooni, Brickstar Capital, LLC
 Frank Murphy, Mercedes-Benz of Beverly Hills
 Patrick Nally, Tishman Speyer
 Nick Rimedio, La Peer Hotel
 Kelly Scott, Ervin Cohen & Jessup LLP
 Mark Tronstein, Rodeo Drive Associates, LLC
 Rey Viquez, The Third Degree
 Jonathan Durante, First Republic Bank
 Darin Marinov, Marinov & Company
 Giorgio Sease, The Grill On The Alley
 Kathleen Chapman, Torrey Pines Bank
 Nacole Gray, O'Gara Coach Co., LLC
 Llewyn Jobe, Lebensstil USA
 Hany Haddad
 Shahrzad Panahi, U.S. Bank
 Scott Berger, Viceroy L'Ermitage Beverly Hills

DIAMOND CLUB

PLATINUM

O'GARA
BEVERLY HILLS

GOLD

Cedars Sinai TORREY PINES BANK
A Division of Western Alliance Bank. Member FDIC.

KENNEDY WILSON

SILVER

BW BEVERLY WILSHIRE Beverly Hills A FOUR SEASONS HOTEL EAST WEST BAN VICEROY L'ERMITAGE - BEVERLY HILLS
 usbank STEFANO RICCI ELDRIDGE



LEARN ABOUT THE CHAIRMAN'S CIRCLE - [HERE](#) -





9400 S. Santa Monica Blvd. Second Floor, Beverly Hills, CA 90210 | Tel 310.248.1000

BEVERLYHILLSCHAMBER.COM



Todd Johnson
President & Chief Executive Officer
310.248.1000 x 102
johnson@beverlyhillschamber.com



Farimah Fayyad
Chief Financial Officer & Office Manager
310.248.1000 x 103
fayyad@beverlyhillschamber.com



Blair L. Schlecter
VP of Economic Development & Government Affairs
310.248.1000 x 109
schlecter@beverlyhillschamber.com



Alexandria Anderson
Director of Marketing & Events
310.248.1000 x 126
anderson@beverlyhillschamber.com



Nick Lara
Director of Sales
310.248.1000 x 119
lara@beverlyhillschamber.com



Daniel Bermudez
Program Manager
310.248.1000 x 104
dbermudez@beverlyhillschamber.com



Elisabeth Rojtman
Membership Executive
310.248.1000 x 157
rojtman@beverlyhillschamber.com



Lindsay Cope
Marketing & Event Manager
310.248.1000 x 113
lcope@beverlyhillschamber.com



CHAMBER
of
COMMERCE

MEMBERSHIP BENEFITS

EMPOWERING BUSINESSES TO THRIVE

PLATINUM 3/MO \$4K/YR 20HR/YR
\$50,000

Guaranteed industry exclusivity within the Platinum tier

Premium logo visibility on all Chairman's Circle communications, BHCC website, homepage & digital newsletters

GOLD 2/MO \$2K/YR 20HR/YR
\$25,000

Nomination for Chamber Board of Director's Membership

SILVER 2/MO \$1K/YR 10HR/YR
\$10,000

Custom annual sponsorship package for signature events & programs

Access to exclusive Diamond Club Experiences

Annual membership to Economic Development Council

BRONZE 2/MO \$750/YR 20HR/YR
\$5,000

Enhanced advocacy services

Second business name listing in Member Directory in up to three categories

COPPER 1/MO \$600/YR 6HR/YR
\$3,000

Corporate logo on Chairman's Circle promotional materials

Tickets to one Economic Development Council Luncheon, as available

FRIEND \$500/YR 2HR/YR
\$1,500

Chairman's Circle Membership with access to exclusive events, programs & network

Basic advocacy services

Business name listing on Chairman's Circle promotional materials

PREMIUM \$250/YR
\$925

Annual All-Access Networking Passport for one

Enhanced ChamberMaster listing on BHCC website in up to three different categories

BASIC \$475

Access to Government Affairs meetings & voting rights
Exclusive member rates on event tickets & advertising

Legislative updates & information
Access to Small Business Development Center consultation services

Online profile & directory listing with ability to post offers, job postings & press releases on BHCC website

ENHANCED ADVOCACY

\$5,000 2/MO

Basic advocacy package plus additional support on Board of Directors-approved projects such as attending & speaking at hearings on member's behalf

Strategic discussions with BHCC staff.
Outreach to businesses, government officials & other community leaders to help support project/position

BASIC ADVOCACY

\$3,000 1/MO

Access to submit a project or position for BHCC support & for BHCC staff to advocate on your behalf by submitting a letter of support once the project is approved by the Board of Directors

Annual membership to Economic Development Council

Access to major leaders in the Beverly Hills business community, including elected City officials, City staff & major business owners in the area

Basic membership package plus Chairman's Circle branding



Targeted Monthly Business Referral(s)



Digital Marketing Credit



BHCC Conference Room Rental Hours

FOR MORE INFORMATION & A DETAILED MATRIX WITH EACH PACKAGE, [VISIT THIS LINK.](#)

ECONOMIC DEVELOPMENT COUNCIL

Representing the finest leadership in the business community, the EDC provides members access to major leads in the Beverly Hills business community including elected City officials, City staff and major business owners in the area. EDC membership includes two tickets to the exclusive monthly luncheons with a delicious meal, distinguished speakers and networking with other top professionals.

For additional information, [visit this link](#).

Economic Development & Projects in Partnership with The City of Beverly Hills

One of the goals of the Beverly Hills Chamber of Commerce is to increase the economic “pie” – to grow business for our Chamber members, and also to attract new businesses to the region. The Chamber spearheads in a number of activities to ensure the long term growth of Beverly Hills and Beverly Hills adjacent economies.

- [Economic Development Portal](#)
- [Small Business Development Center Consultations](#)
- [Broker’s Roundtable](#)
- [New York and San Francisco Business Attraction & Retention Missions](#)
- [Business Needs to Know Seminars](#)
- [Business Retention Meetings](#)
- [My Beverly Hills](#)
- [Guide on Opening & Maintaining a Business in the City of Beverly Hills](#)



The Chamber advocates for businesses by keeping members informed on important developments so that they can focus on improving their businesses by providing three primary areas of service:

Legislative Advocacy: tracking legislative and policy issues and taking positions on them, as needed, to represent the interests of members. [View official BHCC advocacy statements and letters here](#) including advocacy success stories.

Project-based advocacy: [taking positions](#) on important projects, such as office, hotel and other developments as well as advocating on behalf of other business initiatives that support the local economy.

Hosting monthly [Government Affairs Committee](#) meetings to discuss the latest news and political and development issues going on in the City of Beverly Hills and surrounding area, keeping members informed. These member-only meetings are held the second Thursday of the month from 4 - 5 PM where attendees have their voice heard and vote on issues that impact business.

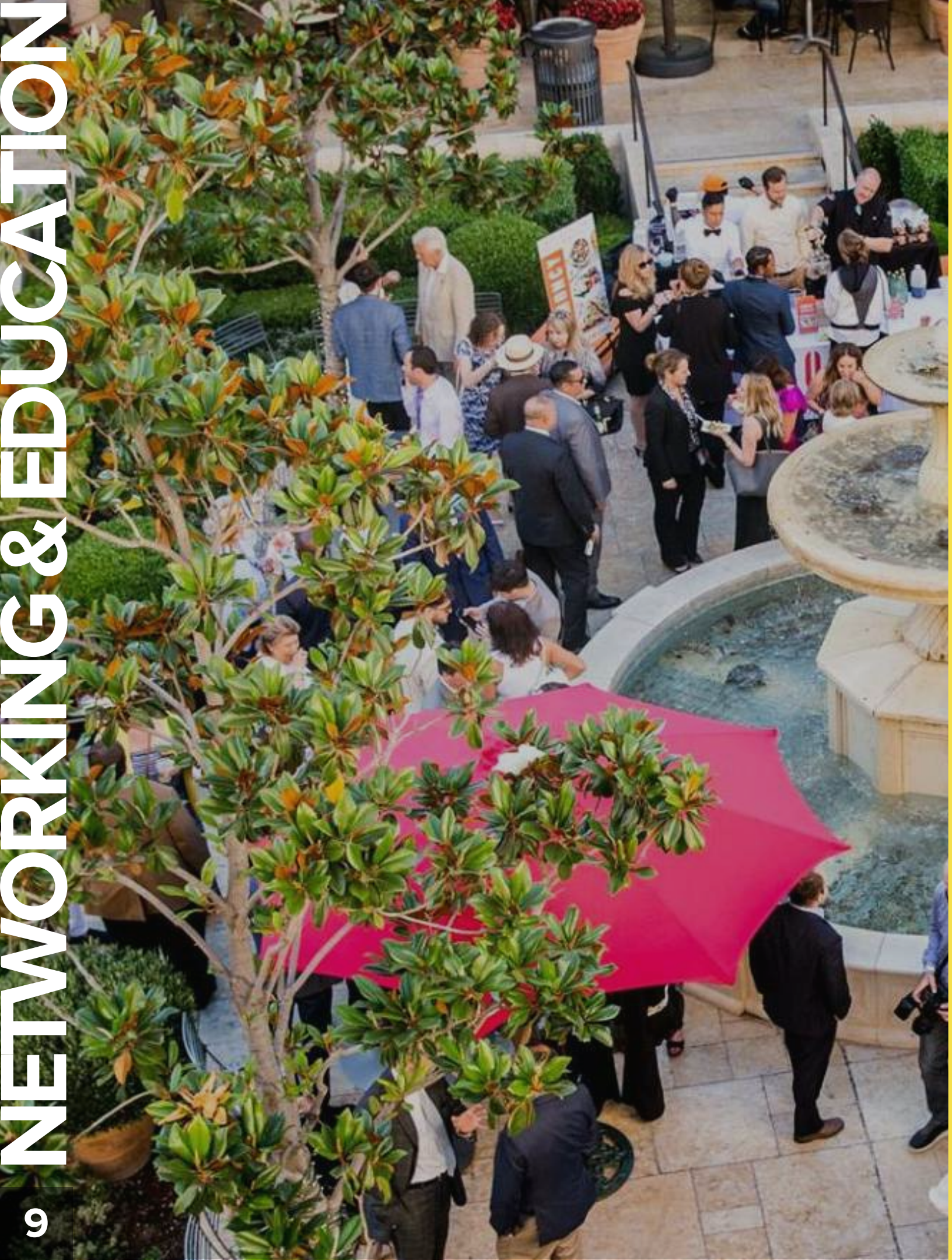


Chamber members take a hands-on role in the formation of the Beverly Hills business district. Through coordinating events, connecting with the leaders of tomorrow, and networking with various organizations, our members work to shape the community at large. Committees have provided vital insight and management during their work with Chamber staff, the Board of Directors, and membership businesses.

- **Government Affairs Committee**
- **Membership Committee**
- **Ambassadors**
- **Finance, Legal, Accounting, Insurance & Real Estate (FLAIR)**
- **Health & Wellness**
- **Military Veterans Commerce Committee (MVCC)**
- **Technology Committee**
- **Young Professionals Network (YPN)**
- **Beverly Hills Back to Business | Virtual Collaborative**
- **Innovate Beverly Hills**
- **Best of Beverly Hills Golden Palm Awards**

For details on Chamber Committees, [visit this link](#).





NETWORKING

The Chamber provides members with invaluable opportunities to build and grow their professional network by holding over 250 quality events every year. These functions, whether in person or virtual, facilitate the development of business relationships through these networking events that are equally enjoyable as they are rewarding.

- **Economic Development Council**
- **Chairman's Circle**
- **Networking Breakfast**
- **Business After Dark**
- **FLAIR Networking Event**
- **Young Professionals Network**
- **Military Veterans Commerce**
- **Technology**

For details on many of these programs, [visit this link](#).

EDUCATION

We are proud to serve the business community through various educational events and seminars every month. Each educational workshop is presented by highly respected individuals in the field and are offered during convenient times of the work day. As a membership bonus, most of the following educational events are complimentary to Chamber members and are open to nonmembers for a fee.

- **Government Affairs Committee**
- **Business Needs to Know**
- **Health Talk**
- **Legal Lunch & Learn**
- **Military Veteran's Commerce Committee**

For details on many of these programs, [visit this link](#).



BEST OF BEVERLY HILLS GOLDEN PALM AWARDS



SUMMER GARDEN PARTY



AN EVENING WITH THE MAYOR



STATE OF LUXURY: POWER PANEL SERIES



INNOVATE BEVERLY HILLS



BACK TO BUSINESS VIRTUAL COLLABORATIVE



LUNAR NEW YEAR CELEBRATION



The Chamber hosts a number of high profile annual events for members and the public. These events connect companies to a vast array of businesses in the community, build professional development, and inform members about economic and government issues.

For details on each of these events, [visit this link](#).

VIRTUAL COLLABORATIVE SPONSORSHIP PACKAGES

SMALL BUSINESS WEEK | MAY 4, 2021



Recognition Level in Virtual World & in Communications Pre, During & Post Event

Feature in Video Programming

Interactive Activations in Virtual World

Approved Commercial featured during the Program

Digital Branding & Keepsake Program Feature

À La Carte Opportunities

Digital Logo Branding

Interactive Activations in Virtual World

FOUNDER'S CIRCLE
\$15,000+

Top tier

Exclusive keynote introduction & on-demand video

Lobby Activation & Interactive Virtual Booth

One minute

Digital Insert, Full Page Ad & Logo Feature

Exclusive Logo Slide in Keynote Session \$500

Exclusive on-demand video \$3,000

PRESIDENT'S CIRCLE
\$7,500+

Second tier

Exclusive on-demand video

Interactive Virtual Booth

30 seconds

Digital Insert, Half Page Ad & Logo Feature

Exclusive Logo Slide in Breakout Session \$400

Interactive Booth Member: \$500 General: \$750

BENEFACTOR'S CIRCLE
\$3,000+

Third tier

Lobby Activation & Interactive Virtual Booth

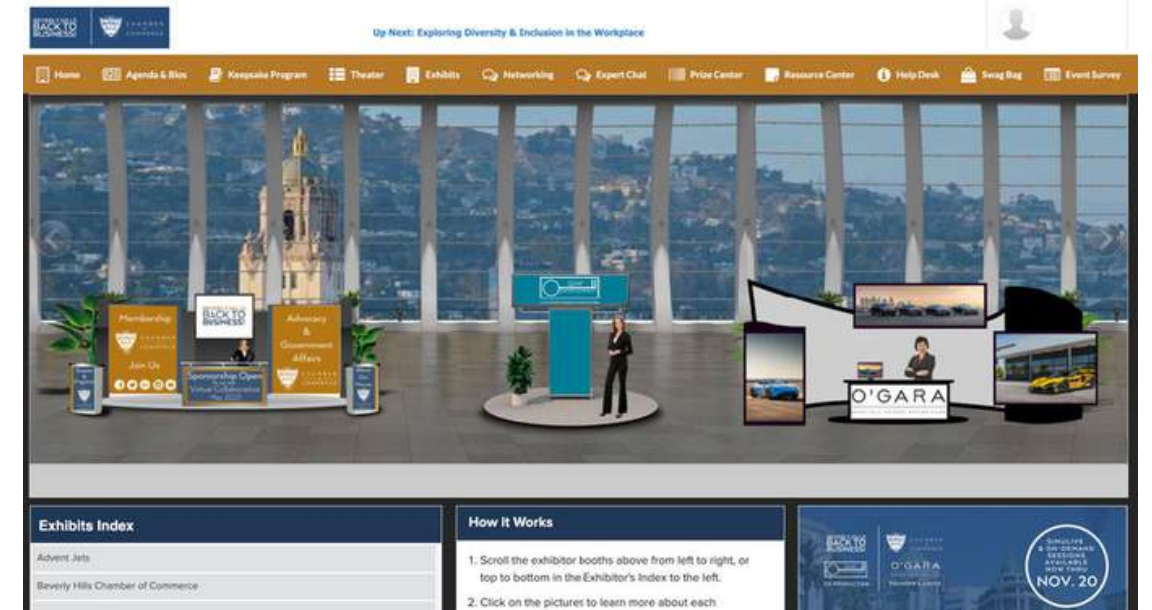
15 seconds

Digital Swag Bag Insert & Logo feature

Keepsake Program (Includes live link) \$300

Digital Swag Bag Insert \$250

READY TO GET INVOLVED?
CONTACT MEMBERSHIP@BEVERLYHILLSCHAMBER.COM | 310.248.1000



FLAIR

Fostering the synergy of the Financial, Legal, Accounting, Insurance & Real Estate industries
Quarterly Evening Mixers | Average Attendees: 150
Sponsorship Cost: \$250 per event



HEALTH & WELLNESS

Connecting professionals from various health and wellness focused industries
Quarterly Evening Mixers | Average Attendees: 85
Sponsorship Cost: \$250 per event



YPN

Young Professionals Network
Quarterly Evening Mixers | Average Attendees: 100
Sponsorship Cost: \$250 per event



MVCC

Military Veterans Commerce Committee offers enhanced membership value to our military veteran-owned businesses and veteran-friendly businesses
Quarterly Evening Program | Average Attendees: 50
Sponsorship Cost: \$250 per event



TECHNOLOGY

Connecting and providing resources about the technology industry in the Beverly Hills area
Quarterly Evening Mixers | Average Attendees: 75
Sponsorship Cost: \$250 per event

NETWORKING BREAKFAST

Monthly Breakfast | Average Attendees: 85
Sponsorship Cost: \$250 per event | \$2,500 annual package

SPONSORSHIP PARTNER BENEFITS

- Four (4) tickets to sponsored event
- Branding on event related materials including but not limited to the following:
 - Name and/or logo on invitation, event-related promotional materials, ads, and internet marketing materials
- Industry exclusivity available
- Opportunity to place a company's provided literature materials at events

INSTANT MARKETING BENEFITS FOR MEMBERS

All active Chamber Members have the opportunity to share their events, job postings, local offers, member-to-member deals, and press releases online through the Membership Information Center (MIC) and through the Membership Directory. This information is broadcast within the exclusive member-only platform, as well as with the public on the Chamber website. Add updates, news, and offers for your business online through the MIC using your unique login and password.

OFFERS & NEWS EBLAST

A dedicated email about your organization or event to our email distribution list of member businesses, local businesses, City of Beverly Hills representatives, residents, etc. eBlasts are delivered on Wednesday and Fridays, and are booked on a first come-first served basis several weeks in advance. Circulation: 6,000 subscribers

CHAMBER NEWSLETTER

The Chamber's electronic weekly newsletter addresses the most recent issues affecting the local business community and keeps members informed about programs and activities at Beverly Hills Chamber of Commerce. The newsletter is delivered every Monday and ads in each edition are booked on a first come-first served basis several weeks in advance. Circulation: 11,000 subscribers

WEBSITE ADVERTISING

As you look to grow your business, now is the time to evaluate website advertising opportunities on the homepage of the Chamber. The Chamber's website is a trusted source for local residents and the business community and businesses looking to open up shop in Beverly Hills. You reach a targeted and engaged audience when you advertise with the Chamber. To learn more on how to increase your visibility on the Chamber's website, call 310.248.1000 and speak with the marketing department.

SOCIAL MEDIA

The Chamber has a robust social networking strategy. Connect with us on Facebook, Instagram, LinkedIn, Twitter, and YouTube. Our followers can look forward to: event and program highlights, special promotions, member features, updates on city events and happenings, and much more! The Chamber curates complimentary member features on social media through blog content and Member Monday posts. Contact our marketing department to find out details on these opportunities or when the next opening in the schedule is to feature your business or event.

For more information, samples and specifications, [visit this link.](#)



ANNA STAVARIDIS
MERAKI FITNESS



TESTIMONIALS

In 2010, I transitioned from the San Fernando Valley to Beverly Hills in an entirely client-facing industry. The Chamber of Commerce was an invaluable tool in getting my new network established in an opportunity-rich, affluent community. My Book of Business has grown millions of dollars due to connections made via Chamber events. More importantly, the opening of our branch was expedited thanks to the Chamber's ongoing partnership with the City and its regular advocacy of its members. The Chamber has helped make my business a known quantity in Beverly Hills; I couldn't have done it without them.

Jonathan Pier Durante
Deputy Regional Managing Director
First Republic Bank

I joined the Beverly Hills Chamber of Commerce four months ago and the experience has been amazing! The staff is very friendly, helpful and incredibly welcoming. I've had the pleasure of meeting a lot of great people in business and within the Beverly Hills community. The Chamber does an excellent job with hosting so many great events as well. As a healthcare professional, it has been so nice to see the City of Beverly Hills in conjunction with the chamber start the new Beverly Hills Healthy City initiative. My membership has impacted my business in the most positive way and I can happily say that approximately 80% of my patient base has come from the Chamber and its connections. I cannot thank the entire staff and members enough for their referrals and support of my practice!

Dr. Allison Adams, D.C.
Owner
ChiroLife Family Wellness

[VIEW MORE](#)

WEEKLY NEWSLETTER

The electronic newsletter is sent each Monday. Addressing Chamber and City events and updates, New Members, Government Affairs updates, and more, it also includes member spotlights, weekly blog posts, and promotional opportunities. Circulation: 11,000 subscribers

Frequency/Rate	1X	2X	Monthly	Annually
Sponsorship (logo & link)	\$75	\$100	\$175	\$1,500
Member Spotlight (image & text)	\$150	\$250	\$400	\$4,000

MONTHLY GAC NEWSLETTER

This electronic newsletter is sent the first Wednesday of each month. Newsletter content provides updates on Chamber advocacy efforts, City updates and news, Government Affairs Committee meeting information and much more. Circulation: 11,000 subscribers

Frequency/Rate	1X	2X	Monthly	Annually
Sponsorship (logo & link)	\$50	\$125	\$225	\$400
Member Spotlight (image & text)	\$100	\$250	\$447	\$900

BI-WEEKLY EBLASTS

Send an email about your organization; content can be a promotion about a new item, service, or upcoming event. Only two emails go out per week and are sent out on Wednesdays & Fridays. Circulation: 6,000 subscribers

Frequency/Rate	Split	1x Exclusive	2x Exclusive
Email Promotion	\$250	\$500	\$800

MEMBER SPOTLIGHT

Spotlight your business on the homepage of our website which locals, visitors, and businesses use daily as a trusted resource. (Only 3 spaces available each month. Exclusivity available)

Frequency/Rate	Monthly	Quarterly	Semi-Annual	Annually
Homepage Spotlight (per spotlight)	\$500	\$1,350	\$2,500	\$4,500

BANNER ADVERTISING

The Chamber's member directory is a resource individuals use to find a listing of all Members of the Chamber. To increase the visibility of your business, advertise here.

Frequency/Rate	Monthly	Quarterly	Semi-Annual	Annually
Member Directory (per category)	\$250	\$700	\$1,300	\$2,400

SOCIAL MEDIA PROMOTION

Promote your message through the relevant Chamber's profiles (Facebook, Twitter, Instagram, LinkedIn).

Frequency/Rate	1X	2X	5X	7X
Member Directory (per category)	\$50	\$125	\$200	\$350



CHAMBER
of
COMMERCE

FOR AVAILABILITY, SPECIFICATIONS, & BOOKINGS:

Lindsay Cope
Marketing & Event Manager
LCope@beverlyhillschamber.com

RIBBON CUTTINGS

The Chamber is always eager to welcome new businesses to Beverly Hills and celebrating milestones of an existing business. We are here to serve you in a supporting role for the event. This celebration is the time to showcase what your business has to offer our community.



To make the most of this special celebration, to assure availability of the Chamber staff, and to avoid conflicts with other Chamber programs or functions, please schedule your event with the Chamber as early as possible. Remember that the earlier you contact us, the better off you'll be. The event can be as simple or elaborate as you choose.

Ribbon Cutting services are open to Premium Members of the Chamber and above. Find the Ribbon Cutting Request Form and additional information by visiting this [link](#).

AFFINITY PROGRAMS



Affinity programs are another benefit to Chamber membership, as purchasing power is stronger in numbers. The Office Depot Chamber affinity program offers significant savings for all Chamber members. The pricing program is specifically tailored to support Chamber members, employees and your business. Average overall retail savings is 20% on an annual basis. For details on this program and the account number visit this [link](#).

Chamber Pricing:

- All ink & toner set at 10% less than retail
- 15-55% less than market price on 350 item office supply core list
- 5-55% less than market price on 500 item cleaning and break-room core list
- 3-30% less than market price on technology solutions core list
- And 5-15% less than market price on over 50,000 non-core items on our business website
- Special pricing on Copy & Print services:
 - 2.5¢ Black & White copies
 - 22¢ Color copies
 - 40% off finishing services

Features:

- Free next day delivery on orders over \$50*
- In store purchasing at Chamber price!

THE SAVINGS MAY COVER YOUR COST OF MEMBERSHIP!

Total employees	Average spend in a year	Average savings overall retail	Project annual savings
5	\$1,800	20%	\$360
10	\$3,600	20%	\$720
25	\$9,000	20%	\$1,800



Store Purchasing Program
SPC Account # 8011 645 7008

CARDHOLDER INSTRUCTIONS:
For use in Office Depot® retail stores only. Present this card to cashier at checkout to receive your discounted price. Use of this card constitutes acceptance of the terms and conditions. Please visit business.officedepot.com/tcspc for full terms and conditions.



CHAMBER
of
COMMERCE

**DISCOVER & MAXIMIZE THE BENEFITS AVAILABLE TO YOU BY ATTENDING THE NEXT
'GET TO KNOW YOUR CHAMBER'**

[LEARN MORE](#)

CONNECT WITH THE MEMBERSHIP TEAM

[CONNECT](#)

FIND US ON SOCIAL MEDIA



9400 S. Santa Monica Blvd. Second Floor, Beverly Hills, CA 90210 | Tel 310.248.1000

BEVERLYHILLSCHAMBER.COM