



## The Voice of Business for Strong Communities

Communities and businesses need each other. As the leading advocate for both, the chamber of commerce champions vibrant, thriving communities. Advocacy. One more way the chamber ensures your community hears the voice of business.

Be a part of the

**Brownsville Chamber of Commerce**

Leading Businesses. Leading Communities.™



# 2009-2010 OFFICERS, DIRECTORS & STAFF

Revised 10/03/09 ARB

## OFFICERS

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## STAFF

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Brownsville Chamber of Commerce



# TAKE ACTION!

*Chamber Committee Teams and Task Force Teams provide you an opportunity to further develop your business, voice your concerns and opinions and serve your community.*

## STANDING COMMITTEES

### MEMBERSHIP SERVICES DIVISION

#### MEMBERSHIP DEVELOPMENT

**Chair:** Blanca Perez-Moreno  
Boogedy Bear's Partyland

**Vice**

**Chair:** Brian Epps  
Security Service Federal Credit Union

To increase membership at the Brownsville Chamber of Commerce and to retain members by offering effective business development programs and services.

#### BIENVENIDOS COMMITTEE

**Chair:** Carlos Osorio  
IT Computer Solutions

**Vice**

**Chair:** Cris Garza  
Sunset Funeral Home

To conduct groundbreaking, ribbon cutting and other ceremonies in support of Chamber membership.

### PUBLIC AFFAIRS DIVISION

#### INTERNATIONAL TRADE COMMITTEE

**Chair:** Steve Perez  
AOG Logistics, Inc.

To represent the international business needs of chamber members.

#### BROWNSVILLE BUSINESS & EDUCATION COALITION

**Chair:** David Merrill  
Wells Fargo Advisors

**Vice**

**Chair:** Traci Wickett  
United Way of Southern C.C.

To provide, develop and encourage community support for excellence in education using appropriate methods and resources.

#### GOVERNMENTAL ADVOCACY FOR BUSINESS

**Chair:** Reba Cardenas McNair  
Cardenas Development Company, Inc.

To promote awareness and take action on issues of importance to chamber members at local, state and federal level.

### COMMUNITY DEVELOPMENT DIVISION

#### SMALL BUSINESS DEVELOPMENT COMMITTEE

**Co Chair:** Eva Woodfin, Wells Fargo  
**Co Chair:** Jessica Gonzalez,  
Brownsville Local Development Co.

To promote and assist small business through education, professional development, networking and other resources available to facilitate growth.

#### BROWNSVILLE SHINES

**Chair:** Vacant

To provide leadership, direction, support, and recognition for projects that enhance the image of Brownsville as a clean, and beautiful place to live and work.

#### CRIMESTOPPERS

**President:** Daniel Flores  
American Investigations  
& Security Intl.

**Exec. Vice President:** Diana Delaunay  
BBVA Compass

To provide leadership and direction with regards to effective crime programs in Brownsville. Crimestoppers works to ensure Brownsville is a safe place to live, work and do business.

## TASK FORCES

Task Forces monitor business interests and are mobilized when a specific task is expected to have a life cycle of 3 to 6 months.

#### TRANSPORTATION TASK FORCE

**Chair:** Eddy Hernandez  
Brownsville Public Utilities Board

To facilitate discussions and information programs that will minimize potential negative economic impacts to the business community in cooperation with TxDOT and other agencies.

#### VISIONING & STRATEGIC PLANNING

**Chair:** Vacant

To support, aid and encourage the City of Brownsville in the community-wide planning process called Imagine Brownsville.

# MEMBER BENEFITS

*Gaining a Return on Your Investment*



Membership at the Brownsville Chamber of Commerce is an important element in your formula for business success. Chamber partner benefits can multiply your own business programs and be an asset for you and your employees.



## Join the M2M Discount Program...

If you would you like to increase your business among Chamber members while also taking advantage of specials offered to you...then we have an opportunity for you.

## Money Saving Opportunities

**Attend Brownsville Chamber functions at member rates** from networking events to seminars and public affairs luncheons.

**If you do business in Mexico**, as a Chamber member you and your employees are able to get FM 3 letters for FREE as a service to our members. If you are not a member you will pay \$50.00.

**Claim your annual chamber dues** investment as a tax-deductible business expense.

**Two for the price of one.** As a small business you will receive an additional membership to the U.S. Chamber of Commerce when you join the Brownsville Chamber. The U.S. Chamber membership is valued at \$365.00. See flyer for details. Small Businesses only.

## Marketing Advertising Public Relations

**Target new customers** using mailing labels for the chamber's more than 1,000 members. Organized by zip code, or business category, labels are available for purchase.

**Display your brochure at the chamber's reception center** located at 1600 University Blvd. and open five days a week 8-5 p.m. The center is staffed by

information specialists who annually serve more than 50,000 walk-in, call-in and write-in customers.

**Make new business contacts at chamber events**-Business After Hours Mixers, Public Affairs Luncheons, Speed Networking Events, Coffee Talk, Networking at Noon and the Business to Botana Expo.

**Exhibit your product or service** at the chamber's annual Business to Botana Expo attended by hundreds of potential customers and your fellow chamber members.

**Mail an advertising insert** (for a modest fee) with the chamber's monthly newsletter to reach a target market of more than 2,200 Brownsville businesses and community leaders. **See flyer for details on how you can save on mass mailing. The Chamber reserves the right to pre-approve all flyers.**

**Create awareness through your free business listing in the Chamber's Community Profile/ Chamber Directory.** The Brownsville Chamber publishes an annual community profile distributed to 10,000 potential customers who call or email the chamber for relocation information as well as chamber members. **Advertising is also available for members only and is also displayed online.**

**Invite the Bienvenidos Committee to your grand opening**, ribbon cutting,

anniversary, open house or other business occasion. Bienvenidos Committee Members, who are chamber members like yourself, represent the Brownsville Chamber at your event. We will gladly provide a ribbon cutting ceremony Monday thru Friday with at least a two week notice. Ask for our free event planning guide "7 Easy Steps".

**Print the Chamber logo on your company's publications** or collateral material and show the business community that you're a proud member of the Brownsville Chamber of Commerce.

**Have others read about your company's accomplishments** or newsworthy events on the Member highlights page of the chamber's monthly newsletter the "Progress" which has a circulation of 20,000. **See flyer for details on how you can save on advertising with Valley Media.**

**Create awareness world-wide** through your free listing on the Brownsville Chamber of Commerce's Website at [www.brownsvillechamber.com](http://www.brownsvillechamber.com). The Chamber will hyperlink your webpage to your chamber listing free of charge. We also have internet mapping available. Additionally, you will have access to an online community calendar where you can post your organizations special events free of charge. **See flyer for details on how you can save on internet advertising.**

# Your Voice In Government and The Community

## Stay abreast of city, county, state and federal government actions.

Through the services of the chamber member committees, the chamber's board of directors take a position on community, state and federal issues that directly impact the business community.

**Benefit from the chamber's role as the collective voice of business** when addressing the impact potential legislation will have on doing business in Brownsville. Members are surveyed annually for their opinions on issues concerning legislation and Brownsville's business climate, which help formulate board positions, letters to legislators and editors, new chamber programs and public policy forums.

**Join one of the standing committee or task force teams** and work with leaders in the community involved in public schools, water issues, state legislature, infrastructure, highway construction, and much more.

## Be a part of a community team!

The Brownsville Chamber works in cooperation with the Brownsville Economic Development Council, the Brownsville Convention and Visitors Bureau, the University of Texas at Brownsville, Workforce Solutions - Cameron, U.S. Chamber of Commerce and the Small Business Development Center and other regional and national business associations.

## Professional Development and Skills Training

### Send your employees (or attend yourself) to one or all of the 35 seminars scheduled this year.

Seminars or workshops to help upgrade your business skills, such as customer service, sales techniques, market research, time management, computer skills and business financing.

**Receive FREE business counseling on a one-to-one confidential session** by appointment at the chamber offices. Conducted by business counselors from the Small Business Development Center.

## Research assistance.

The chamber has a variety of data available including demographics, statistics, business trends, and business publications.

## Recognition

**Display your membership decal and/or plaque** where your customers and employees can see them. You'll be recognized as a good corporate citizen and an important part of Brownsville business community.

### Install our electronic membership plaque

Ask for our online decal to display on your business website. Show your Chamber pride in a high-tech way.

### Be chosen for the Customer Service Shining Star Award

Each month the Small Business Development Committee recognizes a company that excels in customer service.

### Be chosen for the Brownsville Shines Award

Each month the Brownsville Shines Committee recognizes a member who exceeds the spirit and basic standards of the city's landscape ordinance.

## Ask Yourself...for about 63 cents a day?

1. Who promotes me?
2. How can I get referrals?
3. Who represents my interest in government?
4. Who keeps me informed?

### Leading Businesses... Leading Communities...

Promotions, referrals, representation in governmental affairs, resources and information.

## MISSION STATEMENT

The Brownsville Chamber of Commerce is a member-driven business organization, whose principal mission is to provide visionary leadership, which will foster a prosperous business environment and improve the quality of life while building on Brownsville's unique resources.

**Leading Businesses...Leading Communities...**

## MEMBER BENEFITS

*Gaining a Return on Your Investment*



# CALENDAR OF EVENTS

BROWNSVILLE CHAMBER OF COMMERCE  
EVENTS FOR FISCAL YEAR 2009-2010

2009			2010		
OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
Start of New Fiscal Year	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk
Coffee Talk	Networking @ Noon #1	Chamber Holiday Mixer	Annual Banquet/Leadership Luncheon	Charro Days Business After Hours Mixer	Networking @ Noon #2
New Board of Directors Orientation	Various Committee Meetings	Various Committee Meetings	Speed Networking Event #1	Various Committee Meetings	Diamond Ball 2010
Various Committee Meetings	Seminars	Chamber Directory Published	Various Committee Meetings	Seminars	Various Committee Meetings
Seminars	Ribbon Cuttings	Seminars	Seminars	Kelly Miller Circus	Seminars
Ribbon Cuttings		Ribbon Cuttings	Ribbon Cuttings	Ribbon Cuttings	Ribbon Cuttings

2010					
APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk
Various Committee Meetings	Small Business Week Luncheon	Various Committee Meetings	Board of Director's Retreat	Various Committee Meetings	Business to Botana Expo
Seminar	Speed Networking Event #2	Seminar	Various Committee Meetings	Seminar	Speed Networking Event #3
Ribbon Cuttings	Various Committee Meetings	Small Business Breakfast	Seminar	Public Affairs Luncheon #2	Various Committee Meetings
	Seminar	Ribbon Cuttings	Ribbon Cuttings	Ribbon Cuttings	Seminar
	Ribbon Cuttings				Ribbon Cuttings

**Please Note:**

Events listed on these pages are tentative. Be sure to check our website at [www.brownsvillechamber.com](http://www.brownsvillechamber.com) for the most current calendar of events, or call the chamber at 542-4341

# Member Code of Ethics

**MEMBERS** shall exercise honesty, objectivity, and diligence in the performance of their products and services.

**MEMBERS** shall exhibit loyalty in all matters pertaining to the affairs of their organization or to whomever they may be rendering products or services.

**MEMBERS** shall not intentionally and knowingly be a party to any illegal or improper activity related to business dealings which would otherwise indicate a lack of personal integrity.

**MEMBERS** shall undertake only those services they can reasonably expect to complete with professional competence.

**MEMBERS** shall cooperate fully with an inquiry in the event of any alleged breach of these Code of Ethics.

**MEMBERS** shall not represent their acts or statements in such a way as to lead others to believe that they officially represent the Brownsville Chamber of Commerce, unless they are duly authorized to do so by the Brownsville Chamber of Commerce Board of Directors.

**MEMBERS** in the practice of their business or organization, shall be ever mindful of the obligation to maintain the high standards of competence, morality, and dignity promulgated by the Brownsville Chamber of Commerce.

## Notes

# ANNUAL INVESTMENT SCHEDULE

**Apartments/Condominium:** \$2.15 per unit - \$230.00 minimum

**Financial:** (Banks • Savings & Loans) amount of deposits per million

0-150	\$36/MM	301-400	\$26/MM	501-601	\$16/MM
151-300	\$31/MM	401-500	\$21/MM	601-700	\$11/MM

**General Business:** number of employees

1-3	\$230	31-40	\$565	91-100	\$1,130
4-10	\$290	41-50	\$620	101-125	\$1,340
11-15	\$355	51-60	\$670	126-150	\$1,650
16-20	\$410	61-70	\$720	151-175	\$1,960
21-25	\$460	71-80	\$825	176-200	\$2,270
26-30	\$515	81-90	\$925		
201 and over \$2,270 + 2.15 per employee over 200					

**Hospitals:** \$1,545.00 base investment + \$7.50 per bed in operation.

**Hotels/Motels:** \$230.00 + \$2.15 per room

**Individual Membership:** (Retiree • Educator • Public Employee) \$100.00 minimum  
(Retirees 65 years or older: \$75.00)

**Industries & Manufacturers:** (Brownsville) number of employees

1-3	\$230	26-50	\$460	201-250	\$800	401-500	\$1,340
4-5	\$290	51-100	\$540	251-300	\$930	501-600	\$1,700
6-10	\$355	101-150	\$600	301-350	\$1,080	601-700	\$1,960
11-25	\$410	151-200	\$670	351-400	\$1,235	701-800	\$2,270
801 & over \$2,270 + \$1.10 per employee over 800							

**Maquiladora:** (Matamoros) number of employees

1-10	\$230	501-1,000	\$600	3,001-3,500	\$2,110
11-25	\$260	1,001-1,500	\$800	3,501-4,000	\$2,730
26-50	\$290	1,501-2,000	\$1,080	4,001-4,500	\$2,990
51-100	\$355	2,001-2,500	\$1,390	4,501-5,000	\$3,350
101-550	\$490	2,501-3,000	\$1,905		
5,001 and over \$3,350 + \$.54 per employee over 5,000					

**Non-profits:** civic & trade associations (IRS letter of exemption required) \$205.00 minimum

**Nursing Homes:** \$2.15 per bed - \$230.00 minimum

**Office Buildings:** per 1,000 square feet

1-25	\$310	26-50	\$410	51-75	\$515	76-100	\$620
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**Professional Services:** \$310 per firm + \$100.00 per additional professional *Firm* includes one professional.

**R.V./Mobile Home Parks:** \$1.10 per pad - \$230.00 minimum

**Restaurants:** (fast food • carry out • family • full course • cafeteria) \$230.00 + \$3.25 per employee

**Shopping Centers/Malls:** per 1,000 square feet

1-100	\$310	201-300	\$515	401-500	\$720
101-200	\$410	301-400	\$615	501-600	\$825

**Special Investors:** public utilities • government agencies • investments will be determined by negotiation.

*New Membership Investments are subject to a \$25.00 Administration Fee.*

*Investments of \$400.00 minimum plus a one time \$25.00 administrative fee may be made in full or semi annually.*

*Investments of \$600.00 minimum plus a one time \$25.00 administrative fee may be extended on a quarterly basis.*

*Investments made other than in full are subject to a processing fee of \$5.00 per invoice.*

# MEMBERSHIP APPLICATION

Your application is used to enter your company data into our referral system as well as online business directory.

Company Name \_\_\_\_\_ Date: \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Mailing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Main email \_\_\_\_\_ Web Page \_\_\_\_\_

Principal Representatives (Please Print) 1) \_\_\_\_\_ 2) \_\_\_\_\_  
3) \_\_\_\_\_ 4) \_\_\_\_\_

Number of Employees \_\_\_\_\_ Full Time \_\_\_\_\_ Part Time \_\_\_\_\_

Business Category \_\_\_\_\_ Category Code \_\_\_\_\_  
Your business category is, how you want us to refer you. As an example: What would you be listed under in the Yellow Pages?  
You can be listed under two categories with your membership.

Membership Investment \$ \_\_\_\_\_ +\$25.00 Administration Fee = Total Investment \$ \_\_\_\_\_  
Note: When figuring your investment please use the investment schedule included in this packet.

*By signing below, I or anyone representing my organization agree to support the mission, Code of Ethics and the Bylaws of the Brownsville Chamber of Commerce. (Bylaws are available upon request.)*

Authorized Signature \_\_\_\_\_

Sponsor Signature \_\_\_\_\_

**For Office Use Only:**

Member ID# \_\_\_\_\_

Cash  Check # \_\_\_\_\_

Mastercard# \_\_\_\_\_

Visa# \_\_\_\_\_

## COMMITTEE PREFERENCE FORM

We are interested in serving on the following Chamber of Commerce Committees:  
(Indicate choices 1, 2 and 3 in order of preference and initials of person at your organization to serve on that committee)  
You will find committee and task force mission statements in the Chamber Guidebook.

### MEMBERSHIP SERVICES DIVISION

- \_\_\_\_\_ Membership Development Committee
- \_\_\_\_\_ Bienvenidos Committee

### PUBLIC AFFAIRS DIVISION

- \_\_\_\_\_ International Trade Committee
- \_\_\_\_\_ Brownsville Business & Education Coalition
- \_\_\_\_\_ Governmental Advocacy for Business

### COMMUNITY DEVELOPMENT DIVISION

- \_\_\_\_\_ Brownsville Shines
- \_\_\_\_\_ Small Business Development Committee
- \_\_\_\_\_ Brownsville CrimeStoppers

### TASK FORCES

- \_\_\_\_\_ Transportation Task Forces
- \_\_\_\_\_ Visioning & Strategic Planning