



BALTIMORE CITY
CHAMBER OF COMMERCE

Baltimore's Business Hub for Connection, Capital, and Growth

MEMBERSHIP GUIDE

MISSION & VISION

The Baltimore City Chamber of Commerce aims to energize small business and economic development. Rooted in the fundamental principles of collaboration, education and inclusivity, we are dedicated to fostering innovation, creating a thriving entrepreneurial landscape, and propelling the continuous growth of our member organizations and surrounding neighborhoods.

Our vision is of Baltimore City as a dynamic hub of local business acceleration, where mobility is sustained, and small enterprise is the cornerstone of a prosperous community.

OUR PILLARS:

Over the next 10 years, the Chamber will be recognized as the go-to resource for business in Baltimore:

JOBS- A workforce engine — helping small business owners build the infrastructure to hire confidently, expand their teams, and create quality jobs that keep Baltimore's talent local and its economy growing from the inside out.

GROWTH- A growth accelerator, scaling local companies into regional and national players through the tools, networks, and strategy it takes to grow beyond Baltimore — and the roots to reinvest when they do.

CAPITAL- A procurement hub — connecting hundreds of small and minority-owned businesses to millions in contracts, putting capital directly in the hands of those who've been locked out of it longest.

YOUTH- A leadership pipeline, equipping the next generation with the skills, exposure, and ambition to step boldly into business and civic leadership, securing Baltimore's future one founder at a time

Our Motto: WE WIN TOGETHER

At the Chamber, we believe one thing—we win together.

Networking is asking what this person can do for me.
Community is asking what we can build together.



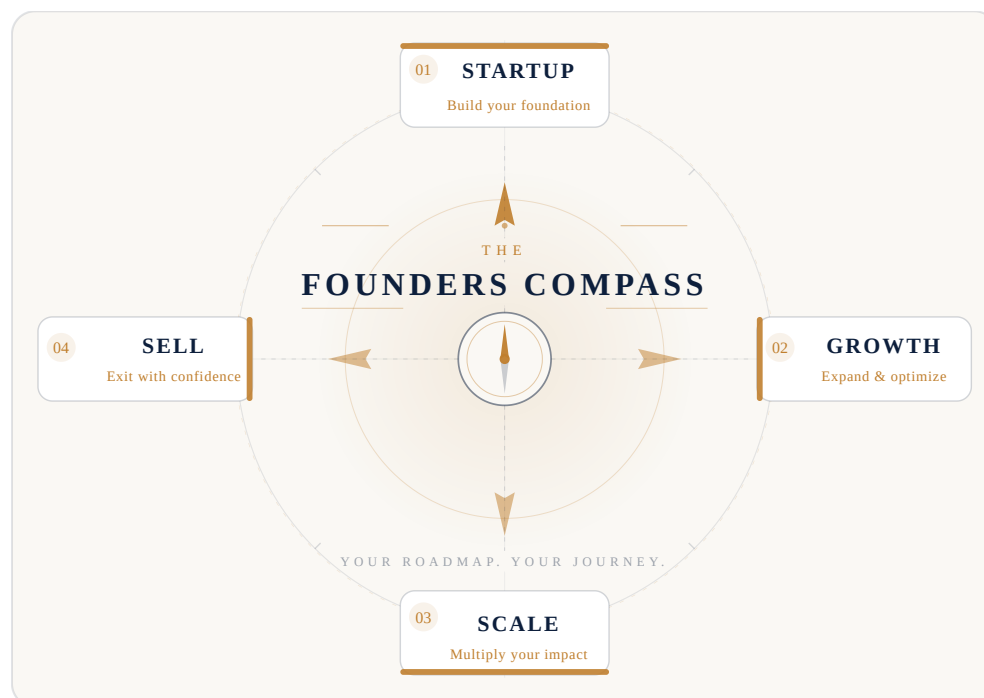
THE FOUNDERS COMPASS

The Founders Compass is the Chamber's guiding framework for entrepreneur support — a four-stage model spanning **Startup, Growth, Scale, and Sell** that maps every program, resource, and partner offering to where a business owner actually stands in their journey.

Rather than a one-size-fits-all approach, the Compass ensures entrepreneurs are met with the right support at the right moment — from foundational startup guidance to exit planning.

Programs like Revenue Ready along with our Business Councils and signature events, are all positioned along this continuum — giving the Chamber's entire ecosystem a shared structure, and giving business owners a clear path forward at every stage.

The Founders Compass is a proprietary framework, exclusively designed by our Executive Director and unique to our Chamber — no other chamber in the region offers entrepreneurs this level of structured, stage-based guidance.





NETWORKING & EVENTS BENEFITS



Networking Benefits

- Free networking-specific Chamber events
- Members-only online community access
- Invitations to private receptions (including events with government officials and representatives)
- Annual volunteer opportunities with local Baltimore nonprofits

Event Benefits

- Exclusive member discounts to Chamber signature events
- Discounted access to Chamber networking socials and mixers
- Early registration for high-demand events



EDUCATIONAL BENEFITS

Educational & Informational Benefits

- Access to business seminars, roundtables, and professional development sessions
- First access to host training workshops, webinars and classes.
- Members-only newsletter featuring funding opportunities, local events, and resources
- Access to Chamber membership directory and supplier listings

ADVERTISING & PROMOTIONAL BENEFITS



Free Opportunities:

- Free job postings
- Free discount or affiliate offerings
- Choose One Complimentary Advertising Option Each Year:
 - ✓ One social media spotlight post
 - ✓ One newsletter ad
 - ✓ One networking event sponsorship

Discounts:

- 50% off extended member-only advertising (digital, social, newsletter, event)
- Special discounts for event hosting or speaking
- Ability to manage your own profile in the online member directory

Promote your brand to hundreds of local business owners and decision-makers through our digital and in-person platforms.



CHAMBER & EXTERNAL PARTNERSHIP BENEFITS

Your Membership Includes:

- FREE membership with the U.S. Chamber of Commerce
- FREE Federation Membership with the Maryland Chamber of Commerce (for businesses under 10 employees)
- 20% discount on membership with the Greater Baltimore Cultural Alliance — with opportunities to promote your events and organization highlights

Plus:

- Long-term discounted rates and exclusive offers through regional and local partner organizations



U.S. Chamber of Commerce



MARYLAND
Chamber of Commerce



BALTIMORE CITY
CHAMBER OF COMMERCE



HOW TO JOIN:



MEMBERSHIP APPLICATION

01

Complete the Online Application
Fill out your application on our website.



APPLICATION REVIEW

02

Our team reviews your application and confirms
membership within 48 hours of receipt.



WELCOME & ONBOARDING

03

Receive a welcome email, online account access,
and an invitation to our New Member Orientation.



STAY CONNECTED

04

After joining, we encourage you to:

- Update your profile in the member portal
- Create a member-specific discount for your business
- Register for an upcoming event
- Join one of our committees



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INVESTMENT LEVELS:

Business Category	Annual Investment
General (1 employee)	\$300
General (2–10 employees)	\$350
General (11–25 employees)	\$425
General (26–50 employees)	\$675
General (51–100 employees)	\$800
General (101+ employees)	\$1,000
Non-Profit	\$200
Corporate	\$5,000

*Flexible membership options designed to grow with your business.

LET'S BUILD BALTIMORE — TOGETHER!

When you invest in Chamber membership, you're investing in Baltimore's business ecosystem — and your own growth within it. Together, we're creating a stronger, more connected, and more prosperous city for everyone.

Join today and become part of Baltimore's premier network of business leaders, innovators, and changemakers.

👉 Apply online at www.baltimorecitychamber.org/membership

✉️ Questions? Contact us at info@baltimorecitychamber.org



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