

Membership Matters: A Team Effort

Learn More From Director Tim Brewer



Tim Brewer

BizVoice® recently sat down with Tim Brewer, Indiana Chamber membership director, to talk about the past 11 years he's spent with the organization.

What is the best part of your job?

"Being able to interact with a variety of businesses to learn about their interests and to see how the Chamber can assist them through the variety of resources we offer."

How many member companies and individuals does the Chamber serve?

"We have just under 5,000 member companies, which employ 800,000 – or about one-third of – working Hoosiers."

What types of industries do Chamber members represent?

"Roughly 30% come from manufacturing. The rest of the pie chart is fairly balanced among professional services, logistics, technology companies, etc."

What is the most common thing you're hearing from members on the phone?

"Uncertainty related to the future of health care and how that will have an impact on their operations and profitability."

Talk about a memorable experience from your tenure with the Chamber.

"I can't pinpoint a single instance, but I would say whenever I receive unsolicited e-mails from members praising the investment they've made in the Chamber and complimenting members of our staff. This is especially true after I refer a member to someone like Cindy Monnier (director of the Business Research Center) or George Raymond (vice president of HR and labor relations and contact for the HR Helpline). It's so rewarding when a member sends that message saying, 'thank you for helping my organization.'"

What do you consider the most underutilized member benefit?

"The Business Research Center. Cindy's knowledge truly goes

untapped. Members have access to customized lists, new and expanding lists, and salary and wage information – all of which are available at no cost."

You spend a lot of time calling members. When do you urge members to pick up the phone and dial your number?

"Whenever there is a legislative issue that concerns them, we'd like to hear their input. Business owners can be extremely valuable at the Statehouse, as they can give real-world examples of how new laws and other developments could potentially affect them. The Chamber needs to hear from a member especially when a bill would force them to lay off employees or make other significant adjustments."

In a few words, describe the membership team.

"All four of our membership managers are very professional and have the ability to develop strong relationships with members. Each has a sports background, and that competitiveness helps us when it comes to meeting our membership retention and development goals."

Name three things you can't live without daily.

"A good workout at the gym or on the mountain bike trails, a spinach salad and the constant reminder that I have one state left (Alaska) in my quest to visit all 50 before I turn 35."

One thing members should remember:

"Your annual dues are 87% tax deductible."

INFORMATION LINK

Resources: Tim Brewer can be contacted at (317) 264-7539 or tbrewer@indianachamber.com

To learn more about Chamber membership, call membership coordinator Lauren Creamer at (317) 264-3793 or go to www.indianachamber.com

Web Site Puts Spotlight on Higher Education Productivity

How can Indiana produce more postsecondary degrees? How do the state's public colleges and universities compare to their national peers in terms of retention, graduation rates and overall productivity? Answers to these questions and more can be found on the Achieve Indiana web site, developed as part of a higher education grant received from the Lumina Foundation for Education.

The Indiana Chamber is working with the Indiana Commission for Higher Education and the governor's office on a variety of proposals related to the grant. Details on



those initiatives are available at the Achieve Indiana site, as well as:

- A benchmarking report titled *Crossing the Starting Line: An Examination of Productivity at Indiana's Public Colleges and Universities*, prepared by the National Center for Higher Education Management Systems
 - A video showing strong collaboration in Richmond, where Indiana University East and Ivy Tech Community College are working together for the benefit of students and both schools
 - Higher education news and research
- Learn more at www.achieveindiana.com.