

Dear Member

The Chamber Board and staff are constantly striving to improve the value of the services we offer to members and to increase the impact of our representation on your behalf. I am therefore pleased to announce a major development that offers us an opportunity to increase our size, to increase the range of services offered to you, and which will allow us to increase the level of support we are able to provide to the members of the smaller Chambers of Commerce in our region.

To achieve these results, we are proposing to join forces with the Employers and Manufacturers Association (Central) (EMAC) to form the Employers Chamber of Commerce (Central) (ECCC). The ECCC will essentially become a back office for the Wellington Chamber, other Chambers within our region who want to participate in this process and EMAC. In due course, we would welcome the possibility of other business support organisations and economic development agencies participating in this back office collaboration.

EMAC has a region wide membership of over 1,500 and branch offices in Wellington, Palmerston North, New Plymouth, Nelson, Napier, and Gisborne. Its assets are almost exactly the same size as ours.

For many members the only change you will notice will be a slight name change and an increased range and better quality of services being delivered by the Chamber. Members will from 1 July 2010 also benefit immediately from the full range of information, analysis and advocacy services provided by Business New Zealand. This will enhance the existing work being done by NZCCI.

There will be no increase in membership dues for the standard Chamber membership package. Those members who wish to purchase the employment law, health and safety advice, and HR advisory services currently offered by EMAC will be able to do so at a considerable discount to the current EMA only membership price.

By combining resources with the EMA in this region, we see the potential to achieve significant back office savings which we can plow back into better service delivery to the membership. Initially this will take the form of improvements to our web support, information system and accounting systems as well as an enhanced training offering.

Aside from improving the membership services, this proposed change will leave the Wellington Chamber stronger in terms of its membership numbers, its financial resources, and political influence. We believe it also offers us a means by which we can grow the NZCCI brand, by enhancing its support offering. We also intend to offer the smaller Chambers in our region the opportunity to either integrate into this

model or to buy access to those back office services they wish to purchase on a license basis.

The Wellington Chamber has been a key part of the regional economy for the last 154 years and through the proposed collaboration with EMAC we can be confident that the Chamber will continue this strong and meaningful contribution for at least the next 154 years.

Please find a Resolution related to the creation of the ECCC [attached](#) to this email. We ask you to consider this Resolution and all the information contained in this email. We will ask members at our AGM in approximately one month's time to approve this Resolution and the creation of the ECCC.

I have arranged for this year's AGM to be held earlier than usual so that we can discuss this proposal and the Resolution with members without there being any time pressure on the discussion. Normally the AGM runs for approximately 30 minutes immediately preceding the President's Reception. This year we propose a three and a half hour gap with the AGM starting at 2pm on Wednesday 24 March, here at the Chamber premises at Level 28, Majestic Centre, 100 Willis Street, Wellington.

The Chamber Board has taken soundings with a range of members and smaller Chambers around the region. The reaction so far has been overwhelmingly positive.

I look forward to explaining this initiative in greater detail at the AGM. Meanwhile fuller details on how the proposed new organisation will work will shortly be made available on the Chamber web site.

Yours sincerely

Jo Bransgrove
President