

SMC Business Councils

ADVANCING THE MANUFACTURING
AND SMALL BUSINESS COMMUNITIES

2016

Membership Application



*Where PA
Businesses
Go to Grow*

MEMBERSHIP BENEFITS

Your business goals are to increase revenue, reduce operational costs, and attract and retain talented employees. SMC's mission is to help smaller manufacturers and businesses succeed and grow. SMC can give you the tools and support you need to reduce operational costs, manage the needs of your workforce, and make local business connections. That allows you to focus on your mission and your revenue stream. To be competitive and successful, your business needs the right tools, information, products and services to gain market share and deliver on your commitment. Through your SMC Membership, you gain access to the critical tools that help you improve your top line, reduce your operational costs and improve the lives of all your employees. The SMC Membership benefits help you compete with any competitor – large or small. As a trade and advocacy association, SMC is known and respected as the voice for small business in Pennsylvania. As a result, our members have a seat at the table when issues impacting small businesses and manufacturing operations are discussed.

UTILIZE, SAVE, GROW

Programs to attract and retain talent, generate cost savings, and streamline your business.

Operational Programs

- > Retirement Services
 - 401(k)s
 - IRAs
 - Specialized Programs
- > Payroll Services
- > Credit Card Processing
- > ID Theft Protection
- > Legal Assistance

SOLVE HR CHALLENGES

Cover the spectrum of human resource issues:

Employee Life Cycle

Recruitment, Employment, Development Retention, and Termination

HR Services

HR Check-up, Federal/State Labor Law Posters, Compensation Surveys, Background Checks, and more

HR Helpline

Professional, one-on-one assistance with the issues that affect your company's HR issues

"SMC networking events are a 'must go.' I can count on meeting bona fide new business owners and decision-makers at each meeting."

Martha O'Grady
Owner, Panta Rhei Media

INSURANCE

Customized consultative services by a licensed professional ensuring your insurance needs are truly met before and after the sale.

Group Benefits

- > Health
 - > Dental
 - > Vision
 - > Life
 - > Disability
 - > Voluntary
 - > Flexible Spending & Health Savings Accounts
 - > COBRA Administration
 - > EAP
- ...and much more

"Business owners are often overwhelmed. SMC takes a "big-picture approach", dealing with major issues, yet gives you the help and support you need as a small business."

Brian Stein
S&S Intersource LLC

NETWORK AND CONNECT

Networking Events

We offer a variety of networking venues where you can connect with peers and business leaders:

- > Breakfast or Evening Programs
- > Open Houses
- > Golf Outings
- > Educational Programs
- > Social & Cultural Events

"Managing a small business is challenging on many fronts, especially because we must be knowledgeable about so many potentially litigious factors. It is comforting to have experts on hand at SMC to help us manage responsibly."

Christine Simcic
Wojanis Hydraulic Supply Co.

GET THROUGH TO LEGISLATORS

Manufacturers and small businesses suffer from the administrative and financial burden of taxes, the cost of health insurance, the effects of the new health care law, and excessive regulations. Member engagement opportunities include:

- > Pro-business agendas
- > Regular updates on business issues at the local, state and federal levels
- > Annual Legislative Reception and other events
- > One-on-one opportunities to meet elected officials
- > Small group trips to Harrisburg and Washington, D.C.

Your business can save over \$2,250* through membership!

Use SMC as your valued business partner

SMC BENEFITS

MEMBER SAVINGS

Retirement Plans/Nestegg

Lower fees, better funds

Payroll Services

Lower fees, automated schedules, tax documentation, personal account management

Credit Card Processing

Lower transaction fees, documentation, personal account management

Identity & Legal Protection

Protect employees, safeguard business

Human Resources Check-Up Consultation

\$1,000 savings on the cost of a consultant to conduct a basic overview of your human resources practices. Members receive this complimentary service.

SMC Networking Events

\$100+ average annual savings for members compared to non-member rates for SMC's regular networking programs

Federal/State Labor Law Poster

This combined poster, a **\$60** value, is complimentary to SMC members. Companies are required by law to hang this poster in the workplace.

Working PARTs Magazine

\$50 annual subscription to SMC's flagship, award-winning business publication

Connections Networking

\$25 SMC Fast-Cash Coupon to use toward any SMC event

Compensation Survey

SMC members who participate receive the final report at **NO CHARGE**, a savings of **\$595**

SMC Conference Room Access

Need a place to meet? SMC members are able to schedule one of our three conference rooms for up to five hours per month as part of their standard membership, an annual savings of over **\$3,000**

* These examples are typical savings based on average usage. Individual savings may vary.

Join Today!

SMC Application for Membership

WESTERN PA OFFICE: 600 Cranberry Woods Drive • Suite 190 • Cranberry Township, PA 16066

CENTRAL PA OFFICE: 1017 Mumma Road • Suite 204 • Wormleysburg, PA 17043

Please complete the form below and mail it along with your payment to:

SMC Business Councils • 600 Cranberry Woods Drive • Suite 190 • Cranberry Township, PA 16066

For more information, please contact us at 1-800-553-3260 or online at www.smc.org.



To join online and/or for more information, visit us at www.smc.org/membership

MEMBERSHIP INFORMATION

Name of Firm _____

Primary Contact _____

Title _____

E-Mail _____

Address _____

City _____ County _____

State _____ Zip Code _____

Phone _____ Fax _____

Website _____

Select One That Best Describes Your Industry:

Manufacturing Commercial Service

Primary Product/Service (used for online directory)

SECOND CONTACT PERSON

Name _____

Title _____

E-Mail _____

Phone _____

THIRD CONTACT PERSON

Name _____

Title _____

E-Mail _____

Phone _____

What are the two main reasons why you are joining SMC?

1. _____

2. _____

Do you provide group health insurance to your employees?

Yes No What month does your plan expire? _____

No. of Employees _____ Annual Dues _____

I was referred to SMC by _____

Signature _____

Date of Application _____

What firm do you know that may benefit from SMC membership?

Credit Card Information

American Express Visa MasterCard Discover

Name on Card _____

Credit Card Number _____

Exp. Date ____/____/____ Security Code _____

Authorized Signature _____

Payment Information

Membership dues are non refundable. To pay by check, make check payable to SMC and mail this application and check to Attn: Membership • SMC Business Councils • 600 Cranberry Woods Drive • Suite 190, Cranberry Township, PA 16066

ANNUAL DUES SCHEDULE

No. of Employees	Annual Dues
One-time Application Fee (all)	\$25
1 -2	\$335
3-10	\$379
11-20	\$425
21-40	\$495
41-50	\$540
51-75	\$595
76-100	\$695
101-150	\$795
151-300	\$945
301-500	\$1,395
501+	\$1,995

OFFICE USE

Membership ID Number _____

Primary SIC Code _____

SMC REP _____