

ITALIAN CHAMBER OF COMMERCE OF ONTARIO

Membership package

Prepared by:
Italian Chamber of Commerce of Ontario
80 Richmond Street West, Suite 1502
Toronto, ON M5H 2A4

ICCO overview

To promote economic and cultural synergies worldwide – between business, government and individuals, with special emphasis on Italy, Ontario and the GTA.

The Italian Chamber of Commerce of Ontario is:

- A not-for-profit, Ontario-based organization with a business approach to its operations and activities.
- Objective and non-partisan, we endeavour to help members identify and exploit business opportunities in Canada and Italy.
- Funded through the fees we charge for services, corporate and governmental sponsorship, and a contribution from the Italian government.
- Expert in planning trade delegations, researching industrial sectors and markets for investors, and in helping members network to create meaningful business and cultural relationships between Canada, Italy and the world.
- Qualified to conduct feasibility studies and to facilitate introductory contacts with representatives from government agencies and other business organizations.
- Capable of providing Ontario businesses with a multitude of administrative and client services at our offices, including translation services.
- Able to act as an adviser and broker to companies wishing to participate in public tenders in Canada, Italy and around the world.
- A consultant for a number of local and regional government agencies in Canada and Italy.
- Affiliated with the International Association of Italian Chambers of Commerce, with over 25,000 business members in over 50 countries, as well as a network of 74 offices all over the world.
- A founding member of the European Union Chambers of Commerce (EUCOCIT), which represents national Chambers of Commerce from all EU member states.
- A founding member of the Greater Toronto Business Alliance (Federation of Portuguese Business and Professionals, Indo-Canada Chamber of Commerce, Italian Chamber of Commerce of Ontario and Toronto Chinese Business Association).

The Italian Chamber of Commerce of Ontario acts as connector and is charged with the responsibility of creating new avenues of business for our members, business partners and sponsors alike. As a result the chamber and its members are engaging in activities that cover more than the standards of the past. We are one the most active groups among similar organizations and maintain efforts to remain at the forefront of pertinent and groundbreaking issues for the communities we represent, both domestically and internationally.

The chamber partners with many of the more prominent business professionals, entrepreneurs, governments and heads of industry in the GTA and Italy and in this approach is prepared to collaborate with its members. We would like to create a connection to the chamber's contacts in Italy, which will provide access to links in business, industry, government and beyond. In addition our office is willing to develop programs to promote you and your enterprise through our membership and the

communities we represent locally. Further advantage and reward to membership with the ICCO emphasized here is the international potential through our sister offices of 74 chambers of commerce in over 50 countries.

In the past year and beginning of 2010, the ICCO undertook a great number of important activities that were very successful, including:

- **“Golfissimo” 2010 Golf Tournament** (June 29, 2010)
- **Incoming Business Delegation from EXA Fiera di Brescia** (June 11 & 12, 2010)
- **Incoming Delegation from Milan** (June 8-11, 2010)
- **2010**
- **Outgoing Mission to China** (May 19-31, 2010)
- **Business Excellence Awards Gala Dinner** (May 13, 2010)
- **GTBA meets Minister Wilkinson** (May 4, 2010)
- **Maglio Lecture** (April 12, 2010)
- **ICCO AGM** (April 7, 2010)
- **Book Launch: “Breaking Bread in L’Aquila” by Maria Filice** (April 6, 2010)
- **WHY YOUR WORLD IS ABOUT TO GET A WHOLE LOT SMALLER: Oil and the End of Globalization – Presentation by JEFF RUBIN** (March 11, 2010)
- **Partners Magazine: Business and Environment Cocktail Party** (January 28, 2010)
- **HST Breakfast Seminar** (January 21, 2010)
- **ICCT Christmas Party** (December 15, 2009)
- **Outgoing Business Mission to Naples** (December 3-6, 2009)
- **Toronto Forum for Global Cities Conference** (November 2009)
- **Legal Issues in the New Economic Order Breakfast Seminar** (October 22, 2009)
- **Alitalia ICCT “Golfissimo” Tournament** (September 29, 2009)
- **Inaugural Greater Toronto Business Alliance Networking Event in partnership with FPCBP, Toronto Chinese Business Association, Indo-Canada Chamber of Commerce** (September 24, 2009)
- **Summer night Networking event** (July 23, 2009)
- **Business, Multi-sector Mission from Friuli Venezia Giulia** (May 2009)
- **2009 ICCT Business Excellence Awards** (May 13, 2009)
- **ICCT AGM and Networking event** (April 15, 2009)
- **Fashion Week – Cocktail for ICCT** (March 17, 2009)
- **CRFA Show- Direct Energy Centre, Toronto** (March 8 -10, 2009)
- **BEA Launch** (February 5, 2009)
- **Inaugural Maglio Prize Cocktail Reception** (January 22, 2009)

Listed below are some of the activities proposed for 2010:

- **“La Dolce Vita”** (July 28, 2010)
- **“Serata in Terrazza” Summer event** (August 26, 2010)
- **Incoming Delegation from Parma** (September, 2010)
- **ICCO Forward Kick-off Party** (September 23, 2010)
- **Incoming Mission from Milan** (November 2010)
- **Toronto Forum for Global Cities Conference** (November 2010)

Below are the ICCO membership levels:

Partnership — Over \$15,000

- *Title Sponsor of one of the Major Events organized by the Chamber – a separate sponsorship package outlining benefits will be given separately*
- *Membership given to up to 50 corporate representatives*
- *Membership valid for one year (from date of joining)*
- *A subscription (fifty copies) to the ICCO quarterly magazine **Partners***
- *Logo recognition in Partners magazine*
- *A full page colour advertisement in four issues of Partner magazine (artwork to be supplied by the member)*
- *Logo recognition on ICCO website and link to your website*
- *Submission of 6 blogs for insertion on the website*
- *Promotional opportunities at chamber events*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Partner Membership – FIVE STARS level – \$10,000

- *Membership given to 12 corporate representatives*
- *Membership valid for one year (from date of joining)*
- *A subscription (twelve copies) to the ICCO quarterly magazine **Partners***
- *Logo recognition in Partners magazine*
- *A full page colour advertisement in four issues of Partner magazine (artwork to be supplied by the member)*
- *Logo recognition on ICCO website and link to your website*
- *Submission of 2 blogs for insertion on the website*
- *Promotional opportunities at chamber events*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Partner Membership — FOUR STARS level \$5,000

- *Membership given to 6 corporate representatives*
- *Membership valid for one year (from date of joining)*
- *A subscription (six copies) to the ICCO quarterly magazine **Partners***
- *Logo recognition in Partners magazine*
- *A HALF page colour advertisement in four issues of Partner magazine (artwork to be supplied by the member)*
- *Logo recognition on ICCO website and link to your website*
- *Promotional opportunities at chamber events*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Partner Membership – THREE STARS level \$3,000

- *Membership given to 4 corporate representatives*
- *Membership valid for one year (from date of joining)*
- *A subscription (four copies) to the ICCO quarterly magazine **Partners***
- *Logo recognition in Partners magazine*
- *A QUARTER page colour advertisement in four issues of Partner magazine (artwork to be supplied by the member)*
- *Logo recognition on ICCO website and link to your website*
- *Promotional opportunities at chamber events*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Business Membership – Supporter level \$1,000

- *Membership given to 2 representatives*
- *Membership valid for one year (from date of joining)*
- *A subscription (two copies) to the ICCO quarterly magazine **Partners***
- *Banner advertisement in one main sub-page of ICCO website (artwork to be supplied by the member)*
- *Logo recognition on ICCO website and link to your website*
- *Promotional opportunities at chamber events*
- *Invitations to our monthly networking events*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Individual Membership - \$200

- *Membership valid for one year (from date of joining)*
- *A subscription to the ICCO quarterly magazine **Partners***
- *Discounted advertising rates with partners*
- *Promotional opportunities at chamber events*
- *Invitations to our monthly networking events*
- *Opportunities to network and meet business professionals of varied industries*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

ICCO FORWARD Membership (Under 40) - \$100

- *Membership valid for one year (from date of joining)*
- *A subscription to the ICCO quarterly magazine **Partners***
- *Discounted advertising rates with partners*

- *Promotional opportunities at chamber events*
- *Invitations to our monthly networking events*
- *Opportunities to network and meet business professionals of varied industries*
- *Access to our commercial department which specializes in trade missions and foreign investments*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Student Membership - \$50

- *Membership valid for one year (from date of joining)*
- *Invitations to our monthly networking events*
- *Opportunities to network and meet business professionals of varied industries*
- *Access to our mentorship program*
- *Group insurance programs*
- *Entitlement to one vote at the Annual General Meeting*
- *Preferred assistance in sister Chambers worldwide*

Should you have any questions regarding membership with the Italian Chamber of Commerce of Ontario, please contact Mr. Corrado Paina at 416-789-7169 ext. 25 or Elena Dell'Osbel at 416-789-7169 ext. 28 (dellosbel@italchambers.ca).

Thank you