

**Aberdeen &  
Grampian  
Chamber of  
Commerce**

Think you know the Chamber?  
Think again



**Being a member of Aberdeen &  
Grampian Chamber of Commerce  
means joining a cause not a club.**

Whether it's to make your organisation more successful or to play a role in helping create a stronger North-east economy, together we can achieve what we could not individually.

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# Don't just take our word for it

*"Total E&P UK has been a member of Aberdeen & Grampian Chamber of Commerce for many years and benefitted from a wide range of networking, development and learning opportunities. A recent example is a programme of training courses specifically designed to address a particular business need."*

*Delivered on site at Total E&P UK's premises, feedback from staff was extremely positive and the successful outcomes achieved were testament to the Chamber team of professional trainers who from the outset took time to fully understand the brief and deliver our business objectives in a co-operative and efficient manner."*

Total E&P UK

*"We really value our membership as, although we are an established national business, it helps us with ensuring locally our brand is well known and out there and our team regularly attend and sponsor the great events that are organised by the Chamber."*

**Wendy Atkinson,**  
business development manager,  
Mattioli Woods

*"We get considerable value from our partnership with the Chamber, great marketing support and the work on the business rates campaign alone was worth the annual fee. The networking opportunities presented are also second to none."*

**Adrian Watson,**  
chief executive,  
Aberdeen Inspired



# Membership overview

Your sector? We've got it covered:

**Business Services**

**Culture & Creative**

**Energy**

**Finance**

**Food & Drink**

**Property**

**Retail**

**Skills**

**Third sector**

**Tourism**

**Transport**

Aberdeen & Grampian Chamber of Commerce is the largest Chamber in Scotland and part of the British Chambers of Commerce network, meaning we offer a unique combination of local focus backed up with national and international connections and influence.

From sole traders to multinational corporations, our membership comprises over 1,100 organisations employing around 125,000 staff – that's half the workforce of the city region.

They partner with us for a wide variety of reasons, selecting the ingredients that work for them from our extensive menu of services. That is why on average, our members get a 3:1 return on their investment in membership.

## Networking & events

Develop your connections with discounted rates on our unique programme of business events across Aberdeen City and Aberdeenshire.

## Skills & training

Enhance the expertise of your workforce with discounted rates on a constantly evolving training provision.

## Visibility

Your membership includes promotion across our print, digital and social media platforms. Share your success stories with a wider network through us.

## Market intelligence

Gain access to Chamber research on a range of topics from sector trends to skills, or commission us to understand your company's specific issues and opportunities.

## Political influence

Influence regional and national decision-making. We work at making the business environment better so you don't have to.

## International support

We offer export documentation services to assist with overseas trade, provide advice and access to an outstanding international network.

## Business advice & support

Chamber membership includes access to a number of additional benefits from health plans and legal advice to car breakdown cover and R&D advice.

For more information contact:

**T** 01224 343915

**E** [membership@agcc.co.uk](mailto:membership@agcc.co.uk)

# Political influence and economic development

Government decisions have an impact on us all, whatever the size of your organisation.

From local authorities to Holyrood, Westminster and Brussels, your Chamber ensures the voice of North-east business is heard loud and clear by those in power.

All our activity is developed through engagement with our members. Make your views known by taking part in our regular political leadership events, contribute to our consultation submissions or join our sector steering groups and policy council.

The Chamber is also committed to investing a significant amount of our resources in moving forward the economic growth agenda through engagement in the Regional Economic Strategy and City Centre Masterplan, board positions on Opportunity North East, VisitAberdeenshire and Aberdeen Inspired; as well as driving leadership activities such as Vanguard and the regional narrative.

For more information contact:

T 01224 343964

E [policy@agcc.co.uk](mailto:policy@agcc.co.uk)

# £17m+

**business rates relief secured in  
the North-east**

**Hosted**

# 8 meetings

**with Government  
ministers, elected  
representatives and our  
members last year**

**Tracking over**

# £10.1 bn

**of investment in  
the North-east**

Undertaken

**150**   
**individual projects**

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Tested the opinions of

**10,000**  
**people** last year

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Worked with

**27 different**  
**companies across**

**9** **sectors**  
last year

## Research

In a landscape of information overload, the Chamber is your research team.

Each year we publish studies looking at key issues and sectors in the region, providing a series of reports available free to members.

We also undertake bespoke pieces of research ranging from staff engagement surveys and economic impact analysis to brand awareness studies and preparation of market insight reports.

This helps you anticipate, understand and inform change and influence your future strategy, helping move you from where you are to where you want to be.

Effective research involves asking the right questions of the right people. Our research team is the only one in the region with Market Research Society accredited experts.

While accreditation is vital, they also love to gather, interrogate and interpret data, before telling you a story in simple words about what it means and what you need to do with it to make a difference to your business.

For more information contact:

**T** 01224 343930

**E** [research@agcc.co.uk](mailto:research@agcc.co.uk)



Around **100** events  
hosted by the Chamber

**5,000**   
connections made

from across the region's  
key growth sectors





# Networking

Technology has increased our ability to contact more people than ever before but there is no substitute for getting together, in person, in the same room.

Despite continuing advances in digital and social media, successful businesses recognise the need for personal connection.

Develop your connections through our extensive programme of unique business events designed to make businesses across the North-east more successful through best practice exchange, providing learning opportunities and peer to peer engagement.

**Business breakfasts and briefings**

**Lunch and learns on topical subjects**

**Leadership dinners**

**Speed networking**

**International trade seminars**

**Business excellence awards**

**Regional exhibitions and sector forums**

Need to run an event? The Chamber also offers a comprehensive event management service tailored specifically to your needs.

For more information contact:

**T** 01224 343915

**E** [events@agcc.co.uk](mailto:events@agcc.co.uk)



# 207 courses

run by the Chamber

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Covering  
**66** different  
subjects

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helping to upskill

# 1,127

people in North-east  
businesses





# Developing skills

Training doesn't begin and end with new recruits. Build your competitive advantage and equip employees at all levels with the skills that your business needs to increase productivity and drive improved performance and retention with discounted rates on Chamber training courses.

With an emphasis on relevance, quality, great service provision, adaptability and competitive pricing, our experienced coaches and scope of topics are the reason 99% of delegates would recommend Chamber training to their colleagues.

Subjects include:

**Brexit**

**Business development**

**Executive director**

**Finance**

**GDPR - data protection**

**Health and safety**

**International business and exporting**

**Management and leadership**

Accredited for international and export courses, we also work with members to design and deliver fully bespoke in-house courses to meet specific training needs.

For more information contact:

**T** 01224 343917

**E** [training@agcc.co.uk](mailto:training@agcc.co.uk)

# Don't just take our word for it

*"We have been a Chamber member for 11 years and the returns we get every year far outweigh our investment. On the surface we appear to be just a small fish merchants in a village in the North-east of Scotland, people are astounded to hear we send products to markets in the Middle East, India and beyond thanks to support from the Chamber. The fast, efficient help and advice the team provide allows us to respond to our customer's needs quickly; while Chamber training has helped us maximise our social media presence and drive our sales and marketing."*

**Elaine Sutherland,**  
managing director,  
Gourmet's Choice Ltd

*"The Royal Air Force are proud to be part of the DYW programme in the North-east of Scotland. The support we have received has been outstanding and instrumental in raising awareness of RAF careers via meaningful engagement with education establishments in the region."*

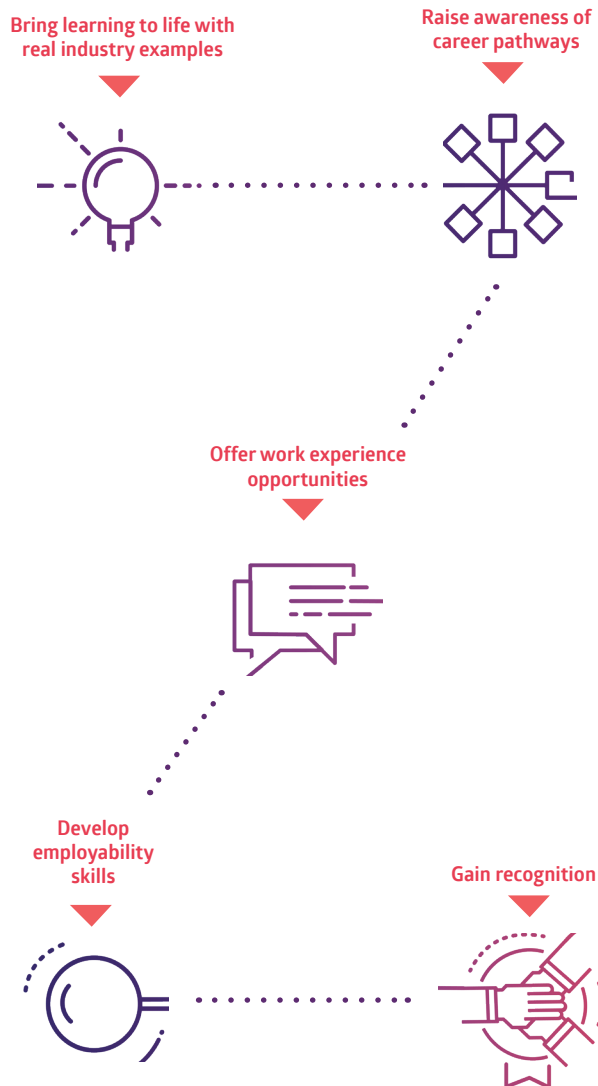
**Flt Lt Rich Stinson,**  
Officer Commanding,  
Royal Air Force

*"We have commissioned the research team twice and have been delighted with the service and output. Most importantly the research has provided real insight which we have used at a practical level to make improvements to our business and influence stakeholders. As well as providing an excellent product we have received real value for money and would highly recommend the team to others."*

**George K Yule M.Univ. (Abdn),**  
executive vice chairman,  
Aberdeen Football Club



# Developing the Young Workforce



Understanding the skills that will be needed to deliver our diversified future economy and equipping our young people with the technical and workplace knowledge and ambition to play their part is crucial if we are to remain competitive.

The Chamber hosts DYW North East bridges the gap between education and employers to help all young people find fulfilling careers

The team achieves this by:

**Facilitating meaningful engagement relationships between employers and schools**

**Helping businesses to generate a sustainable pipeline of talent and skills**

**Supporting employers to recruit apprenticeships and trainees**

**DYW** | **NORTH EAST**  
The vital link connecting schools and businesses

For more information contact:

**T** 01224 343939

**E** [info@dyw.org.uk](mailto:info@dyw.org.uk)

**W** [www.dyw.org.uk](http://www.dyw.org.uk)

Business Bulletin reaches

**15,000**  
readers every month

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Members news read by

**10,000**

monthly visitors to the  
Chamber website

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**12,800**

people connected  
on social media





# Business profile

Sharing your successes, highlighting new investment and contract wins, providing an expert voice in your sector and introducing new staff members all help raise awareness and build the profile of your business.

Being a member of the Chamber allows you to promote your organisation across print, digital and social platforms, both within the membership as well as the wider business community.

Our magazine, the Business Bulletin, is the North-east's premier monthly business publication.

Key platforms include:

**Members' news and events**

**Blogs and opinion pieces**

**Features on key sectors**

**On the move**

In addition to our free news service, members can enjoy exclusive advertising rates discounted by up to 35%.

Other channels to help get you noticed and heard:

**Online members' directory**

**E-newsletters**

**Social media**

**Speaker opportunities**

For more information contact:

**T** 01224 343926

**E** [bulletin@agcc.co.uk](mailto:bulletin@agcc.co.uk)

**T** 01224 343901

**E** [advertising@agcc.co.uk](mailto:advertising@agcc.co.uk)



The Chamber helped get

**\$873m**

of exports  
certified to

**115**

countries  
around the  
world, safely to  
their destination

## International trade

Our international team provide support for local companies to help overseas trade from identifying, researching and moving into new markets to assisting existing exporters to get their goods to multi overseas markets.

For potential or new exporters, it is essential that you obtain expert advice to ensure you have a clear market entry strategy and set up in the right way to successfully sell your goods or services in your target regions.

As an internationally accredited Chamber through the British Chambers of Commerce network, we have connections in over 57 locations worldwide as well as access to people and specialist in-market data.

In addition, participating in our trade missions can help get you the knowledge and contacts to move into new overseas markets.

For more information contact:

**T** 01224 343908

**E** [internationaltrade@agcc.co.uk](mailto:internationaltrade@agcc.co.uk)

We can provide you with export documentation and processing services.

Delivering your goods on time and ensuring you receive payment quickly can be a simple process when you know how. Our team certified over 15,300 documents last year, helping businesses get goods worth \$873m safely to destinations in over 115 countries worldwide.

Our expert team provides support and guidance enabling you to understand which document is required for each shipment to each market, including:

### **European Community Certificates of Origin**

### **Arab British Certificates of Origin**

### **EUR1**

### **A.TR**

### **ATA Carnet**

### **Import and Export Customs Declarations**

We also arrange for documents to be legalised either at the Foreign & Commonwealth Office or relevant embassy and help arrange visas.

Comprehensive Letter of Credit services are available on two levels:

Review Letter of Credit to ensure terms and conditions are met prior to acceptance

Check Letter of Credit and produce a report to assist with completion of documentation and carry out documentation check prior to presentation

For more information contact:

**T** 01224 343908

**E** [documentation@agcc.co.uk](mailto:documentation@agcc.co.uk)





# Additional benefits

Through your Chamber membership, you can access a variety of services that deliver real benefits and reduce the cost of doing business:

## **Exclusive access to expertise and advice**

- 24-hour free confidential legal advice
- Access to employment contract generator

## **Health plans**

- Chamber Primary Health Plan from Westfield Health
- Access to the AXA Healthcare employee assistance programme

## **Keeping you moving**

- Discount on AA breakdown cover

## **Foreign exchange**

- In partnership with Moneycorp, we offer competitive exchange rates, free online currency accounts, reduced transfer fees and fast online transactions.

For more information on all offers available for your business and employees visit

[www.agcc.co.uk/offers](http://www.agcc.co.uk/offers)





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The Hub  
Exploration Drive  
Aberdeen Energy Park  
Bridge of Don  
Aberdeen  
AB23 8GX

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