

Chapter members are professionals engaged in providing corporate housing and/or companies that supply goods and services to providers. Both large companies and independently owned businesses can be actively involved as members of the Association.

## **Membership Categories**

**Active Members** : Any firm, corporation or entity engaged in the corporate housing industry is eligible for active membership in the CHPA and the Canadian Chapter. Active members have all of the rights and privileges of membership, including the right to vote, hold office and serve on Association committees.

Annual Dues will be based on the number of company business office locations.

1-2 Locations - \$825 US

3-5 Locations - \$1,000 US

6-9 Locations - \$1,750 US

10-19 Locations - \$2,300 US

20+ Locations - \$6,675 US

*A location is an office from which you provide corporate housing services.*

**Associate Members:** Any firm, corporation or entity whose business is supplying goods and services to the corporate housing industry may become an Associate Member. Associate members may vote and serve on all Association committees, except the Executive Committee of the Association, and are not entitled to hold office.  
Annual Dues: \$850 US

## **Membership Benefits**

### ✓ **Annual CHPA Conference and Expo**

At the combined USA/Canada Annual Conference, engage in three days of networking and educational sessions specifically tailored to corporate housing professionals, including the latest and greatest services and products available. Canadian Members will also enjoy discounted registration fees.

### ✓ **CHPA Newsletter and eNews**

Published monthly, these publications connect you with other industry players, update you on the latest happenings, and keep you abreast of important issues in your industry. We have a "Canadian Corner" for important events from Canada in this CHPA Publication.

### ✓ **Network Connection and Regional Luncheons**

We promote local events in Canadian cities that connect you with industry peers to dialogue market trends and hot industry topics.

### ✓ **Membership Directory**

This vital networking and referral resource keeps you connected with colleagues worldwide. We have all Canadian members registered on the CHPA website.

### ✓ **The Highland Group**

Determine how well your company and units are performing in your Canadian city market. After we have at least three providers in any city become members, you can volunteer your occupancy statistics on a monthly basis totally CONFIDENTIAL and the Highland Group will send you a report on the combined group market you are in.

### ✓ **Annual Industry Survey Report**

Comprehensive, competitive data to determine how well your company and units are performing to better inform you of your everyday business decisions. This will be produced for all Canadian markets when we have at least three companies per market contributing occupancy information, again on a totally CONFIDENTIAL basis.

## **Core Purpose & Vision for CHPA and the Canadian Chapter CCHPA**

To improve each corporate housing company individually and the corporate housing industry collectively throughout Canada . To provide a unified voice for the corporate housing industry in Canada and internationally, and create more value, profit and credibility for each CCHPA member. Continually promote the awareness of corporate housing as a universally recognized and accepted segment of the lodging industry in Canada.

## **Goals & Objectives of CHPA and the Canadian Chapter CCHPA**

**Membership:** To develop a strong membership base of professional corporate housing providers, vendors and suppliers across Canada

**Education:** Members will benefit from quality, valued and easily accessible education and training to help them operate their businesses more professionally, efficiently, and profitably. The CCHPA will work with the CHPA to adopt their educational and certification programs, customized for Canadian providers, and foster standards and best practices for all its members.

**Communications:** The CCHPA Chapter will become the leading source of statistical information and trends for the industry across Canada . Through performance information, and operational benchmarking, the CCHPA will provide its members with valid and timely industry comparisons to help members operate their businesses more effectively.

**Networking:** CCHPA will provide its members with a unique opportunity for local, provincial, national and international networking. Doing business among industry friends. Build powerful relationships with successful industry people who care and can help take your company to the next level. Learn how the corporate housing business is facilitated in different cities, provinces and countries around the world.

**Industry Advocate:** CCHPA will be a resource for members on local, regional and national issues that may have larger implications for the corporate housing industry across Canada . Through public relations, create and maintain a positive perception of the Association and its members.

## **Core Values of the CHPA and the Canadian Chapter**

- Respect for diversity of opinion and perspective
- Promote a culture of trust, mutual accountability, and willingness to openly communicate
- Importance of knowledge based decisions
- Volunteerism on behalf of the industry must be both rewarding and enjoyable
- Commitment to education and continuous learning
- Professionalism and ethics within the industry
- Listen and respond to the needs of its members