



“Reasons Why” Small Manufacturers should join CAMA:

1. BUSINESS ADVANCEMENT

Whether it is discovering innovative business practices or connecting with fellow manufacturers, trusted advisors, and strategic partners to streamline business processes, CAMA provides tools, resources, and collaboration opportunities to help small manufacturers develop and grow their businesses.

2. MEMBER PROGRAMS

CAMA offers member programs to help small manufacturers build their business network, grow their supplier and prospect databases, make connections, and learn effective business practices and processes from their peers.

- CAMA's M2M Leads Groups provide an informal setting for sales team members of CAMA to exchange leads to drive business, creating shortened lead times, reduced transportation costs, increase profitability, and industry support.
- CAMA's C-Suite Exchange Groups provide a confidential setting that encourages an open exchange of ideas, experience, processes, and best practices among C-Level manufacturers.

3. EXCLUSIVE DISCOUNT PROGRAMS

CAMA utilizes its partner relations and combined purchasing clout of its members to leverage strategic partnerships with vendors and service providers that result in exclusive member discounts and benefits to drive success, increase profits, and reduce operating costs.

4. TRUSTED ADVISORS

CAMA connects small manufacturing members to vetted expert consultants and advisors that provide insights and services manufacturers can take advantage of to effectively function and grow their business.

- Associate Members are companies that provide services manufacturers utilize on a regular basis in the Banking, Accounting, Insurance, and Legal fields.
- Specialty Services are individuals or companies that bring unique expertise to CAMA members to help benefit manufacturing businesses.

5. BUSINESS CONNECTIONS

CAMA provides small manufacturers with numerous opportunities to connect with fellow manufacturers and advisors to drive business, acquire leads, discover new business practices, and develop strategic partnerships.

6. INDUSTRY EVENTS

CAMA brings Colorado manufacturers of all sizes together

to network, develop new business, share best practices, and stay informed at its signature, industry-related, annual events in each chapter region.

7. STRATEGIC RESOURCES

CAMA offers small manufacturing members access to strategic resources to assist with issues small manufacturers face including day-to-day operations, liability, workforce, federal regulations, awareness, supply chain issues, and more including:

- NAM Manufacturer's Marketplace
- Expert advisors
- Membership directory
- Online community posts to engage in discussions on manufacturing-related issues, solutions, and opportunities
- Member web profiles to expand members' online reach and develop new business
- Committee involvement opportunities
- Free resources linking businesses with job seekers

8. WORKFORCE DEVELOPMENT

Through strategic partnerships, funding, and student education programs, CAMA works to fill the workforce pipeline and helps small manufacturing members find qualified job candidates, discover internship funding, and advance their business.

9. B2B NETWORKING EVENTS –

CAMA runs B2B networking and educational events and tours that provide small manufacturer members the opportunity to connect with fellow manufacturers, develop new business, and learn effective business practices, ultimately helping their business grow more rapidly.

- Tours are hosted by CAMA members and give attendees the opportunity to observe operations of different manufacturing facilities helping them discover new processes and best practices.
- Following the tours are B2B Lounges - a networking reception focused on connecting manufacturers and introducing new business.

10. INFORMATIVE NEWS AND UPDATES

CAMA regularly provides small manufacturer members exclusive access to legislative and industry news, events, updates, information involving key issues affecting members' businesses and their bottom-line.