



**Delaware County
Chamber of Commerce**
Driving Business Forward.

2021 Sponsorship Opportunities



THE DELAWARE COUNTY CHAMBER OF COMMERCE
1001 BALTIMORE PIKE, SUITE 9LL, SPRINGFIELD, PA 19064
(610) 565-3677 | INFO@DELCOCHAMBER.ORG
WWW.DELCOCHAMBER.ORG



Thank you for considering sponsorship with the Delaware County Chamber of Commerce,

During the coronavirus pandemic, we were able to pivot our events to a virtual platform and offer sponsors more digital visibility, while keeping the investment a valuable one. In 2021, we hope that in-person events will become an option, but the only sure bet is that events will not look the same.

On either platform, we promise to make sure your investment counts, and promise to continue connecting businesses, promoting our sponsors and being a resource as we've done for over the last 130 years. Although we've always been a valuable resource for business, particularly in this time of uncertainty, the Chamber's footprint has expanded tremendously throughout the area. Your sponsorship and marketing investment with the Chamber will now reach further and help us endure to support so many of Delaware County's businesses.

Enclosed are the marketing opportunities that will fit any budget and together, we can build a package catered to fit your needs. Don't miss the opportunity to partner with us at the Chamber to help your company gain exposure and build lasting relationships with key business leaders throughout Delaware County.

Gratefully,



DELAWARE COUNTY CHAMBER PRESIDENT

CHAMBER'S DIGITAL FOOTPRINT



delcochamber.org – 6k+ visitors monthly



3,938 followers



3,096 followers



1,511 followers



1,591 followers



7,000+ email addresses

This package lists events as if they happen in person, unless otherwise specified. If events continue to be virtual, check out the

VIRTUAL BENEFITS!

- Linked Full Color Ads in Digital Program Book (*shared before, during & after event*)
- Inclusion in Recap Video to be Shared on Social Media and Posted to Chamber YouTube Channel
- Unlimited Number of Attendees

Note: Some events will require more discussions and guidance from our sponsors!

OVER 1,200 MEMBER BUSINESSES IN THE DELAWARE VALLEY.

SMALL BUSINESS PACKAGE

Includes 3 Events:

Virtual B2B Expo TBD (This is a carry over event from 2020)

Small Business Awards – Spring 2021

Annual Membership Luncheon – June 2021

Save with package pricing!

Cost to sponsor events individually:

Gold - \$2,500 **SAVE \$2,100**

Silver - \$1,500 **SAVE \$1,500**

Bronze - \$500

GOLD

\$5,400

- 2 VIP Tickets & Table of 8 (10 tickets)
- Logo on Chamber event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- Full page ad in program books*
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases
- Availability to introduce an honoree**
- High-top table display at Small Business Awards**
- 12'x12' Booth at Trade Show in prominent location**

SILVER

\$3,000

- Table of 8
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books*
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases
- High-top table display at Small Business Awards**
- 10'x10' Booth at Trade Show in prominent location**



Note: Logo display is ordered and sized based on sponsorship tier.

Any member participating in a package gets a minimum of a ½ page ad in program book, also are the only sponsors offered a cocktail display.

*Availability limited to the Small Business Awards and Annual Membership Luncheon

**Availability is limited to 1 event only.

SMALL BUSINESS PACKAGE

Includes 3 Events:

Virtual B2B Expo TBD

Small Business Awards – Spring 2021

Annual Membership Luncheon – June 2021

BRONZE

\$1,500

- 4 tickets
- Logo on chamber event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books*
- Logo displayed on presentations
- Verbal recognition during events
- 6'x 6' Booth at Trade Show in Prominent Location**



MORE DETAILS

Small Business Awards

Attendees: 250+

Keynote:

Demographic: Small Business Owners, Sponsors, Sole Proprietors, County & State Elected Officials

Recognitions:

- Small Business of the Year
- Small Business Person of the Year
- Small Family Business of the Year
- Entrepreneur of the Year

Check out last year's event at www.delcochamber.org/smallbizawards

Virtual B2B Expo

Exhibitors: 50+, Business to Business-Driven Companies, Restaurants/Caterers, Retail and Sales

Attendees: Business owners & professionals looking to shop, network & learn.

Annual Membership Luncheon

Attendees: 200 - 250

Demographic: Chamber Board Members, Chamber Foundation Supporters, Sponsors, County Council

Recognitions:

- Outgoing/Incoming Board Members
- Chamber Foundation Youth Awards
- Lifetime Achievement Award

Attendance at events are also honoree driven and draw different crowds based on who is being recognized.

GOVERNMENT ADVOCACY PACKAGE

Includes 4 Events:

State of the County
State House Forum
State Senate Forum
Other Forum TBD

GOLD

\$5,500

- 2 VIP Tickets & Table of 8 (10 tickets)
- Logo on Chamber event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- Full page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Post event photo with Elected Officials in attendance
- Inclusion in post press releases

SILVER

\$3,500

- Table of 8
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

BRONZE

\$1,500

- 4 tickets
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

MORE DETAILS

Government Affairs Events

Attendees: 70-100

Demographic: Larger employers are trending for these events (Boeing, Monroe Energy, Mercy Health, SJU, etc.)

The Chamber hosts a variety of the events listed below, coordinating with the schedules of local elected officials.

- **State of the County**
- **State House Forum**
- **State Senate Forum**
- **Federal Forum**
- **Township Forum**

Learn more about legislation happening in Harrisburg that will affect business in Delaware County during these events and at the Government Affairs Committee meetings.



Note: Logo display is ordered and sized based on sponsorship tier.

If any additional Government Affairs forums are added to the 2020 slate, as a package sponsor, you will also be included as a sponsor for those events at the same level agreed upon. All levels get a minimum of a 1/2 page ad in program.

VETERANS & BUSINESS

Includes 3 Events:
 Educational Event
 Networking Event
 Veterans & Business Dinner
Other events may be added.



The purpose of this new Veterans & Business initiative is to strengthen the Delaware County network of veterans who have newly returned home and have re-entered the workforce. This group will provide an outlet that fosters camaraderie, shared experience and mentorship, as well as, connect veteran employers who want to engage and support the Delaware County veteran community. Veterans have a skillset that can be applied across the board, whether in combat or on a sales team.

GOLD

\$4,000

- Logo on Veteran Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Opportunity to display marketing materials
- Opportunity to address guests at events
- Up to 8 attendees at each event
- Listed in press releases
- Full page ad – Veterans & Business Dinner program book

SILVER

\$2,000

- Logo on Veteran Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Opportunity to display marketing materials
- Up to 4 attendees at each event
- Listed in press releases
- Half page ad – Veterans & Business Dinner program book

BRONZE

\$1,000

- Logo on Veteran Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Up to 2 attendees at each event
- Listed in press releases
- Half page ad – Veterans & Business Dinner program book



Note: Logo display is ordered and sized based on sponsorship tier.

WOMEN POWER PACKAGE

Includes 3 Events:

Virtual WIL Power Luncheon – Winter/Spring 2021

Virtual ATHENA® Leadership Luncheon – Fall 2021

WIL Power Luncheon – Winter 2021

GOLD

\$4,500

- 2 VIP Tickets & Table of 8 (10 tickets)
- Logo on Chamber event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- Full page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

SILVER

\$3,000

- Table of 8
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases



WOMEN POWER PACKAGE

Includes 3 Events:

- Virtual WIL Power Luncheon – Winter/Spring 2021
- Virtual ATHENA® Leadership Luncheon – Fall 2021
- WIL Power Luncheon – Winter 2021

BRONZE

\$1,500

- 4 tickets
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

SUPPORTING

\$750

- 2 tickets
- Logo on Chamber Event webpages – *links to sponsor site*
- Logo on event focused blasts
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

MORE DETAILS

Women in Leadership (WIL) Power Luncheons

Panel based lunches with discussion around a theme/topic.

Attendees: 100+

Demographic: Majority Women, Topic Specific Industries, Sponsors, Few Elected Officials.

Virtual ATHENA® Leadership Luncheon

Attendees: 100-200

Demographic: Keynote Speaker, Majority Women, Sponsors, Few Elected Officials, Honoree Driven Audience

Honorees:

- Annual ATHENA® Recipient

Check out last year’s event at www.delcochamber.org/athena



Note: Logo display is ordered and sized based on sponsorship tier.

VIRTUAL 2021 ANNUAL DINNER

Chamber's Largest Event of the Year!

TBD



PLATINUM SPONSOR

\$6,000

- Linked Sponsor Logo on Chamber Event Webpages and Digital Program book
- On-Stage Opportunity (*pre-recorded*)
- Linked Full Page Color Ad in Digital Program Book (*shared before, during & after event*)
- Logo Displayed during LIVE Event
- Verbal Recognition during LIVE event
- Inclusion in Pre & Post Press Releases
- Shared List of Attendees After Event
- Inclusion in Recap Video to be Shared on Social Media
- Unlimited number of attendees
- 1 Month Website Banner

GOLD SPONSOR

\$4,500

- Linked Sponsor Logo on Chamber Event Webpages and Digital Program book
- On-Stage Opportunity (*pre-recorded*)
- Linked Full Page Color Ad in Digital Program Book (*shared before, during & after event*)
- Logo Displayed during LIVE Event
- Verbal Recognition during LIVE event
- Inclusion in Pre & Post Press Releases
- Shared List of Attendees After Event
- Inclusion in Recap Video to be Shared on Social Media
- Unlimited number of attendees

ANNUAL DINNER

Chamber's Largest Event of the Year!

SILVER

\$3,000

- Linked Sponsor Logo on Chamber Event Webpages and Digital Program book
- Break-Out Room Leader Opportunity
- Linked Half Page Color Ad in Digital Program Book (*shared before, during & after event*)
- Logo Displayed during LIVE Event
- Verbal Recognition during LIVE event
- Inclusion in Pre & Post Press Releases
- Inclusion in Recap Video to be Shared on Social Media
- Unlimited number of attendees

BRONZE

\$1,500

- Linked Sponsor Logo on Chamber Event Webpages and Digital Program book
- Linked Half Page Color Ad in Digital Program Book (*shared before, during & after event*)
- Logo Displayed during LIVE Event
- Verbal Recognition during LIVE event
- Inclusion in Post Press Releases
- Inclusion in Recap Video to be Shared on Social Media
- Unlimited number of attendees

SUPPORTING

\$500

- Linked Sponsor Logo on Chamber Event Webpages and Digital Program book
- Linked Quarter Page Color Ad in Digital Program Book (*shared before, during & after event*)
- Logo Displayed during LIVE Event
- Inclusion in Post Press Releases
- Inclusion in Recap Video Shared on Social Media
- Unlimited number of attendees

Note: Logo display is ordered and sized based on sponsorship tier.

MORE DETAILS

Annual Dinner

Demographic: Keynote Speaker, Board Members, Sponsors, Most Local Elected Officials, Larger Companies, Higher-Level Executives, Honoree Driven Audience, etc.

Honorees:

- Company of the Year
- Citizen of the Year
- Nonprofit of the Year
- Young Professional of the Year
- Community Impact Award
- Economic Development Award

Check out last year's event at www.delcochamber.org/annual-dinner





The Foundation of the Delaware County Chamber of Commerce

Advancing Business Leadership and Education

SUPPORT ALL THE FOUNDATION'S PROGRAMS IN ONE, EASY SPONSORSHIP!

The Foundation of the Delaware County Chamber of Commerce (FDCCC) is a 501(c)(3) non-profit organization whose mission is to "Advance business, leadership and education", while recognizing that youth are the leaders of tomorrow.

FOUNDATION PROGRAMS

Youth Leadership Academy (YLA) • Spring 2021

The Youth Leadership Academy (YLA) for Delaware County resident, high school sophomores, provides an outstanding opportunity for students to meet and work with local business, government, community and media leaders. Leadership skills develop through experiences and interactions with real-life professionals who can share their stories and teach young people what they've learned in their careers. In order to make this opportunity free of charge to local students, we ask that Businesses in Delaware County donate to help defray costs. Help us provide Delaware County young people with an opportunity to interact with County leaders in business, government, nonprofits and the media.



YOUTH LEADERSHIP ACADEMY
delaware county 2019

Attendees: 30 - 10th Grade Students

Virtual Career Awareness Fair & In-School Presentations • Fall 2020

The Career Awareness is a two-fold opportunity. The Career Awareness Fair allows businesses to setup a booth for Delaware County high school students to come learn about different careers. Students can question and educate themselves on potential fields of interest. Top industries of interest are offered the opportunity do an auditorium presentation in shifts during the fair. Lunch is provided. The second piece is some business people of different fields are invited to present to middle school students at their school.

Attendees: 200+ High School Students @ Fair & Middle School in-class visits

Leadership Delaware County • September 2020 – June 2021

Leadership Delaware County runs from September to June. Through a series of nine interactive sessions led by top professionals in a variety of fields, participants develop their leadership skills while learning about their community and issues facing Delaware County. Graduates will be recognized in Harrisburg at a Delaware County legislative reception and have a graduation event that employers are invited to attend.

Participants: 30+ Adults



Magnifying Manufacturing

The world of Manufacturing in Delaware County is evolving quickly. As decades pass, technology continues to make advancements and highly skilled workers are becoming scarce. A bulk of the professionals in the manufacturing field in Delaware County are approaching the age of retirement. As a result of this aging workforce manufacturing occupations are being placed on the High Priority Occupation List. Nearly 3.5 million manufacturing jobs will likely be needed, and due to the skills gap, 2 million of those jobs are expected to go unfilled. This program offers tours and insights to local manufactures to High School students.

Attendees: Groups of middle/high school students of up to 50 per tour



GOLD

\$5,000

- Verbal recognition at all events
- Presence on all Foundation web pages, email blasts & social media
- Sponsor listing in all press releases
- Logo on Youth Leadership Academy (YLA) shirt & printed materials
- Opportunity to be a panelist at YLA
- 4 Seats at YLA Graduation
- Employer table at Career Awareness Fair
- Logo on Career Awareness program book
- Opportunity to present at Middle School In-Class presentations
- Logo on Leadership Delaware County (LDC) materials
- Opportunity to be a panelist for 1 session in LDC
- 4 Seats to LDC Graduation

SILVER

\$3,000

- Verbal recognition at all events
- Presence on all Foundation web pages, email blasts & social media
- Sponsor listing in all press releases
- Logo on Youth Leadership Academy (YLA) shirt & printed materials
- 2 Seats at YLA Graduation
- Employer table at Career Awareness Fair
- Logo on Career Awareness program book
- Logo on Leadership Delaware County (LDC) materials
- Opportunity to be a panelist for 1 session in LDC
- 2 Seats to LDC Graduation

BRONZE

\$1,500

- Verbal recognition at all events
- Presence on all Foundation web pages, email blasts & social media
- Sponsor listing in all press releases
- Logo on Youth Leadership Academy (YLA) shirt & printed materials
- Employer table at Career Awareness Fair
- Logo on Career Awareness program book
- Logo on Leadership Delaware County (LDC) materials
- 2 Seats to LDC Graduation

SPONSOR A STUDENT

\$500

- Logo on shirt (YLA) & printed materials
- Presence on all web & social media
- Sponsor listing in all press releases

Note: Logo display is ordered and sized based on sponsorship tier.

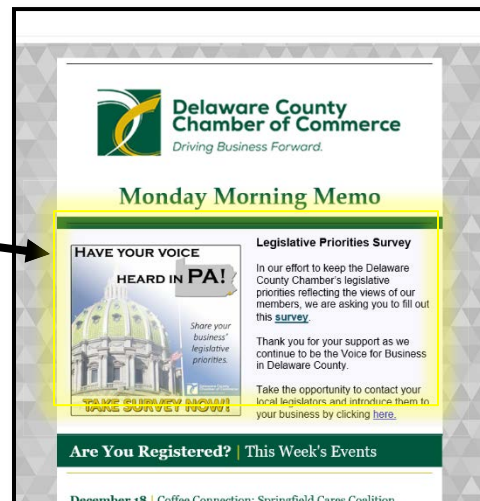
MARKETING & ADVERTISING

EMAIL BLASTS

- **MONDAY MORNING MEMO - \$595**
 - Top banner for one month (4-5 blasts)
 - Month of your choice (pending availability)
 - 5,000+ contacts – 20% open rate, 10% click through rate
 - *ONE SPONSOR PER MONTH*

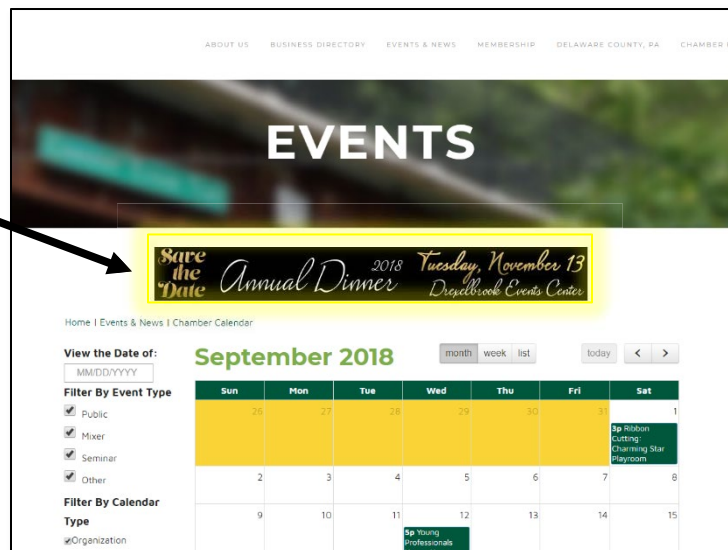
- **MEMBER TO MEMBER**
 - TOP PLACEMENT - \$195**
 - REGULAR INSERTION - \$95**
 - Blast sent first Thursday of every month
 - Month of your choice (pending availability)
 - 5,000+ contacts – 20% open rate, 10% click through rate
 - *8 banners available per month*

- **TARGETED - \$195**
 - Solo blast sent to targeted demographics of members
 - *2 blasts sent each month*



CHAMBER WEBSITE

- **BANNER - \$300/MONTH**
 - Banner ad that runs on www.delcochamber.org and www.bringingbackdelco.com on multiple pages including the home page, calendar of events, coronavirus page and is mobile friendly
 - Maximum of 5 ads per month
 - 6,000+ users monthly



OTHER VISIBILITY

- **MEMBER PACKETS \$100**
 - Sponsor must provide 100 marketing pieces to Chamber to put into 100 Member Packets

Bundle & Save Advertising!

ELITE PACKAGE 170K+ IMPRESSIONS • VALUE \$3,995 **\$2,250**

- 2 Months of Monday Morning Memo Sponsorship (*months of your choice*)
- 1 Member to Member Blast (*month of your choice*)
- 3 Targeted Blasts (*months of your choice*)
- 3 Months of Internal Banner (*months of your choice*)
- Member Packet Inclusion
- Home page Banner for the year (*included*)

PREMIER PACKAGE 160K+ IMPRESSIONS • VALUE \$3,095 **\$1,750**

- 1 Month of Monday Morning Memo Sponsorship (*month of your choice*)
- 3 Member to Member Blasts (*months of your choice*)
- 2 Targeted Blasts (*months of your choice*)
- 2 Months of Internal Banner (*months of your choice*)
- Member Packet Inclusion
- Home page Banner for the year (*included*)

STANDARD PACKAGE 140K+ IMPRESSIONS • VALUE \$2,410 **\$1,000**

- 1 Month of Monday Morning Memo Sponsorship (*month of your choice*)
- 1 Member to Member Blasts (*month of your choice*)
- 1 Targeted Blasts (*month of your choice*)
- 1 Months of Internal Banner (*months of your choice*)
- Member Packet Inclusion
- Home page Banner for the year (*included*)

STARTER PACKAGE 125K+ IMPRESSIONS • VALUE \$1,820 **\$750**

- 1 Month of Monday Morning Memo Sponsorship (*month of your choice*)
- Member Packet Inclusion
- Home page Banner for the year (*included*)

BASIC PACKAGE 100K+ IMPRESSIONS • VALUE \$1,510 **\$500**

- 2 Member to Member Blasts (*months of your choice*)
- 1 Targeted Blasts (*months of your choice*)
- Home page Banner for the year (*included*)

HOST A CHAMBER NETWORKING EVENT

Bring the networking to you by hosting an event at your place of business. Showcase your location to a specific audience and receive marketing and contact lists for your business leads. The Chamber promotes your venue and the event in all Member communications and handles registration for you.

BUSINESS AFTER HOURS

\$300

- 5 – 7 PM
- Host is responsible for light hors d'oeuvres, non-alcoholic beverages, beer & wine
- Company logo on event page with link back to site
- Company logo on all marketing materials
- Chamber handles all promotion and registrations



COFFEE CONNECTION

\$300

- 8 – 10 AM
- Host is responsible for coffee and continental breakfast
- Company logo on event page with link back to site
- Company logo on all marketing materials
- Chamber handles all promotion and registrations



WOMEN IN BUSINESS

\$500

- Noon – 1:30 PM
- Host is responsible for lunch buffet & beverages
- Company logo on event page with link back to site
- Company logo on all marketing materials
- Chamber handles all promotion and registrations



OTHER EVENT OPPORTUNITIES ARE AVAILABLE UPON DISCUSSION



VIRTUAL EXPERIENCE

ADDITIONAL BENEFITS INCLUDE:

- Linked Full Color Ads in Digital Program Book (*shared before, during & after event*)
- Inclusion in Recap Video to be Shared on Social Media and Posted to Chamber YouTube Channel
- Unlimited Number of Attendees

Our 2020 Small Business Awards was the first virtual event we did and the first one locally done, we had a lot of eyes on us from a few Chambers in Delaware, to a few nonprofits and even the Philadelphia Chamber tuned in. Here are the stats. You can check out all of our virtual events on our [YouTube Channel Here](#)

Delaware County Chamber of Commerce
Driving Business Forward.

Virtual SMALL BUSINESS awards 2020

Thursday, May 14
4-6 PM

Recognizing **Small Business Excellence**
IN DELAWARE COUNTY, PA

EVENT STATS

Platform	Attendees	Reach	Engagements	Views	Engagements
Zoom	153	-	-	-	-
Livestream	-	1,300	563	-	-
Chamber Website (delcochamber.org)	-	-	-	982	-
Chamber Emails	-	-	-	7,823	538
Facebook Posts	-	-	-	-	837

These are the stats from the whole event, get a personalized report by contacting Jessica Hoffman at jessicah@delcochamber.org