2020 Sponsorship Opportunities
Thank you for considering sponsorship with the Delaware County Chamber of Commerce,

Our chamber organizes over 100 programs and events per year for our members. Ranging from focused seminars on a specific topic to our signature events with hundreds of attendees, there are plenty of opportunities to present your company to a targeted audience. In addition to the event itself, there’s immediate exposure on the chamber’s website & social media pages and promoted by local media partners.

Investing in the chamber symbolizes your commitment to ensuring that Delaware County continues to be a premier business community, while at the same time providing your business with the recognition and publicity needed to thrive in today’s fast-paced economy. The Delaware County Chamber provides an economical way for you to market your business locally and boost your business’ image among consumers, but more specifically, among other 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,

[Signature]
Delaware County Chamber President

Chamber’s Digital Footprint

delcochamber.org – 4k+ visitors monthly
3,266 followers
2,937 followers
1,187 followers
1,276 followers

Over 1,200 member businesses in the Delaware Valley.
SMALL BUSINESS PACKAGE
Includes 3 Events:
Small Business Awards – March 19, 2020
B2B Expo – May 5, 2020
Annual Membership Luncheon – June 17, 2020

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 – links to sponsor site
- 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 – links to sponsor site
- 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.

Save with package pricing!
Cost to sponsor events individually:
Gold - $2,500 SAVE $2,100
Silver - $1,500 SAVE $1,500
Bronze - $500
SMALL BUSINESS PACKAGE
Includes 3 Events:
Small Business Awards – March 19, 2020
B2B Expo – May 5, 2020
Annual Membership Luncheon – June 17, 2020

BRONZE $1,500
- 4 tickets
- Logo on chamber event webpages – links to sponsor site
- Logo on event focused blasts – links to sponsor site
- 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
March 19, 2020
Drexelbrook Events Center
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

B2B Expo
May 5, 2020
Drexelbrook Events Center
Attendees: 200+

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

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

Annual Membership Luncheon
June 17, 2020
Springfield Country Club
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.

Delaware County Chamber | Contact Senior Events Director, Jessica Hoffman | jessicah@delcochamber.org
2020 SPONSORSHIP & ADVERTISING OPPORTUNITIES

GOVERNMENT ADVOCACY PACKAGE

Includes 4 Events:
State of the County – Spring 2020
State House Forum – Summer 2020
State Senate Forum – Fall 2020
Forum – TBD

GOLD $5,500
- 2 VIP Tickets & Table of 8 (10 tickets)
- Logo on Chamber event webpages – [link to sponsor site]
- Logo on event focused blasts – [link to sponsor site]
- 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 – [link to sponsor site]
- Logo on event focused blasts – [link to sponsor site]
- 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 – [link to sponsor site]
- Logo on event focused blasts – [link to sponsor site]
- 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

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 ½ page ad in program.

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.
VETERANS & BUSINESS

Includes 3 Events:
- Educational Event - Spring 2020
- Networking - Summer 2020
- Veterans & Business Dinner - Fall 2020

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 – links to sponsor site
- 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 – links to sponsor site
- 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 – links to sponsor site
- 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.
2020 SPONSORSHIP & ADVERTISING OPPORTUNITIES

WOMEN POWER PACKAGE

Includes 3 Events:
WIL Power Luncheons – May 18, 2020 & November 2020
ATHENA® Leadership Luncheon – Fall 2020

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 – links to sponsor site
- 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 – links to sponsor site
- 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:
WIL Power Luncheons – May 18, 2020 & November 2020
ATHENA® Leadership Luncheon – Fall 2020

BRONZE $1,500
- 4 tickets
- Logo on Chamber Event webpages – links to sponsor site
- Logo on event focused blasts – links to sponsor site
- 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 – links to sponsor site
- 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

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

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.

ATHENA® Leadership Luncheon
Attendees: 200+
Demographic: Keynote Speaker, Majority Women, Sponsors, Few Elected Officials, Honoree Driven Audience
Honorees:
- Annual ATHENA® Recipient
ANNUAL DINNER

Chamber’s Largest Event of the Year!
December TBD, 2020

PLATINUM SPONSOR $6,000
- 2 VIP Tickets & Table of 10 (12 tickets)
- Logo on Chamber event webpages – links to sponsor website
- Logo on event focused blasts – links to sponsor website
- Logo on print materials & program books
- Full page, color ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press releases

GOLD SPONSOR $4,500
- Table of 10
- Logo on Chamber event webpages – links to sponsor website
- Logo on event focused blasts – links to sponsor website
- Logo on print materials & program books
- Full page ad in program books
- Logo displayed on presentations
- Verbal recognition during events
- Inclusion in post press release
## ANNUAL DINNER
Chamber’s Largest Event of the Year!

### SILVER $3,000
- Table of 8
- Logo on Chamber Event webpages – links to sponsor website
- Logo on event focused blasts – links to sponsor website
- 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 website
- Logo on event focused blasts – links to sponsor website
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Recognition during events
- Inclusion in post press releases

### SUPPORTING $500
- 2 tickets
- Logo on Chamber Event webpages – links to sponsor website
- Logo on event focused blasts – links to sponsor website
- Logo on print materials & program books
- 1/2 page ad in program books
- Logo displayed on presentations
- Recognition during events
- Inclusion in post press releases

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

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**MORE DETAILS**

**Annual Dinner**
TBD
Drexelbrook Events Center

**Attendees:** 450+

**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
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)** • April 28 – 30, 2020
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.

**Attendees**: 30 - 10th Grade Students

**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
2020 SPONSORSHIP & ADVERTISING OPPORTUNITIES

**Gold**
- 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**
- 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**
- 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**
- 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 - $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 that runs at delcochamber.org on multiple pages including the home page and is mobile friendly
  - Maximum of 5 ads per month
  - Over 10,000 page views monthly
  - 4,000 users monthly

- **Scrolling Sponsor Banner**
  - $1,000 annual value included with sponsorship
  - 1 FREE Blog Post, also included with sponsorship
**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

- 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

- 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

- 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
2020 SPONSORSHIP & ADVERTISING OPPORTUNITIES

OTHER EVENT OPPORTUNITIES ARE AVAILABLE UPON DISCUSSION