



2020 SPONSORSHIP & MARKETING GUIDE

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www.MelbourneRegionalChamber.com

Chamber's 2020 Initiatives and Program of Work

New this year, we are asking Investors to consider dedicating a portion of your allocation toward our 2020 initiatives and overall program of work. The Chamber will advocate for public policy priorities at the local and state levels to support the Space Coast business environment. These unrestricted funds will support the current and ongoing costs of our operation and advocacy efforts so that we can advance our mission and continue to be the driving force in creating an environment in which business thrives. Contributions are accepted in any amount.

Advocacy Champion \$1,000+

- Recognition on the Business Advocacy page on the Chamber's website
- Recognition at every Business Advocacy program
- Recognition on social media

Advocacy Supporter \$500-\$1,000

- Recognition on the Business Advocacy page on the Chamber's website
- Recognition at every Business Advocacy program

Impact Awards – January 31, 2020

Impact Awards & Board Installation Signature event introduces the Chamber's Board of Directors and recognizes top businesses and organizations for their profound impact on the region. Attendance: 350+

Title Sponsor - \$5,000 (exclusive opportunity)

- Podium time (3 minutes) to promote your company and participate in program
- Podium opportunity to present one of the major Impact Awards
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation, save the date invitation, and post event thank you card, and video (if applicable)
- Complimentary full-page ad in program
- Your company banners (2) displayed at the event (stand up banners(s) provided by the sponsor)
- Your company logo displayed on photo-booth images
- Opportunity to place promotional item/event favor at every guest seat (item must be approved by Chamber staff)
- Social media recognition with (2) featured Facebook posts
- Personalized Thank You Gift
- Reserved, priority location tables with signage and seating for up to (10) of your attendees
- Invitation to VIP After Party

Presenting Sponsors - \$3,200 (limit 5 sponsors)

- Podium time (up to 1 minute) to promote your company and participate in program
- Podium opportunity to present one of the major Impact Awards
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation, save the date invitation, and post event thank you card.
- Complimentary half page ad in program
- Your company banner displayed at the event (stand up banner provided by you as the sponsor)
- Social media recognition with featured Facebook post
- Reserved, priority location table with signage and seating for up to (10) of your attendees
- Invitation to VIP After Party

Premium Sponsor - \$1,500 (unlimited sponsors)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation.
- Reserved table with signage seating for up to (10) of your attendees
- Invitation to VIP After Party

Impact Awards (continued from page 2)

Cocktail Reception Sponsor - \$1,400 (limit 2 sponsors)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, and slide presentation.
- Opportunity to place centerpieces on the cocktail tables in reception area
- Recognition on sponsor sign at the cash bars (signage provided by the Chamber)
- Reserved table with signage and seating for up to (5) of your attendees
- Invitation to VIP After Party

After Party Sponsor - \$1,250 (limit 2 sponsor)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, and slide presentation.
- Logo on After Party Invitation
- Opportunity to place centerpieces/décor in After Party location
- Your logo on a sponsor sign at the cash bars and after party areas (signage provided by the Chamber)
- Reserved seating for up to (2) of your attendees
- Invitation to VIP After Party

Corporate Table - \$1,000 (unlimited)

- Reserved table with signage and seating for up to (10) of your attendees

Head Table Sponsor - \$600 (limit 1 sponsor)

- Logo on head table reserved signage
- Listed in the printed event program
- Reserved seating for up to (2) attendees to sit at the head table with Chamber leadership executives and other VIP's.

Support Sponsor - \$300 (unlimited sponsors)

- Listed in the printed event program
- Reserved seating for two (2) of your attendees

Impact Printed Program Advertising:

Artwork Deadline: January 15, 2019

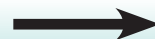
- \$200 Full Page Advertisement
- \$125 Half Page Advertisement

Valor Awards 2020 - August 28, 2020

This annual dinner and award ceremony is a signature event for the Melbourne Chamber, honoring our Military, Police, Fire, Rescue, EMS, and Sheriff's personnel from the Melbourne area for meritorious acts of extraordinary valor. Attendance: 350+

Title Sponsor - \$6,000 (limit 3 sponsors)

- Podium time (3 minutes) to promote your company and participate in program
- Podium opportunity to present one of the prestigious Valor Awards
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation, save the date invitation, and post event thank you card, and video (if applicable).
- Complimentary full-page ad in program
- Banners (2) displayed at the event (stand up banners(s) provided by the sponsor)
- Social media recognition with (2) featured Facebook posts
- Personalized Thank You Gift
- Reserved, priority location tables with signage and seating for up to (10) of your attendees



Valor Awards (continued from page 3)

Presenting Sponsors - \$3,200 (limit 3 sponsors)

- Podium time (up to 1 minute) to promote your company and participate in program
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation, and save the date invitation.
- Reserved, priority location table with signage and seating for up to (10) of your attendees

Premium Sponsors - \$1,500 (unlimited sponsors)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation.
- Reserved table with signage and seating for up to (5) of your attendees

Cocktail Reception Sponsors - \$1,400 (limit 2 sponsors)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation.
- Opportunity to place centerpieces on the cocktail tables in reception area
- Recognition on sponsor sign at the cash bars (signage provided by the Chamber)
- Reserved table with signage and seating for up to (5) of your attendees

After Party Sponsors - \$1,250 (limit 2 sponsors)

- Recognition of your company from the podium
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation
- Your company logo on After Party Invitation
- Opportunity to place centerpieces/décor in After Party location
- Recognition on a sponsor sign at the cash bars and after party areas (signage provided by the Chamber)
- Reserved seating for up to (4) of your attendees
- Invitation to VIP After Party

Corporate Table - \$1,000 (unlimited)

- Reserved table with signage and seating for up to (10) of your attendees

Head Table Sponsor - \$500 (limit 1 sponsor)

- Your company logo on head table reserved signage
- Your company name listed in the printed event program
- Reserved seating for up to (2) attendees to sit at the head table with Chamber leadership executives and other VIP's.

Support Sponsors - \$300 (unlimited sponsors)

- Your company name listed in the printed event program
- Reserved seating for two (2) of your attendees

Valor Printed Program Advertising:

Artwork Deadline: TBD

- \$200 Full Page Advertisement
- \$125 Half Page Advertisement

Chamber Pro-Am Golf Tournament – November 2020

Space Coast golfers and businesses are cordially invited to participate in the annual Melbourne Chamber Pro-Am Golf Tournament! This official premier Pro-Am Golf Tournament is the only event of its' kind on the Space Coast. Players will enjoy a first-class experience and have an opportunity to play alongside top golf professionals at Duran Golf Club. Entry includes the green and cart fees, practice balls, raffle entry, beverages, breakfast, lunch and an awards ceremony following the tournament. Attendance: 150+

Title Sponsor - \$5,000 (exclusive opportunity)

- Promote your company (up to 2 minutes) and present one of the team awards
- Green fees, carts, beverage tickets, breakfast and lunch for six (6) of your golfers (two threesomes) at Pro-Am
- Company logo prominently displayed on all event marketing materials, including website
- Display up to (2) company banners on Duran property (banners provided by sponsor)
- Opportunity to place promotional item/material in Event Gift Bag
- Social Media Recognition with featured Facebook post
- (6) Green fees and cart fees on Duran Golf Club's Championship Course
- Company logo/decal placed on title sponsor's golf carts
- (2) Tee Sponsors, signs provided by Melbourne Chamber

Presenting Sponsors - \$3,000 (limit 3 sponsors)

- Promote your company (up to 1 minute) and present one of the team awards
- Company logo displayed on all event marketing materials, including website
- Display (1) company banners on Duran property (banners provided by sponsor)
- Opportunity to place promotional item/material in Event Gift Bag
- Green fees, carts, beverage tickets, breakfast and lunch for three (3) of your golfers (one threesome) at Pro-Am
- (3) Green fees and cart fees on Duran Golf Club's Championship Course
- (1) Tee Sponsor, sign provided by Melbourne Chamber

Pro Sponsor - \$3,000 (exclusive sponsorship)

- Promote your company (up to 1 minute) at the Pro-orientation day of the event
- Company logo displayed on all event marketing materials, including pro invitation
- Opportunity to place promotional item/material in Event Gift Bag
- Green fees, carts, beverage tickets, breakfast and lunch for three (3) of your golfers (one threesome) at Pro-Am
- (1) Green fee and cart fee on Duran Golf Club's Championship Course
- (1) Tee Sponsor, sign provided by Melbourne Chamber

Corporate Cup Sponsors - \$1,000 (unlimited sponsors)

- Company logo displayed on all event marketing materials, including website
- Opportunity to place promotional item/material in Event Gift Bag
- Green fees, carts, beverage tickets, breakfast and lunch for three (3) of your golfers (one threesome) at Pro-Am
- Opportunity to win the Corporate Cup
- (1) Tee Sponsor, sign provided by Melbourne Chamber

Table Sponsors - \$275/each

- Exhibit space for your company at a tee area and (1) Tee Sponsor

Tee Sponsors - \$100/each

- (1) Tee Sponsor, sign provided by Melbourne Chamber

Meet the Money – June 2020

Meet the Money is a Signature Event of the Melbourne Regional Chamber that promotes vital connections between Nonprofits, Funders and the Business Community to build critical alliances for stronger communities.

Attendance: 200+

Title Sponsor - \$3,500 (exclusive opportunity)

- Podium time to announce your company (up to 3 minutes) and participate in the program
- Recognition on the Chamber website, event marketing materials, printed event program, slide presentation, save the date invitation, and post event thank you card
- Your company logo prominently displayed on photo booth photos (if applicable)
- Opportunity to display up to (2) company banners at event venue (banners provided by sponsor)
- Social media recognition with (2) featured Facebook posts
- Opportunity to place promotional item in each goodie-bag
- 10x10 exhibit space to display company
- Complimentary tickets for up to (8) of your attendees with VIP reserved seating

Presenting Sponsors - \$1,000 (limit 4 sponsors)

- Podium time to announce your company (up to 1-2 minutes) and participate in the program
- Recognition on the Chamber website, event marketing materials, printed event program, and slide presentation.
- Opportunity to display (1) company banner at event venue (banners provided by sponsor)
- Recognition on social media
- Complimentary tickets for up to (6) of your attendees

Premium Sponsors - \$500 (unlimited)

- Recognition of your company from the stage
- Recognition on the Chamber website, event marketing materials, printed event program, and slide presentation.
- Recognition on social media
- Complimentary tickets for up to (2) of your attendees

Tallahassee Legislative Fly-In - January 21, 2020

Please join us for the Chamber's premier legislative event - the annual Tallahassee Fly-In hosted by the Melbourne Regional Chamber's Business Advocacy Committee. Attendees from all Brevard County Chamber's will travel from Orlando Melbourne International Airport to Tallahassee and spend the day connecting connect with legislators, state leaders and Florida's top business leaders, all while advocating for our legislative agenda. Attendance: 50+

Presenting Sponsors - \$1,500 (limit 4 sponsors)

- Podium time to announce your company (1 minute) and participate in the program
- Recognition on the Chamber website and event marketing materials
- Recognition on social media
- Complimentary ticket one (1) attendee

Business Advocacy State of our State Breakfast – April 16, 2020

After the regular session of the Legislature ends, hear from our local delegation as they discuss what happened and how it will affect Brevard County. This is a great opportunity to learn about bills that were enacted and how they will affect your business along with letting the legislators know what we think they did right and how you believe their actions will affect their local business community. Attendance: 150+

Presenting Sponsors: \$1,000 (limit 5 sponsors per event)

- Podium time (up to 1 minute) to introduce your company
- Recognition on the Chamber website, event marketing materials, printed event program, and slide presentation.
- Recognition on social media
- Reserved seating for four (4) of your attendees

Head Table Sponsor - \$250 (limit 1 sponsor)

- Your company logo on head table reserved signage
- Your company name listed in the printed event program
- Reserved seating for up to (2) attendees to sit at the head table with Chamber leadership executives and other VIP's.

Support Sponsors - \$300 (unlimited)

- Your company name listed in the printed event program
- Reserved seating for two (2) of your attendees

Get Connected! Workshop Sponsorship (10 events)

This monthly event is all about your Membership and getting the most out of it. Whether your company is a new member, you need a refresher for yourself or if you have a new employee and want to get up to speed on all the benefits of your Chamber membership, the Get Connected! Workshop covers it all. Get Connected! Workshop: Attendance: 40+

Presenting Sponsors - \$750/\$550/half-year (limit 3 sponsors each half year)

- Podium time (up to 1 minute) to introduce your company and welcome fellow Members
- Opportunity to distribute your company marketing materials
- Recognition on slide presentation

ENGAGE Young Professionals (3-4 Events)

ENGAGE Young Professionals at the Melbourne Regional Chamber is a group of young professionals, age 21-40, is focused on leadership development, mentoring, and networking and defining the future of the Space Coast. Their guiding principles include: Absolutely no pitches; Listen more than you speak; and Find ways to be helpful. Attendance: 75+ (Monthly Average)

Presenting Sponsor - \$1,500/year (exclusive sponsorship)

- Podium time (2 minutes) during the program to promote your company
- Opportunity to share your company marketing materials with each attendee
- Opportunity to give away the door prize for the evening
- Social Media recognition

Spotlight Sponsor - \$250/month (limit 1 sponsor)

- Podium time (1 minute) during the program to promote your company
- Opportunity to share your company marketing materials with each attendee
- Opportunity to give away the door prize for the evening
- Social Media recognition

Good Morning Space Coast Breakfast - (11 Events)

The place to be in the Brevard County every month! Always with an interesting, relevant, and pertinent keynote speaker, the event also introduces new members and recognizes long-time Diamond members, devoted Ambassadors, Better Businesses, and top Brevard students. Attendees have the opportunity to network with corporate and civic leaders, business owners, and other key community leaders. Attendance: 200+ (Monthly Average)

Presenting Sponsor - \$2,200/month (exclusive sponsorship)

- Podium time (up to 3 minutes) during the event to promote your company
- Podium opportunity to present the keynote speaker
- Recognition on event marketing materials, website, printed event program, registration, and slide presentation.
- Your large company banner displayed at the event (stand up banner provided by sponsor)
- Opportunity to place promotional item/material at each attendee seat
- Reserved seating for three (3) of your attendees with (1) reserved seat at the head table
- Recognition on social media

Ambassador of the Month Award Sponsor - \$300/month (exclusive sponsorship)

- Podium time (1 minute) to introduce your company before announcing the Ambassador of the Month
- Recognition in the printed event program and slide presentation
- Seating for one (1) attendee at the head table

New Members Sponsor - \$300/month (exclusive sponsorship)

- Podium time (1 minute) to introduce your company before announcing and welcoming new members
- Recognition in the printed event program and slide presentation
- Seating for one (1) of your attendees at the head table

Diamond Award Sponsor - \$300/month (exclusive sponsorship)

- Podium time (1 minute) to introduce your company before announcing & presenting the Diamond Award(s)
- Recognition in the printed event program and slide presentation
- Seating for one (1) of your attendees

Better Business Council (BBC) Award Sponsor - \$300/month (exclusive sponsorship)

- Podium time (1 minute) to introduce your company before announcing & presenting the BBC Business of Month Award
- Recognition in the printed event program and slide presentation
- Seating for one (1) of your attendees with reserved seating at the BBC table with award recipient

Head Table Sponsor - \$500/month (limit 1 sponsor)

- Your company logo on head table reserved signage
- Your company name listed in the printed event program
- Reserved seating for up to two (2) attendees to sit at the head table with Chamber leadership and other VIP's.

Small Business Council (10 events)

Small businesses come together to support, mentor, guide and network with one another as they grow their businesses and careers. This monthly, educational event focuses on the challenges, needs and rewards of small business. Attendance: 60 + (Monthly Average)

Spotlight Sponsor - \$200/month (exclusive sponsorship)

- Podium time (1 minute) during event to promote your company
- Opportunity to place your company marketing materials at each seat
- Recognition on social media

Board of Directors Retreat - September 18 & 19, 2020

The Melbourne Regional Chamber hosts a Board of Directors & Community Leadership Retreat every September. Board members, chamber staff, and community leaders travel to an off-site location and participate in a multi-day session where they work on the Chamber's strategic plan, determine the Chamber's priorities, and discuss challenges and opportunities facing the region. The event also includes a reception and dinner where attendees can socialize and forge relationships with one another. Attendance: 100+

Presenting Sponsor: \$5,000+ (exclusive sponsorship)

- Board Retreat Package (all inclusive) for sponsor and (1) guest (\$600 value)
 - Complimentary accommodation upgrade
- Reserved VIP seating
- Opportunity (up to 1 minute) to promote your company and speak during Friday night's reception
- Recognition on day of event materials including workbook and presentation
- Recognition on website with event marketing materials, invitation, and retreat signage
- Your company banner displayed at the event prominent location (banner provided by sponsor)
- Recognition on social media with featured post and press release
- Logo on photo props
- Opportunity to place promotional item on each attendee's seat

Premier Sponsors: \$2,500 (limit 4 sponsors)

- Board Retreat accommodations package (all inclusive) for sponsor (\$450 value)
- Recognition on the day of event materials including workbook and presentation
- Recognition on day of event materials including workbook and presentation
- Recognition on website with event marketing materials, invitation, and retreat signage
- Recognition on social media
- Logo on photo props

Support Sponsors: \$1,000 (unlimited)

- Board Retreat accommodations package (all inclusive) for sponsor (\$450 value)
- Recognition on the day of event materials including workbook and presentation
- Recognition on day of event materials including workbook and presentation
- Recognition on website with event marketing materials, invitation, and retreat signage
- Recognition on social media and press release

Business After Hours (10 events)

Business After Hours (BAH) is an event set up as an organized happy hour/social. The event rotates to various member venues throughout the region, designed to allow new and current members to connect in a relaxed, social setting. Business After Hours Attendance: 75+

Presenting Sponsor - \$1,000/year (exclusive sponsorship)

- Your large company logo on pre-event marketing materials
- Your large company logo listed as a sponsor on the Chamber website with event marketing materials
- Opportunity to have a Display table at the event to market your company
- Recognition on social media

Spotlight Sponsor - \$200/event (exclusive sponsorship)

- Your small company logo on pre-event marketing materials
- Your small company logo listed as a sponsor on the Chamber website with event marketing materials
- Podium time (up to 1 minute) to introduce your company and welcome fellow Members
- Opportunity to distribute your company marketing materials
- Recognition on slide presentation

Space Coast Tech Events

SCT Members and Tech industry leaders and visionaries come together with the mutual goal of promoting manufacturing and technology growth on the Space Coast. Join us for these tech talk events to hear the latest on the industry from innovative and fascinating speakers as they share their observations and thoughts on where the Space Coast is and where we are going. Attendance: 40+

Spotlight Sponsor - \$250 per event (Exclusive Sponsorship)

- Podium time (up to 1 minute) during event to promote your company
- Opportunity for display table for your company at the event
- Opportunity to place your company marketing materials at each seat
- Recognition on social media

Viera Regional Business Alliance (VRBA) Events

If you are in the Viera/Suntree/Rockledge area, or want to do business with those that are, you'll want to be a part of these programs and events. Focused on doing business in the Viera-Suntree-Rockledge area, speakers and attendees discuss the area's exploding growth, challenges, and opportunities in the VRBA. Attendance: 50+

Presenting Sponsors - \$250 per event (limit 4 sponsors)

- Podium time (3 minutes) to promote your company
- Podium opportunity to participate in the program
- Recognition on event marketing materials, website, and day-of event signage
- Your large company banner displayed at the event (stand up banner provided by you as the sponsor)
- Opportunity to host display table (if applicable) at the event for your company marketing and promotional purposes (\$25)
- Recognition on social media

Women of Excellence Gathering (3-4 events)

Women of Excellence are focused on celebrating and empowering women in their professional career growth. Through a series of gatherings, you will hear from some of the most powerful women in business; sharing their stories of success, discussing the unique challenges women face in the workplace, and how they have excelled in their careers. Join us each month to connect with other professional minded women and come away tangible outcomes and excitement about your own professional aspirations. Meetings will be held 3x in 2020. Attendance: 100+

Presenting Sponsor - \$2,000 (exclusive sponsor)

- Podium time (up to 2-3 minutes) during event to promote your company
- Recognition on event marketing materials, website, and slide presentation.
- Opportunity to share your company SWAG/marketing materials with each attendee and/or have a display table
- Your large company banner displayed at the event (stand up banner provided sponsor)
- Recognition on social media

Spotlight Sponsors - \$275 per event (limit 2 sponsors)

- Podium time (up to 1 minute) during event to promote your company
- Recognition on event marketing materials, website, and slide presentation.
- Opportunity to share your company SWAG/marketing materials with each attendee
- Recognition on social media

Branding & Advertising Opportunities

The Melbourne Chamber's digital e-newsletters keeps Chamber Members connected with Chamber happenings, member events and other activities throughout the Space Coast. Each edition contains information and links to current member events, community interest stories, press releases, ribbon cuttings, and other Chamber news. 2019 Readership: 5,000 per month average

Weekly Chamber e-News Sponsors - \$250/month (limit 2 sponsors/month)

- Your spotlight ad prominently appearing in e-News and linked to your website
- Distributed every week (Friday) to 3000+ community members
- Ad Specs: 600px wide x 375 px high @300dpi in a .jpg file. (full color)

Digital Banner Ad Sponsor - \$300/month (limit 2 sponsors/month)

- Your banner prominently appearing on the top page of our events page; linked to your website
- 30,000 views/quarter on our events landing page
- Ad Specs: 835px wide x 255 px high @ 300dpi (full color)

Melbourne Regional Chamber Event/Program Calendar

Sponsoring the Chamber's event calendar is a phenomenal way to increase your organization's viability in the community. Every year, the Melbourne Regional Chamber distributes its highly sought out events Calendar, featuring the Chamber's upcoming events. The calendar is distributed online, via the 2020 member mailer, and throughout the year in our lobby and at various Chamber events. This is a fantastic opportunity to get your brand in front of businesses and community members in the region. Distribution: 1,250+ (per mailer) and additional 2,000 distributed throughout the year.

Event/Program Calendar Sponsors: \$500 (limit 4 sponsors)

- Your company logo prominently displayed on 2020 Chamber events calendar

Council Dues

Chamber's Visitors Bureau (CVB)

CVB membership supports the Melbourne Chamber's Visitors/Welcome Center and provides member businesses enhanced promotional opportunities to visitors, tourists, and new families moving to the Melbourne Coast. Members receive priority referrals and additional destination marketing benefits.

Annual Dues \$200-\$350 w/Chamber Membership

- Receive enhanced listing on the newly branded CVB website at www.MelbourneCoast.com
- Recognition on social media
- Receive rack card space in the Chamber's Visitors/Welcome Center
- Opportunity to promote tourism and the Melbourne Coast brand

Better Business Bureau (BBC)

BBC membership provides members businesses with a clear identity for being reputable, trustworthy, and accountable. The BBC brand enhances a member business's own visibility through additional credibility and respect. Members receive priority referrals and additional recognition benefits.

Annual Dues: \$150 w/Chamber Membership

- Receive BBC Member plaque, distinctive certificate, window decal cling to promote your company as dedicated to the highest ethical standards
- Opportunity to receive BBC Award at the Chamber's monthly Good Morning Space Coast
- Permission to use BBC logo and receive rack card space in the Chamber's Visitors/Welcome Center



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