

Annual Events, Seminars and Meetings Sponsorship Opportunities 2019-2020



100 Years of Serving the Business Community #DACC100Years

















Supporting Programs To Help Grow, Advocate And Connect Your Business

Dear Chamber Member,

Thank you for your investment in the Dothan Area Chamber of Commerce! As we turn the page on 100 years of community service, we remain 100 percent committed to serving you and your business or organization.

Please find inside a list of the proposed 2019-2020 events, seminars and meetings. We hope you will take this opportunity to sponsor one, or more, of these annual events, seminars and meetings.

Find the events your business would like to sponsor, and then please call Hayden Camp at (334) 792-5138 or email hcamp@dothan.com. These opportunities are limited and available on a first-come basis. Please note, dates are subject to change.

Sincerely,

Dean M. Mitchell, IOM Executive Director

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Hey, I've already paid my chamber dues, why should my business spend more money to sponsor an event?



sponsorship = marketing

Your sponsorship represents . . .

- » an opportunity to enhance your brand
- » an opportunity to reach new audiences
- » an opportunity to increase sells
- » an opportunity to demonstrate civic responsibility

12 Sponsorships Available

This is the DACC's premiere event of the year and takes place each October. The Annual Meeting is usually held as a luncheon event and the specific date will be determined by speaker availability. There are four levels of sponsorships available. The levels and benefits are:

- Diamond Sponsor (one sponsorship available) \$2,000
 - "Premiere" logo recognition in the event invitation, event program and during the luncheon; sponsor recognition during the program from the podium; and two reserved front tables (seats 16; \$700 value).
- Platinum Sponsor (two sponsorships available) \$1,500
 - Logo recognition (placed under Diamond sponsor's logo) in the event invitation, event program and during the luncheon; sponsor recognition during the program from the podium; and two reserved front tables (seats 16; \$700 value).
- Gold Sponsor (four sponsorships available) \$1,000
 - Logo recognition (placed under Platinum sponsors' logos) in the event invitation, event program and during the luncheon; sponsor recognition during the program from the podium; and one reserved front table (seats eight; \$350 value).
- Silver Sponsor (six sponsorships available) \$500

Name recognition only (no logo) in event invitation, in the program and during the luncheon; sponsor recognition during the program from the podium; and four tickets at a reserved front table (\$140 value).

Additionally, all sponsors will receive recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections", email blasts to members, placement of your logo on a table tent card at each guest table and logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

General Membership Meetings - \$350

January 2020, May 2020, August 2020

Unlimited Sponsorships Available

Specific date will be determined by speaker availability and these meetings will be held as a breakfast or luncheon. There is an expected attendance of 200-300 at each event. **Sponsorship cost is \$350 with the following benefits:**

- One table (seats eight; \$150 value) on the front row;
- Sponsor recognition during the meeting from the podium;
- Opportunity to place marketing material on a display table at the event and on guest tables;
- Placement of your logo on a table tent card at each guest table;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to DACC members; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

Business Connections – \$150

November 2019, March 2020, May 2020, August 2020

1 Sponsorship Available Per Event

Business Connections is the DACC's networking event. Generally, these events will be held from 7:30 a.m. to 9 a.m. or 4 p.m. to 6 p.m. and includes hors d'oeuvres, refreshments and great networking opportunities. There is an expected attendance of 50-75 at the event. **Sponsorship cost is \$150, plus costs of food and drink, with the following benefits:**

- Sponsor recognition at the beginning of the event;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to DACC members; and
- Logo highlighted on printed material specific to the event providing you optimal advertising and business awareness.

5 Sponsorships Available

Spotlight on Business is the area's largest business trade show. The DACC sells approximately 85-100 booths and has over 1,500 attendees at the event. **Sponsorship cost is \$1,000 with the following benefits:**

- One booth (\$375 value); choice of booth placement before registration opens;
- Logo recognition in the event invitation and program booklet;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to DACC members; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

Ambassador and Diplomat Monthly Meetings - \$50

October 2019 - August 2020

One Sponsorship Available Per Month; A Member May Only Sponsor One Meeting

The Ambassadors and Diplomats act as "goodwill representatives" for the DACC while promoting retention and increasing membership.

This group of volunteers serve as the eyes and ears of the DACC and the community. This high-energy and enthusiastic group of people meet monthly the first Tuesday of each month to discuss members, potential members, contacts and activities in the area. **Sponsorship cost for one meeting is \$50 with the following benefits:**

- Sponsor recognition from the podium at the beginning of the meeting;
- Five-minute opportunity to speak about your company to the Ambassadors and Diplomats during the meeting;
 logo highlighted;
- Opportunity to place marketing material in the meeting space;
- Participation in meeting with opportunity to promote your business during discussions;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to the Ambassadors and Diplomats; and
- Logo highlighted on printed material(s) specific to the meeting providing you optimal advertising and business awareness.

Ambassador and Diplomat of the Month Luncheon – \$100

November 2019 - August 2020

One Sponsorship Available Per Month; A Member May Only Sponsor One Luncheon

Monthly lunch meeting held the third Thursday of each month to reward the Ambassador and Diplomat Star of the Month and Team of the Month for recognition of outstanding attendance and participation at DACC events and ribbon cuttings. **This sponsorship is to cover the cost of lunch (not to exceed \$100) with the following benefits:**

- Sponsor recognition at the beginning of the luncheon;
- Opportunity to visit and network with lead Ambassadors and Diplomats and share your company highlights;
- Two attendees from your business to participate in this luncheon;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to the Ambassadors and Diplomats; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

2 Sponsorships Available

Annually, the DACC recognizes the hard work these volunteers do for the organization and its membership. All Ambassadors, Diplomats and their employers are invited. **Sponsorship cost is \$200 with the following benefits:**

- Sponsorship recognition from the podium during the luncheon;
- Two-minute opportunity to speak at the beginning of lunch about your business;
- Up to two attendees from your business to attend;
- Opportunity to display your marketing material on the tables;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to the Ambassadors and Diplomats; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

Small Business Week Seminars - \$50

May 11-15, 2020

1 Sponsorship Available Per Seminar; A Member May Only Sponsor One Seminar

One week a year the DACC celebrates Small Business Week. Dedicated to our Chamber businesses and members, we offer three educational seminars based on topics that are trending, informative and pertaining to business issues. Specific dates will be determined by speaker availability. **Sponsorship cost for seminars during this special week is \$50 each with the following benefits:**

- Sponsor recognition from the podium at the beginning of the seminar;
- Up to three attendees from your business to attend the seminar;
- Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to DACC members; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business

Chamber Monthly Small Business Seminars - \$50

October 2019 - August 2020

One Sponsorship Per Seminar; A Member May Only Sponsor One Seminar

The DACC offers monthly educational small business seminars based on topics that are trending, informative and pertaining to business issues. Specific dates will be determined by speaker availability. **Sponsorship cost for one seminar is \$50 with the following benefits:**

- Sponsor recognition from the podium at the beginning of the seminar;
- Up to two attendees from your business to attend the event;
- Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections" and email blasts to DACC members; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

Dothan Area Young Professionals

DAYP serves as a vehicle for current and young professionals to enhance their skills through a series of development luncheons and workshops; to promote participation in philanthropic activities through community outreach projects; and to network with young professionals through social events.

Professional Development Luncheons (three sponsorships per luncheon) - October 2019, February 2020, May 2020 and July 2020

Quarterly luncheons that provide DAYP members and guests the opportunity to learn and grow professionally. Specific dates will be determined by speaker availability. **Sponsorship cost is \$200 and includes:**

- Sponsor recognition from the podium during the event;
- The opportunity to put marketing materials on designated tables at event; logo highlighted;
- Up to three attendees from your business to attend the event;
- Sponsor recognition on the DAYP's Facebook page and website calendar; and
- Logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.

Aces For The Arts (19 sponsorships available) – Jan. 18, 2020

This exciting casino night supports the local arts and includes cocktails, hors d'oeuvres, craps, roulette, blackjack and a raffle. Expected attendance is 250. The levels and benefits are:

Ace Sponsor (four sponsorships available) - \$500

Sponsorship is for one of the four large roulette or craps tables and includes the same benefits as listed under Professional Development Luncheons, with the exception of you have up to four attendees from your business to attend the event

King Sponsor (14 sponsorships available) - \$250

Sponsorship is for one of the 14 blackjack or poker tables at the event and includes the same benefits as listed under Professional Development Luncheons, with the exception of you have up to two attendees from your business to attend the event.

Queen Sponsor (one sponsorship available) - \$250

Sponsorship is for the entry table at the event and includes the same benefits as listed under Professional Development Luncheons, with the exception of you have up to two attendees from your business to attend the event.

• King of the Wing Competition (unlimited sponsorships available) - Spring 2020

This family-friendly event with wing tasting, live music and more, has teams competing to find out whose wings are the best. All proceeds go to fund DAYP's annual programs and charity initiatives. The levels of sponsorship are:

• Premier Sponsor (one sponsorship available) - \$750

Sponsorship includes the same benefits as listed under Professional Development Luncheons, with the exception of also receive the benefits of a representative from your business to announce the "People Choice" winner, one Two-Person Wing Team and up to four attendees from your business to attend the event.

Gold Sponsor (unlimited sponsorships available) - \$250

Sponsorship includes the same benefits as listed under Professional Development Luncheons, with the exception of also receive the benefits of one Two-Person Wing Team and up to two attendees from your business to attend the event.



Seven Sponsorships Available

Each year, the Dothan Area Chamber Foundation conducts an annual Leadership Dothan Alumni Luncheon. Past graduates, DACC members, Foundation and DACC boards of directors are all invited to the event. There is an expected attendance of 200-250 at the event. There are three sponsorship levels available. The levels and benefits are:

- Platinum Sponsor (one sponsorship available) \$750
 - "Premier" logo recognition in the event invitation and the program; logo recognition at the event during the program; sponsor recognition from the podium during the event; and two reserved front tables (seats 16; \$700 value).
- Gold Sponsor (two sponsorships available) \$500
 - Logo recognition (placed under Platinum sponsors' logos) in the event invitation and program; logo recognition at the event during the program; sponsor recognition from the podium during the event; and one reserved front table (seats eight; \$350 value).
- Silver Sponsor (four sponsorships available) \$300

Name recognition only (no logo) in event invitation and program; sponsor recognition from the podium during the program; and four tickets at a reserved front table (\$175 value).

Additionally, all sponsors will receive recognition on the DACC's Facebook page, website calendar, monthly newsletter "Chamber Connections", email blasts to DACC members and Leadership Dothan alumni, and logo highlighted on printed material(s) specific to the event providing you optimal advertising and business awareness.



Each year, the Dothan Area Chamber Foundation, a 501(c)(3) nonprofit organization, conducts a Leadership Dothan class for business and community leaders. Once a month, class members gather to learn about and tour community assets in the following categories:

Welcome Reception and Orientation (two sponsorships available) – Sept. 12, 2019

The event is attended by incoming class members, graduates from the previous classes, Dothan Area Chamber Foundation and DACC boards of directors. **Sponsorship cost is \$250 with the following benefits:**

- · Sponsor recognition from the podium during the event;
- Five-minute opportunity to speak at beginning of event about your business;
- Up to three attendees from your business to attend the event;
- Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, in monthly newsletter "Chamber Connections" and in email blasts to class members; and
- · Logo highlighted on invitation specific to the event providing you optimal advertising and business awareness.

Education Day (one sponsorship available) – Nov. 21, 2019

Leadership Dothan participants are given the opportunity to interact with preschool and college students. **Sponsorship cost is \$200 with the following benefits:**

- · Sponsor recognition at the event;
- Five-minute welcome to the class in the morning session or at lunch;
- Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, in monthly newsletter "Chamber Connections" and in email blasts to class members; and
- Logo highlighted on any other printed materials specific to the event providing you optimal advertising and business awareness.

Communication Workshop (one sponsorship available) – Dec. 5, 2019

Leadership Dothan participants focus on how to improve their communication skills at work and in their personal lives. **Sponsorship cost is \$200 with the same benefits as listed above under Education Day.**

Government Day (one sponsorship available) – Jan. 16, 2020

Leadership Dothan participants are provided information and insight into government at the local, county and state levels while promoting the empowerment of people, sustaining healthy communities and enriching our quality of life. **Sponsorship cost is \$200** with the same benefits as listed above under Education Day.

• Economic Development Day (one sponsorship available) – Feb. 20, 2020

Leadership Dothan participants spend the day learning about and understanding the business and industrial forces that drive the Dothan area. **Sponsorship cost is \$200 with the same benefits as listed above under Education Day.**

Public Safety Day (one sponsorship available) – March 19, 2020

Leadership Dothan participants are given the opportunity to learn about the professional attributes of our fire, police and sheriff departments that provide public safety, customer service and help ensure a high quality of life in Houston County. Sponsorship cost is \$200 with the same benefits as listed above under Education Day.

Closing Retreat (one sponsorship available) – May 21, 2020

Leadership Dothan participants are given the time to reflect on the year, what they have learned and establish priorities for the future. **Sponsorship cost is \$200 with the same benefits as listed above under Education Day.**

Graduation Banquet (two sponsorships available) – June 4, 2020

Leadership Dothan participants, spouses, their employer, Dothan Area Chamber Foundation and DACC boards of directors are all invited to attend this celebratory event. **Sponsorship cost is \$350 with the same benefits as listed above under Welcome Reception and Orientation.**

Each year, the Dothan Area Chamber Foundation, a 501(c)(3) nonprofit organization, conducts a Youth Leadership class for 11th-grade students from local area high schools. Once a month, class members gather to learn and tour community assets in the following categories:

Welcome Reception and Orientation (three sponsorships available) – Nov. 6, 2019

The event is attended by incoming class members, graduates from the previous classes, Dothan Area Chamber Foundation and DACC boards of directors. **Sponsorship cost is \$250 with the following benefits:**

- Sponsor recognition at the event;
- Up to three attendees from your business to attend the evening event;
- · Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, in monthly newsletter "Chamber Connections" and in email blasts to class members; and
- Logo highlighted on invitation specific to the event providing you optimal advertising and business awareness.

Opening Retreat (three sponsorships available) – Nov. 13, 2019

Youth Leadership Dothan-Houston County participate in an opening retreat that helps set the foundation for the seven-month program and create a team atmosphere amongst the students. **Sponsorship cost is \$250 with the same benefits as listed above under Welcome Reception and Orientation.**

Power of Youth Leadership Forum (one sponsorship available) – Dec. 11, 2019

Youth Leadership Dothan-Houston County participants spend the day with youth leadership classes from four other counties (Coffee, Dale, Geneva and Henry). There are approximately 125 students that come together to hear a keynote speaker, network and team build. **Sponsorship cost is \$500 with the following benefits:**

- · Sponsor recognition at the event;
- Up to three attendees from your business to attend the evening event;
- Opportunity to place marketing material on tables at the event; logo highlighted;
- Sponsor recognition on the DACC's Facebook page, website calendar, in monthly newsletter "Chamber Connections" and in email blasts to class members; and
- Logo highlighted on any other printed material(s) specific to the event providing you optimal advertising and business awareness.

Government Day (one sponsorship available) – Feb. 12, 2020

Youth Leadership Dothan-Houston County participants are given the opportunity to be exposed to the people and institutions which influence law, government and politics in our community. It also allows participants to see government in action, meet community leaders and give input on their issues in the Dothan-Houston County area. **Sponsorship cost is \$200 with the same benefits as listed above under Power of Youth Leadership Forum.**

Public Safety Day (one sponsorship available) – April 8, 2020

Youth Leadership Dothan-Houston County participants are given the opportunity to learn about the professional attributes of our fire, police and sheriff departments that provide public safety, customer service and help ensure a high quality of life in Houston County. The sponsorship cost is \$200 with the same benefits as listed above under Power of Youth Leadership Forum.

Closing Retreat (one sponsorship available) – April 29, 2020

Youth Leadership Dothan-Houston County participants are given the time to reflect on the year, what they have learned and establish priorities for the future. **Sponsorship cost is \$200 with the same benefits as listed above under Power of Youth Leadership Forum.**

Graduation Banquet (three sponsorships available) – May 13, 2020

Youth Leadership Dothan-Houston County participants, their parents, Dothan Area Chamber Foundation and DACC boards of directors are all invited to attend this celebratory event. **Sponsorship cost is \$350 with the same benefits as listed above under Welcome Reception and Orientation.**

Your Investment Benefits

CONNECTIONS

STATUS

Who you know makes a difference!

The Chamber connects you to business contacts through seminars, meetings, and business trade shows

NETWORKING

LEADS groups directly connect you to other businesses who will network for you

DISCOUNTS

Save money on your business expenses through the Chamber's member-to-member discount program

REFERENCES

The Chamber connects your business through references from newcomers, tourists, area residents, and businesses

SCHOLARSHIP

Connect your employees to Troy University for a 10% scholarship on tuition costs and up to four free classes

RECRUITING

Connect your business to workforce development partners to help you find the best employees

STRATEGY

Become a part of the vision and strategies of the largest and strongest business organization in the area

POLICY

Public policy matters. That's why we monitor local, state, and federal issues for you

FDUCATION

Advocate for quality education system

CAREERS

Advocate for career and technical education classes that meet business needs

MILITADY

Advocate for economic impact and long-term viability and growth of Fort Rucker

LEADERSHIP

 $Advocate\ for\ tomorrow's\ future\ leaders\ with\ Leadership\ Dothan\ \&\ Youth\ Leadership\ Dothan-Houston\ County\ classes$

CONSULTING

Partnership with the Small Business Development Center for small business consulting

DATA

Real time data including wages, cost of living, taxes, labor force, and trends to help make sound business decisions

TOOL KIT

Small Business Toolkit to help new business get started

FUNDING

Access to federal, state, and local dollars to help fund growth

EXPANSION

Lead entity for recruiting new industry - \$500 million in new investments and 3,000 jobs over last 3 years

COMMUNITY

Work with partners to develop key infrastructure

GROWTH

Name: ______ Date: _____ Company Name: Check all the events you wish to be a sponsor for: Annual Meeting Luncheon – October 2020 ☐ Diamond - \$2,000 ☐ Platinum - \$1,500 ☐ Gold - \$1,000 ☐ Silver - \$500 **General Membership Meetings** ☐ January 2020 - \$350 ☐ May 2020 - \$350 ☐ August 2020 - \$350 **Business Connections** *One sponsorship per member □ November 2019 - \$150 + cost of refreshments \square March 2020 - \$150 + cost of refreshments \square May 2020 - \$150 + cost of refreshments \square August 2020 - \$150 + cost of refreshments Spotlight on Business – Feb. 18, 2020 □ \$1,000 **Ambassador and Diplomat Monthly Meetings** *One sponsorship per member ☐ October 1, 2019 - \$50 ☐ April 7, 2020 - \$50 ☐ November 5, 2019 - \$50 ☐ May 5, 2020 - \$50 ☐ December 3, 2019 - \$50 ☐ June 2, 2020 - \$50 ☐ January 7, 2020 - \$50 □ July 7, 2020 - \$50 ☐ February 4, 2020 - \$50 ☐ August 4, 2020 - \$50 ☐ March 3, 2020 - \$50 **Ambassador and Diplomat of the Month Luncheons** *One sponsorship per member ☐ November 21, 2019 - cost of lunch ☐ April 16, 2020 - cost of lunch ☐ December 19, 2019 - cost of lunch ☐ May 21, 2020 - cost of lunch ☐ January 16, 2020 - cost of lunch ☐ June 18, 2020 - cost of lunch ☐ February 20, 2020 - cost of lunch ☐ July 16, 2020 - cost of lunch ☐ March 19, 2020 - cost of lunch ☐ August 20, 2020 - cost of lunch Ambassador and Diplomat Annual Appreciation Luncheon – August 11, 2020 □ \$250

Sponsorship Sign-Up Form

Sponsorship Sign-Up Form Continued

Small Business Week Seminars - May 11-15, 2 *One sponsorship per member ☐ #1 - \$100 ☐ #2 - \$100 ☐ #3 - \$100	2020	
Chamber Monthly Small Business Seminars *One sponsorship per member ☐ October 2019 - \$100 ☐ November 2019 - \$100 ☐ December 2019 - \$100 ☐ January 2020 - \$100 ☐ February 2020 - \$100	☐ March 2020 - \$100 ☐ April 2020 - \$100 ☐ June 2020 - \$100 ☐ July 2020 - \$100 ☐ August 2020 - \$100	
DAYP Professional Development Luncheons ☐ October 2019 - \$200 ☐ February 2020 - \$200	☐ May 2020 - \$200 ☐ July 2020 - \$200	
DAYP Aces For The Arts – Jan. 18, 2020 ☐ Ace - \$500 ☐ King - \$250 ☐ Queen - \$250		
DAYP King of the Wing Competition – Spring ☐ Premier - \$750 ☐ Gold - \$250	2020	
Dothan Area Chamber Foundation Sponsorships:		
Leadership Dothan Annual Alumni Luncheon ☐ Platinum - \$750 ☐ Gold - \$500 ☐ Silver- \$300	n – March 2020	
Leadership Dothan 2019-2020 ☐ Welcome Reception and Orientation, Sept. 1 ☐ Education Day, Nov. 21, 2019 - \$200 ☐ Communication Workshop, Dec. 5, 2019 - \$200 ☐ Government Day, Jan. 16, 2020 - \$200 ☐ Economic Development Day, Feb 20, 2020 - ☐ Public Safety Day, March 19, 2020 - \$200 ☐ Closing Retreat, May 16, 2020 - \$200 ☐ Graduation Banquet, June 6, 2020 - \$350	200	

Sponsorship Sign-Up Form Continued

Youth Leadership Dothan-Houston County 2019-2020
☐ Welcome Reception and Orientation, Nov., 6, 2019 - \$250
☐ Opening Retreat, Nov. 13, 2019 - \$250
☐ Power of Youth Leadership Forum, Dec. 11, 2019 - \$500
☐ Government Day, Feb. 12, 2020 - \$200
☐ Public Safety Day, April 8, 2020 - \$200
☐ Closing Retreat, April 29, 2020 - \$200
☐ Graduation Banquet, May 13, 2020 - \$350
Total Sponsorship Costs \$

Please return this sign-up form to:

Hayden Camp Director of Membership Dothan Area Chamber of Commerce P.O. Box 638, Dothan, AL 36302-0638 (334) 792-5138

Connections, Advocacy & Growth







DOTHAN AREA CHAMBER OF COMMERCE

Visit us at www.dothan.com

P.O. Box 638 Dothan, AL 36302-0638 (334) 792-5138