# 2018 Partnership Opportunities Guide GREATER SUSQUEHANNA VALLEY CHAMBER OF COMMERCE



Dear Friends, Members, and Critical Partners,

Have you ever heard a song that ended abruptly without coming to its resolution? On the hit TV show "The Office", eccentric character Andy Bernard encounters this problem and is unable to function until he blurts out the song's ending. One of the most frequent questions I hear from prospective members is this: "Level with me, Chris - what does a Chamber of Commerce actually DO?" Like Andy Bernard, I find myself unable to move forward until I've brought resolution to the question!

To that end, this publication is designed to be the fullest possible answer to this question of questions. Compiled for you here are the Chamber's extensive membership benefits, opportunities to market your business through Chamber events and activities, advertising and publication opportunities, and finally, ways to get involved as we move along the Path of Prosperity. This publication serves as the synopsis of Chamber-member exclusive partnership opportunities, as well as a look back at a great year for the organization.

With your help and continued investment, our membership is poised to bring real and lasting change to the region through strategic partnerships, our various internal resources, new networking opportunities, and of course, through adequate funding for our initiatives.

Thank you for taking the time to consider the various ways to partner with the Chamber. If you have any questions or need help taking advantage of the opportunities which most serve your business plan, please contact me for assistance - I'm happy to help!

Sincerely,

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Chris Berleth Relationship Manager O: 570-743-4100 C: 570-764-2858 <u>cberleth@gsvcc.org</u>

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# Value-Added Membership

Your Chamber is working harder and smarter to give all members the value they desire. Listed here are just some of the benefits extended to Chamber members that promise a high return on investment. Please note: all employees of Chamber members may take advantage of Chamber events and benefits.

## **Publications**

#### Voice of the Valley

A monthly publication of the Chamber distributed by The Daily Item, the print and online versions of Voice of the Valley reach 64,000 readers, and include only content generated by Chamber members. Advertising opportunities are available at a 40% reduced rate only to Chamber members.

#### Membership Directory & Business Resource Guide

More than 6,000 copies are distributed in six counties through phenomenal distribution partnerships.

#### Partnership Opportunities Guide

This printed guide shows members the current year's Chamber investment opportunities while celebrating the previous year's investors. It reads like a yearbook and is hard to put down!

#### Local Gems, Regional Riches

The publication of the Downtown Affiliates Committee, this publication is distributed through the Standard Journal and celebrates the collaboration of downtown organizations to beautify and grow local communities.

#### **Chamber Map & Resource Directory**

Want to offer directions to clients and customers? Share the Chamber's four-county map with them, free!

## **Partnerships & Member-to-Member Deals**

#### Young Professionals Partnership

Membership fees (\$45.00) in the Young Professionals are waived for any employee of a Chamber member.

#### Penn State World Campus Partnership

Employees of Chamber members, their spouses and dependents are eligible for tuition reduction in Penn State World Campus courses.

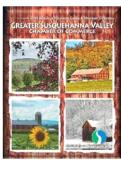
### **Contrast Communications Partnership**

Contrast Communications is offering members of the GSVCC a 10% discount off installation, and a \$100.00 new customer bonus when they sign up for their services.

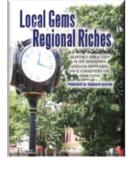
### Member-to-Member Discounts

Take advantage of the deals, discounts, and special offers extended exclusively to Chamber members through the Member Information Center.



















## **Presence & Visibility**

### Internet Presence

#### Website/Online Directory

The GSVCC website is mobile-optimized, user friendly, and resource-rich. All members are listed in the dynamic online member directory along with a description of their business, a map to their location, email and hyperlinks to their sites.

#### Member Information Center (MIC)

The Member Information Center, part of the cutting-edge software package made by chambermaster, gives each member direct access to their own Chamber directory listing, the ability to view and post member-to-member deals and discounts, and the ability to post job listings. Event registration and reminders have never been easier than through our online registrations, email confirmations, online payment system, and reminders. Want to email members directly? Do so through the MIC!

#### Social Media

Join the Chamber and one of the first things that we'll do is "Like" your business on Facebook and connect you to our communications. Did you celebrate an anniversary, win an award, or gain press coverage for something special? Contact the Chamber and we're happy to help spread the news online!

#### **Online Publications**

Business Connects can be purchased by Chamber members as a way to send your fliers and event information directly to every Chamber member. Bi-weekly e-lerts, distributed through Constant Contact keep members up-to-speed on important Chamber news and reach over 1,500 contacts.

## **Physical Presence**

#### **Chamber Marquee & Business Center**

The chamber marquee showcases new members, event partners, and Chair's Circle Partners for 2-3 weeks at a time. 55,000 vehicles pass by our back-lit marquee each day and night. Need an off-site location for a company meeting, conference, training, or seminar? Consider utilizing the Chamber Board Room or our second-floor conference center. Members can also take advantage of our business card and brochure racks!

#### **Member-Only Referrals**

Each week, dozens of calls, emails, and social media posts come to us from community members seeking referrals. The GSVCC proudly refers only its members to the community. Haven't had a recent referral? Chamber Ambassadors and our Relationship Manager are pleased to help you take advantage of Chamber relationships to drive referrals to you. Contact us today to strategize business growth!

#### Support for Ribbon Cuttings/Open Houses/Grand Openings

Celebrate remodels, new locations, anniversaries, awards or special occasions with the help of the Chamber. On your behalf, we'll publish your event in Chamber publications, invite Chamber members, dignitaries and the press to attend, ensure coverage in Voice of the Valley, offer our online registration features for your event, give you head counts in advance, and be there in person to support you! We'll happily provide the giant, gold scissors and plenty of ribbon to commemorate the occasion too!

#### **Certificates of Origin & Chamber Member List**

Chamber members may take advantage of our service of Certificates of Origin and may request the Chamber list, both digital and print, at any time.















## Networking

## Chamber Events

There are hundreds of opportunities each year to network through the Chamber. Find them listed throughout the Partnership Opportunities Guide and on our website, <u>www.gsvcc.org</u>

## Committees

Build connections through any of eleven Chamber committees while serving as a voice for regional prosperity. Committees include:

- Agriculture
- Ambassadors
- ATHENA
- Business & Education
- Downtown Affiliates
- Governmental Affairs
- Greater Susquehanna Valley Young Professionals
- Programs and Development
- Transportation
- Women's Leadership Symposium
- Young Americans
- GSV Young Professionals

## **Advocacy & Other Tools**

#### **Political Representation**

Gain access to local officials through the Chamber's extensive network and advocacy work for member businesses and the community at the local, county, state, and federal level.

#### **Economic Development Tools**

- Start-up Business Plans
- Business Park Development
- Expansion Loans
- Funding Opportunities
- Demographic Assistance
- Site Research







## The Chair's Circle Partnership

#### 50 Opportunities

Deadline: March 31, 2018

Chair's Circle Partners are members of the Chamber who invest in the Chamber's critical programs and strategies above and beyond their membership commitment. For this investment, Chair's Circle Partners receive enhanced benefits. These benefits include:

### **Publication and Media Benefits**

- Enhanced listing on the Chamber's website, which has approximately 1,500 page-views per month
- Corporate name recognition in the Chamber's Annual Membership Directory and Business Resource Guide
- Direct link to Chair's Circle listing in the Chamber's bi-weekly, electronic newsletter *e-lert*. This electronic publication reaches over 1,500 Valley business leaders.
- Corporate recognition in the monthly Chamber newsletter, *Voice of the Valley*, which reaches over 64,000 readers in print and online (Distributed by the *Daily Item/Danville News*)
- The opportunity to post two free press releases monthly on the Chamber's website
- Corporate name recognition in the annual *Partnership Opportunities Guide*, which is distributed by Chamber staff at every meeting with new and prospective members
- The opportunity to post one flyer in the Chamber's monthly electronic Business Connect in 2018 at no additional charge. The Business Connect serves as an excellent means for business-to-business flyer distribution and advertising among Chamber members
- Chamber staff will share with priority the high-quality social media content generated by our Chair's Circle's Partners, as deemed appropriate by the Chamber's Director of Membership and Communications.
- Your business will receive a digital Chair's Circle logo to place on your website

### **Branding Benefits**

- Two-week name recognition on the Chamber's marquee in 2018
- One-time complimentary use of the Chamber's Haddon Board Room or the 2<sup>nd</sup> Floor Conference Center during regular business hours in 2018.
- Opportunity to use one shadow-box in the Chamber's Apex Homes of PA Welcome Center in 2018. Please make use your shadow box by April 15, 2018, or it may be filled to recognize other critical Chamber partnerships and initiatives.
- Corporate name recognition on the television in the Chamber's Apex Homes of PA Welcome Center.
- Opportunity to offer for display any one promotional piece at the Chamber Luncheons (formerly called Monthly Meetings).

### Networking

- The opportunity to participate in a Chair's Circle Discussion Group on the Chamber's Member Information Center (MIC)
- In 2018, the Chairman of the Board of Directors and the Chamber President/CEO will host quarterly Chair's Circle Breakfasts. These events are great for additional networking, offer a behind-the-scenes look at the region, and are by invitation only.
- Seven complimentary registrations toward attendance at Monthly Meetings and/or Joint Legislative Breakfasts in 2018. You will receive a Chair's Circle packet (with tickets included) for these events. Online registration will still be required to attend. You will not be invoiced for payment upon redemption of your ticket at the event.

# Thank You 2017 Chair's Circle Partners



## 5<sup>th</sup> Annual Winter Wine Fest

## February 2018

Join us for our 5th Annual Winter Wine Fest, an event open to the public! Local wineries will pour their finest wines, offering tasting and purchasing opportunities. This event sells out nearly 400 tickets annually, and features live entertainment, a raffle table, delicious hors d'oeuvres and desserts to sample. Don't miss the fun!

#### **Premier Partner**

(One opportunity available)

- Corporate logo on event flyers and posters
- Corporate logo on Chamber's online event registration page
- Corporate logo on wine glasses
- Name recognition on the Chamber marquee
- Opportunity to have a display table at the event
- Corporate logo displayed on table tents at tables around the banquet hall
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Complimentary registration and reserved seating for eight people to attend the event.

### **Entertainment Partner**

(One opportunity available)

- Corporate logo on event flyers and posters
- Opportunity to display a banner at the event
- Opportunity to introduce the entertainment throughout the day
- Corporate logo displayed on table tents at tables around the banquet hall
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Four complimentary registrations to attend the event

### **Tasting Partner**

(One opportunity available)

- Corporate logo on event flyers and posters
- Opportunity to display a banner at the event
- Opportunity to sell food items/offer for tasting food at the event
- Corporate logo displayed on table tents at tables around the banquet hall
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Four complimentary registrations to attend the event

### Dessert & hors d'oeuvres or Chauffeur Partner

#### (One opportunity available of each)

- Corporate logo on event flyers and posters
- Opportunity to display a banner at the event
- Corporate logo displayed on table tents at tables around the banquet hall
- Dessert & hors d'oeuvres Partner receives table tents on all food tables
- Chauffeur Partner receives table tents at raffle table and check-in, to offer options for transporting guests.
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Three complimentary registrations to attend the event

#### Raffle Partner - Please consider donating an item from your business for the Wine Fest Raffle!

## \$500

#### \$500

#### \$300

# **Thank You 2017 Winter Wine Fest Partners**

#### **Premier Partner**



**Chauffeur Partner** 

**Bottled Water Donor** 



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The Daily Item Susquehanna University Meck-Tech Selinsgrove Xpress Lube Susquehanna Fire Equipment Co. Canoe Susquehanna Revolution Soapworks Colonial Candlecrafters Boof Biscuit Company Bason Coffee Roasting Freebird Paperie Dave Herbert Lularoe Gift Basket – Melissa Lindenfeld Nottingham Village Senior Living Community Bob Garrett & Alice Anne Schwab











#### **Featured Wineries**



F E R O





## Anthracite Economic Summit

## March 2018

Join the Greater Susquehanna Valley Chamber of Commerce as we work with local partners to spur economic development in the Lower Anthracite Region. Your partnership with the Chamber will help us to facilitate ongoing efforts in workforce development, and in the value-added to Anthracite-area members, while helping us develop creative solutions to bring people together to revitalize the community.

### **Premier Partner**

(One opportunity available)

- Event remarks
- Corporate logo on event registration form
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,500 Valley contacts
- Four complimentary registrations at the event

### **Executive Partner**

(Multiple opportunities available)

- Corporate logo on event registration form
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,500 Valley contacts
- Three complimentary registrations at the event

## **Student Table Partner**

(One opportunity available)

- Corporate logo on event registration form
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,500 Valley contacts
- One complimentary registration at the event alongside the students and educators whose tickets were paid by this partnership.

## Thank You 2016 - 2017 Anthracite Summit Partners

MCFCU.org | 1-800-834-0082

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10

## \$750

\$500

\$100

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## Employee Appreciation Celebration March 2018

During their careers, most employees will spend more time at work than in any other activity except sleeping. Will you join the Chamber in showing how much you appreciate your employees for their hard work and loyalty, by celebrating their accomplishments with the rest of the community? Held at the end of the work day to allow you to give your employees a relaxing end-of-day experience, the Employee Appreciation Celebration features food, employee gifts, and entertainment. Come and join the fun!

#### **Premier Partner**

- Event welcoming remarks
- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Name recognition on the Chamber marquee
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- This Partnership reserves one table of six at the event for your employees.

#### **Table Partner**

- This Partnership reserves one table of six at the event for your employees
- Corporate logo on event flyer, in event program and on reserved table
- Corporate logo on Chamber's online event registration page
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts

#### **Door Prize Donor**

Consider donating a door prize item for our door prize table. Previous years' items have included gift baskets, gift cards, and more. It is a great way to market your business to Employee Appreciation Celebration event attendees.

Individual tickets will be sold online in advance of the event.

\$1500

97<sup>TH</sup> ANNUAL MEETING & AWARDS CEREMONY

May 2018

The Annual Meeting & Awards Banquet is one of the biggest and best attended events of the year. This meeting recognizes outgoing and incoming Chamber Officers and Directors, celebrates the work of Chamber volunteers, and honors the Chamber's Business of the Year, Small Business of the Year, Karen L. Hackman Volunteer of the Year, Heritage Award Recipient, and the ATHENA Award Recipient.

#### **Premier Partner**

- Event welcoming remarks •
- Corporate logo on event invitation and in event program •
- Corporate logo on Chamber's online event registration page
- Name recognition on the Chamber marquee
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Six complimentary registrations and reserved seating at the event.

#### **Media Partner**

- Corporate logo on event invitation and in event program •
- Corporate logo on Chamber's online event registration page
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Five complimentary registrations and reserved seating at the event.

#### **Executive Partner**

- Corporate logo on event invitation and in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Four complimentary registrations and reserved seating at the event

#### **Award Recognition Partner**

- Corporate logo in event program •
- Corporate logo on Chamber's online event registration page
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers •
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Two complimentary registrations and reserved seating at the event

#### **Program Partner**

- Corporate logo on event invitation and in event program
- Opportunity to display a banner at the event
- Corporate logo displayed on table tents at tables around the banquet hall •
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers •
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,200 Valley contacts .
- One complimentary registration and reserved seating at the event .

## \$1500

\$2000

\$1000

### \$500

## Thank You 2017 Annual Meeting & Awards Ceremony Partners

Premier Partner Wood Mode

**Awards Partner** 



#### Heritage Award Partner



Honorees 2016 Small Business of the Year





#### 2016 Heritage Award



2016 Karen L. Hackman Star of Excellence



**Media Partner** 



**Executive Partner** 

Geisinger













## **ATHENA** Leadership Award May 2018

(*Presented to Award Recipient at the Annual Meeting & Awards Ceremony*)

Inspired by the goddess of Greek mythology known for strength, courage, wisdom and enlightenment, the ATHENA Award is presented annually to the person who actively assists women in attaining professional excellence and leadership skills, demonstrates professional excellence in their own right, and lives a life of community service.

#### **Premier Partner**

- Remarks before award presentation
- Corporate logo on event invitation and in event program ٠
- Corporate logo on Chamber's online event registration page •
- Name recognition on the Chamber marquee after the event
- Opportunity to display a banner at the event •
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which • reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Complimentary registrations and reserved seating for six at the Chamber's Annual Meeting ٠

#### **Executive Partner**

- Corporate logo in event program
- Corporate logo on Chamber's online event registration page ٠
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,500 Valley contacts
- Two complimentary registrations and reserved seating at the event

#### **ATHENA Pin Partner**

- Corporate logo in event program
- Corporate logo on Chamber's online event registration page

A

Publicity through the Chamber monthly newsletter, Voice of the Valley, which ٠ reaches 64,000 readers

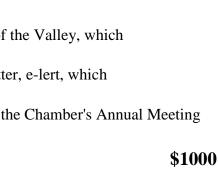
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Complimentary registration and reserve seating for one person to attend the event

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## **Thank You 2017 ATHENA Leadership Award Partners**

**Premier Partners** 





**Executive Partner** 



**ATHENA Pin Partner** 

Sue Greene, Director of Corporate Learning Penn State Executive Programs 2014 ATHENA Award Recipient

## **2016 ATHENA Award Recipient**



Jennifer Hain, Administrative Director SUN Area Technical Institute





The Young Americans Program

The Young Americans Program recognizes the outstanding accomplishments of more than 90 students in high schools throughout the Greater Susquehanna Valley. Participating high schools select one senior each month using the following criteria: achievements in scholastics and school activities, outstanding character and out-of-school participation. The Chamber and the Young Americans Committee recognize and promote these students' excellence in *The Daily Item*, *The Voice of the Valley* and through Sunbury Broadcasting Corporation's radio programs. A banquet is held in May to honor participating students with a certificate. An essay scholarship is awarded at the banquet as well.

## The Young Americans Leadership Seminar April 2018

Each year, Young Americans participate in an all-day seminar that features area business leaders and focuses on topics such as diversity, networking, finance, teamwork and communication.

#### **Seminar Partner**

(1 Opportunity Available)

- Welcoming remarks before Seminar
- Corporate logo on event program
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Recognition in the Banquet program in May

#### **Lunch Partner**

(3 Opportunities Available)

- Remarks during Lunch
- Corporate logo on event program
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Recognition in the Banquet program in May

#### **Breakfast Partner**

(3 Opportunities Available)

- Remarks during Breakfast
- Corporate logo on event program
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Recognition in the Banquet program in May





\$700

\$500



## The Young Americans Banquet May 2018

Each May, the Chamber invites its Young American Award recipients, their parents and guests to attend the Annual Young Americans Awards Banquet. Featuring recognition of their achievements, the awarding of the essay contest scholarship, and the This event features a keynote speaker who is a graduate of the Young Americans Program as well as a recognition ceremony for the entire program, and includes the awarding of the Chamber's Excellence in Education Awards for Valley educators.

#### **Premier Partner**

- (1 Opportunity Available)
- Welcoming remarks at the Banquet
- Corporate logo on event invitation and in event program
- Opportunity to display a banner at the event
- · Opportunity to have an expo table at the reception and present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- · Complimentary registration and reserved seating for six to attend the event

#### **Plaque Partner**

#### (2 Opportunities Available)

- · Corporate logo on event invitation and in event program
- Opportunity to display a banner at the event
- · Opportunity to have an expo table at the reception and present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- · Complimentary registration and reserved seating for three to attend the event

#### **Executive Partner**

- (Multiple Opportunities Available)
- Corporate logo on event invitation and in event program
- Opportunity to display a banner at the event
- · Opportunity to have an expo table at the reception and present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- · Complimentary registration and reserved seating for two to attend the event

#### **Scholarship Essay Contest Partner**

(1 Opportunity Available)

- · Corporate logo on event invitation and in event program
- Opportunity to display a banner at the event
- Opportunity to present scholarship to and take photographs with the recipient
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- · Complimentary registration and reserved seating for one to attend the event

#### **Speaker Partner**

- (1 Opportunity Available)
- Corporate logo on event invitation and in event program
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- · Complimentary registration and reserved seating for one to attend the event

#### **Student Partner**

- (Multiple Opportunities Available)
- Name recognition in the event program
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers

#### \$1500

**\$56** 

#### \$500

\$750

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#### \$500

#### \$150

## National Education Week November 2018

#### National Education Week Essay Contest Partner

\$500

(1 Opportunity Available)

- Photo opportunity with Essay Contest Recipient
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity during the November Chamber luncheon
- Recognition on Chamber social media

## Thank You 2017 Young Americans' Program Partners

#### Leadership Seminar Premier Partner



Enriching Learning...Enriching Lives

#### Leadership Seminar Lunch Partner



Federal Credit Union | Friends you can bank on.



### **Banquet Executive Partners**

The Northumberland National Bank Member FOIC

Our Customers Always Come First

#### **Speaker Partner**

MCFCU.org | 1-800-834-0082

#### **Student Sponsors**

- Dave Herbert Furmano Foods Geisinger Hepco Construction Hummels Wharf Fire Company Hummels Wharf Fire Company
- Kreamer FeedSRS ElectricMembers Choice Financial CreditJennifer HainUnionSusquehannaBob GarrettThomas C. ClaCity of SunburyVillager RealtCity of SunburySwineford Na

SRS Electric Jennifer Hain Susquehanna Fire Equipment Co. Thomas C. Clark Villager Realty Swineford National Bank

Julie Eriksson Citizens Electric

**KEYSTONE FORGING** 

Company

Banquet Premier Partner

**Banquet Plaque Partner** 

OMMUNITY





17th Annual GSVCC Young Americans Golf Classic

## September 2018

Relaxing and fun-filled, the proceeds of the Chamber's Annual Golf Classic are used to help support the Young Americans Program, an initiative that recognizes and promotes future leaders within our local school districts.

### **Classic Partner**

### \$2000

(1 Opportunity Available)

- Event opening and closing remarks
- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online registration page
- Two-week recognition on the Chamber marquee (55,000 vehicles pass by daily)
- Opportunity to display a banner at event
- Corporate name advertised at a golf hole or tee, and at the clubhouse
- Opportunity to provide promotional materials in golfers goodie-bags
- Publicity through Chamber monthly newsletter, *Voice of the Valley*, which reaches over 64,000 readers (Insert in The Daily Item)
- Publicity through member electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Complimentary registration for four golfers to participate

## **Cart Partner**

(1 Opportunity Available)

- Corporate logo in event program
- Corporate logo on Chamber's registration page
- Corporate logo on all golf carts
- Opportunity to display banner at event
- Corporate name advertised at a golf hole or tee
- Opportunity to provide promotional materials in golfers goodie-bags
- Publicity through Chamber monthly newsletter, *Voice of the Valley*, which reaches over 64,000 readers (Insert in The Daily Item)
- Complimentary registration for four golfers to participate

## Lunch Partner

(2 Opportunities Available)

- Corporate logo in event program
- Corporate logo on Chamber's online registration page
- Opportunity to display a banner at event
- Corporate name advertised at a golf hole or tee• Opportunity to provide promotional materials in golfers goodie-bags
- Publicity through Chamber monthly newsletter, *Voice of the Valley*, which reaches over 64,000 readers (Insert in The Daily Item)
- Complimentary registration for two golfers to participate

19

### \$1000

<ul> <li>Breakfast Partner</li> <li>(Multiple Opportunities Available)</li> <li>Corporate logo in event program</li> <li>Corporate logo on Chamber's online registration page</li> <li>Opportunity to display a banner at event</li> <li>Corporate name advertised at a golf tee or hole</li> <li>Opportunity to provide promotional materials in golfers goodie-bags</li> <li>Publicity through Chamber monthly newsletter, Voice of the Valley, which reaches over readers (Insert in The Daily Item)</li> <li>Complimentary registration for four golfers to participate</li> </ul>	<b>\$700</b> er 64,000
<ul> <li>Team Partnership with Tee Recognition (Multiple Opportunities Available) <ul> <li>Corporate name advertised at a golf tee or hole</li> <li>Complimentary registration for four golfers to participate</li> </ul> Team Partnership (Multiple Opportunities Available) <ul> <li>Complimentary registration for four golfers to participate</li> </ul></li></ul>	\$500 \$400
<ul> <li>Beverage &amp; Snack Partners</li> <li>(Multiple Opportunities Available)</li> <li>Corporate logo in event program</li> <li>Corporate logo on Chamber's online registration page</li> <li>Corporate name advertised at a golf tee and at the Beverage &amp; Snack stations around the Opportunity to display a banner at event</li> <li>Corporate name advertised at a golf tee or hole</li> <li>Opportunity to provide promotional materials in golfers goodie-bags</li> <li>Publicity through Chamber monthly newsletter, Voice of the Valley, which reaches over readers (Insert in The Daily Item)</li> </ul>	
Tee Partners	\$100

(Multiple Opportunities Available)

- Corporate name advertised at a golf hole or tee
- Corporate name recognition in event program
- Publicity through Chamber monthly newsletter, *Voice of the Valley*, which reaches over 64,000 readers (Insert in The Daily Item)

#### **Door Prize Donor**

(Multiple Opportunities Available)

• Consider donating a raffle item for our door prize table. It is a great way to market your business to all of our participating golfers.

## Thank You 2017 Golf Classic Partners!

## **Premier Partner**





**Breakfast Partner** 



**Cart Partner** 



**Lunch Partner** 



## **Beverage & Snack Partners**









## **Hole Partners**

























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## Thank You 2017 Brush Valley Tournament Partners!



**Cart Partner** 



Hole Partners



**Lunch Partner** 

Myers End States and S













Bob Garrett & Alice Anne Schwab Harry Morgan Steve Minker Disposal Management Services Klacik & Associates Area Services







Swineford National Bank



## 10<sup>th</sup> Annual Economic Forecast Luncheon September 2018

This event welcomes a premier economist to discuss regional and national economic trends that will impact the Valley's business community in the year to come. Held annually in September, the event is hugely popular, featuring nearly 200 business leaders in attendance and an entertaining, insightful speaker!

### **Premier Partner**

(1 Opportunity Available)

- Event welcoming remarks
- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Name recognition on the Chamber marquee
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers

• Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts

• Eight complimentary registrations and reserved seating at the event.

### **Speaker Partner**

(2 Opportunities Available)

- Opportunity to offer introduction to speaker or honored guests
- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Six complimentary registrations and reserved seating at the event

### Media Partner

(1 Opportunities Available)

- Opportunity to speak with Bob Garrett on the radio ahead of the event
- Corporate logo on event flyer and all media
- Corporate logo on Chamber's online event registration page
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Five complimentary registrations and reserved seating at the event

## \$3000

## \$2000

### **Executive Partner**

(3 Opportunities Available)

- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Three complimentary registrations and reserved seating at the event

### **Student Partner**

#### (3 Opportunities Available)

- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to sit with and introduce students and the Economics teachers selected to attend the event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Two complimentary registrations and reserved seating at the event (with students)

## Thank You 2017 Economic Forecast Partners

### **Premier Partner**

**Speaker Partner** 



The Northumberland

National Bank Member FDIC

Our Customers Always Come First

**Executive Partners** 











### \$750

## 13<sup>th</sup> Annual Women's Leadership Symposium October 2018

The 13<sup>th</sup> Annual Women's Leadership Symposium invites women to spend a day with highly experienced professionals and their peers in the Valley. The all-day conference gives attendees powerful insight and lasting impact through information and insight into their careers, attitudes, and their well-being.

### **Premier Partner**

(1 Opportunity Available)

- Event welcoming remarks
- Corporate logo on event flyer and in event program
- Corporate logo on Chamber's online event registration page
- Name recognition on the Chamber marquee
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Four complimentary registrations at the event.

### **Gift Partners**

#### (2 Opportunities Available)

- Corporate logo on event gifts
- Corporate logo in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display a banner at the event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Three complimentary registrations at the event

### Print Partner or Speaker Partner

#### (1 Opportunity Available Each)

- Corporate logo in event program
- Opportunity to introduce Keynote Speaker (Speaker Partner)
- Corporate logo on Chamber's online event registration page
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Two complimentary registrations at the event

### \$3000

## \$1000

### Breakfast Partner or Lunch Partner

(1 Opportunity Available Each)

- Event remarks at breakfast or lunch (respectively)
- Corporate logo in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,200 Valley contacts
- Two complimentary registrations at the event

### **Executive Partners**

(Multiple Opportunities Available)

- Corporate logo in event program
- Corporate logo on Chamber's online event registration page
- Opportunity to display banner at event
- Publicity through the Chamber monthly newsletter, Voice of the Valley, which reaches 64,000 readers
- Publicity through the Chamber's electronic newsletter, e-lert, which reaches over 1,200 Valley contacts









\$800

Thank You 12th Annual Women's Leadership Symposium Partners!

**Premier Partners** 



**Gift Partners** 

Geisinger

Bucknell

**Print Partner** 



**Speaker Partner** 



**Breakfast Partner** 



**Lunch Partners** 



**Executive Partners** 

Geis

& Hospice

Home Health



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embers

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## Member Luncheons

(formerly called Monthly Meetings)

Chamber Luncheons are a key element of the Chamber's mission. Designed to facilitate member-tomember networking and up-to-the-minute business and community updates, these meetings offer relevant information and a focus on a "Made in the Valley" theme. With a regular crowd of more than 60 members, you have immediate access to staff, experts in a given field, and your Ambassadors.

We're asking small businesses to consider partnering with us as we provide these meetings. See below for more information!

### Chamber Luncheon Schedule

January 11, 2018 April 12, 2018 August 9, 2018 October 11, 2018 November 8, 2018 Healthcare Luncheon Legal Luncheon Networking with Non-Profits Luncheon Agriculture Luncheon Education Luncheon





## Thank you, 2017 Meeting Partners!









The UPS Store<sup>®</sup>

## Joint Legislative Breakfast Forums

Held in conjunction with neighboring Chambers of Commerce, these forums facilitate interaction between Chamber members and elected officials who serve the Chamber's primary 4-county footprint. They provide a platform for businesses to communicate directly with their legislators on key issues that affect business and community, and allow officials to address current issues, discuss economic development, and answer Chamber members' questions.

\$750

### **Premier Partner**

(1 Opportunity Per Event)

- Event remarks
- Corporate logo on event registration form
- Opportunity to display a banner at the event
- Opportunity to present promotional material to event attendees
- Publicity through the Chamber monthly newsletter, *Voice of the Valley*, which reaches 64,000 readers
- Publicity through the Chamber's member electronic newsletter, *e-lert*, which reaches over 1,200 Valley contacts
- Four complimentary registrations at the event

### The 2018 Joint Legislative Breakfast Forums are:

February 16, 2018 April 20, 2018 September 21, 2018 November 16, 2018







## Thank You 2017 Joint Legislative Breakfast Partners











Furthering the mission of the Chamber by connecting future leaders and new community members with networking, professional development, and volunteer opportunities, the Young Professionals work across a variety of industries but share a common vision to make the Greater Susquehanna Valley a better place to live, work, and play.

### **Premier Partner**

(1 Opportunity per Event) Partner Benefits

- Welcoming remarks to the group before the event kickoff (five-minute maximum)
- Complimentary registration for 2 at the event (\$10.00 value)
- Corporate logo on the event's promotional materials
- Opportunity to provide printed promotional items to event attendees
- Opportunity to offer a door prize to collect contact information/survey the group.
- Name recognition in social media promotions

## **Executive Partner**

#### (1 Opportunity per Event)

#### **Partner Benefits**

- Corporate logo on the event's promotional materials
- Opportunity to provide printed promotional items to event attendees
- Opportunity to offer a door prize to collect contact information/survey the group.
- Name recognition in social media promotions

## **Social Partner**

#### (1 Opportunity per Event)

- Corporate logo on the event's promotional materials
- Opportunity to offer a door prize to collect contact information/survey the group.
- Name recognition in social media promotions

Did you know that all employees of Chamber member organizations can join the GSV Young Professionals at no cost?

## Visit <u>www.gsvyp.org</u> to become a member today!









## \$100

\$200

## Specialty Seminars & Board Room Rentals

Business leaders, by definition, have something to offer the community. Usually, that "something" takes the form of valuable personal experience and problem-solving capabilities. As a Chamber, we rely on our business leadermembers to give back to our membership, sharing their expertise when applicable. Often, opportunities to share business practices afford business leaders the chance network, gain new clients and grow trust in the community.

## Option 1

Chamber Board Room Rental \$50

During regular business hours, member businesses and organizations have the opportunity to rent the Chamber's facilities and host their own seminars, meetings, and catered events.

A low- cost option for off-site business meetings, non-profit board meetings and more, the Chamber sports a spacious second floor conference center, as well as the fully equipped Haddon Board Room, complete with wi-fi, conference calling, all-you-can drink coffee, a dropdown projector screen and ceiling mounted projector, surround sound capabilities, and room for hosts to offer catered meals.

When an agreement is in place, your space is reserved. These events then are added to the Chamber's internal calendar. The host organization handles all registration, event-day check-in, advertising, and program. Room set-up changes and a tour of our facility are available upon request.

Inquire with Abbie Sholley, Director of Finance for more information and pricing, at <u>asholley@gsvcc.org</u> or 570-743-4100.

## Option 2

Co-sponsored Events \$100

Co-sponsored Events are during-hours seminars offered by your business or organization at the Chamber's headquarters in Shamokin Dam which follow the same structure as a Business After Hours.

- The Chamber charges the organization \$100.00, and individuals pay a cover charge. This charge may be negotiated to reflect profit for the Chamber and the host organization.
- The Chamber designs a flyer (with help from the host organization, and adds the event to its online calendar, online registration system, and all of its publications.
- The Chamber informs the Board of Directors and specifically invites them to attend.
- The Chamber's staff and Programs & Development Committee make recommendations to the host to assist in making the event successful.
- The Chamber sets the capacity for the room, and the host organization handles catering (if any).
- The Chamber gives a final count to the host organization in advance of the event.
- Chamber staff are available to assist with the facility. Check-in is conducted by the host organization.

## Option 3

Chamber-Endorsed Seminars Negotiable Profit-Sharing, \$50 Cancellation Fee

A Chamber-Endorsed Seminar is an event hosted by the Chamber of Commerce in its headquarters in which the member business or organization is required to meet certain event criteria as determined upon contract with the Chamber.

The event runner must:

- Consult with staff for the negotiation of the attendee cover charge and reasonable profit-sharing between the Chamber and the organization.
- Assume responsibility to meet the agreed upon minimum attendance number. Failure to reach the minimum agreed upon number of attendees will result in event cancellation and subsequent fee of \$50.00 payable to the Chamber.
- Priority invitation to Chamber members.
- The Chamber will offer online registration, agree upon split cost of expenses and budgeting, and offer the full extent of its online, print, and in-house advertising capabilities.

Any additionally agreed upon arrangements.



## **2018 Partnership Intent Form**

Thank you for taking the time to look over the partnership opportunities available with the Greater Susquehanna Valley Chamber of Commerce. Partnering with us offers your business with publicity, advertising and brand recognition to nearly 700 local businesses and organizations. To select your partnerships, please check next to the name of the respective opportunity and submit to the chamber by mail, or to Chris Berleth at <u>cberleth@gsvcc.org</u>. Please list the key contact for billing, as well as the representative whom the Chamber should contact regarding fulfillment of benefits coordination. Thank you for your continued support!

Organization:				
Billing Contact Name:				
Partnership Benefits Coordinator Name	2:			
Address:				
City:	State	:	_Zip:	
Telephone:	Fax:			
Email Address:				
Programs Selected:				
Amount Enclosed: \$C	heck #:			
Please indicate card type by circling on	e: American Express	Discover	MasterCard	VISA
Card Number:				
Name on Card:				
Expiration Date:	Security Code:			
Payment Information:				
Greater Susquehanna Valley Chamber	of Commerce			
2859 N. Susquehanna Trail				
Shamokin Dam, PA 17876				
Phone: 570-743-4100 Fax: 570-743-1221				
	NA GENER OF			
Email: cberleth@gsvcc.org and asholle	ywgsvcc.org			



## 2018 Partnership Opportunities

#### **Chair's Circle Partnership Program**

Chair's Circle Partner (\$1000)

#### 5<sup>th</sup> Annual Winter Wine Fest

- \_\_\_\_ Premier Partner (\$1500)
- \_\_\_\_ Entertainment Partners (\$500)
- \_\_\_\_ Tasting Partners (\$500)
- \_\_\_\_ Dessert & Hors D'oeuvres Partners (\$300)
- Chauffeur Partner (\$300)
- \_\_\_\_ Raffle Donor

#### Anthracite Economic Summit

- \_\_\_\_ Premier Partner (\$750)
- \_\_\_\_ Executive Partners (\$500)
- \_\_\_\_ Student Partner (\$100)

#### **Employee Appreciation Celebration**

- \_\_\_\_ Premier Partner (\$1500)
- \_\_\_\_ Table Partner (\$175)
- \_\_\_\_ Door Prize Donor

#### 97<sup>th</sup> Annual Meeting & Awards Ceremony

- \_\_\_\_ Premier Partner (\$2000)
- \_\_\_\_ Media Partner (\$1500)
- \_\_\_\_ Executive Partners (\$1000)
- \_\_\_\_ Award Recognition Partner (\$750)
- \_\_\_\_ Program Partner (\$500)

#### **ATHENA Leadership Awards Program**

- \_\_\_\_ ATHENA® Premier Partner (\$1500)
- \_\_\_\_ ATHENA® Executive Partners (\$500)
- \_\_\_\_ ATHENA® Pin Partner (\$100)

#### Young Americans Leadership Seminar

- \_\_\_\_ Seminar Partner (\$700)
- \_\_\_\_ Lunch Partner (\$500)
- \_\_\_\_ Breakfast Partner (\$500)
- \_\_\_\_ Give-Away Donor

#### Young Americans Awards Banquet

- \_\_\_\_ Premier Partner (\$1500)
- \_\_\_\_ Plaque Partners (\$750)
- \_\_\_\_ Executive Partners (\$500)
- \_\_\_\_ Scholarship Essay Contest Partner (\$500)
- \_\_\_\_ Speaker Partner (\$150)
- \_\_\_\_ Student Partner (\$75)

#### **National Education Week**

\_\_\_ National Education Week Essay Partner (\$500)

#### 17th Annual Young Americans' Golf Classic

- \_\_\_\_ Classic Partner (\$2000)
- \_\_\_\_ Cart Partner (\$1000)
- \_\_\_\_ Lunch Partner (\$850)
- \_\_\_\_ Breakfast Partner (\$700)
- \_\_\_\_ Team Partnership w/ Tee (\$500)
- \_\_\_\_ Team Partnership w/o Tee (\$400)
- \_\_\_\_ Beverage & Snack Partners (\$300)
- \_\_\_\_ Tee Partner (\$100)
- \_\_\_\_ Door Prize Donor

#### 10<sup>th</sup> Annual Economic Forecast Luncheon

- \_\_\_\_ Premier Partner (\$3000)
- \_\_\_\_ Speaker Partner (\$2000)
- \_\_\_\_ Media Partner (\$1500)
- \_\_\_\_ Executive Partners (\$750)
- \_\_\_\_ Student Partner (\$500)

#### 13th Annual Women's Leadership Symposium

- \_\_\_\_ Premier Partner (\$3000)
- \_\_\_\_ Gift Partners (\$1500)
- \_\_\_\_ Print Partner (\$1000)
- \_\_\_\_ Speaker Partner (\$1000)
- \_\_\_\_ Breakfast Partner (\$800)
- \_\_\_\_ Lunch Partner (\$800)
- \_\_\_\_ Executive Partners (\$500)

#### Member Luncheons (Formerly called Monthly Meetings)

- \_\_\_\_ Premier Partner (\$100)
- \_\_\_\_ January
- \_\_\_\_ April
- \_\_\_\_ August
- \_\_\_\_ October
- \_\_\_\_ November

#### **Joint Legislative Breakfast Forums**

\_\_\_\_ Premier Partner (\$750)

#### Young Professionals Partnership

- \_\_\_\_ Premier Partner (\$200)
- \_\_\_\_ Executive Partner (\$100)
- \_\_\_\_ Social Partner (\$50)

#### **Specialty Seminars**

- \_\_\_\_ Option 1 (Board Room Rental, \$50)
- \_\_\_\_ Option 2 (Co-Sponsored, \$100)
- \_\_\_\_ Option 3 (Contact Chamber to negotiate)