



HOTEL DEL CORONADO

Membership | Sponsorship Proposal

January 1, 2020 thru December 31, 2020



402 West Broadway, Suite 1000
San Diego, CA 92101-3585
p: 619.544.1300

www.sdchamber.org

January 28, 2020

Mr. Harold Rapoza
Hotel Del Coronado
1500 Orange Avenue
Coronado, CA 92118

Dear Harold,

Thank you, for taking the time to meet us recently, and discuss the Hotel Del Coronado's relationship with the San Diego Regional Chamber of Commerce. Members find that aligning with the Chamber has a positive "halo effect" on their image and ultimately their initiatives by reaching decision makers and influencers through a number of mediums: electronic, web, print, and live audience.

More importantly, the Chamber's role in advocacy means aggressively promoting employment and commerce-friendly initiatives and government actions. It means engaging our elected officials and providing proactive, positive business-specific policy initiatives and addressing issues that affect private-sector jobs. And it means becoming THE resource on the nexus of commerce and policy for the San Diego region.

We've developed a comprehensive membership / sponsorship package for your review. The exposure and visibility garnered through your involvement will help the Hotel Del Coronado broadcast information about your goodwill throughout the region and ultimately raise consciousness about the Hotel Del Coronado's commitment to the San Diego region.

Finally, your Chamber involvement will help the Chamber lead the way in bettering our community, and making San Diego region, the friendliest place to do business.

Best regards,

A handwritten signature in black ink, appearing to read 'Sherman Stocker'.

Sherman Stocker
Corporate Relations Manager

2020 – Hotel Del Coronado

Chamber Membership / Sponsorship Packages

Helping Members Maximize Their Visibility

Membership / Sponsorship Package – A

- *Circles of Influence Membership*
- *Execs Connect*
- *Annual Anniversary Celebration – Corporate Sponsor*
- *Sacramento Delegation – Corporate Sponsor*
- *Binational Delegation to Mexico City – Corporate Sponsor*
- *Congressional Luncheon – Corporate Sponsor*
- *Small Business Awards – Awards Sponsor*
- *Annual Golf Classic - Corporate Sponsor*
- *One Region / One Voice Delegation to DC – Corporate Sponsor*
- *Legislative Lounge - Corporate Sponsor*
- *International tribute Luncheon – Corporate Sponsor*
- *Circles of Influence Receptions & Business After Five Mixers – Co-Title Sponsor*

ANNUAL MEMBERSHIP & SPONSORSHIP INVESTMENT: \$119,000



Events Summary & Benefits Outline

Annual Anniversary Celebration – Corporate Sponsor (attendance 1000+)

- ❑ *Name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as Corporate sponsor in any public relations and media campaign.*
- ❑ *Logo incorporated into multi-media presentation*
- ❑ *Logo or name recognition in event program.*
- ❑ *Tabletop exhibit displayed in a prominent, high-visibility location during reception*
- ❑ *VIP table for Ten with table signage & priority placement.*



Delegation to Sacramento - Corporate Sponsor – (attendance 80+)

- ❑ *Prominent name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as corporate sponsor in any public relations and media campaign.*
- ❑ *Registration for Two Attendees*
- ❑ *Logo or name recognition in event program.*



Delegation to Mexico City - Corporate Sponsor – (attendance 120+)

- ❑ *Prominent name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as corporate sponsor in any public relations and media campaign.*
- ❑ *Registration for Two Attendees*
- ❑ *Logo or name recognition in event program.*
- ❑ *Third Page Advertisement in Program*



Congressional Luncheon - Corporate Sponsor (attendance 500+)

- ❑ *Name and/or logo recognition on event website and in all promotional materials.*
- ❑ *Recognition as corporate sponsor in any public relations and media campaign.*
- ❑ *Logo incorporated into multi-media presentation.*
- ❑ *Logo or name recognition in event program.*
- ❑ *Recognition from podium.*
- ❑ *VIP table of Ten with signage and priority placement.*



Small Business Awards Reception - Corporate Sponsor – (attendance 350+)

- ❑ *Prominent name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as corporate sponsor in any public relations and media campaign.*
- ❑ *Registration for Eight Attendees*



Annual Golf Classic - Corporate Sponsor – (attendance 144+)

- ❑ *Prominent name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as corporate sponsor in any public relations and media campaign.*
- ❑ *Foursome in Tournament*
- ❑ *Hole Sponsor with Signage and Tabletop / Tent*



One Region / One Voice Delegation to DC - Corporate Sponsor - (attendance 150+)

- ❑ *Name and/or logo recognition on event website, event program and all promotional materials.*
- ❑ *Recognition as Corporate Sponsor in any public relations and media campaign.*
- ❑ *Opportunity to distribute promotional pieces*
- ❑ *Two (2) attendee registrations*



Legislative Lounge - Corporate Sponsor – (attendance 300+)

- ❑ *Prominent name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as Corporate Sponsor in any public relations and media campaign.*
- ❑ *Logo incorporated into multi-media presentation.*
- ❑ *Logo or name recognition in event program.*
- ❑ *Recognition from podium.*
- ❑ *Eight-tickets to event*



International Tribute Luncheon – Corporate Sponsor (attendance 1000+)

- ❑ *Name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as Corporate sponsor in any public relations and media campaign.*
- ❑ *Logo incorporated into multi-media presentation*
- ❑ *VIP table for Ten with table signage & priority placement.*



Circles of Influence Receptions & Business After Five Mixers– Corporate Sponsor

- ❑ *Name and/or logo recognition on event website and all promotional materials.*
- ❑ *Recognition as Corporate sponsor in any public relations and media campaign.*
- ❑ *Logo incorporated into multi-media presentation*
- ❑ *Four Attendees to these Quarterly events*

RECOGNITION ON BI-WEEKLY EVENTS EMAIL



Hotel del Coronado will be prominently featured in the Chamber's bi-weekly email campaign.

This weekly email is sent to over 15,000 subscribers.

UPCOMING EVENTS



INTERNATIONAL TRIBUTE LUNCHEON

Thursday, Nov. 21

Network with leaders from both sides of the border as we celebrate our region's rich binational collaboration.



HOLIDAY RECEPTION HOTEL DEL

Tuesday, Dec. 17

Join us for a holiday celebration & support The San Diego Food Bank with non-perishable goods.

[Learn More >>](#)



LEADERSHIP DELEGATION TO SACRAMENTO

February 25 & 26

Bring the business community's voice to Sacramento and share your insight on regional policy priorities.

ONLINE PROMOTION

Events will be promoted with **Hotel del Coronado** logo and website hyperlinked on the Chamber website each month.

The Chamber's website enjoys an average of 13,000 visitors per month.



HOTEL DEL CORONADO

VISIBILITY AT EVENT



RECOGNITION AS MEMBER SPOTLIGHT IN BUSINESS FORECAST EMAIL



CHAMBER DIGEST

Dear << Test First Name >>,

The start of a new year – and a new decade at that! – is filled with optimism and possibility. In the new year, we'll build on the momentum we have created with you, our members, to make the San Diego region the best place to live and work. 2020 marks the Chamber's 149th anniversary and we'll celebrate that milestone next month at our [Anniversary Celebration](#). Join us as we look to the opportunities we create when we challenge assumptions and go *full throttle* to harness the power of breaking the mold with our featured speaker: champion NASCAR driver [Julia Landauer](#).

We're also kicking off our annual [Get Fit](#) 30-day challenge with partner Kaiser Permanente next Monday. Bringing a focus on health and wellness to the workplace, Get Fit helps build healthy habits while having some fun along the way. You can join as an individual or a team and you don't have to be a Chamber member to participate. I'll be participating on our Chamber team and I hope you will too.

MEMBER SPOTLIGHT



Hotel Del Coronado will be prominently featured in the Chamber's Digest monthly e-newsletter.

This publication is sent to over 15,000 subscribers.

SDRCC has done our very best to match your engagement with the appropriate events. Yet, we do recognize that adjustments are sometimes necessary in order to create the best possible involvement. We are most willing to adjust any of the events / benefits to what works best for Hotel Del Coronado.

Thank you!



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