

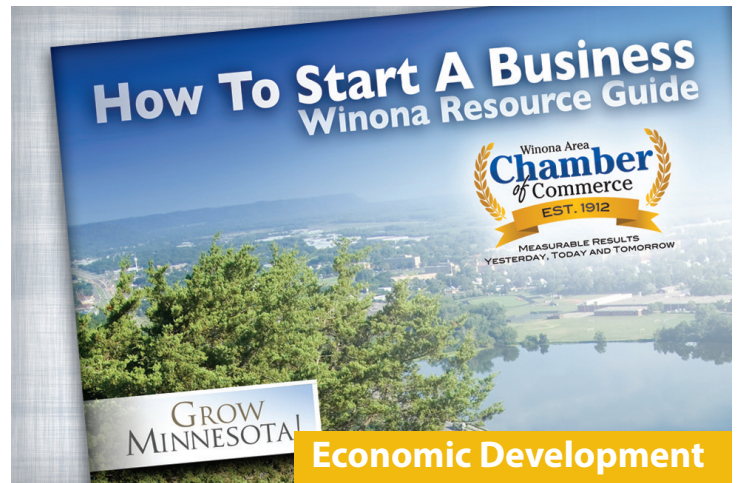


MEASURABLE RESULTS
YESTERDAY, TODAY AND TOMORROW

Get to know your Chamber



Networking



Economic Development



Advocacy/Public Policy



Training

Bundle-Up!™

The Winona Area Chamber of Commerce has been dedicated to serving the needs of the business community for more than 100 years. To better serve you in the next century, we're offering innovative memberships that provide benefits, rewards and options to fit the needs of your business. Together, we can keep the Winona area thriving for the next 100 years!

902 E Second Street, Suite 120 Winona, MN 55987 • (507) 452-2272 • info@winonachamber.com

Get more from your Chamber Membership

Business professionals get the most “bang for their buck” with memberships to business organizations when they:

- **Know why they are joining**
- **Know what specific benefits interest them the most**
- **Have a specific minimum goal to take advantage of those benefits**

Meeting with a staff person or key volunteer from the Chamber to explore the many benefits of Chamber Membership and to identify the key benefits that you want to take advantage of is an important first step.

When Your Business is a Member - Everyone Benefits

Membership doesn't just benefit you - it benefits your employees and the community by providing businesses and their employees with opportunities that create a thriving local economy. Membership:

- **Gives you and your employees access to advanced training & professional development.**
- **Provides you and your employees with networking events that can lead to key partnerships and opportunities.**
- **Offers advocacy to ensure business and employee-friendly policies help build a more vibrant community.**
- **Builds visibility for your business, which benefits you and your employees.**

Even for the extremely busy business owner, the Chamber has so much value! Many consumers look for evidence of local Chamber membership – it gives a business validity and demonstrates a commitment to the community, so we recommend that you display your membership decal in a predominate location. Consumers prefer to do business with companies that are “known” – many people call the local Chamber to check on the reputation of a business. Your Chamber membership allows the chamber staff to know your business and to recommend you to prospective customers. The Winona Chamber also helps business owners by making referrals, offering many marketing opportunities and promoting businesses on the Chamber website – including Job Postings and Hot Deals coupons postings.

“We’ve got your back!” The Winona Area Chamber of Commerce is the only local, private non-profit business organization that exists for one purpose – to assist our members in their business success. While none of us can see into the future, there is great value and assurance in knowing that as a member of the Winona Area Chamber of Commerce, you can reach out to us with your business needs. We assist scores of businesses every year in response to a wide variety of business questions and challenges. How can we help you today?

We all thrive when we work together. Build a better business and a stronger community. If you aren't a member, become one today!

Your Chamber Staff



Della Schmidt
President



Kay Mathews
Vice President,
Finance and
Operations



Kathy Robinson
Member Services
Coordinator



David Bittner
Main Street
Program
Coordinator



Dale Boettcher
Membership Sales



Linda Bethke
Administrative
Assistant

Networking Opportunities



Let's Do Coffee

New in 2015 - morning networking! *Let's Do Coffee* is a casual morning networking venue hosted by the Chamber at Blooming Grounds on Third Street in downtown Winona. Held on a Tuesday morning between 7:30 and 9:00 am with complimentary breakfast refreshments and coffee, it's a great way to start your day! Please check the Chamber Calendar for exact dates.



Network Nite

Chamber Network Nites are held on the second Thursday of the month from 5 – 7 p.m., January – April and September – December. Host provides the location, food and libations. Three exhibitor opportunities are available for \$100 at most Network Nite venues. Host and exhibitors have the opportunity to spotlight their businesses. Average attendance at each Network Nite is 75-100 people, although even higher attendance numbers are not uncommon.

Chamber Annual Event

Each year more than 350 people attend the Chamber's Annual Banquet/Member event held on a Friday night in mid-January. Entertainment, dinner, our famous Gourmet Dessert Auction and lively social hour make for a great networking opportunity and fun night out.

Chamber Golf Classic

The 15th Annual Golf Classic will be held in June 2015. Great prizes, great food, fun networking.

More Networking Opportunities

Become involved with a Chamber Committee or Task Force and meet other business professionals from throughout the community. Attend education programs offered by the Chamber throughout the year to connect with even more business and community leaders.



Mission Statement

To provide value to our members through business advocacy, economic development, training and the support of tourism.

Training and Professional Development

Lunchtime Learning

Offered January – April and September – December, this program offers busy professionals a chance to stay on the cutting edge with an educational format and speakers who specialize on specific topics. The series features a variety of topics to provide solutions to small business challenges ranging from marketing, customer service, social media and other relevant topics. Webinars and special additions to the training schedule enhance this member benefit. Check with the chamber office for a current list of programs.

Chamber Young Professionals

Since 2007, the Winona Chamber Young Professionals have existed with the purpose to enrich emerging leaders, both professionally and socially, in order to sustain and strengthen the Winona business community. The participation level continues to increase, programs have grown and changed to meet the needs of the YP participants. We offer a wide variety of professional development events in addition to fun and exciting community projects.



Leadership Winona

Keep your team ready to meet the demands and new dynamics of today's diverse and changing business climate. Invest in your most important business asset – you and your staff! The Winona Area Chamber of Commerce Leadership Winona program is an 8-session course specifically designed to meet the needs of business today.

Leadership Winona is a targeted training program that is guaranteed to deliver results at every session. Informative, interactive and delivered in a friendly professional environment, every 4 hour course delivers tools that can be taken back to any work place and put into action immediately.

Created for both the established business leader and the emerging professional, Leadership Winona provides tools to strengthen leadership, management and communication skills. The program prepares attendees to explore and grow personal strengths, build on interpersonal skills and create stronger business relationships, manage and navigate internal and external changes, as well as providing participants with the tools needed to work with generational differences within both the workplace and with customers. From retail to manufacturing, health care to professional services, the Winona Chamber absolutely guarantees that this program will deliver value and results to each and every participant!



Chamber Programs & Events

Business Celebration Awards Program

To be nominated for a Chamber Business Celebration Award is an honor for any business. Nominations are received from the public, from Chamber volunteers, and business to business peers. Each nomination is carefully considered based on the criteria of the award category, the quality and strength of the written nomination, and the pool of candidates within each category. Award winners are recognized each year at a large event held on the third Tuesday in May.

Grow MN! Grow Winona!

The Winona Chamber Economic Development Committee partners with the MN Chamber and chambers across the state to deliver the Grow MN program. Locally we visit with more than 30 businesses annually. The purpose of Grow MN is to learn more about businesses, provide direct assistance if requested and find out what state and local leaders can do to help companies succeed in Minnesota.

Manufacturers' & Technology Week

A program of the Winona Chamber held each October in partnership with a statewide recognition of the importance of manufacturing and technology businesses and the jobs they create. Winona program includes industry tours, media highlights and a luncheon with keynote speaker and awarding of a Governor's Commendation to a local business.

CEO in the Classroom

A workforce development program focused on highlighting choices and opportunities to 8th grade students throughout Winona County. Local CEOs follow a specific presentation and lead class conversations about careers, life after high school, and how choices made in high school years impact opportunities as young adults.

Exploring Winona Careers

A workforce development program that brings together area employers with high school students in an interactive trade-show like environment where students explore careers with interactive displays and hands on activities. Business professionals explain career opportunities, needed skill sets and clarify education needs beyond high school.

Sporting Events

Lots of fun, good networking and family-friendly - two new events in 2015. Chamber Nite at WSU Football Game held in September with a Chamber Tailgate Party and special Chamber Member seating in the stadium. And in October, the Winona Chamber Ambassadors host the Harlem Ambassadors Basketball Show for an evening of community fun and laughter.

Agribusiness: Family Night on the Farm

Highlighting the importance and economic impact of the agriculture industry to Winona County, this annual program includes a community event held on a local dairy farm, educational tours, special media highlights and presentations by legislative leaders and the MN Department of Agriculture.



Committees & Priorities

Economic Development Committee/Grow MN!:

We offer opportunities for local businesses to receive resources and direct assistance in order to impact local economic growth, job retention and job creation.

Business/Education Committee:

Works to develop our community's future workforce by connecting area business and educational institutions. Our objectives are to improve the ability to recruit a skilled and able local workforce and to provide an avenue for area businesses and educational institutions to effectively work together and understand each other's needs and processes. Programs include CEO in the Classroom and Exploring Winona Careers expo event.

Public Policy Committee:

We provide Chamber members a platform to be heard by local, state and federal lawmakers regarding matters that are of interest/concern to the members. The Public Policy committee conducts research and makes recommendations to the Chamber Board regarding legislative issues at all levels of Government as they relate to business, such as transportation, regulations, taxation, workforce development and related concerns. The Winona Chamber Public Policy Committee actively advocates for legislative issues, engaging elected officials with phone, email, letters and personal visits by members of the Chamber and its staff.

Chamber Young Professionals:

The Young Professionals is a personal and professional development program of the Winona Area Chamber of Commerce that builds awareness and relationships between Young Professionals and area businesses. Become connected by joining today and enjoying network night, luncheons, outreach projects, and professional development!

Transportation Committee:

We represent the business community regarding local, county and state transportation projects, such as the Highway 43 Bridge Project and the proposed Highway 61/Gilmore Avenue and Louisa Street extension projects. Our priorities are to advocate for business friendly solutions to transportation projects, less restriction to business, safety, business viability and economic impacts. Our work is focused primarily with transportation projects that are led by the City of Winona, MN Department of Transportation and Winona County.

Winona Main Street Steering Committee:

The Winona Main Street Program is committed to Historic Downtown Winona being the heart of our community and region, a vibrant hub of commerce, entertainment, recreation and residential life utilizing the Main Street 4 Point Approach. The Steering Committee works alongside Chamber staff to implement priorities, takes primary responsibility for program fundraising and supports the work of the sub-committees by volunteering time and expertise. The Winona Main Street Program adheres to the Main Street Four Point Approach to downtown revitalization.

Ambassadors:

Serves as the public relations division of the Winona Area Chamber of Commerce, with emphasis on promoting the mission of the Chamber of Commerce organization and adding value to Chamber membership by highlighting Chamber member businesses.



Marketing Opportunities

Advertising

- Official Community Map - spring 2015
- Official Community Profile Book and Buyer's Guide -spring 2016
- How to Start a Business publication - winter 2015
- Manufacturing and Technology in Winona - Directory and Employment Outlook - new in fall of 2015

Sponsorships

Through sponsorship of events throughout the year, your business can continue to grow, continue to be branded, marketed, and bring top of the mind awareness to your business. We offer different levels of sponsorship, and depending on the event the monetary amount may change. Choose your event, from many levels and a variety of options to customize the best sponsorship for your company.

- B2b events
- Community events
- Family friendly events
- Networking
- Winona Main Street
- Young Professionals events/programs
- Legislative events

Through our programs and events we offer an excellent vehicle to market and brand your business. Contact the Winona Area Chamber of Commerce for a complete list of sponsorship opportunities.

Chamber Partnerships



Testimonials



"It was refreshing to meet with other small business owners, financial professionals, and representatives from agencies that assist small business in acquiring the capital they need. Our startup business specializes in therapeutic software for those affected by Alzheimer's Disease, and finding access to capital to launch has been tedious and confusing. I left not only with a stack of information but with contacts and connections to get the ball rolling for our venture. To have full access to the contacts from local, county and state agencies in one room at one time, in a small group setting with Q & A was priceless. Kudos to your presenters and Chamber staff for offering your seminar, 'Access to Capital'."

Sally Inglett – Founder & President, MEternally, LLC



"I just wanted to tell you how blessed I feel to be part of our wonderful chamber. I came to you with my business concerns and you cared so much to sit and talk with me and brainstorm on how to make my situation better. I feel so blessed to have you on my team and your interaction with me as a local business owner. I just want you to know that I feel your support and appreciate so much being part of a Chamber! Thank you!"

Renae Ahrens – Inside the Vault



"I wanted to let you know that I very much enjoyed the morning networking event put on by the Chamber (Newcomer's Breakfast). Meeting and talking with local business leaders over breakfast was a great way to start the day. Thank you to the Chamber for organizing a great event and providing this opportunity."

Jay Wangen – Vice President/Commercial Lender at Merchants Bank



The Chamber Leadership class is a great platform for personal and professional development. In our first session I met new people and reconnected with others that I have not seen in years. It was fun to learn that different people think in different ways, why that is, and how understanding that can help our interpersonal relationships. I am thankful that my employer sees the benefit of this investment in my growth as an employee.

Lisa N. Lorsch – Human Resources Manager at Mississippi Welders Supply Co, Inc.



"As a current member of multiple Chambers of Commerce, I have found that the networking and keynote events coordinated by the Winona Area Chamber and it's committees, really does set Winona apart from others in the state and region. Not only has the Winona Area Chamber helped introduce me to the local, key business leaders, but they have also help me to grow as a professional through continuous learning opportunities. Thanks to the dedicated folks that keep this community of businesses connected!"

Todd Gjervik – Territory Manager VACAVA



"Attending Network Nite was a great opportunity to meet Winona Chamber members. The chance to have face-to-face discussions about an important topic such as air travel is priceless. I have been very impressed by the opportunities the Winona Chamber has provided to connect with the diverse business community in our region. RST looks forward to enhancing our relationships with the Winona business leaders at upcoming Chamber events."

Tiana Rossow – Rochester International Airport



"We at Express Employment Professionals are so grateful for the benefits of Chamber membership. We are happy to support and attach our name to the celebration of Winona area businesses at The Winona Area Chamber Annual Banquet each year. Our sponsorship helps show our commitment to business in Winona, and gives us a chance to say 'Thank You' to all the businesses and companies that partner as Chamber members to make Winona a thriving employment environment."

Chris Dembiec Business Development Team Lead Express Employment



"As a new business in the Winona community we have found our chamber membership to be valuable because of the support provided from ribbon cuttings to referrals. We have received many calls from individuals inquiring about our services who heard about us by calling the chamber."

Maggie Modjeski, Sugar Loaf Senior Living



www.winonachamber.com



Sponsorship and Marketing Opportunities For Chamber Members

The Chamber Vision: “To Be the Premier Business Advocate in Southeastern Minnesota”

The Winona Area Chamber plays a key role in moving Winona forward. Utilizing hundreds of volunteer business leaders, the Chamber Board of Directors and full-time experienced Chamber staff, we identify opportunities to address community needs and develop solutions with measurable outcomes. We have a reputation for successfully implementing strategies to make Winona a better place to live, play, and to build a career or a business.

Through sponsorship of events throughout the year, your business can continue to grow, continue to be branded, marketed, and bring top of the mind awareness to your business. We offer different levels of sponsorship, and depending on the event the monetary amount may change. Choose your event and from many levels and a variety of options to customize the best sponsorship for your company to sponsor.

Through our programs and events we offer an excellent vehicle to market and brand your business.
All sponsorship amounts and availability are subject to change. * Denotes Legacy sponsor

Annual Banquet & Volunteer Recognition

When: January

Audience: Chamber member business leaders

Estimated Attendance: 300+

Objective: Celebrate volunteer leadership and to share a State of the Chamber report from the Board

Event Summary: Every year hundreds of volunteer business leaders come together to recognize the program successes of the organization and to learn about the vision and plans for the new program year. This year's event features the very popular Dessert Auction, humorous keynote speaker and a live band.

Sponsorship Levels:

Reception Sponsor (1) \$750*
Keynote Speaker Sponsor (4) \$500
Band Sponsor (1-2) \$750
Dessert Auction Sponsor (1) \$500



Sponsorships Recognition includes:

- ❖ Company logo featured on event printed materials (invitations, programs, dessert menu cards, etc.)
 - ❖ Advertising materials, e-Newsletter and Chamber newsletter in paper
 - ❖ Company logo featured in a PowerPoint on a large projection screen throughout reception and dinner
 - ❖ 2 Tickets to banquet
 - ❖ Sponsor recognition ribbons to wear at event
 - ❖ Verbal recognition of sponsorship during the dinner
-

Chamber Network Nite

When: Second Thursday of the month from 5:00-7:00 pm

Audience: Chamber member business leaders

Estimated Attendance: 80-100

Objective: Chamber members gather to make new connections and build business relationships

Event Summary: Every year hundreds of volunteer business leaders come together at Chamber hosted networking events to build their businesses, meet newcomers to the community and build stronger loyalty with established customers.

Sponsorship Levels:

Host Location Sponsor (1) per Month
Host & Exhibitors have the opportunity to spotlight their businesses. Provides hors d'oeuvres & libations
Exhibitor (3) exhibitor opportunities are available for \$100 at most Network Nite venues



Sponsorships Recognition includes:

- ❖ **Host Location:** Official Host Location for the Chamber Network Nite event. Business logo featured on all printed and electronic promotional communications. Company representative will have the opportunity to greet attendees and promote company products/services. May showcase business by offering door prizes.
- ❖ **Exhibitor:** Business will have a display table at the event to showcase your business. Business representative will also have the opportunity to say a few words at the event and, if desired, provide door prizes to be given away to the attendees.

Let's Do Coffee – Morning Express

When: Tuesday mornings from 7:30 am – 9:00 am – check with Chamber calendar for specific dates

Audience: Chamber member business leaders

Where: Blooming Grounds, Downtown Winona

Estimated Attendance: 40 – 75

Objective: Chamber members gather to make new connections and build business relationships

Event Summary: Every year hundreds of volunteer business leaders come together at Chamber hosted networking events to build their businesses, meet newcomers to the community and build stronger loyalty with established customers.

Sponsorship Levels:

Event Sponsor (1) Each Event \$250



Sponsorships Recognition includes:

- ❖ Business logo featured on all print and electronic promotional communications. Company representative will have the opportunity to greet attendees and promote company products/services. May showcase business by offering door prizes and may have a small display table at the event.
-

Business Celebration and Awards Luncheon Event

When: 3rd Tuesday in May

Audience: Chamber member business leaders

Estimated Attendance: 250+

Objective: Celebrate business success through a business award program

Event Summary: to be nominated for a Chamber Business Celebration Award is an honor for any business. Nominations are received from the public, from Chamber volunteers, and business to business peers. Each nomination is carefully considered based on the criteria of the award category, the quality and strength of the written nomination, and the pool of candidates within each of the six categories. New in 2015 – Business of the Year award.

Sponsorship Levels:

Main Sponsor (1) \$500* ~~SOLD~~
Award Sponsor (6) \$250
Program Sponsor (3) \$100
Business of the Year (1) ~~SOLD~~



Sponsorship Recognition includes:

- ❖ Company logo featured on event printed materials (invitations, programs, etc.)
- ❖ Advertising materials, e-Newsletter and Chamber newsletter in paper
- ❖ Company logo featured on the large projection screen throughout reception and luncheon
- ❖ Award sponsors – company representative assists with recognizing nominees and presenting awards
- ❖ 2 tickets to banquet (Event, Award and Business of the Year levels)
- ❖ Sponsor recognition ribbons to wear at event
- ❖ Verbal recognition of sponsorship during the luncheon

Ambassador Brat Booth

When: Third week of June, Wednesday-Sunday, Steamboat Days

Estimated Attendance: 1500+

Objective: To support Winona's longest running non-profit food vendor at the famous Steamboat Days Festival

Event Summary: Thousands of tourists and Winona residents pour into downtown Winona every year for the annual Steamboat Days Festival. For many, the kick-off to summer is enjoying a Chamber Ambassador Brat served by volunteer Chamber Ambassadors.

Daily Sponsorships:

(1) Each day \$500

Sponsorship Benefits:

- ❖ Featured in the Winona Daily News Chamber Newsletter section for month of June
- ❖ Facebook exposure and photos on our Chamber page and Brat Booth Event Page
- ❖ Weekly email newsletter (4 weeks)
- ❖ Separate daily emails of Brat Booth Sponsor of the day
- ❖ Sign or sandwich board with Business name or logo at the Brat Booth
- ❖ Business name featured on the back of all meal deal tickets
- ❖ Meal deal tickets available at a discounted rate (limited to 100 tickets)
- ❖ Promote your business with can coolers, napkins, pens or other promotional materials
- ❖ Register your staff to volunteer at the Brat Booth with your company employees wearing your company logo t-shirts, hats or aprons (please check with staff to see which volunteer times are available)



Family Night on the Farm

When: June

Estimated Attendance: 1,500+

Audience: Open to the public. Family-friendly event

Objective: To highlight and celebrate the importance of agriculture operations in Winona County

Event Summary: This annual event is held on a local dairy farm and includes educational tours, children's activities, live entertainment, petting zoo, family style picnic, special media highlights and the MN Department of Agriculture.



Sponsorships:

Main Event Sponsor (1) \$1000.

Supporting Sponsor (Unlimited) \$100

Band Sponsorship (1) \$500

Bus Shuttle Sponsor (3) \$200

Hay Ride Sponsorship (1-2) \$200 - \$400

FFA Petting Zoo Sponsorship (1) \$300

Root Beer Float Stand Sponsor (1) \$200

Product Donations Sponsorships (*contact Chamber for details*)

Bounce House/Kiddie Train – (Sold)

Main Sponsorship Recognition includes:

- ❖ Company logo featured on promotional posters and related printed materials
- ❖ Company logo featured in all advertising materials, e-Newsletter and Chamber newsletter in paper
- ❖ Company banner featured on Main Stage
- ❖ Sponsor recognition ribbons to wear at event
- ❖ Verbal recognition of sponsorship during the presentation at Main Stage
- ❖ 10 meal tickets

All other Sponsorship Recognition includes:

- ❖ Company logo featured on sponsor recognition posters at event
- ❖ Free company exhibit space at event
- ❖ Sponsor recognition ribbons to wear at luncheon event
- ❖ Company logo and sponsorship recognition at specific activity/attraction (example-on the bus, on the wagon ride, at the FFA Petting Zoo, etc.)

Family Nite on the Farm Sponsor Testimonial: "Through the sponsorship and employee involvement with Family Night on the Farm it shows Eastwood Bank's commitment to agriculture. We feel Eastwood Bank is the leader in agriculture lending in SE Minnesota and our involvement with Family Night on the Farm supports that. It is a truly great evening to visit with farmers and city people alike. It is truly a great event to be involved with."

Duane F. Klein

Vice-President, Branch Manager

Eastwood Bank

Chamber Golf Classic

When: June

Estimated Attendance: 112+

Summary: The 15th Annual Golf Classic will be held on Thursday, June 4 2015.
Great prizes, great food, fun networking.



Main Golf Classic Sponsor - \$1000*

Sponsorship Benefits:

- ❖ Exclusive Recognition at Clubhouse – Large banner with team photos
- ❖ Welcoming remarks at the tournament
- ❖ Logo recognition in the Chamber newsletter and on Chamber Website
- ❖ Logo recognition on golf flyer
- ❖ Logo recognition in the player program
- ❖ Verbal recognition at the tournament
- ❖ Golf – team of 4
- ❖ Company logo listed on Invitation E-Blast, Pre-Event E-Blasts to all Chamber Membership
- ❖ Company logo listed on Signage at Registration table
- ❖ Opportunity to provide promotional items/giveaways for golfer packets
- ❖ Company CEO or company representative invited to briefly welcome guests in attendance
- ❖ Name tags to denote Sponsorship at the dinner for attendees

Dinner Sponsor - \$500.00 (2) or Lunch Sponsor - \$500 (2)

- ❖ Recognition as Dinner or Lunch Sponsor during meal
- ❖ Logo recognition in the player program
- ❖ Logo recognition in the Chamber newsletter in paper and on Chamber Website
- ❖ On the course Hole sponsor with sign
- ❖ Verbal recognition at the tournament
- ❖ Company logo listed on Invitation E-Blast, Pre-Event E-Blasts to all Chamber Members
- ❖ Company logo listed on Signage at Registration table
- ❖ Opportunity to provide promotional items/giveaways for golfer packets
- ❖ Company CEO or company representative invited to briefly welcome guests in attendance
- ❖ Name tags to denote Sponsorship at the dinner for attendees

Putting Green Sponsor - \$250.00

- ❖ Exclusive recognition at the Putting Green
- ❖ Logo recognition in the Chamber newsletter in paper
- ❖ Logo recognition on the Chamber Website
- ❖ Logo recognition on the sponsor sign
- ❖ Logo recognition in the player program
- ❖ Verbal recognition at the tournament
- ❖ Opportunity to have your staff work on the green to promote your business
- ❖ Company logo listed on Invitation E-Blast, Pre-Event E-Blasts to all Chamber Members
- ❖ Opportunity to provide promotional items/giveaways for golfer packets
- ❖ Name tags to denote Sponsorship at the dinner for attendees

Golf Hole Sponsor - \$125.00

- ❖ Company Sign at hole
- ❖ Recognition in the Chamber newsletter and Chamber Website
- ❖ May sit at the Golf Hole and interact with golfers as they play through (games, give away-s, promotional items)
- ❖ Logo recognition in the player program

Golf Classic Sponsor Testimonial: "HBC looks forward to the Chamber Golf Classic every year. It is a great opportunity to spend time with community leaders, and a lot of fun too!"

Candice Mayberry, HBC

Manufacturers Week and Luncheon

When: Mid to late October

Estimated Attendance: Luncheon 200+ (Tours: 15-25 per tour)

Objective: to highlight the importance and economic impact of manufacturing and technology businesses to the Winona Area

Event Summary: A program of the Winona Chamber held each October in partnership with a statewide recognition of the importance of manufacturing and technology businesses and the jobs they create. Winona program includes industry tours, media highlights and luncheon with keynote speaker and awarding of a Governor's Commendation to a local business.



Luncheon Sponsorships:

Main Event (1) \$500* SOLD
Speaker Sponsors (3) \$200 - \$250

Tour Sponsorships:

Main Event Sponsor of Week-long Tours (1) \$1000
Tour Site Host/Sponsor (5-8) locations no charge, first come first reserved

Luncheon Sponsorships Recognition includes:

- ❖ Company logo featured on event printed materials (invitations, programs, etc.)
- ❖ Advertising materials, e-Newsletter and Chamber newsletter in paper
- ❖ Company logo featured on the large projection screen throughout reception and luncheon
- ❖ Tickets to luncheon (various based on sponsorship level)
- ❖ Sponsor recognition ribbons to wear at event
- ❖ Verbal Recognition of sponsorship during the luncheon

Tour Sponsorship Recognition includes:

- ❖ Company logo featured on event printed materials (invitations, programs, etc.)
- ❖ Advertising materials, e-Newsletter, and Chamber newsletter in paper
- ❖ 2 tickets to Luncheon Event (Main Tour Sponsor)
- ❖ Sponsor recognition ribbons to wear at Luncheon Event
- ❖ Verbal recognition of sponsorship during the luncheon
- ❖ Host Tour Location: Showcase your business as an Official Host Location for the Manufacturers Week tours
- ❖ Exclusive tour of your business with number of guests as you determine. Invited to exclusive radio interview showcase (10-15 minutes on average)

Manufacturers Week Sponsor Testimonial: *"Benchmark Electronics has been a speaker sponsor for Minnesota Manufacturing and Technology week for multiple years. We are honored and proud to be able to assist in the process of bringing current, relevant speakers and topics to this event. Being recognized at these events as a sponsor and having the Benchmark Electronics name and logo displayed in the event literature promotes and creates additional awareness of our company. Promotion and awareness are essential to attract the skilled workforce needed to design and produce products for our customers."*

- Jon Eckhoff, Benchmark Electronics



Chamber of Commerce

Conference Room Sponsorship \$100

When: One available per month. Logo on door and signage at refreshments table.

Audience: Members and community

Estimated Attendance: 200+ per month

Objective: To give maximum exposure of your business

Sponsorship Benefits:

- ❖ Exposure during meetings



Harlem Ambassadors: October, 2015 – (New Event!)

Contact the Chamber office for Sponsorship opportunities.



Career Expo: November 2015

- ❖ High School sophomores from throughout Winona County
- ❖ \$1,000 Main Event Sponsor
- ❖ \$175 Exhibitor
- ❖ 10 x 10 Booth
- ❖ WSU, SMU, MN State SE Tech,
- ❖ Estimated attendance 600+



Chamber Nite @ Winona State University Football Game (New Event!) September, 2015

- ❖ Tailgate Party
- ❖ Chamber Member Group Seating in the Stands
- ❖ Contact Chamber office for sponsorship opportunities
- ❖ Estimated attendance 200

Annual Sponsorship



Public Policy:

- ❖ \$250 No limit to number of sponsors
- ❖ Sponsorship logo featured on Eggs 'n Issues promotional materials and Business Day at the Capitol



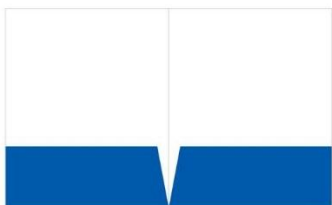
Grow MN: A program of the Economic Development Committee

- ❖ 4 @ \$250
- ❖ Logo featured on brochures and Grow MN! Letterhead



Chamber Promotional Pocket Folder Sponsor:

- ❖ One @ 500
- ❖ One @ \$250
- ❖ Company logo printed on inside front pockets of folders (**1000** quantity printed)
- ❖ Folders used for New Members Sales Packets, Member retention Visits, Business Request for Information Response Packets, etc.





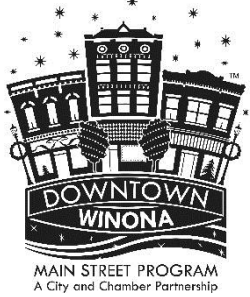
Winona Main Street

Sponsor Levels Include:
 Participating: \$50 or \$100
 Presenting: \$250 - \$1000
 Event: \$250 - \$2500

Sponsorship Benefits

- ❖ Strategically generate business visibility
- ❖ Invest in the community through quality programming
- ❖ Associate with successful community development initiative
- ❖ Support Main Street's mission of revitalizing Downtown

Featured Events



January 2015
Friends of Main Street
 Support growth and development in the downtown by becoming a Friend of Main Street.



March 2015 – Cabin Fever
 Break out of the winter funk and come downtown for a day of shopping.



April – May - Spring Spruce up
 Calling all volunteers for spring cleaning. Visitors are coming, let's make the downtown sparkle.



May – September – Landscaping Project
 Since 2012, the Chamber and Main Street have invested more than \$6,000 in materials and more than 100 volunteer hours



May 2015 – Touch a Truck
 An annual fundraiser, FREE to the public and designed to bring the community downtown and engage youth in outdoor fun.



July 2015 Sweet Stroll
 A summer celebration, and sweet treats featuring sweet businesses in our downtown! Enjoy the stroll!



October 2015 - Progressive Dinner Fundraiser
 An annual fundraiser that engages the community in an exploration of downtown. Walk, eat, and enjoy the beauty and history of Winona's downtown.



November 2015 – Not-So-Black Friday/Small Business Saturday
 Shop in downtown Winona in a calm, worry-free environment and support local small businesses. Find great customer service and quality products, which are great for gift-giving

****Please note that the individual events may have special or varying levels of sponsorship****

Winona Area Chamber of Commerce Bundle-Up!™ Plans

Connected

- Registered Business with Chamber - Receive Priority Referrals
- Network Nites - New leads to grow your business
- Business Advocacy on local, state & national policy issues
- Access to electronic communications from the Chamber
- Official Chamber Membership Directory/Buyer's Guide
- Chamber Member Decal Signifies Strong Community Partner
- Access to Professional Chamber Staff & Facilities
- Chamber Ambassador Ribbon Cuttings
- Redeem issued Chamber Bucks certificates
- Hot Deals/Special Offers via Chamber website – 1 per month
- Leadership through committee/task force involvement
- Basic online Member Directory Listing

Value: \$1,160

Associate

All the benefits of being a Connected Member, plus...

- 1 Young Professional Pass
- Lunchtime Learning (1 ticket per year)
- Place Unlimited number of Job Postings on Chamber website
- Multiples Business Location Benefit (up to 3 total locations)
- Basic Online Directory Listing + Weblink + max 3 categories
- PR Package: 1 Mailing List on Labels, Biz Bytes unlimited, 12 Member Spotlights
- Chamber WSU Game Day Tickets - 2 tickets

Value: \$1,735 **Recommended for 20+ employees*

Investor

All the benefits of being an Associate Member, plus...

- Lunchtime Learning Program - 1 person per program (min. of 8 offered each year)
- Multiples Location Benefit (4 or more total locations/same business name)
- Conference/training room - 4 per year
- Policy Package: Legislative Alerts, Legislative Issues Update Meetings during Session

Value: \$2,460 **Base level for 40+ employees*

The Winona Area Chamber of Commerce has been dedicated to serving the needs of the business community for more than 100 years. To better serve you in the next century, we're offering innovative memberships that provide benefits, rewards and options to fit the needs of your business. Together, we can keep the Winona area thriving for the next 100 years!

Partner

All the benefits of being an Investor Member, plus...

- 2 Young Professional Passes
- Moving To Town Packets Display Ad or Employment Listing
- Conference/Training Room - 6 per year
- 4 inserts (75 word) Member to Member in Chamber E-News
- Start a Business 1/4 page ad
- \$150 flex dollars for tickets of your choice
- Business Celebration & Manufacturers Week Events - 2 tickets each event
- Career Expo for High School Students Exhibit table
- Certificate of Origin Service unlimited
- CEO Round Table with Chamber President and Board Officers
- Get out the Vote - Free Promotional Materials

Value: \$4,980 **Recommended for 60+ employees*

Executive

All the benefits of being a Partner Member, plus...

- 4 Young Professional Passes
- Lunchtime Learning (2 tickets per event)
- Company Logo Highlighted - see bundle details
- Conference Room Unlimited based on availability
- 8 Member to Member inserts in E-News
- Eggs & Issues/Power Lunch - 6 tickets
- Public Policy Advocacy Sponsor
- Annual Meeting, Business Celebration Event & Manufacturer's Week Event - 4 tickets to each event
- Chamber WSU Game Day Tickets - 2 additional tickets

Value: \$9,110

Premier

All the benefits of being an Executive Member, plus...

- 6 Young Professionals Passes
- Two Meetings per year - CEO roundtable with elected officials 3 tickets at each
- 12 Member to Member inserts in E-News or 500 word article in Chamber Newsletter
- Start a Business 1/2 page ad
- Eggs & Issues/Power Lunch - 2 additional tickets (8 total)
- Leadership Winona - 2 enrollments
- Corporate Tables with recognition (upgrade) Annual Meeting, Business Celebration & Manufacturer's Week
- Website Sponsor Banner Ad
- Business Day at the Capitol- 2 seats
- Two Chamber Membership Contact Lists on disk
- Corporate Sponsor/Hole Sponsorship - Chamber Golf Classic
- Chamber WSU Game Day Tickets - 4 additional tickets

Value: \$12,080

Visionary

All the benefits of being a Premier Member, plus...

- Community Event Tickets: Family Night on Farm (8) Brat Booth (20)
- 8 Young Professional Passes
- 18 Member to Member inserts in E-News and 500 word article in Chamber Newsletter
- Eggs & Issues/Power Lunch- 4 additional tickets (12 total tickets)
- Golf Classic team of 4 all inclusive
- Business Card Ad in Map and Community Book or credit towards larger ad
- Business Day at the Capitol- 4 seats
- One Exclusive Network Nite Host Location
- Chamber WSU Game Day Tickets - 6 additional tickets

Value: \$16,046

Winona Area Chamber of Commerce Bundle-Up!™ Plans



**Choose the level
of membership
that best fits
the needs of
your business.**

phone: 507.452.2272
fax: 507.454.8814
info@winonachamber.com

902 East Second Street - Suite 120
Winona, Minnesota 55987

winonachamber.com

Winona Area Chamber of Commerce Bundle-Up!™ Plans At a Glance

PROGRAMS/SERVICES	Connected	Associate	Investor*	Partner	Executive	Premier	Visionary
Registered Business with Chamber - Receive Priority Referrals	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Network Nites - New leads to grow your business							
Business Advocacy on local, state & national policy issues							
Access to electronic communications from the Chamber							
Official Chamber Membership Directory/Buyer's Guide							
Chamber Member Decal Signifies Strong Community Partner							
Access to Professional Chamber Staff & Facilities							
Chamber Ambassador Ribbon Cuttings							
Redeem issued Chamber Bucks certificates							
Hot Deals/Special Offers via Chamber website – 1 per month							
Leadership through committee/task force involvement	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Basic online Member Directory Listing							
1 Young Professional Pass							
Lunchtime Learning (1 ticket per year)							
Place Unlimited number of Job Postings on Chamber website							
Multiples Business Location Benefit (up to 3 total locations)							
Basic Online Directory Listing + Weblink + max 3 categories							
PR Package: 1 Mailing List on Labels, Biz Bytes unlimited, 12 Member Spotlights							
Chamber WSU Game Day Tickets - 2 tickets							
Lunchtime Learning Program - 1 person per program (min. of 8 offered each year)							
Multiples Location Benefit (4 or more total locations/same business name)	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Conference/training room - 4 per year							
Policy Package: Legislative Alerts, Legislative Issues Update Meetings during Session							
2 Young Professional Passes							
Moving To Town Packets Display Ad or Employment Listing							
Conference/Training Room - 6 per year							
4 inserts (75 word) Member to Member in Chamber E-News							
Start a Business 1/4 page ad							
\$150 flex dollars for tickets of your choice							
Business Celebration & Manufacturers Week Events - 2 tickets each event							
Career Expo for High School Students Exhibit table	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Certificate of Origin Service unlimited							
CEO Round Table with Chamber President and Board Officers							
Get out the Vote - Free Promotional Materials							
4 Young Professional Passes							
Lunchtime Learning (2 tickets per event)							
Company Logo Highlighted - see bundle details							
Conference Room Unlimited based on availability							
8 Member to Member inserts in E-News							
Eggs & Issues/Power Lunch - 6 tickets							
Public Policy Advocacy Sponsor	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Annual Meeting, Business Celebration Event & Manufacturer's Week Event - 4 tickets to each event							
Chamber WSU Game Day Tickets - 2 additional tickets							
6 Young Professionals Passes							
Two Meetings per year - CEO roundtable with elected officials 3 tickets at each							
12 Member to Member inserts in E-News or 500 word article in Chamber Newsletter							
Start a Business 1/2 page ad							
Eggs & Issues/Power Lunch -2 additional tickets (8 total)							
Leadership Winona - 2 enrollments							
Corporate Tables with recognition (upgrade) Annual Meeting, Business Celebration & Manufacturer's Week							
Website Sponsor Banner Ad	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Business Day at the Capitol- 2 seats							
Two Chamber Membership Contact Lists on disk							
Corporate Sponsor/Hole Sponsorship - Chamber Golf Classic							
Chamber WSU Game Day Tickets - 4 additional tickets							
Community Event Tickets: Family Night on Farm (8) Brat Booth (20)							
8 Young Professional Passes							
18 Member to Member inserts in E-News and 500 word article in Chamber Newsletter							
Eggs & Issues/Power Lunch- 4 additional tickets (12 total tickets)							
Golf Classic team of 4 all inclusive							
Business Card Ad in Map and Community Book or credit towards larger ad	Total Value \$1,160	Total Value \$1,735	Total Value \$2,460	Total Value \$4,980	Total Value \$9,110	Total Value \$12,080	Total Value \$16,048
Business Day at the Capitol- 4 seats							
One Exclusive Network Nite Host Location							
Chamber WSU Game Day Tickets - 6 additional tickets							
Your Investment	\$425	\$675	\$975	\$2,100	\$4,100	\$6,100	\$8,100

\$100.00 Bundle up Discount - 1 year only – 30 day window tied to anniversary date. (Connected, Associate, Investor levels)

* For organizations that employ 40 or more employees, the Investor Level is the entry level bundle

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