



**2023**

# **Corporate Partner Program**



Municipal Management Association  
of Northern California

*Inspiring Local Government Leaders Since 1950*

# Introduction

The MMANC Corporate Partner Program connects businesses and organizations with a vibrant community of hundreds of local government professionals who are committed to contributing to their communities and organizations. Over 500 members represent not only the management leaders of today, but the department directors and city managers of tomorrow. Participating in MMANC's Corporate Partner Program will give your organization unparalleled access to develop relationships with these leaders for years to come.

Over the last year, we've met with many corporate partners to better understand what they want out of their MMANC partnership. As a result, we're excited to introduce new partnership opportunities that we hope will fit the diverse needs of all our corporate partners while reinforcing the value of a MMANC partnership. In this annual Corporate Partner Program, you'll find expanded partnership tiers, opportunities for naming rights of our signature events, and much more.

It's through the generous support of our corporate partners that MMANC has been able to keep our membership and registration rates affordable particularly during these times of inflation. We can't do it without you. I appreciate your support and look forward to partnering with you this year.

Cheers,



John Stefanski  
2023 MMANC President

# The Year Ahead

**Our team has already started to plan for our 2023 Signature Events and Annual Conference. More information will be posted on our website as specific dates and locations are confirmed.**

## 2023 Winter Forum

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- Region 5 (Delta/San Joaquin/Central Sierra)
- Quarter One, 2023

## 2023 Women's Leadership Summit

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- Region 4 (East Bay)
- Quarter Two, 2023

## 2023 Summer Symposium

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- Region 1 (Peninsula/South Bay/Monterey Bay)
- Quarter Three, 2023

## 2023 Annual Conference

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- The Resort at Squaw Creek, Lake Tahoe
- Wednesday, October 25 - Friday, October 27, 2023

# Corporate Partner Levels

	Platinum \$7,500	Gold \$5,500	Silver \$3,500	Bronze \$2,000
<b>Membership &amp; Registration Benefits</b>				
MMANC Associate Memberships	4	2	1	-
Annual Conference Registrations	4	2	1	1
Signature Event Registrations	4	2	1	-
Region Event Registrations	4	2	1	-
<b>Member &amp; Brand Visibility</b>				
Signature Event Title Sponsorship (3 available)	X	-	-	-
Verbal Acknowledgement at Signature Events	X	X	X	-
Recognition in Signature Event materials	X	X	X	-
List of Signature Event attendees (names & titles) 7 days prior to the event	X	X	-	-
Opportunity to host/sponsor Region events	X	X	X	-
Opportunity to submit Municipal Magazine Articles for email newsletter and social media	4	3	2	-
Recognition in MMANC email newsletter	X	X	X	X
Recognition on MMANC Corporate Partner website	X	X	X	X
Number of social media appreciation posts per year	4	3	2	-
<b>Annual Conference Benefits</b>				
Exhibitor Booth Space	X	X	X	X
Opportunity to select Exhibitor Booth Space	X	-	-	-
Exclusive Sponsorship of Annual Conference Keynote Session	X	-	-	-
Opportunity to deliver speaker introduction & brief comments	X	-	-	-
Opportunity to serve as an Annual Conference Speaker/Presenter	X	X	-	-
Verbal Acknowledgement at Opening General Session	X	X	X	X
Recognition in Annual Conference Materials	X	X	X	X
List of event attendees (names, titles, emails) 7 days prior to the event	X	X	-	-

# A La Carte Offerings

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The following Annual Conference & Signature Event have limited availability.

<b>Coffee/Snack Break Sponsorship</b>	<b>\$1,500</b>
<b>Breakfast/Lunch Sponsorship</b>	<b>\$2,000</b>
<b>Annual Conference Special Activity (5K, Yoga, Trivia, etc.)</b>	<b>\$1,500</b>
<b>Annual Conference MMANC Board Event</b>	<b>Contact Us</b>
<b>Annual Conference Reception Sponsorship</b>	<b>Contact Us</b>

Other Ideas? Contact John Stefanski at [President@MMANC.org](mailto:President@MMANC.org) to schedule a meeting to discuss other partnership options.

# About Us

MMANC is “Municipal Management Association of Northern California” — a membership organization of local government management professionals located throughout the 49 counties of Northern California. MMANC was formed in 1950 to address the professional needs of public management staff. It is the oldest and one of the largest organizations of its kind in the nation.

MMANC is a volunteer-based organization that relies on local government management professionals to support its activities including the Annual Conference, Winter Forum, Women’s Leadership Summit, Summer Symposium and regional events.

MMANC is organized into five regions throughout Northern California. Each region holds its own events throughout the year, allowing members to build relationships with other dedicated and passionate local government professionals through shared experiences, brainstorming, collaboration and problem-solving. MMANC strives to diversify its program offerings across the many regions of Northern California.

MMANC is governed by a diverse, 34-member Board of Directors and lead by an Executive Board.

**We thank you for your support of MMANC**

## Next Steps!

To confirm your 2023 MMANC Corporate Partnership, please visit <https://www.mmanc.org/partner-with-us/> and complete the registration form by **January 30, 2023**.

# Corporate Partnership General Information

Please note the following:

MMANC will determine content, size and placement of Corporate Partner Logos. Please provide us with your company logo in .eps or .jpeg format in 300 dpi.

Payment in full is required before MMANC will commit to providing any listed benefit. Payment can be paid via credit card or check sent to MMANC, 3620 American River Drive, Suite 230, Sacramento, CA 95864.

MMANC will supply the benefits identified in the MMANC 2023 Partnership Program for the selected Partnership level. Benefits are subject to change. Partners may elect less than all the benefits identified for the selected Partnership level but the Partner Fee will not be adjusted.

Under no circumstances will MMANC be liable to Partner for any amount greater than the amount paid by the Partner. Partnerships will be awarded on a first-come-first served basis. For consideration as a Partner, an electronically signed Agreement must be submitted online. Award of a Partnership designation will be final on receipt of Partner Fee. MMANC reserves the right to decline a Partner for any good faith reason. Corporate Partner payments are final, no refunds will be provided.