



**2024**

# **MMANC 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 600 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.

We hope that our partnership structure will fit the diverse needs of all our corporate partners while reinforcing the value of an 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 kept 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.

Regards,



Justin Lovell  
2024 MMANC President

# The Year Ahead

**Our team has already started to plan for our 2024 Signature Events and Annual Conference. More information will be posted on our website as specific dates and locations are confirmed.**

## **2024 Winter Forum - "Equity Summit"**

---

- Region 2 (Marin\Solano\Sonoma Counties)
- Quarter One, 2024

## **2024 Women's Leadership Summit**

---

- Region 4 (Alameda/Contra Costa Counties )
- May 2024

## **2024 Summer Symposium**

---

- Region 3 (Sacramento Area)
- Quarter Three, 2024

## **2024 Annual Conference**

---

- Hyatt Regency Sonoma Wine Country, Santa Rosa
- Wednesday, November 6 - Friday, November 8, 2024

# Corporate Partner Levels

|   | Diamond<br>\$10,000 | Platinum<br>\$8,000 | Gold<br>\$6,000 | Silver<br>\$4,000 | Bronze<br>\$2,000 |
|---|---------------------|---------------------|-----------------|-------------------|-------------------|
| <b>Membership &amp; Registration Benefits</b>   |                     |                     |                 |                   |                   |
| MMANC Associate Memberships   | 5                   | 4                   | 2               | 1                 | 1                 |
| Annual Conference Registrations   | 5                   | 4                   | 2               | 1                 | 1                 |
| Signature Event Registrations   | 6                   | 4                   | 2               | 1                 | -                 |
| Region Event Registrations  | 6                   | 4                   | 2               | 1                 | -                 |
| <b>Member &amp; Brand Visibility</b>  |                     |                     |                 |                   |                   |
| Signature Event Title Sponsorship (3 available)   | X                   | -                   | -               | -                 | -                 |
| Verbal Acknowledgement at Signature Events  | X                   | X                   | X               | X                 | -                 |
| Recognition in Signature Event materials  | X                   | X                   | X               | X                 | -                 |
| List of Signature Event attendees (names & titles) 7 days prior to the event            | X                   | X                   | X               | -                 | -                 |
| Opportunity to host/sponsor Region events   | X                   | X                   | X               | X                 | -                 |
| Opportunity to submit Municipal Magazine Articles for email newsletter and social media | 6                   | 4                   | 3               | 2                 | -                 |
| Recognition in MMANC email newsletter   | X                   | X                   | X               | X                 | X                 |
| Recognition on MMANC Corporate Partner website  | X                   | X                   | X               | X                 | X                 |
| Number of social media appreciation posts per year                                      | 6                   | 4                   | 3               | 2                 | -                 |
| <b>Annual Conference Benefits</b>   |                     |                     |                 |                   |                   |
| Exhibitor Booth Space (Bronze tier - as available, no space guarantee)                  | X                   | X                   | X               | X                 | -                 |
| Opportunity to select Exhibitor Booth Space   | X                   | X                   | -               | -                 | -                 |
| Priority Conference Hotel Registration  | 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                   | X               | X                 | -                 |
| Verbal Acknowledgement at Opening General Session                                       | X                   | X                   | X               | X                 | X                 |
| Recognition in Annual Conference Materials  | X                   | X                   | X               | X                 | X                 |
| List of event attendees (names, titles, emails) 7 days prior to the event               | X                   | X                   | X               | -                 | -                 |

# A La Carte Offerings

---

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<br/>(5K, Yoga, Trivia, Happy Hour, etc.)</b> | <b>\$1,500</b>    |
| <b>Annual Conference MMANC Board<br/>Event</b>                                     | <b>Contact Us</b> |
| <b>Annual Conference Reception<br/>Sponsorship</b>                                 | <b>Contact Us</b> |

Other Ideas? Contact Justin Lovell 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, 35-member Board of Directors and lead by an Executive Board.

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

## Next Steps!

To confirm your 2024 MMANC Corporate Partnership, please visit <https://www.mmanc.org/partner-with-us/> and complete the registration form by **January 31, 2024**.

# 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 2024 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.