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# Value Investment Package

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## A Message from the CEO

As you review the options to invest in economic development, let me challenge you to think about your contribution as just that ... an investment in the future of our region. Your dollars are so much more than a way to receive the associated benefits. Combined with the investments made by hundreds of other partners, you are assuring that low cost/no cost business development services are available for all size and all sectors of businesses, organizations, entrepreneurs and municipalities. We get to do what we do because of our generous partners.



## Benefits included in any level investment..

### Overall Assistance:

- Media assistance—send us your press releases, we will submit to local print, radio, online and television media
- FREE access to notary public
- Assistance with listing employment opportunities including our Job of the Week , Working Here and #KeepUPWorking webpages
- Assistance with ribbon cuttings and groundbreaking ceremonies, we provide the supplies and write the press release

### Networking:

- Eligible to sit on LSCP committees
- Eligible to host Virtual Business After Hours\*
- Eligible to host webinars on LSCP platforms, the LSCP will assist with webinar management, marketing and the registration process\*

### Marketing:

- Eligible to create and send emails to over 2,500 recipients through our eblast program, emails or surveys included\*
- Participate in the LSCP “Key to the County” partner to partner benefit program

### Marketing:

- Business profile on [www.marquette.org](http://www.marquette.org)
- Business referrals exclusively for our partners
- LSCP “Proud to be a Partner” icon
- Display marketing materials and business cards in the LSCP lobby
- Access to mailing labels for all partners\*
- Host workshop or lunch and learn, the LSCP will assist with marketing and the registration process\*

### Discounts:

- [Small Business Association of Michigan](#) Strategic Partnership Benefits
- Office supplies purchased from [officedepot.com](http://officedepot.com)
- Lake Superior Leadership Academy (\$200)
- Vision Magazine advertising
- NMU Fall Fest
- Golf Outing, Annual Dinner and more
- Possible Auto, workers compensation and/or business insurance (check with your insurance provider on programs)

\*Additional fee

## Investment Levels

### Superior Partner (\$5,250+)

**300 employees or fewer**

- Twelve (12) hours of project based assistance
- Ten (10) hours of administrative assistance
- Four (4) conference room rentals
- Business Profile w/ four (4) categories, logo, website link, social media links, video, photos, interactive map, expanded business description, hours of operation and driving directions - priority listing
- Unlimited Economic Modeling Specialists reports
- Six (6) business represented
- Two (2) golfers in Golf Outing
- Two (2) tickets to Annual Dinner
- Three (3) free eblasts
- Free lunch and learn event management
- Rotating logo on [www.marquette.org](http://www.marquette.org)
- Logo in annual report
- Exclusive legislative reception and event invitation
- Two (2) free registrations for the Economic Outlook Breakfast

### Premium Partner (\$2,750)

**200 employees or fewer**

- Twelve (12) hours of project based assistance
- (One (1) conference room rental
- Business Profile w/ four (4) categories, logo, website link, social media links, video, photos, interactive map, expanded business description, hours of operation and driving directions - priority listing
- Unlimited Economic Modeling Specialists reports
- Four (4) business represented
- One (1) golfer in Annual Golf Outing
- One (1) ticket to Annual Dinner
- Two (2) free eblasts
- Free lunch and learn event management
- Registration management for one (1) event up to fifty (50) people
- Two (2) free registrations for the Economic Outlook Breakfast

# Investment Levels

## Investing Partner (\$1,350)

100 employees or fewer

- Twelve (12) hours of project based assistance
- One (1) conference room rental
- Business Profile w/ three (3) categories, logo, website link, social media links, video, photos, interactive map, expanded business description, hours of operation and driving directions - priority listing
- Unlimited Economic Modeling Specialists reports
- Two (2) business represented
- One (1) free eblast
- Free lunch and learn event management
- Registration management for one (1) event up to fifty (50) people
- One (1) free registration for the Economic Outlook Breakfast

## Executive Partner (\$825)

75 employees or fewer

- Ten (10) hours of project based assistance
- Business Profile w/ two (2) categories, logo, website link, social media links, video, photos, interactive map, expanded business description, hours of operation and driving directions - priority listing
- Access to two (2) Economic Modeling Specialists reports
- One (1) free eblast
- Free lunch and learn event management
- Registration management for one (1) event up to fifty (50) people
- **New partner bonus (see back page)**

## Business Partner (\$625)

50 employees or fewer

- Six (6) hours of project based assistance
- Business Profile w/ two (2) categories, logo, website link, social media links, video, photos, interactive map, expanded business description, hours of operation and driving directions
- Access to two (2) Economic Modeling Specialists report
- Free lunch and learn event management

## Partner (\$325)

25 employees or fewer

- Business Profile w/ one (1) category, website link, brief business description, hours of operation and driving directions
- Access to one (1) Economic Modeling Specialists report



# DUAL MEMBERSHIP BENEFITS

New in 2020, get two memberships, Small Business Association of Michigan (SBAM) Strategic membership and LSCP partnership, for the price of one!



## Contact

### Sherry Bryan

Director of Strategic Partnership and Certification

sherry.bryan@sbam.org

517.267.2210

Or visit the Small Business Association of Michigan website at [www.sbam.org](http://www.sbam.org)

### Megan O'Connor

Outreach Coordinator

megan@marquette.org

906.226.6591

## Partner in Benefits

LSCP Members are joint members of the Small Business Association of Michigan, with that membership comes the ability to participate on these membership benefits.

\*This program is not applicable for current SBAM members, companies with 500+ employees, or annual revenue of \$25 million or more.

## Insurance Programs

- Blue Cross Blue Shield of Michigan and Blue Care Network health, dental and vision insurance
- Dearborn National Life & Disability Insurance
- Accident Fund Workers' Compensation Coverage
- LifeSecure Accident & Hospital Recovery Coverage

## HR & Compliance

- Ask An Expert Hotline (Legal & HR Issues) by Bodman Law and the American Society of Employers
- ERISA Compliance Services by Kushner & Co.
- COBRA Administration Services
- Free Summary Plan Description (for members enrolled in an SBAM-sponsored health plan)
- Section 125, HSA, HRA and FSA Administration by Kushner & Co.
- Discounted workplace posters and employee handbooks by ASE
- Payroll Solutions powered by The Ahola Corporation

## Operations

- Talent Development Training Tools by Dale Carnegie
- Discount Tuition at Davenport University
- Discount Office Space at WeWork Detroit
- Information Technology Services by NuWave Technology Partners
- Merchant Services through International Bancard
- SBAM Energy Solutions
- Cybersecurity Risk Assessment tool
- InfoArmor Identity Protection

## Other Services

- FedEx Shipping Discounts
- Office Depot Discounts
- Subscription to Focus Magazine
- Access to online resources
- Subscription to Small Business Weekly and Lansing
- Watchdog, SBAM's member e-news publications
- Owner-to-Owner networking events
- Small Business Certification

## New Partner Bonus

(Investment level of \$825 or higher with first year paid in full)

- Recognition as a new partner on the LSCP website
- Free Month of Brand Builder Advertising in the **Mining Journal** with the purchase of a brand builder package
- :60-:70 second news feature on **ABC10**
- Free marketing consultation from **WLUC-TV6**
  - Contact Kara Damm at kdamm@wluctv6.com
- Discounted advertising tailor to your business needs with **Radio Results Network**
  - \$1,000 radio marketing package for \$250
  - Free marketing consultation
  - Contact Jesse Huff at jhuff@radioresultsnetwork.com

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## Thank You Superior Partners!



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## Thank You Premium Partners

American Transmission Company

Champion, Inc.

Holiday Stationstores

Marquette Alger RESA

Marquette Board of Light & Power

Range Bank

SEMCO ENERGY Gas Company

TriMedia Environmental & Engineering Services

UP Health System - Bell

Upper Peninsula Power Company

