



Value Investment Package

A Message from our CEO



Economic development builds long-term prosperity, opportunities for growth, a strong workforce, and vibrant communities. To be successful, it requires a commitment to supporting and growing the local business, talent, and community resources that make our region a great place to live and work - and your investment, together with those of hundreds of other partners, is a critical part of that commitment.

Investments in the LSCP ensure that all types and sizes of businesses, and all levels of local government, have the supports, services, data, analysis, advocacy, and other resources needed to attract investment, talent, and residents to our region. What's more, they leverage participation and resources from other partners, helping to coordinate partners throughout the region and the state as we work towards common goals. The LSCP is grateful for the generosity of community partners like you, and proud to be a part of our region's past and future prosperity.



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
- 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 a workshop or a 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
- 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
- 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

NEW IN 2021!



U.S. Chamber of Commerce Federation Partnership Program

Small business membership is the entry point to the powerful resources available at the U.S. Chamber. With this membership, small businesses receive the tools they need to deliver top-notch service.

U.S. Chamber of Commerce
federation@uschamber.com
1.800.638.6582

LSCP Contact:

Megan O'Connor
Outreach Coordinator
megan@marquette.org
906.226.6591

CO— by the U.S. Chamber of Commerce

- Our brand new digital platform, CO— focuses exclusively on helping you start, run, and grow your business with advice and ideas from industry experts. Learn more at: uschamber.com/co. Also check out CO—'s Coronavirus Small Business Guide: uschamber.com/co/small-business-coronavirus

Save Small Business Initiative

- The Chamber has been advocating for policies and aid to help companies stay afloat and keep paychecks flowing to American workers and families. Find financial assistance programs, resources, and advice to help you get through the storm. uschamber.com/save-small-business

Discounts from FedEx

- The Chamber and its partner have the tools to save your business money and the solutions to help you run it more efficiently.

Visit: uschamber.com/member-benefits-fedex

Subscription to Midnight Oil

- The Midnight Oil Newsletter is a resource for thousands of active, vibrant, innovative and growing small businesses.

Visit: uschamber.com/co/newsletter

Discounts on MetLife Products

- Members of the U.S. Chamber are eligible for discounts on select MetLife products. Associations can extend these benefits to their small business members. Learn more at uschamber.com/metlife.

Access to Above the Fold

- What you need to know about policy that affects the business community. Stay up-to-date on the issues that matter most to you

Visit: uschamber.com/series/above-the-fold

Official U.S. Chamber Web Sticker

- Members have the option of several versions of the Chamber logo to place on their websites.

Visit: uschamber.com/member/webstickers

Members-only content on U.S. Chamber Small Business

Nation

- U.S. Chamber Small Business Nation is an online community created to encourage the open exchange of information and ideas enabling small businesses to speak with a unified voice.

Chamber members can access members-only content on

Visit: uschambersmallbusinessnation.com

Discounted rates to attend U.S. Chamber networking events, including America's Small Business Summit

- Discounts are available for Chamber networking events.

Visit: uschamber.com/events.

- For America's Small Business Summit, association-led delegations can enjoy reduced pricing, opportunities for tailored briefings, and much more. Register a group of three or more and an association executive will receive a complimentary registration.

*This program is not applicable for current U.S. Chamber members, businesses who revenue \$10 million or more, or government organizations, trade associations, chamber of commences or publically-funded organizations.



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

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

Thank You Superior Partners!



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

