



# 20

## MSFCA Sponsorship Opportunities



*Optimize your exposure to leaders in the Minnesota Fire Service!*

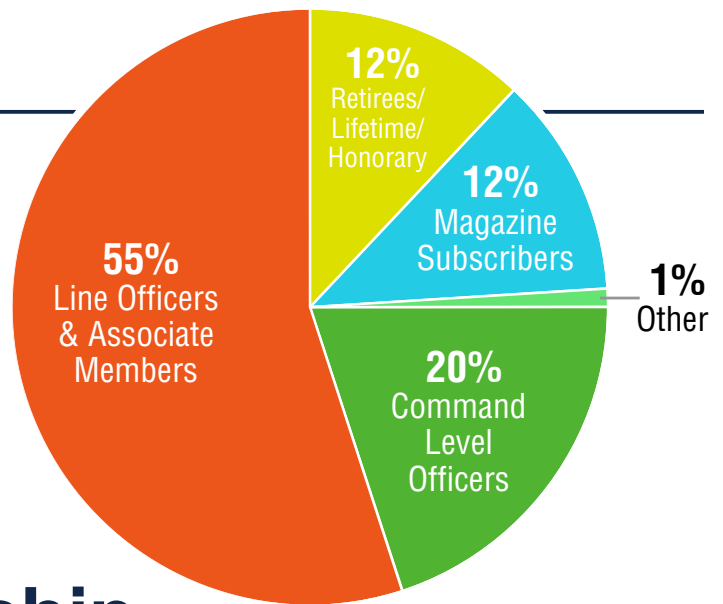
Invest in the MSFCA Sponsorship Program to receive special sponsor-only opportunities and incredible discounts on advertising and event participation, while demonstrating your support to enable the dedicated leadership of the Minnesota State Fire Chiefs Association in reaching its mission:

*To create a stronger, more effective Minnesota fire service by engaging leaders with the best training, education and professional development opportunities available.*

# Membership Data

Of the 776 fire departments throughout Minnesota, Minnesota State Fire Chiefs Association (MSFCA) has representation in 406 (52%) of those departments. There are nearly 1,700 total active and retired volunteer, combination, career and affiliated members of MSFCA.

Over 20% of members are Command Level Officers; 55% are Line Officer and Associate members, 12% are Retired/Lifetime/Honorary members; another 12% subscribe just to receive the MSFCA publications and the remaining are comprised of Sustaining members and other State associates.



# Sustaining Membership

Sustaining membership is available to corporations, companies, partnerships and any other organization in the fire equipment, prevention, suppression, detection, business and any other business organization interested in better fire protection.

Companies who enter into the Sponsorship Program are granted Sustaining member status in MSFCA. If not interested in the Sponsorship Program packages, a company may still wish to become a Sustaining member (\$200 annually) to obtain the 20% member discount on advertisements and exhibits for MSFCA events.

	Member	Non-Member	Savings
<b>MSFCA Events</b>			
Conference Booth / 20' Apparatus	\$800	\$1,000	20% = \$200
Conference Booth / 30' Apparatus	\$1,600	\$2,000	20% = \$400
Conference Booth / 40' Apparatus	\$2,400	\$3,000	20% = \$600
FOTOS Booth	\$350	\$437.50	20% = \$87.50 (up to 2x/yr)
<b>Minnesota Fire Chief Magazine – Quarterly, 4x/yr</b>			
Full Page Ad	\$800	\$1,000	20% = \$200 (up to 4x/yr)
Half Page Ad	\$400	\$500	20% = \$100 (up to 4x/yr)
Quarter Page Ad	\$200	\$250	20% = \$50 (up to 4x/yr)
<b>MSFCA E-Newsletter – Monthly, 12x/yr</b>			
Banner Ad	\$500	\$625	20% = \$125 (up to 12x/yr)
Half Banner Ad	\$250	\$312.50	20% = \$62.50 (up to 12x/yr)
Small Ad	\$100	\$125	20% = \$25 (up to 12x/yr)

# Sponsorship Program Summary

This brochure extensively describes the benefits that are available in increasing value at the higher levels of the program. Each Bugle level has a dedicated page identifying what's included at that level, and items which are available at higher levels are grayed-out for an easy way to compare the specific against the percentage and dollar value.

	Cost	Value	Savings
<b>5-Bugle</b>	<b>\$12,500</b>	<b>\$19,400</b>	<b>36% = \$6,900</b>
<b>4-Bugle</b>	<b>\$10,000</b>	<b>\$12,725</b>	<b>21% = \$2,725</b>
<b>3-Bugle</b>	<b>\$7,500</b>	<b>\$8,950</b>	<b>16% = \$1,450</b>
<b>2-Bugle</b>	<b>\$5,000</b>	<b>\$5,825</b>	<b>14% = \$825</b>
<b>1-Bugle</b>	<b>\$2,500</b>	<b>\$2,600</b>	<b>4% = \$100</b>

# Exclusive Sponsor Benefits

MSFCA does not offer website advertising, but it does showcase the generosity of the 1- to 5- Bugle Sponsors in a variety of ways. There's a sponsor page dedicated on the website, and special posts and banners created to thank the Sponsors throughout the year. MSFCA also now shares sponsor information through its social media channels. These new and exclusive exposure opportunities are not offered to companies that purchases advertising, exhibit space or add-on sponsorships a la carte, it is reserved for those companies who invest in MSFCA at one of the Bugle levels.

# 5-Bugle Sponsorship Opportunity: \$12,500



Grayed-out items (Example) become available at higher Sponsorship Levels.

All companies included in sponsorship program are considered Sustaining Members of the MSFCA.

VALUE: \$19,400

**YOU SAVE: \$6,900** (36% Savings)

WEBSITE <i>None of these opportunities are available to non-sponsors</i>	VALUE
<ul style="list-style-type: none"> <li>Home Page Banner (1x/yr)</li> <li>Home Page Rotator (All year)</li> <li>Home Page Post (2x/yr)</li> <li>Specific Page Banner (1x/yr)</li> <li>Specific Page Post</li> <li>Sponsor Page Listing (Large logo + link)</li> </ul>	\$2,575
SOCIAL MEDIA <i>None of these opportunities are available to non-sponsors</i>	
<ul style="list-style-type: none"> <li>Email Blast to Members (2x/yr)</li> <li>Facebook Shares (9x/yr)</li> <li>LinkedIn Posts (9x/yr)</li> <li>Twitter/Tweets (9x/yr)</li> </ul>	\$3,250
PUBLICATIONS <i>Non-sponsors are charged 20% more for advertisements</i>	
<ul style="list-style-type: none"> <li>Submit Article for Magazine (Invited when space allows)</li> <li><b>NEW: 5-Bugle Feature (1x/yr)</b> (1/2 page interview article + 1/2 page ad)</li> <li>Magazine/Directory Advertising (Full Page 4x/yr) <b>NEW: Quarterly in 2020, Quarter 4 issue is the Directory.</b></li> <li>Submit Article for E-Newsletter (Invited when space allows)</li> <li>E-Newsletter Advertising (Full Banner 6x/yr)</li> <li>Sponsor Page Listing (In all issues of all publications)</li> </ul>	\$7,025
ANNUAL CONFERENCE	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration (1 Pass)</b> (To hand out to a potential Conference attendee)</li> <li>Priority Booth Location (Hierarchical Priority)</li> <li>Truck/Booth Space (3 spaces included inside Pioneer Hall)</li> <li>Plus variable percentage discount on additional Truck/Booth spaces (25% off add'l purchased spaces)</li> <li>Representative Meals included (Up to 12)</li> <li>Vendor Appreciation Breakfast (Up to 4)</li> <li>Thanked as raffle prize donor</li> <li>Identified by signage as sponsor of an Educational Session (limited qty)</li> <li>Tote bag distributed at registration (Logo)</li> <li>Flyer included in attendee tote bag (Invited to supply handout)</li> <li>Promotional Conference Emails (Link to Sponsor web page)</li> <li>Onsite printed attendee handouts (Large Logo &amp; Listing in Program)</li> <li>Onsite event banner signage (Group listing on banner)</li> <li>Onsite individual signage (Individual standing vinyl logo banner)</li> <li>Square Booth signage (2' square 5-Bugle Sign)</li> <li>Onsite powerpoint presentations (Large Logo)</li> <li>Verbally thanked during remarks</li> <li>Thanked in publications following event (Large Logo &amp; Listing)</li> <li>Mobile App Banner Ad (1 Included)</li> </ul>	\$4,925
FIRE OFFICER & TRAINING OFFICER SCHOOL EVENTS	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration (1 Pass)</b> (To hand out to a potential FOTOS attendee)</li> <li>Priority Booth Location (Hierarchical Priority)</li> <li>Table/Booth Space (1 space included at EACH Alexandria and Duluth Events)</li> <li>Thanked as raffle prize donor</li> <li>Tote bag distributed at registration (Logo)</li> <li>Flyer included in attendee tote bag (Invited to supply handout)</li> <li>Promotional Conference Emails (Link to Sponsor web page)</li> <li>Onsite printed attendee handouts (Large Logo &amp; Listing in Program)</li> <li>Onsite individual signage (Individual standing vinyl logo banner)</li> <li>Thanked in publications following event (Large Logo &amp; Listing)</li> </ul>	\$1,625

# 4-Bugle Sponsorship Opportunity: \$10,000



Grayed-out items (Example) become available at higher Sponsorship Levels.

All companies included in sponsorship program are considered Sustaining Members of the MSFCA.

VALUE: \$12,725 YOU SAVE: \$2,725 (21% Savings)

WEBSITE <i>None of these opportunities are available to non-sponsors</i>	VALUE
<ul style="list-style-type: none"> <li>• Home Page Banner (1x/yr)</li> <li>• Home Page Rotator (All year)</li> <li>• Home Page Post (2x/yr)</li> <li>• Specific Page Banner (1x/yr)</li> <li>• Specific Page Post</li> <li>• Sponsor Page Listing (Small logo + link)</li> </ul>	\$1,600
SOCIAL MEDIA <i>None of these opportunities are available to non-sponsors</i>	
<ul style="list-style-type: none"> <li>• Email Blast to Members (1x/yr)</li> <li>• Facebook Shares (6x/yr)</li> <li>• LinkedIn Posts (6x/yr)</li> <li>• Twitter/Tweets (6x/yr)</li> </ul>	\$2,000
PUBLICATIONS <i>Non-sponsors are charged 20% more for advertisements</i>	
<ul style="list-style-type: none"> <li>• Submit Article for Magazine (Invited when space allows)</li> <li>• NEW: 5-Bugle Feature (1x/yr) (1/2 page interview article + 1/2 page ad)</li> <li>• Magazine/Directory Advertising (2 Full Page + 2 Half Page per yr) NEW: Quarterly in 2019, Quarter 4 issue is the Directory.</li> <li>• Submit Article for E-Newsletter (Invited when space allows)</li> <li>• E-Newsletter Advertising (Full Banner 3x/yr + Half Banner 3x/yr)</li> <li>• Sponsor Page Listing (In all issues of all publications)</li> </ul>	\$4,675
ANNUAL CONFERENCE	
<ul style="list-style-type: none"> <li>• NEW: Complimentary Attendee Registration (1 Pass) (To hand out to a potential Conference attendee)</li> <li>• Priority Booth Location (Hierarchical Priority)</li> <li>• Truck/Booth Space (2 spaces included inside Pioneer Hall)</li> <li>• Plus variable percentage discount on additional Truck/Booth spaces (20% off add'l purchased spaces)</li> <li>• Representative Meals included (Up to 10)</li> <li>• Vendor Appreciation Breakfast (Up to 4)</li> <li>• Thanked as raffle prize donor</li> <li>• Identified by signage as sponsor of an Educational Session (limited qty)</li> <li>• Tote bag distributed at registration (Name listed)</li> <li>• Flyer included in attendee tote bag (Invited to supply handout)</li> <li>• Promotional Conference Emails (Link to Sponsor web page)</li> <li>• Onsite printed attendee handouts (Small Logo &amp; Listing in Program)</li> <li>• Onsite event banner signage (Group listing on large display banner, size/location dependent on venue)</li> <li>• Onsite individual signage (Individual standing vinyl logo banner)</li> <li>• Square Booth signage (2' square 4-Bugle Sign)</li> <li>• Onsite powerpoint presentations (Small Logo)</li> <li>• Verbally thanked during remarks</li> <li>• Thanked in publications following event (Small Logo &amp; Listing)</li> <li>• Mobile App Banner Ad (1 Included)</li> </ul>	\$2,925
FIRE OFFICER & TRAINING OFFICER SCHOOL EVENTS	
<ul style="list-style-type: none"> <li>• NEW: Complimentary Attendee Registration (1 Pass) (To hand out to a potential FOTOS attendee)</li> <li>• Priority Booth Location (Hierarchical Priority)</li> <li>• Table/Booth Space (1 space included at EACH Alexandria and Duluth Events)</li> <li>• Thanked as raffle prize donor</li> <li>• Tote bag distributed at registration (Name)</li> <li>• Flyer included in attendee tote bag (Invited to supply handout)</li> <li>• Promotional Conference Emails (Link to Sponsor web page)</li> <li>• Onsite printed attendee handout (Small Logo &amp; Listing in Program)</li> <li>• Onsite individual signage (Individual standing vinyl logo banner)</li> <li>• Thanked in publications following event (Small Logo &amp; Listing)</li> </ul>	\$1,525

# 3-Bugle Sponsorship Opportunity: \$7,500

Grayed-out items (Example) become available at higher Sponsorship Levels.

All companies included in sponsorship program are considered Sustaining Members of the MSFCA.



VALUE: \$8,950

YOU SAVE: \$1,450 (16% Savings)

WEBSITE <i>None of these opportunities are available to non-sponsors</i>	VALUE
<ul style="list-style-type: none"> <li>Home Page Banner (1x/yr)</li> <li>Home Page Rotator (All year)</li> <li>Home Page Post (1x/yr)</li> <li>Specific Page Banner (1x/yr)</li> <li>Specific Page Post</li> <li>Sponsor Page Listing (link)</li> </ul>	\$1,075
SOCIAL MEDIA <i>None of these opportunities are available to non-sponsors</i>	
<ul style="list-style-type: none"> <li>Email Blast to Members</li> <li>Facebook Shares (3x/yr)</li> <li>LinkedIn Posts (3x/yr)</li> <li>Twitter/Tweets (3x/yr)</li> </ul>	\$750
PUBLICATIONS <i>Non-sponsors are charged 20% more for advertisements</i>	
<ul style="list-style-type: none"> <li>Submit Article for Magazine <i>(Invited when space allows)</i></li> <li>NEW: 5-Bugle Feature (1x/yr) <i>(1/2 page interview article + 1/2 page ad)</i></li> <li>Magazine/Directory Advertising (Half Page 4x/yr) NEW: Quarterly in 2020, Quarter 4 issue is the Directory.</li> <li>Submit Article for E-Newsletter <i>(Invited when space allows)</i></li> <li>E-Newsletter Advertising (Half Banner 6x/yr)</li> <li>Sponsor Page Listing <i>(In all issues of all publications)</i></li> </ul>	\$3,125
ANNUAL CONFERENCE	
<ul style="list-style-type: none"> <li>NEW: Complimentary Attendee Registration (1 Pass) <i>(To hand out to a potential Conference attendee)</i></li> <li>Priority Booth Location <i>(Hierarchical Priority)</i></li> <li>Truck/Booth Space (1 space included inside Pioneer Hall)</li> <li>Plus variable percentage discount on additional Truck/Booth spaces (15% off add'l purchased spaces)</li> <li>Representative Meals included (Up to 8)</li> <li>Vendor Appreciation Breakfast (Up to 4)</li> <li>Thanked as raffle prize donor</li> <li>Identified by signage as sponsor of an Educational Session <i>(Invited to introduce speaker, limited qty)</i></li> <li>Tote bag distributed at registration (Name)</li> <li>Flyer included in attendee tote bag <i>(Invited to supply handout)</i></li> <li>Promotional Conference Emails <i>(Link to Sponsor web page)</i></li> <li>Onsite printed attendee handouts <i>(Listing in Program)</i></li> <li>Onsite event banner signage <i>(Group listing on large display banner, size/location dependent on venue)</i></li> <li>Onsite individual signage <i>(Individual standing vinyl logo banner)</i></li> <li>Square Booth signage (2' square 3-Bugle Sign)</li> <li>Onsite powerpoint presentations (Name)</li> <li>Verbally thanked during remarks</li> <li>Thanked in publications following event <i>(Listing)</i></li> <li>Mobile App Banner Ad (1 Included)</li> </ul>	\$2,600
FIRE OFFICER & TRAINING OFFICER SCHOOL EVENTS	
<ul style="list-style-type: none"> <li>NEW: Complimentary Attendee Registration (1 Pass) <i>(To hand out to a potential FOTOS attendee)</i></li> <li>Priority Booth Location <i>(Hierarchical Priority)</i></li> <li>Table/Booth Space (1 space included at EACH Alexandria and Duluth Events)</li> <li>Thanked as raffle prize donor</li> <li>Tote bag distributed at registration (Name)</li> <li>Flyer included in attendee tote bag <i>(Invited to supply handout)</i></li> <li>Promotional Conference Emails <i>(Link to Sponsor web page)</i></li> <li>Onsite printed attendee handouts <i>(Listing in Program)</i></li> <li>Onsite individual signage <i>(Individual standing vinyl logo banner)</i></li> <li>Thanked in publications following event <i>(Listing)</i></li> </ul>	\$1,400

# 2-Bugle Sponsorship Opportunity: \$5,000

Grayed-out items (Example) become available at higher Sponsorship Levels.

All companies included in sponsorship program are considered Sustaining Members of the MSFCA.



VALUE: \$5,825

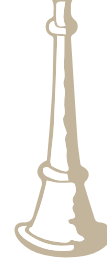
YOU SAVE: \$825 (14% Savings)

WEBSITE <i>None of these opportunities are available to non-sponsors</i>	VALUE
<ul style="list-style-type: none"> <li>Home-Page Banner (1x/yr)</li> <li>Home-Page Rotator (All year)</li> <li>Home Page Post (1x/yr)</li> <li>Specific-Page Banner (1x/yr)</li> <li>Specific-Page Post</li> <li>Sponsor Page Listing (<a href="#">link</a>)</li> </ul>	\$675
SOCIAL MEDIA <i>None of these opportunities are available to non-sponsors</i>	
<ul style="list-style-type: none"> <li>Email Blast to Members</li> <li>Facebook Shares (2x/yr)</li> <li>LinkedIn Posts (2x/yr)</li> <li>Twitter/Tweets (2x/yr)</li> </ul>	\$500
PUBLICATIONS <i>Non-sponsors are charged 20% more for advertisements</i>	
<ul style="list-style-type: none"> <li>Submit Article for Magazine <i>(Invited when space allows)</i></li> <li><b>NEW: 5-Bugle Feature</b> (1x/yr) <i>(1/2 page interview article + 1/2 page ad)</i></li> <li>Magazine/Directory Advertising (2 Half Page + 2 Quarter Page per yr) <b>NEW: Quarterly in 2020, Quarter 4 issue is the Directory.</b></li> <li>Submit Article for E-Newsletter <i>(Invited when space allows)</i></li> <li>E-Newsletter Advertising (Small 3x/yr)</li> <li>Sponsor Page Listing (In all issues of all publications)</li> </ul>	\$1,525
ANNUAL CONFERENCE	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration</b> (1 Pass) <i>(To hand-out to a potential Conference attendee)</i></li> <li>Priority Booth Location <i>(Hierarchical Priority)</i></li> <li>Truck/Booth Space (1 space included)</li> <li>Plus variable percentage discount on additional Truck/Booth spaces (10% off add'l purchased spaces)</li> <li>Representative Meals included (Up to 6)</li> <li>Vendor Appreciation Breakfast (Up to 2)</li> <li>Thanked as raffle prize donor</li> <li>Identified by signage as sponsor of an Educational Session <i>(Invited to introduce speaker, limited qty)</i></li> <li>Tote bag distributed at registration (Name)</li> <li>Flyer included in attendee tote bag <i>(Invited to supply handout)</i></li> <li>Promotional Conference Emails (<a href="#">Link to Sponsor web page</a>)</li> <li>Onsite printed attendee handouts (<a href="#">Listing in Program</a>)</li> <li>Onsite event banner signage <i>(Group listing on large display banner, size/location dependent on venue)</i></li> <li>Onsite individual signage (<a href="#">Group listing name on vinyl banner</a>)</li> <li>Square Booth signage (1' square 2-Bugle Sign)</li> <li>Onsite powerpoint presentations (Name)</li> <li>Verbally thanked during remarks</li> <li>Thanked in publications following event (<a href="#">Listing</a>)</li> <li>Mobile App Banner Ad (1 Included)</li> </ul>	\$2,150
FIRE OFFICER & TRAINING OFFICER SCHOOL EVENTS	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration</b> (1 Pass) <i>(To hand-out to a potential FOTOS attendee)</i></li> <li>Priority Booth Location <i>(Hierarchical Priority)</i></li> <li>Table/Booth Space (1 space included at EACH Alexandria and Duluth Events)</li> <li>Thanked as raffle prize donor</li> <li>Tote bag distributed at registration (Name)</li> <li>Flyer included in attendee tote bag <i>(Invited to supply handout)</i></li> <li>Promotional Conference Emails (<a href="#">Link to Sponsor web page</a>)</li> <li>Onsite printed attendee handouts (<a href="#">Listing in Program</a>)</li> <li>Onsite individual signage (<a href="#">Group listing name on vinyl banner</a>)</li> <li>Thanked in publications following event (<a href="#">Listing</a>)</li> </ul>	\$975

# 1-Bugle Sponsorship Opportunity: \$2,500

Grayed-out items (Example) become available at higher Sponsorship Levels.

All companies included in sponsorship program are considered Sustaining Members of the MSFCA.



VALUE: \$2,600

YOU SAVE: \$100 (4% Savings)

WEBSITE <i>None of these opportunities are available to non-sponsors</i>	VALUE
<ul style="list-style-type: none"> <li>Home-Page Banner (1x/yr)</li> <li>Home-Page Rotator (2x/yr)</li> <li>Home-Page Post (1x/yr)</li> <li>Specific-Page Banner (1x/yr)</li> <li>Specific-Page Post</li> <li>Sponsor Page Listing (<a href="#">link</a>)</li> </ul>	\$25
SOCIAL MEDIA <i>None of these opportunities are available to non-sponsors</i>	
<ul style="list-style-type: none"> <li>Email Blast to Members</li> <li>Facebook Shares (1x/yr)</li> <li>LinkedIn Posts (1x/yr)</li> <li>Twitter/Tweets (1x/yr)</li> </ul>	\$250
PUBLICATIONS <i>Non-sponsors are charged 20% more for advertisements</i>	
<ul style="list-style-type: none"> <li>Submit Article for Magazine (<i>Invited when space allows</i>)</li> <li><b>NEW: 5-Bugle Feature</b> (1x/yr) <i>(1/2 page interview article + 1/2 page ad)</i></li> <li>Magazine/Directory Advertising (Quarter Page 2x/yr) <b>NEW: Quarterly in 2019, Quarter 4 issue is the Directory.</b></li> <li>Submit Article for E-Newsletter (<i>Invited when space allows</i>)</li> <li>E-Newsletter Advertising (Small 1x/yr)</li> <li>Sponsor Page Listing (In all issues of all publications)</li> </ul>	\$525
ANNUAL CONFERENCE	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration</b> (1 Pass) <i>(To hand-out to a potential Conference attendee)</i></li> <li>Priority Booth Location (<i>Hierarchical Priority</i>)</li> <li>Truck/Booth Space (1 space included)</li> <li>Plus-variable percentage discount on additional Truck/Booth spaces (10-25% off add'l purchased spaces)</li> <li>Representative Meals included (Up to 4)</li> <li>Vendor Appreciation Breakfast (Up to 2)</li> <li>Thanked as raffle prize donor</li> <li>Identified by signage as sponsor of an Educational Session (<i>Invited to introduce speaker, limited qty</i>)</li> <li>Tote bag distributed at registration (Logo or Name)</li> <li>Flyer included in attendee tote bag (<i>Invited to supply handout</i>)</li> <li>Promotional Conference Emails (<a href="#">Link to Sponsor web page</a>)</li> <li>Onsite printed attendee handouts (<a href="#">Listing in Program</a>)</li> <li>Onsite event banner signage (<i>Group listing on large display banner, size/location dependent on venue</i>)</li> <li>Onsite individual signage (<a href="#">Group listing name on vinyl banner</a>)</li> <li>Square Booth signage (1' square 1-Bugle Sign)</li> <li>Onsite powerpoint presentations (<a href="#">Name</a>)</li> <li>Verbally thanked during remarks</li> <li>Thanked in publications following event (<a href="#">Listing</a>)</li> <li>Mobile App Banner Ad (1 Included)</li> </ul>	\$1,325
FIRE OFFICER & TRAINING OFFICER SCHOOL EVENTS	
<ul style="list-style-type: none"> <li><b>NEW: Complimentary Attendee Registration</b> (1 Pass) <i>(To hand-out to a potential FOTOS attendee)</i></li> <li>Priority Booth Location (<i>Hierarchical Priority</i>)</li> <li>Table/Booth Space (1 space included at <a href="#">EITHER Alexandria or Duluth Events</a>)</li> <li>Thanked as raffle prize donor</li> <li>Tote bag distributed at registration (Logo or Name)</li> <li>Flyer included in attendee tote bag (<i>Invited to supply handout</i>)</li> <li>Promotional Conference Emails (<a href="#">Link to Sponsor web page</a>)</li> <li>Onsite printed attendee handouts (<a href="#">Listing in Program</a>)</li> <li>Onsite individual signage (<a href="#">Group listing name on vinyl banner</a>)</li> <li>Thanked in publications following event (<a href="#">Listing</a>)</li> </ul>	\$475

# More Information About Sponsorship



## Hierarchical Priority

As tradeshow layouts are drafted for events, advertisements placed in publications and social media posts scheduled, priority is given first to the highest level of sponsor on a first-come, first-served basis.

## Website

These home page and specific page images (created by the office, not the company) are placed on [www.msfc.org](http://www.msfc.org) as a way for the association to highlight the generosity of companies who support the MSFCA's mission. These are not advertisements, nor is this type of exposure available for purchase. This is the MSFCA's way of saying 'thank you' to those 1- to 5-Bugle Sponsors. All sponsors names will be listed and linked on dedicated sponsor page. Logos will be included at the 4- and 5-Bugle Levels.

## Social Media

Sponsors will have the opportunity to reserve their social media spots on a calendar of availability maintained by the office. Only a limited quantity of each are available. Social media shared by MSFCA for the 2- through 5-Bugle Levels will identify that it is a sponsored message.

## Event Related Notes

- Sponsors will be contacted separately about additional items available for purchase for their Annual Conference exhibits. The types of direct passthrough items that are not included in the booth/table space such as electricity; carpet; internet; additional display tables and other booth furniture/equipment.
- If a company is unable to attend the Annual Conference or one of the Fire Officer and Training Officer School events, the monetary amount for the truck/booth/table space can be allocated towards a sponsorship for that specific event, but cannot be exchanged for any other sponsorship program benefits.
- The amount of space available for truck/booth/table space is limited by each venue. If additional space is available, it will be offered first to Sponsorship Program participants.
- Sponsors at the 2- through 5-Bugle levels received varying discounts on the purchase of any additional spaces.
- Lanyards are offered as an add-on sponsorship, but tote-bags will be produced by the MSFCA office in bulk each year.





# Publication Advertising

**Additional costs apply for items below, they are not included in the Sponsorship Program.**



## Minnesota Fire Chief Magazine

This full-color, quarterly printed periodical is one of MSFCA's primary communication vehicles among its readership. More than 200 individuals in the organization sign up just to receive this benefit. Along with sharing association news and providing critical educational material to keep Minnesota's fire service leadership up-to-date with the important information needed to administer a modern fire department and to provide effective fire protection for their communities, it's one of the most visible ways for companies to showcase their products and services.

**Technical Specifications:** Content due as full-color (CMYK), 300dpi, print-ready image file. Preferred file types: .pdf or .jpg. Add 1/8" on all sides for full bleed.

### Submission Deadlines:

- Q1 Winter Content/Ads - December 1
- Q2 Spring Content/Ads - March 1
- Q3 Summer Content/Ads - June 1
- Q4\* Fall Content/Ads - September 1

\*The fourth-quarter issue dually serves as the onsite conference program and annual directory for the association. Issue is mailed and handed out onsite at the Annual Conference.

MAGAZINE	SIZE	MEMBER	NON MEMBER
Full Page	8.25" wide x 10.75" tall	\$800	\$1,000
Half Page	8.25" wide x 5.375" tall -or- 4.125" wide x 10.75" tall	\$400	\$500
Quarter Page	4.125" wide x 5.375" tall	\$200	\$250

## MSFCA E-Newsletter

Distributed monthly this electronic message will connect recipients directly to the MSFCA website and while it conveys some important educational information to readers, this more frequent delivery method will be the primary source of event information, award deadlines, and timely association news.

E-NEWSLETTER	SIZE	MEMBER	NON MEMBER
Full Banner	468 wide x 50 tall = pixels	\$500	\$625
Half Banner	234 wide x 50 tall = pixels	\$250	\$312.50
Small Ad	100 wide x 100 tall = pixels	\$100	\$125

**Technical Specifications:** Full-color (RGB) images below 100k max file size are accepted. Preferred file types: .gif, .png or .jpg. Link to company to be provided upon submission.

**Submission Deadlines:** The first of the month prior to distribution (i.e. February issue content due January 1).

## Customized Advertisements

If your 1- to 5-Bugle package doesn't quite fit what you want to do for advertising throughout the year, Sponsorship Program participants may exchange the value of their package among the sizes and quantities of their placements in the Magazine and E-Newsletter however they like and may exchange them between the printed and electronic publications. However, should a sponsor want to increase the size and/or quantity and it results in a higher cost, that sponsorship package can be upgraded for that higher cost.

# Add-On Sponsorship Opportunities

*Additional costs apply for items below, they are not included in the Sponsorship Levels.*



## Add-Ons

These Add-On options are not part of the sponsorship packages, they are available for purchase separately, to members, non-members, sponsors and non-sponsors alike. Anyone wanting to contribute to the MSFCA without a long-term or complex commitment can still find great ways to get their company name in front of the attendees and readership through these Add-On opportunities.

## Add-On Sponsorship Priority

When applicable, the previous year's sponsor of an item/event is granted a period of time for first-right-of-refusal on the next year's same item/event. Partial sponsorships are available as a reduced cost option for companies willing to share the exposure level with another company.



ANNUAL CONFERENCE	PRICING
Awards Banquet – Friday	\$10,000
Reception – Wednesday	\$5,000
Breakfast (3 available) - Thursday, Friday <b>OR</b> Saturday	\$5,000
Lunch (2 available) - Thursday <b>OR</b> Friday	\$7,500
Memorial Service – Friday	\$3,000
Fire Officer of the Year Award for Large City	\$2,000
Fire Officer of the Year Award for Small City	\$2,000
Printing of On-site Conference Program	\$4,000
Partner/Family Event – Thursday or Friday	\$2,000
Board Meeting – Wednesday	\$1,500
Symposium Session (multiple available)	\$3,000
Educational Session (multiple available)	\$2,000
Lanyards	\$2,500
Mobile App	\$2,000
Mobile App Banner	\$500
Shared Sponsorship of Refreshment Break	\$250
<b>Additional Publicity Sponsorships at the Event</b>	
<ul style="list-style-type: none"> <li>• Company listed on Conference webpage</li> <li>• Recognition on display signage at Conference near specific item/event</li> <li>• Onsite powerpoint presentations</li> <li>• Verbally thanked for specific add-on during remarks</li> <li>• Thanked in publications following event</li> </ul>	

FIRE OFFICER & TRAINING OFFICER SCHOOLS	PRICING
Shared Meal Sponsor	\$500
Shared Beverage Sponsor	\$400
<b>Additional Publicity Sponsorships at the Event</b>	
<ul style="list-style-type: none"> <li>• Company listed on event webpage</li> <li>• Recognition on display signage at registration &amp; near meals/beverages</li> <li>• Thanked in publications following event</li> </ul>	

ADDITIONAL OPPORTUNITIES	PRICING
Fire Officer & Training Officer School Attendee Sponsorship	\$300
Annual Conference Attendee Sponsorship	\$400
Board Meeting Sponsorship	\$1,500
Poster Contest Sponsorship	\$1,500
<b>Sponsorship towards maintaining/upgrading/replacing rentable items:</b>	
<ul style="list-style-type: none"> <li>• Bullex Trailer</li> <li>• Kitchen Safety Trailers</li> <li>• Safety Hopper</li> <li>• 9/11 Float</li> <li>• Lobbyist</li> </ul>	<b>Variable</b>

# Sponsorship Commitment Form



Thank you for your commitment to supporting the mission of the Minnesota State Fire Chiefs Association through your contribution.

Please complete the details on this form to customize your promotional opportunities for 2020 and return to the MSFCA office:

MSFCA: 6737 W Washington St, Ste 4210, Milwaukee, WI 53214 • office@msfca.org • Questions? 800-743-0911

## SPONSOR INFORMATION

Company/Entity Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Toll-free: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

<b>Billing Contact</b>	Name	Phone	Email
<b>Advertising Contact</b> <input type="checkbox"/> same as above	Name	Phone	Email
<b>Events Contact</b> <input type="checkbox"/> same as above	Name	Phone	Email
<b>Social Media Contact</b> <input type="checkbox"/> same as above	Name	Phone	Email

## SPONSORSHIP PACKAGE

See sponsorship pages (3-7) for more details.

- 5-Bugle (\$12,500)
- 4-Bugle (\$10,000)
- 3-Bugle (\$7,500)
- 2-Bugle (\$5,000)
- 1-Bugle (\$2,500)

## ADD-ON OPPORTUNITIES

See Add-On page (10) for more details.

Please list desired Add-on Opportunities below.

- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing
- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing
- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing

Additional Add-On Opportunities can be processed by contacting the MSFCA Office:  
Email: office@msfca.org -or- Phone: 800-743-0911.

## PUBLICATION OPPORTUNITIES

See Publication page (9) for more details.

Please list Add-on or Increased Amounts.

- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing
- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing
- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing
- \_\_\_\_\_ \$ \_\_\_\_\_  
Opportunity Type Pricing

Additional Publication Opportunities can be processed by contacting the MSFCA Office: Email: office@msfca.org -or- Phone: 800-743-0911.

## PAYMENT INFORMATION

### Payment Intervals

Payment in full is requested upon submission of Commitment form, but additional options are available:

Please select:

- Payment in full upon submission

**Total Sponsorship Amount**

\$

-or- Invoice me:

- Biannually (Jan & Jun)
- Quarterly (Jan/Apr/Jul/Oct)
- Monthly
- Other \_\_\_\_\_

### Payment Method

Please select:

- Check mailed to:  
MSFCA, 6737 W Washington St, Ste 4210, Milwaukee, WI 53214
- Credit card:

Cardholder name: \_\_\_\_\_

Card number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Billing address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Receipt e-mailed to: \_\_\_\_\_



**Minnesota State Fire Chiefs Association**  
6737 W. Washington St, Suite 4210  
Milwaukee, WI 53214



# 2020

## MSFCA Sponsorship Opportunities



*Optimize your exposure to leaders in the Minnesota Fire Service!*