

Middletown Area
Chamber of Commerce



Sponsorship

Distinguished Partnership & EVENTS

2026



WWW.MACCDE.COM



Middletown Area
Chamber of Commerce



Executive Summary

As CEO of the Middletown Area Chamber of Commerce, I see every day the impact our partners have in strengthening both our business community and the quality of life in the Middletown, Odessa, and Townsend region. Partnership with the Chamber is not just a sponsorship — it's an investment in people, opportunity, and the future of our community.

Through your support, the Chamber is able to launch innovative programs, host impactful events, and create the connections that help local businesses thrive. In return, we are proud to provide our partners with meaningful visibility, leadership opportunities, and direct engagement with the community we all serve.

Our **Executive Partners** (Diamond, Platinum, and Gold levels) enjoy premier recognition, exclusive speaking and presenting opportunities, and priority access to sponsorships that position their business as a leader in the region. These partnerships elevate brand visibility and provide a seat at the table with decision-makers and influencers shaping our community's growth.

Our **Supporting Partners** (Silver, Bronze, and Copper levels) receive benefits designed to increase visibility, foster networking, and connect their business to opportunities for growth. Each level is tailored to ensure businesses of every size can participate, contribute, and benefit.

No matter the level, every partner plays a vital role in keeping our small-town spirit alive while creating new opportunities for expansion and collaboration. Together, we are building bridges between businesses and community, celebrating local success stories, and paving the way for future generations of entrepreneurs and leaders.

I invite you to join us as a Chamber Partner — not just as a supporter, but as a true collaborator in the success of our region. Your investment ensures that our businesses continue to thrive, our connections remain strong, and our community grows forward, together.

Warmly,
Michelle Gramlich
CEO, Middletown Area Chamber of Commerce



About Us

As an economic development engine for Southern New Castle County, the MACC supports and promotes business members and offers a host of member benefits and services, as well as a range of programs for businesses of all sizes. Our programs include educational seminars and workshops, as well as networking and social events. MACC members represent our region's influential corporate leaders; entrepreneurs; managers; small business owners; young professionals; media personalities; educators; and political figures.

Our Vision

The Middletown Area Chamber of Commerce is more than a network of businesses - it is a community of leaders, entrepreneurs, and organizations dedicated to preserving our small-town spirit while creating opportunities for growth, innovation, and connection.

Our Mission

- Promote Business by providing visibility, recognition, resources, and support
- Enhance the quality of life in Southern New Castle County
- Foster economic development and community spirit.



Core Partnership Values



This is more than a sponsorship - this is leadership.

Shared Success

- We grow when our partners grow.
- Every sponsorship is designed to drive visibility, connections, and measurable outcomes for your business—not just recognition.

Community Impact

- Together, we strengthen the local economy.
- Sponsorship dollars are reinvested into programs, advocacy, and events that uplift businesses and create a thriving region.

Authentic Relationships

- Partnership is personal, not transactional.
- We build long-term relationships, providing year-round touchpoints.

Leadership in Action

- Our sponsors lead by example.
- Supporting the Chamber shows a commitment to progress, innovation, and collective success.

Transparency and Value

- Your investment matters—and we'll prove it.
- Clear reporting on sponsor benefits, impact metrics, and return on engagement.



Partners foster a culture of collaboration, create lasting legacies, and empower the Chamber to fulfill its mission. The value our partners provide is immeasurable, and the impact is felt throughout Southern New Castle County.



Benefits For Partners



Partnering with the Chamber not only supports local business growth but also strengthens your organization's visibility, credibility, and community impact.

- **Recognition as a valued Chamber supporter helping strengthen the business community**
- **Increased visibility through Chamber communication platforms**
- **Enhanced credibility by aligning with a trusted community organization**
- **Access to exclusive networking opportunities and introductions**
- **Opportunities to showcase your business at Chamber events**
- **Connection to resources, advocacy, and community development initiatives**

Sponsorships are offered on an annual basis through our Distinguished Partner Program as well as individual sponsorship of specific events, and publications.



Partnership Packages Offered

Executive Partners

(Top tier partner with highest visibility and influence)

Contribution:
\$10,000

Diamond Partnership

- Premier logo placement on all Chamber marketing (website, newsletters, event signage).
- Company spotlight feature in Chamber magazine / website / social media.
- Opportunity to speak/present at one signature annual Chamber event.
- 8 Complimentary tickets and priority seating at all Signature Chamber events.
- Full-Page Ad in Annual Community Guide and Business Directory.
- Spring Expo Super Booth with Full Page Spring Expo Ad.
- Golf Foursome & Hole Sponsorship
- Invitation to exclusive Executive Partner roundtable discussions.
- One complimentary business membership for a partner/nonprofit of choice.

Contribution:
\$7,500

Platinum Partner

- Prominent logo placement on Chamber marketing and event signage.
- Highlighted partner spotlight in Chamber newsletter.
- Opportunity to introduce a keynote speaker at one Chamber event.
- 6 Complimentary tickets and priority seating at all Signature Chamber Events.
- Full-Page Ad in Annual Community Guide and Business Directory.
- Spring EXPO Standard Booth with Full Page Spring Expo Ad
- Golf Foursome & Hole Sponsorship
- Invitation to exclusive Executive Partner roundtable discussions.

Contribution:
\$5,000

Gold Partner

- Logo recognition on Chamber website and event signage.
- Partner spotlight twice annually in newsletter or social media.
- 4 Complimentary tickets and priority seating at all Signature Chamber Events.
- Half-Page Ad in Annual Community Guide and Business Directory.
- Full Page Ad's in Spring & Fall Luncheon.
- Golf Foursome & Hole Sponsorship.
- Invitation to exclusive Executive Partner roundtable discussions.



Supporting Partners

(Mid-level sponsors with strong recognition and access)

Contribution:
\$2,500

Silver Partner

- Logo placement on Chamber website and Signature event signage.
- 2 Complimentary tickets to the MACC Annual Awards Gala.
- 2 Complimentary tickets to the Spring & Fall Luncheons
- Half-Page Ad in Annual Community Guide and Business Directory.
- Half-Page Luncheon Ad
- Golf Hole Sponsorship
- Opportunity to provide promotional material / Swag at Chamber office.

Contribution:
\$1,000

Bronze Partner

- Name recognition on Chamber website and Signature event Signage.
- Social media welcome announcement.
- 2 Complimentary tickets to the MACC Annual Awards Gala.
- Quarter-Page Ad in Annual Community Guide and Business Directory.

Community Partners

(Entry-level engagement)

Contribution:
\$500

Copper Partner

- Name recognition on Chamber website.
- 2 Tickets to Spring & Fall Luncheons.
- 1 Half Page Luncheon Ad

Contribution:
\$250

Friend of the Chamber

- Listed in Chamber business directory and on chamber website as a community supporter.
- Certificate of appreciation for display at business.



Every partner plays a vital role in keeping our small-town spirit alive while creating new opportunities for expansion and collaboration. Thank you!



www.maccde.com/sponsoring-opportunities/

MACC Foundation

The Middletown Area Chamber of Commerce Foundation was established in 2012 to support scholarship and entrepreneurship and is a 501 (c) 3 non profit.

The MACC Foundation is the capstone for the Middletown Business Incubator and Collaborative Workspace (MBI), the Middletown Enterprise & Career Accelerator (MECA), and is the Chamber's philanthropic forum to support academic scholarships to graduating seniors employed by MACC member organizations and provide grants to entrepreneurs.



- Mailbox / Business Mailing Address
- Event Space Rentals
- Conference Room Rentals
- Printing Services
- Private Office Space
- Drop In Professional Space

Business incubator is located in a 5,600 square foot facility designed to accommodate approximately 18 to 25 businesses and provide as a business center for our Chamber community.

Providing space for 12 private offices, 2 conference rooms, a collaborative workspace, member business center, training center, chamber cafe, professional mailbox services, and more.



Scholarships

The MACC raises funds throughout the year to support our local high school students through scholarships and have been grateful for the support of our community. To be eligible for this scholarship, the student must be a graduating senior currently employed by a member in good standing of the Middletown Area Chamber of Commerce. Average award is \$1,000. Scholarships are presented on the field of Frawley Stadium during the MOT Community Night at the Blue Rocks event.

Entrepreneurial Grants

Implemented in 2019, the entrepreneurial grant is awarded to an aspiring business, applicant must be a business owner, have a business/strategic plan, and must be prepared to obtain a license and business insurance.

MECA Sponsor/Presenter

The Middletown Business Career Accelerator (MECA) program offers subject matter experts with the opportunity to present a class or workshop at no or low cost to the MACC Membership and community.



MACC Foundation

Donors & Partnership Levels



The MACC Foundation annual partnership packages support Entrepreneurial Growth, Business Resource Development, Training, Workforce Support, Scholarships, Career Acceleration, and Educational Programming.

For a full year, our Foundation Partners Receive:

- Listing on our MBI Partnership Wall
- Partner Recognition our MBI Website
- Recognition in our Annual award-winning Directory as a Foundation Partner.
- Special recognition when attending events
- and more.

Visionary

\$2,500

- Recognition at all our Signature Events as a Foundation Sponsor.
- Foursome and Hole Sign at MACC Golf Outing.
- Home Run Sponsor for Blue Rocks Event – 4 Sky Box tickets.
- Opportunity to Present Scholarship on the Field

Innovator

\$1,000

- Recognition at all our Signature Events as a Foundation Sponsor.
- Twosome at MACC Golf Outing.
- 2 Sky Box tickets for MOT Blue Rocks Community Night.
- Opportunity to present Entrepreneurial grant

Enterpriser

\$500

- Signage at all our Signature Events as a Foundation Sponsor.
- Hole sign at MACC Golf Outing.
- 1 Sky Box Ticket for MOT Blue Rocks Community Night.

Creator

\$250

- Signage at all our Signature Events as a Foundation Sponsor.
- 1 Sky Box ticket for MOT Blue Rocks Community Night.



2026 Event Sponsoring & Advertising

GALA

- __\$2,500 Presenting Sponsor
- __\$2,000 Kirkwood Sponsor
- __\$1,500 Buckworth Sponsor
- __\$1,000 O'Neal Sponsor
- __\$750 Reception Sponsor
- __\$750 Soni Photo Booth Sponsor
- __\$600 Casino Table Sponsor
- __\$500 Ryan Entertainment Sponsor
- __\$500 Drake Platinum Sponsor
- __\$250 Fun Chamber Sponsor

CAR SHOW

- __\$600 Presenting Sponsor
- __\$500 DJ Sponsor
- __\$300 Specialty Sponsor
- __\$200 Supporting Sponsor
- __\$150 10x10 Vendor Space

LOTTERY PARTY

- __\$500 Presenting Sponsor
- __\$250 Food Sponsor
- __\$250 Beverage Sponsor

M.O.T. NIGHT AT THE BLUE ROCKS

- __\$1000 Grand Slam Sponsor
- __\$500 Home Run Sponsor
- __\$500 Souvenir Sponsor
- __\$400 Beverage Sponsor
- __\$300 Dinner Sponsor
- __\$200 Snack Sponsor
- __\$200 Table Sponsor

LITTLE BLACK DRESS

- __\$1500 Goddess Sponsor
- __\$1000 Onyx Sponsor
- __\$750 Pearl Sponsor
- __\$600 Glam Sponsor
- __\$500 Catwalk Sponsor
- __\$500 Champagne Sponsor
- __\$500 DJ/Vibes Sponsor
- __\$250 Shimmer Sponsor
- __\$150 Vendor Table - Member

SPRING EXPO

- __\$3000 Presenting Sponsor
- __\$2000 Premiere Sponsor
- __\$1500 VIP Sponsor
- __\$1500 Welcome Sponsor
- __\$1200 Venue Sponsor
- __\$1000 Executive Sponsor
- __\$750 Participating Sponsor
- __\$250-\$500 Specialty Sponsors
- __\$75 Business Card Ad
- __\$125 1/4-page Ad
- __\$175 1/2-page Ad
- __\$300 Full-page Ad

ANNUAL DIRECTORY

- __\$375 Business Card Ad
- __\$450 1/4 page Ad
- __\$650 1/2 page Ad
- __\$900 Centerfold*
- __\$1200 Full Page
- __\$1700 Front Inside Cover*
- __\$1700 Back Inside Cover*
- __\$2500 Back Outside Cover*

SPRING LUNCHEON

- __\$600 Presenting Sponsor
- __\$300 Lunch Sponsor
- __\$75 Business Card Ad
- __\$125 1/4-page Ad
- __\$175 1/2-page Ad
- __\$300 Full-page Ad

GOLF TOURNAMENT

- __\$3,500 Title Sponsor
- __\$2,500 Reception Sponsor
- __\$1,500 Lunch Sponsor
- __\$1,200 Golf Ball Sponsor
- __\$1,000 Towel Sponsor
- __\$1,000 Souvenir Sponsor
- __\$800 Golf Cart Sponsor
- __\$700 19th Hole Sponsor
- __\$600 Specialty Hole Sponsor
- __\$600 Beverage Cart Sponsor
- __\$500 Snack Station Sponsor
- __\$300 Flag Sponsor
- __\$150 Hole Sponsor

ADDITIONAL ADVERTISING

- __\$500 Leader Webpage Rotating Ad
- __\$250 Sub Webpage Rotating Ad
- __\$800 Static Web Advertisement
- __\$300 Newsletter Highlight
- __\$300 Social Media Highlight
- __\$500 Newsletter/Social Highlight

FALL LUNCHEON

- __\$600 Presenting Sponsor
- __\$300 Lunch Sponsor

MEMBER BREAKFASTS

- __\$250 Presenting Sponsor
- __\$100 Supporting Sponsor
- __ Door Prize Sponsor(s)

- __\$75 Business Card Ad
- __\$125 1/4-page Ad
- __\$175 1/2-page Ad
- __\$300 Full-page Ad

CHAMBER CAFE

- __\$100 Month of Coffee Sponsorship
- __\$100 Month of Snack Sponsorship
- __\$200 Annual Business Sponsor

Annual Community Guide and Business Directory



The Middletown Area Chamber of Commerce is gearing up to produce its highly anticipated MACC Community Guide and Business Directory, and we are excited to once again be partnering with Launch Design Collective.

The MACC Community Guide and Business Directory is the Middletown Area Chamber of Commerce's official publication, and is the most effective way to reach the residents and business owners withing the M.O.T. Area.

Please review the ad sizes and rates below for your options for participating. Contact Michelle Gramlich at the MACC office at 302-378-7545 x101 with any questions. Space is limited, so please act quickly. We look forward to seeing you all in our new 2026 MACC Community Guide & Business Directory!

**YOUR AD CIRCULATED FOR
AN ENTIRE YEAR!**

**3,500 FULL
COLOR COPIES
strategically
distributed**

AD RATES

Guide trim size 8.5W x 11H

Back Cover w/bleed 8.75W x 11.25H	\$2,500*
Inside Front Cover w/ bleed: 8.75W x 11.25H	\$1,700*
Inside Back Cover w/ bleed: 8.75W x 11.25H	\$1,700*
Full page ad w/ bleed: 8.75W x 11.25H	\$1,200
Centerfold	\$900*
Half page Horizontal ad: 7.5W x 4.75H	\$650
Half page Vertical ad: 3.5W x 10H	\$650
Quarter page: 3.5W x 4.75H	\$450
Business card ad: 3.75W x 2.25H	\$375

*RIGHT OF FIRST REFUSAL

Artwork & Payment Deadline: December 12th



Thank You

Thanks to your contribution, we are able to continue our mission of fostering economic growth, supporting local businesses, and enhancing the quality of life in our community.

Middletown Area Chamber of Commerce
Board of Directors



Contact Us

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WWW.MACCDE.COM