MEMORANDUM OF UNDERSTANDING BETWEEN THE CITY OF HUNTINGTON BEACH AND THE HUNTINGTON BEACH CHAMBER OF COMMERCE

THIS MEMORANDUM OF UNDERSTANDING ("MOU") is made and entered into on ______, 2023, by and between the CITY OF HUNTINGTON BEACH, a municipal corporation of the State of California (hereinafter referred to as "CITY"), and the HUNTINGTON BEACH CHAMBER OF COMMERCE (hereinafter referred to as "HBCOC"), a California non-profit 501(c)6 organization (collectively, the "Parties").

RECITALS

WHEREAS, HBCOC is one of the CITY's economic development partners and a leading proponent for the interests of Huntington Beach businesses; and

WHEREAS, the CITY has significant interest in strengthening the role of HBCOC to further enhance the economy and business environment in Huntington Beach; and

WHEREAS, HBCOC Board of Directors have identified an action list which seeks to improve membership and member needs, financials, board development, staff and operations; and

WHEREAS, HBCOC, in cooperation with the CITY, desire to accomplish these mutual objectives during the term of this MOU; and

WHEREAS, the Parties agree to establish a joint working relationship for the purposes of strengthening the Huntington Beach business community by supporting HBCOC's efforts to enhance communication and provide outreach, assistance, networking opportunities, and resources; and

WHEREAS, the purpose of this MOU is to address the duties and responsibilities of the Parties to serve the business community in relation to the common endeavor of a prosperous and thriving Huntington Beach; and

WHEREAS, the City Council of Huntington Beach finds that this MOU is in the interest of serving a valuable public purpose for the general public and the community.

NOW, THEREFORE, for and in consideration of the promises and covenants hereinafter contained, the Parties agree as follows:

SECTION 1. TERM AND TERMINATION

The term of this MOU shall become effective on the date it is approved by City Council and shall terminate on December 31, 2025. Upon mutual written consent of the Parties, this MOU may be extended for an additional one (1) year term. Both Parties agree to provide

notification of their intent to a term extension not later than sixty (60) days prior to the end of the term. Written consent by the City shall mean the City Manager or his or her designee.

This MOU may be terminated by either party with or without cause by providing at least sixty (60) days' written notice to the other party. Services provided hereunder shall continue until the date of termination.

SECTION 2. OBLIGATIONS OF CITY AND HBCOC

The Parties agree to the general duties and responsibilities outlined in Exhibit A.

SECTION 3. ACCESS TO CITY MARKS AND LOGOS

HBCOC shall have the right to use the official Huntington Beach City logo and CITY's "Surf City Huntington Beach" trademark with the prior written approval of CITY'S Director of Community Development or their designee. HBCOC will use neither logo for commercial purposes.

SECTION 4. HOLD HARMLESS

HBCOC and CITY shall protect, defend, indemnify and hold harmless each other, their officers, officials, employees, and agents from and against any and all liability, loss, damage, expenses, costs (including without limitation, costs and fees of litigation of every nature) arising out of or in connection with performance of this MOU or its failure to comply with any of their obligations contained in this MOU except such loss or damage which was caused by the sole negligence or willful misconduct of the other. Termination of this MOU shall not affect the right of either party to enforce any and all indemnities given or made by either party under the provisions of this Section.

SECTION 5. WORKERS' COMPENSATION INSURANCE

Pursuant to California Labor Code Section 1861, HBCOC acknowledges awareness of Section 3700 et seq. of said Code, which requires every employer to be insured against liability for workers' compensation; HBCOC covenants that it will comply with such provisions prior to commencing performance of the work hereunder.

In the event HBCOC directly hires employees, HBCOC shall maintain workers' compensation insurance in an amount of not less than One Hundred Thousand Dollars (\$100,000) bodily injury by accident, each occurrence, One Hundred Thousand Dollars (\$100,000) bodily injury by disease, each employee, Two Hundred Fifty Thousand Dollars (\$250,000) bodily injury by disease, policy limit.

SECTION 6. GENERAL LIABILITY INSURANCE

In addition to the workers' compensation insurance (if needed) and HBCOC's covenant to indemnify CITY, HBCOC shall obtain and furnish to CITY, a policy of general public liability insurance, including motor vehicle coverage. Said policy shall indemnify HBCOC, its officers, agents and employees, while acting within the scope of their duties, against any and all claims arising out of or in connection with this MOU, and shall provide coverage in not less than the

following amount: combined single limit bodily injury and property damage, including products/completed operations liability and blanket contractual liability, of \$1,000,000 per occurrence. If coverage is provided under a form which includes a designated general aggregate limit, the aggregate limit must be no less than \$1,000,000. Said policy shall name CITY, its agents, its officers, employees and volunteers as Additional Insureds, and shall specifically provide that any other insurance coverage which may be applicable shall be deemed excess coverage and that HBCOC's insurance shall be primary.

Under no circumstances shall the above-mentioned insurance contain a self-insured retention, or a "deductible," or any other similar form of limitation on the required coverage.

SECTION 7. <u>CERTIFICATES OF INSURANCE</u>; <u>ADDITIONAL INSURED</u> ENDORSEMENTS

Prior to commencement of this MOU, HBCOC shall furnish to CITY certificates of insurance subject to approval of the City Attorney evidencing the foregoing insurance coverage as required by this MOU; these certificates shall:

- (a) provide the name and policy number of each carrier and policy;
- (b) state that the policy is currently in force;
- (c) name CITY as an additional insured; and
- (d) promise to provide that such policies shall not be canceled or modified without thirty (30) days' prior written notice of CITY; however, ten (10) days' prior written notice in the event of cancellation for nonpayment of premium.

HBCOC shall maintain the foregoing insurance coverage in force during the entire term of the MOU or any renewals or extensions thereof or during any holdover period.

The requirement for carrying the foregoing insurance coverage shall not derogate from HBCOC's defense, hold harmless and indemnification obligations as set forth in this MOU. CITY or its representatives shall at all times have the right to demand the original or a copy of any or all the policies of insurance. HBCOC shall pay, in a prompt and timely manner, the premiums on all insurance hereinabove required.

SECTION 8. ASSIGNING AS BREACH

Neither party shall encumber, assign, or otherwise transfer this MOU, or any right or interest in this MOU, without the express written consent of the other party. A consent by a party to one assignment or transfer to another person shall not be deemed to be a consent to any subsequent assignment or transfer to another person. Any encumbrance, assignment or transfer, without the prior written consent of the other party, whether it is voluntary or involuntary, by operation of law or otherwise, is void and shall, at the option of the other party, terminate this MOU.

SECTION 9. CONFLICT OF INTEREST

HBCOC shall employ no CITY official or any regular CITY employee in the work performed pursuant to this MOU. No officer or employee of CITY shall have any financial interest in this MOU in violation of the applicable provisions of the California Government Code.

SECTION 10. PHOTOGRAPHY

CITY may grant permits to persons engaged in the production of still and motion pictures, television programs, advertising and related activities, to take photographs and/or motion pictures of HBCOC activities. However, consistent with good safety practices, CITY will endeavor to give 24-hour advance notification of such activities to HBCOC. In addition, if CITY receives compensation from such persons for such production, CITY will grant 50% of such compensation to HBCOC for support of HBCOC's activities as set forth under this MOU.

SECTION 11. NONDISCLOSURES/PRESS RELEASES

HBCOC shall consult with CITY prior to issuing any press releases or otherwise making any public statements with respect to this MOU, the transactions contemplated herein, or matters arising here from.

SECTION 12. WAIVER OF BREACH

The waiver by either HBCOC or CITY of any breach by HBCOC or CITY of any of the provisions of this MOU, irrespective of the length of time for which such failure continues, shall not constitute a waiver of such breach or a waiver of any subsequent breach by the other party, either of the same or another provision of this MOU.

SECTION 13. NOTICE

Any written notice, given under the terms of this MOU, shall be either delivered personally or mailed, certified mail, postage prepaid, addressed to the party concerned, as follows:

City of Huntington Beach
Director of Community Development
2000 Main Street
Huntington Beach, CA 92648
Building A, Room 137-138
Huntington Beach, CA 92648
Huntington Beach, CA 92648

If a party desires to change the address for notices set forth herein, said party shall provide 30 days advance written notice to the other party of any such change.

SECTION 14. CONTRACT ADMINISTRATORS

The City Manager, or his or her designee, shall be CITY's Contract Administrator for this MOU with the authority to act on behalf of CITY for the purposes of MOU. The HBCOC Executive Director, or his or her designee, shall be the HBCOC's Contract Administrator for this MOU with the authority to act on behalf of HBCOC for the purposes of MOU.

SECTION 15. ATTORNEY'S FEES

In the event suit is brought by either party to enforce the terms and provisions of this MOU or to secure the performance hereof, each party shall bear its own attorney's fees. The prevailing party shall not be entitled to recover its attorney's fees from the non-prevailing party.

SECTION 16. SECTION TITLES

The section titles in this MOU are inserted only as a matter of convenience and for reference, and in no way define, limit or describe the scope of intent of this MOU or in any way affect this MOU.

SECTION 17. MODIFICATIONS IN WRITING

This MOU contains and embraces the entire MOU between the Parties hereto and neither it nor any part of it may be changed, altered, modified, limited or extended orally or by any other MOU between the Parties unless such MOU be expressed in writing, signed and acknowledged by CITY and HBCOC, or their successors in interest.

SECTION 18. PARTIAL INVALIDITY

Should any provision of this MOU be held by court of competent jurisdiction to be either invalid, void, or unenforceable, the remaining provisions of this MOU shall remain in full force and their effect unimpaired by the holding, so long as the reasonable expectations of the Parties hereto are not materially impaired.

SECTION 19. MOU IN COUNTERPARTS

This MOU may be executed in counterparts, each of which shall be deemed an original, but all of which taken together shall constitute one and the same document.

SECTION 20. ENTIRETY

The foregoing, and Exhibits "A" and "B" attached hereto, sets forth the entire MOU between the Parties.

IN WITNESS WHEREOF, the Parties hereto have caused this MOU to be executed by and through their authorized officers the day, month and year first above written.

HUNTINGTON BEACH CHAMBER OF COMMERCE By: Sue Ce Server	CITY OF HUNTINGTON BEACH, a municipal corporation of the State of California
BRUCE BermAN	Mayor
Print Name Chave R. Title ATTEST:	INITIATED AND APPROVED: Director of Community Development
City Clerk	APPROVED AS TO FORM:
	City Attorney
	REVIEWED AND APPROVED:
	City Manger

$\underline{\mathbf{EXHIBIT}}$ **A**

OBLIGATIONS OF CITY

The Obligations of CITY pursuant to the MOU shall be the following:

1	Beginning January 1, 2024, CITY shall provide contributory funding of \$2,500 for Membership Dues on an annual basis as an Executive Level Member (Exhibit B) to the HBCOC.
	CITY shall provide up to \$9,800 of In-Kind Trade on an annual basis as sponsorship commitment for events and programs in exchange for Executive Level membership:
	CITY shall, with confirmation and availability, at no cost, provide the HBCOC with the use of the Huntington Beach Senior Center or other approved CITY property for hosting up to seven (7) HBCOC Events annually, starting January 1, 2024, as well as the State of the City Event on November 30, 2023.
	CITY to waive hourly Room Rental fee, max value of each event not to exceed \$1,400.
2	HBCOC shall be responsible for paying direct costs including but not limited to insurance, security, cleaning fees, catering costs, and staff costs outside operating hours.
	Types of events, including dates, locations, and potential attendees (e.g. youth leaders), to be reviewed and discussed annually and approved by CITY's Community Development Director, in coordination with staff from the Community and Library Services Department and the City Manager's Office.
	An event invoice should be submitted for CITY approval at least 30 days prior to each event.
	All events must follow CITY's rules and policies for reservation and use of community rental facilities.
	If HBCOC is unable to host seven (7) events on CITY property each calendar year, CITY will not be held liable or required to provide any additional in-kind services.
3	CITY shall provide the HBCOC monthly lists of new businesses with applicable contact information.
4	CITY shall provide space in the Business License Division to have the HBCOC trifold available to all new businesses.
5	CITY, to the best of its ability, shall provide a CITY official and/or council member to provide a 2-minute CITY-update at the HBCOC monthly AM Connect Events.
6	CITY, to the best of its ability, shall provide a CITY official and/or council member at HBCOC Ribbon Cuttings.
7	CITY shall consider HBCOC's participation in CITY events as a CITY partner.
8	CITY, to the best of its ability, shall provide a representative from economic development to attend monthly HBCOC board meetings.

OBLIGATIONS OF HBCOC

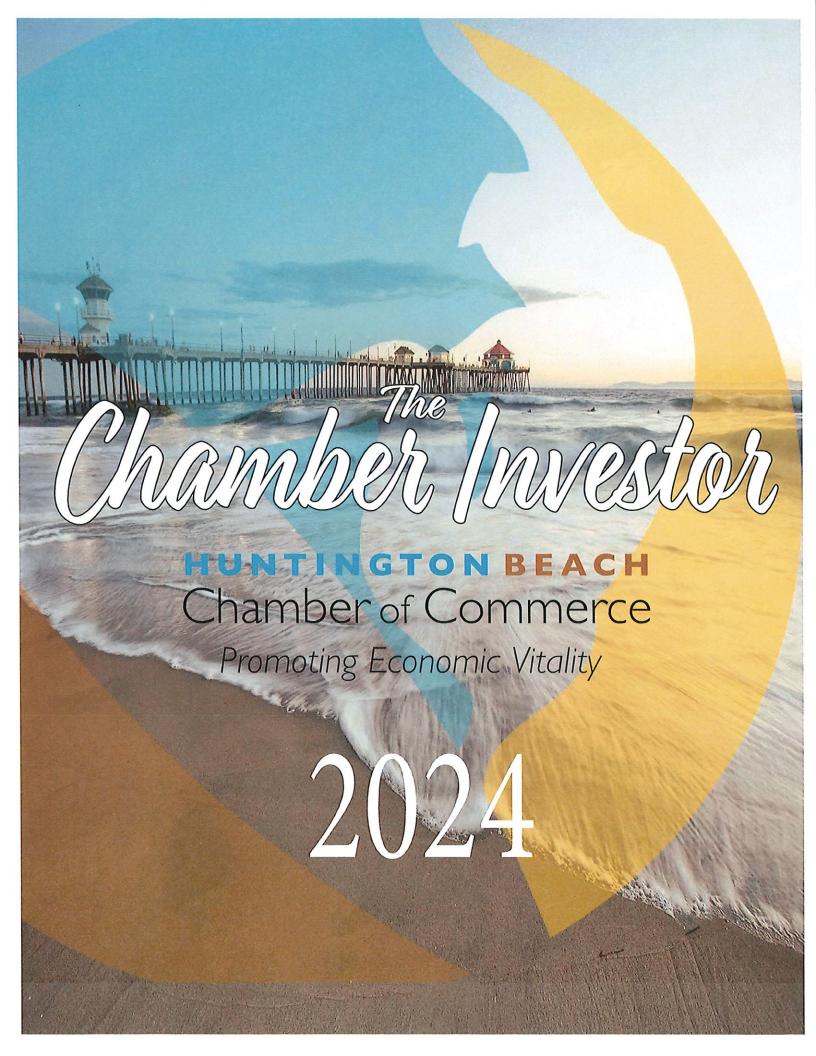
The Obligations of HBCOC Pursuant to this MOU shall be as follows:

1	HBCOC identifies the following pillars as its core functions: Resources, Connection, Representation, Lobbying & Advocacy, Professional Development, and Collaboration, and will deliver, to the best of its ability, these pillars of service through networking, servicing its existing membership base, representing and building capacity for local businesses, and providing business resources including skills enhancement.
2	HBCOC shall provide all benefits associated with an Executive Level and Standard Membership.
	HBCOC shall provide CITY, at no cost, sponsorship to the following events at certain benefit levels reflecting the dollar amount listed under the HBCOC Signature Investor Executive Level. CITY reserves the right to receive same value of another HBCOC event if an event is cancelled or an event change is requested. HBCOC will provide \$9,800 of sponsorship value to the following events as listed:
	 No cost Title Sponsorship (Value \$3,500) for the Mayor's Breakfast Event which includes: Table of 8 guests, Video Segment, prominent logo on event signage, website, social media, half page program, and verbal recognition at event. No cost Silver Sponsorship (Value \$1,150) for the Annual Gala which includes: 8
and the state of t	 tickets, ability to decorate table, logo on event's video segment, logo on event signage, website, social media, half page program, and verbal recognition at event. No cost Silver Sponsorship (Value \$1,250) for the State of the County & Economic Outlook Event which includes: 4 tickets, ½ page digital program ad, video segment at event, logo on event signage, and website, social media, and verbal recognition.
3	 No cost four (4) Sunset Mixer tickets (Value \$100), logo in program, and website, social media, and verbal recognition. No cost Title Sponsorship (Value \$2,750) for the State of the City Event which
over addition and the second	 includes: Table of 8 guests, Prominent ad placement in program, Video segment at event, logo on event signage, and website, social media, and verbal recognition. No cost Bronze Sponsorship (Value \$350) for the Best of HB event which includes: 2 tickets, 1/2-page program ad, logo on event signage, video segment at event, and website, social media, and verbal recognition.
WHAT I	• 50% off, on an annual basis, student tuition for the Robert Mayer Leadership Academy (2023 Cost is \$1,400 – Value \$700). CITY cost will be \$700 for one student and each additional student will receive a 20% discount off the tuition price pursuant to Executive Signature investment level benefit.
	• Attendance at all After-5 Mixer Events at no cost, three passes to AM Connect Events, and one pass to a B2B Event.
4	HBCOC shall invite CITY officials and/or council members to all appropriate functions i.e., openings, presentations not listed above.
5	HBCOC shall, to the best of its ability, promote CITY programs and initiatives aimed at assisting the business community, including marketing CITY's business website (www.hbbiz.com).

6	HBCOC shall maintain and continue to improve the image of HBCOC within the CITY and surrounding areas.
7	Beginning with the 2023 State of the City Event on November 30, 2023, and annually thereafter, HBCOC shall host the Annual State of the City Event for members of the community, employees of the CITY, and business owners. HBCOC shall, as needed and to the extent resources permit, coordinate with and assist CITY in the planning and preparation of the Annual State of the City program. HBCOC shall, to the extent resources permit and in consultation with CITY, invite and admit 20 to 30 youth leaders from the community to attend the Annual State of City at no cost (including breakfast). CITY will help HBCOC identify youth leaders throughout the community to be invited each year.
8	HBCOC Board of Directors identified and agreed upon the following strategic categories at its March 16, 2023 Board Retreat. HBCOC shall endeavor to implement actions related to these strategic initiatives and update CITY on such progress at least annually: 1. Membership • Grow membership with new members and retain existing members. • Broaden outreach to new Huntington Beach businesses. • Increase RMLA participation. 2. Financials • Enhance budget modeling and forecasting. • Seek more in-kind sponsorships. • Identify new fundraising event opportunities. 3. Board Development • Diversify board membership. • Encourage recent RMLA graduates to participate in Committees and as Ambassadors. 4. Meeting Member Needs • Conduct a membership satisfaction survey. • Create a digital membership directory. • Enhance use of social media (e.g. LinkedIn). • Consider creating a Chamber membership informational trifold. • Identify strategic partnership opportunities.
- 0.000	 5. Staff and Operations: Explore intern opportunities. Annotate job descriptions and responsibilities.

EXHIBIT B

HBCOC Membership Packet





HUNTINGTON BEACH Chamber of Commerce

Advocate Helping business grow through political action and efforts that create a stronger local economy and make our community a better place to do business

Serving the visibility needs of Huntington

Beach businesses by creating advertising opportunities imperative in having a successful local business

Promoting a strong economy by focusing on workforce education and the disbursement of information integral to maintaining a thriving organization

Fostering a strong sense of community by convening business representatives, creating engaging networking opportunities, and facilitating an environment that promotes involvement and collaboration



Advocate

Government affairs committee

Platform designed to make the Chamber proactive in supporting or addressing programs with great impact on the community at large - primary areas of focus include tax and regulatory matters, infrastructure, aerospace and technology, workforce housing, transportation, tourism, healthcare, community wellness, and education. The GAC is the primary body through which the Chamber establishes a position on advancing motions and legislation.

AMBASSADOR COMMITTEE

Member advocacy

The mission of the ambassadors is to increase and retain members in the Huntington Beach Chamber of Commerce and to improve the quality of membership benefits. Ambassadors build relationships, introducing people at networking events, supporting new businesses at ribbon cuttings, and promoting local stores or locations at their monthly meetings.

WORK SMART/CANDIDATES FORUM

Political panel discussions

Offers insight to both investors and non-investors from former and current elected officials through a panel discussion highlighting strategies for working effectively and efficiently with local government to ensure the growth and maintenance of a thriving local economy.

L'atalyst

ROBERT MAYER HUNTINGTON BEACH LEADERSHIP ACADEMY

Community education, growth & visibility

The unique opportunity to develop potential for public responsibility, connect with community and better understand the components of its government, public safety, business community, economic climate, social uniqueness, education and health care system.

PROGRAM TUITION \$1,250

ECONOMIC FORUM

Education & regional involvement

Provides a glimpse of the economic forecast through local experts in aviation, education, trade and local government sharing their perspective on the changing business landscape.

STATE OF THE COUNTY

Annual area update

Community leaders share recent city accomplishments and provide an overview of opportunities and visions for the community in the following year.

STATE OF THE CITY

Annual area update

Community leaders share recent city accomplishments and provide an overview of opportunities and visions for the community in the following year.

Social Media & Web Advocacy/Marketing

With thousands of weekly web views, the Chamber remains a great resource to get in front of the Huntington Beach community & share exciting news about your business.

CHAMBER PREVIEW

Weekly e-newsletter

Your weekly source for Chamber news, including the HB Business News video series, both Chamber and community events, articles and photos.

INVESTOR'S CHOICE & MEMBER-TO-MEMBER PROMOTIONS Weekly email promotions

A marketing tool for members to share events and promotions to more than 3,000 contacts.

RIBBON CUTTING

Milestone recognition

The Chamber increases local business visibility by celebrating grand openings, re-openings and anniversaries with ribbon cuttings. Due to the Chamber's close relationship with the city, we are able to ensure elected official representation, in addition to having a complete ceremony video posted to our YouTube channel.

HB BUSINESS NEWS

Weekly video news

Our weekly YouTube channel featuring local business events, promotions, milestones, and community engagement.

onvener

BEST OF HB AWARDS LUNCHEON

Recognition & involvement

Recognizes community business leaders, both large and small, in categories such as philanthropy, dining, real estate, entrepreneurship, non-profit leadership & more..

ANNUAL GALA

Celebration & annual fundraiser

A celebration for both members and non-members, highlighting a year in review and announcements for the future of the Chamber of Commerce.

AM CONNECT & AFTER 5 MIXER

Monthly networking

Visibility and engagement with local business owners and representatives. Featured speakers provide Huntington Beach-relevant and timely information.

GOLF TOURNAMENT & TASTE + SUMMER SUNSET MIXER Visibility & leisure

The largest event by the Chamber featuring sponsors on each of the 18 holes in the tournament - investors have exclusive visibility at this annual event as each foursome works through the tournament. The Summer Sunset Mixer convenes both golfers and non-golfers with neighboring chambers after the annual tournament to network in an engaging environment, including live music, auctions and a helicopter ball drop sponsors and raffle donors are given exclusive visibility.

ANGEL NIGHT /TASTE OF HB

Whether it's a fun night at Angel Stadium or a table-top expo offering members new visibility, the chamber is a great way to get involved & get in front of the community.



Signature Investors

Chairman



Partner







Executive







Corporate















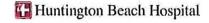


Business





















Signature Investor Levels

The Signature Investor gains an extensive measure of participation and visibility in the business community for their one annual investment. They have more autonomy in determining where their funds are contributed and exclusive visibility where they choose. Additionally, they are visible in all publications, both digitally and in print.

Signature Investor level is determined by the sum of the total contributions to the **Huntington Beach** Chamber of Commerce.

Signature Investors have increased visibility at events and programs associated with

advocacy, development, promotion or bringing people together, specific to the investor' interests and agreement. Signature Investors choose which line to support.

Signature Investors are invited to exclusive, invite-only receptions to network with other Signature Investors, elected officials, and key community members

CHAIRMAN \$30,000

- RMLA Scholarship 2 students
- 35% Advertising Credit
- 12 months AM Connect/B2B Pass (2)
- Complimentary Investor's Choice advertising
 (6)
- . 1 min Video at all major events
- I year live linkage from our website to your company
- Any Correspondence we send out gets your logo on it.
- Logo on website
- Title ad (banner size) on Chamber website for 1 year
- Speaking opportunity at our major events
- Distribute Marketing Material at our local Block Party
- Social Media or e-blast for one year (one a month)
- 6 extra tickets to major events (excludes Golf Tournament)
- All the benefits from the standard membership Tiers 1-5

includes \$5,000 annual dues

CORPORATE - \$5,000

- 15% RMLA
- 15% Advertising credit
- 4-month live linkage from our website to your company
- 4-month Banner Ad on chamber Website
- 4 extra e-blasts or social media posts
- All benefits from the Standard Membership Tiers 1-5

includes \$1,500 annual dues

PARTNER - \$20,000

- 25% RMLA Scholarship Credit
- . 25% Advertising Credit
- 6 months Am connect/B2B Pass (1)
- Complimentary investors Choice advertising (3)
- 45 Sec Video at all major events
- 8-month live linkage from our website to your company
- 8-month Banner ad on Chamber website
- . 8 Social Media or e-blast posts
- · All weekly emails include your logo
- All the benefits from the standard membership Tiers
 1-5

includes \$3,000 annual dues

EXECUTIVE - \$10,000

- 20% RMLA Credit
- . 20% advertising Credit
- 3-month AM Connect /B2B Pass (1)
- 6-month live linkage from our website to your company
- · 30 sec video at all major events
- 6-month Banner Ad on Chamber Website
- . 6 extra e-blasts or social media posts
- Advertising opportunities on 2 webinars hosted by the Chamber
- All benefits from the Standard Membership Tiers 1-5

includes \$2,500 annual dues

BUSINESS - \$2,500

- 10% RMLA
- 10% Advertising Credit
- 2-month live linkage from our website to their company
- 2-month Banner Ad on chamber website
- 2 extra-eblasts or social media posts
- All benefits from the Standard Membership Tiers 1-5

includes \$1,000 annual dues



Standard Member Benefits

Chamber decal & usage of Chamber logo Sponsorship opportunities Free admission to New Member event Ability to join committees OC SCORE workshops Basic affinity programs - Office Dep Basic business listing/profile (phone number Business-to-business connections Business listing in publications Member Check-In video shared on our VISIBILITY website,e-blast, and social media platforms Access to monthly networking events at member price One-on-one advo opportunities Committee leadership opportunities Member login/profile Affinity program partnership opportunity Full business listing Web access to post job openings Web access to post on event calendar Web access to post member-to-member promotions Web access to post press/news releases INVOLVEMENT Member Check-In video shared on our website,e-blast, and social media platforms Full ribbon cutting ceremony with plaque and video Certificate of origin with notary Certificate of free sale and export In-office marketing opportunities Two category listings Digital content on online profile Member mailing list Blog article/content on website (500 words) Editorial in Chamber Preview newsletter (500 words) Member Check-In video shared on our website,e-blast, and social media platforms MARKETING Two complimentary tickets to monthly networking Opportunity to post promotions to Chamber social platforms Employment posters Complimentary boardroom usage Three category listings on our website directory **Business Spotlight Video** Social platform(s) review and consultation Quarter page ad in the HB Business Journal Bold listing in the HBBJ Special Directory One complimentary ad in Investor's Choice email Tile ad on Chamber Preview and website - one month **PROFESSIONAL** Monday Member CHECK-IN VIDEO shared on our website, e-SERVICES blast and social media platforms \$1,000 10% Robert Mayer Leadership Academy discount B2B Networking Luncheon sponsorship 1 month of social media (Facebook & Instagram) Two complimentary ads in the Investor's Choice email Banner ad on website - one month Member Check-In video shared on our website,e-SOCIAL blast, and social media platforms MEDIA \$1,500

^{*}Civic membership is \$100

^{*}Membership is renewed annually

^{*}Companies/organizations with 50+ employees must begin at Tier 3



Application

BUSINESS INFORMATION		0 9 0
Business Name:		
Address:		
City/State/Zip:		
Phone:	Fax:	
Business Category:		
Business Description (35-50 words):		
Facebook:	Instagram	
Twitter:		
Primary Contact Information	Oner	
	Title	
Name:		
Email:	Phone:	
Secondary Contact Information	TH	
Name:		
Email:	Phone:	
SIGNATURE INVESTOR		
STANDARD MEMBER TIER		
(includes \$25 one-time processing fee)		
TIER 1 \$275 TIER 2 \$375 *\$25 processing fee is waived for Tier 5 *Annual Fees are subject to change	☐ TIER 3 \$600 ☐ TIE	TIER 5 \$1,500
PAYMENT INFORMATION		
Amount to Bill: \$		it Card
AMEX Discover MasterCard Visa		
Card No.:	Name on Card:	
Billing Address:	Sec. Code	Exp. Date: ZIP:
be paid in full within 90 days of the agreement, unless a specified happens during the 90-day grace period must be paid prior to the Investor is solely responsible for the entire substance and content indemnify HBCOC and to hold HBCOC harmless from and against out of the advertisement. Copy and proof deadlines must be met original copy or kayout will be charged on the basis of the time ne	event or program comes before the close of respective event/publication. No paymen (including text and illustrations) of the advertal liability or loss (including liability for attorn to ensure publication. Proofs, when submitt cessary to make such changes. A 1.5% inter	erlising fees associated with the selected Signature Investor level must of the 90-grace period. Sponsorship and/or advertising agreed upon that it plans will be offered outside the 90-day grace period. The Signature tising printed that is included with sponsorship. Advertiser agrees to fully ney's fees and costs) and against all claims or actions, based on or arising ted, will be checked for typographical corrections only. All changes of rest rate will be charged on any amount outstanding after 90 days. By and that my sponsorship will run for the agreed upon duration detailed on
l agree to the above contract (sign)	Print Name	Date

HUNTINGTON BEACH CHAMBER OF COMMERCE 2024 ANNUAL EVENTS

BEST OF HBLOCATION: HB SENIOR CENTER

JANUARY 11, 2024

The Best of HB is an annual awards ceremony recognizing community standout individuals and organizations who have contributed significantly to the betterment of Huntington Beach. In 2022, over 3500 votes were cast from the community recognizing 10 categories and nearly 40 organizations.

MAYOR'S BREAKFAST LOCATION: TBD

FEBRUARY 2024

Join the Mayor of Huntington Beach for the Mayor's Breakfast to gain insights into the city's plans, initiatives and policies in 2024.

ANNUAL GALA Location: HB Senior Center

MARCH 1, 2024

Get ready for an action-packed night at the Annual Gala, because the Chamber is sure to bring much excitement! The Annual Gala helps to promote business networking and community involvement. Dress in your favorite gala attire, enjoy great dinner and drinks, dance to live music, bid on auction items, and recognize and thank outgoing Chamber Board Members and then welcome the installation new Board Members.

STATE OF THE COUNTY/ ECONOMIC OUTLOOK LOCATION: TBD

MAY 2024

The Annual State of the County & Economic Outlook will feature keynote speakers and panel discussions from top business leaders, as well as updates from regional legislators, service providers, and business organizations on the economic climate and challenges facing the county.

47TH ANNUAL GOLF TOURNAMENT & TASTE

THE HUNTINGTON CLUB JULY 15 2024

The Golf Tournament & Taste is the largest event hosted by the Chamber, featuring sponsors and restaurants on each of the course's 18 holes. The auction items debut at the Summer Sunset Mixer, convening both golfers and nongolfers to network in an engaging environment with music, auctions and a helicopter ball drop.

HUNTINGTON BEACH NIGHT AT ANGEL STADIUM ANGEL STADIUM

SEPTEMBER 2024

Huntington Beach Night at Angel Stadium invites HB Locals for a night out at the ball game vs the Seattle Mariners. You won't want to miss out on this exclusive event! Every year, we reserve group seats in what is expected to be an amazing evening with many networking opportunities. Come early to hang out at the Huntington Beach Tailgate before the game!

TASTE OF HB

LOCATION : TBD OCT 5, 2024

The Taste of Huntington Beach is a culinary extravaganza that showcases the skills of local chefs and the products of regional wineries and breweries. For a single fee, guests are granted unlimited access to samples of delectable fare and beverages. The funds raised from this event are utilized to support various programs and events for Chamber Members.

STATE OF THE CITY LOCATION: TBD

NOVEMBER 2024

The State of the City provides an overview of recent accomplishments and future goals of Huntington Beach's City Government, officials, and bureaus, aimed at promoting the city's betterment.

SELECTING YOUR SPONSORSHIPS

We invite you to use this page as a tool for selecting the best sponsorships for your business. You can call or email me with your selections. Certain Sponsorships are assigned on a first-come-first-served basis. Please commit your sponsorships at the time of your membership dues/renewal, but we ask that your payment is made prior to the sponsorship deadline of your selected event if you are not paying the entire amount of your Signature investor level commitment.

Please remember, businesses who commit to our Signature Investor Membership are committed to follow through on sponsorship dollar financial obligations.

Mayor's Farewell ☐ Title Sponsor, \$3500 Sponsor ☐ Gold Sponsor, \$1500 ☐ Silver Sponsor, \$1250 Sponsor ☐ Networking Sponsor, \$750	State of the City ☐ Title Sponsor, \$2750 ☐ Gold Sponsor, \$1200 ☐ Silver Sponsor, \$800 ☐ Networking Sponsor, \$600
Annual Gala Title Sponsor, \$5000 Gold Sponsor, \$2500 Silver Sponsor, \$1800 Photobooth Sponsor, \$1,200 Cocktail Sponsor, \$1000 Bronze Sponsor, \$550 Print Sponsor, \$500	Best of HB ☐ Title Sponsor, \$5,000 ☐ Gold Sponsor, \$2,500 ☐ Silver Sponsor, \$1,600 ☐ Cocktail Sponsor, \$1,250 ☐ Photobooth Sponsor, \$1000 ☐ Award Sponsor, \$500 ☐ Bronze Sponsor, \$350
State of the County Title Sponsor, \$3500 Gold Sponsor, \$1500 Silver Sponsor \$1250 Networking Sponsor \$750 Golf Tournament & Sunset Mixer Title Sponsor, \$5,000 Summer Mixer Sponsor, \$3000 Golf Cart Sponsor, \$2750 Swag Sponsor, \$2750 Ball Drop Sponsor, \$2750 Gold Sponsor, \$1800 Silver Sponsor, \$1,600 Shoot-out Sponsor, \$1200 Cocktail Sponsor, \$1000 Car Sponsor, \$1350 Hole Sponsor, \$300	☐ Technology Sponsor, \$2,500 Staff Development Donation ☐ \$500 ☐ \$100 ☐ Other Amount Robert Mayer Leadership Academy ☐ Student Tuition \$1400 x ☐ Alumni Activities Sponsor \$2000 ☐ Program Sponsor \$2000 ☐ Catering Sponsor \$500 ☐ T-Shirt Sponsor \$400 ☐ Award Sponsor \$1500 ☐ Retreat Sponsor \$3000 ☐ Retreat Facilitator Sponsor \$6000 Social Media & Web Marketing ☐ Social Media Posts1 post \$75 _2 posts \$100 _3 posts \$150 ☐ HBChamber.com Homepage Banner AdMonthly \$250Annual \$1500

☐ Am Connect/B2B Sponsor \$350



BEST OF HB AWARDS

EVENTSPONSORSHIP-*JANUARY 11, 2024

*The Best of HB annual awards ceremony recognizes local individuals & businesses who have gone above & beyond to improve the City of Huntington Beach. Every year, we receive hundreds of nominations & thousands of votes celebrating our community!

Title \$5,000

- Table for 10
- Premium table placement
- Award sponsorship
- Opportunity to address participants
- Video Segment at event
- Full page ad in digital program
- Prominent logo on event signage
- Website social media recognition
- · Verbal recognition at event

Silver \$1,600

- Table for 6
- Premium table placement
- Half page digital program ad
- Logo on event signage
- Video segment at event
- Website & social media recognition
- Verbal recognition at event

Award \$500

- · Two tickets
- Presentation of an award
- Verbal recognition at event

Print

- Two tickets
- Logo in digital program
- Premium Seating
- · Recognition at event

Gold \$2,500

- Table for 8
- Premium table placement
- · Full page digital program ad
- Video segment at Event
- Logo on event signage
- Website & social media recognition
- Verbal recognition at event

Cocktail \$1,250

- Two tickets
- · Logo on all cocktail napkins
- Verbal recognition at event

Photobooth \$1,000

- Two tickets
- Logo on photo booth prints
- Verbal recognition at event

Bronze \$350

- Two tickets
- Logo in digital program
- Premium Seating
- Recognition at event

Attendance: 150+ Individual ticket: TBD City employee: TBD

Full page digital program ad: \$300 Half page digital program ad: \$200 Business card digitalprogram ad: \$100

^{*}You will be notified if events may be canceled or rescheduled with options on how to allocate your sponsorship.



Join the Mayor of Huntington Beach for the Mayor's Breakfast to gain insights into the city's plans, initiatives and policies in the upcoming year.

Title \$3500

- Up to 8 tickets
- · Opportunity to address participants
- Video segment at event
- · Prominent logo on event signage
- Website & social media recognition
- · Verbal recognition at event

Silver \$1,250

- 4 tickets
- Video segment at event
- Logo on event signage
- Website & social media recognition
- Verbal recognition at event

Gold \$1500

- 6 tickets
- Video segment at Event
- · Logo on event signage
- Website social media recognition
- Verbal recognition at event

Networking \$750

- Two tickets
- · Logo on coffee cups
- Business card program ad
- Logo in video segment
- · Verbal recognition at event

Attendance: 200+ Individual ticket: TBD City employee: TBD

Full page digital program ad: \$300 Half page digital program ad: \$200



The Annual Gala is an exciting celebration for one of our biggest community events of the year including, live music, board ceremonies, silent auction, dinner, wine wheel, photobooth & more!

Title \$5,000

- Exclusive sponsorship
- Table for 10
- Table decoration
- Premium table placement
- Opportunity to address participants
- Digital program ad header
- Video segment at event
- Prominent logo on event signage
- Website & social media recognition
- · Verbal recognition at event

Silver \$1,800

- Table for 6
- Table decoration
- Premium table placement
- Digital program ad
- · Logo on event signage
- Video segment at event
- Website & social media recognition
- Verbal recognition at event

Print \$500

- 2 Tickets
- Logo in program
- Verbal Recognition at event

Gold \$2,500

- Table for 8
- Table decoration
- Premium table placement
- Digital program ad
- Video segment at event
- Logo on event signage
- Website & social media recognition
- Verbal recognition at event

Photobooth \$1,200

- Two tickets
- · Logo on photobooth prints
- Verbal recognition at event

Cocktail \$1,000

- Two tickets
- Logo on all cocktail napkins
- · Verbal recognition at event

Bronze \$550

- 2 tickets
- Logo in program
- Recognition at event

Attendance: 250+ Individual ticket: TBD City employee: TBD Full page digital program ad: \$300 Half page digital program ad: \$200 Business card program ad: \$100

*You will be notified if events may be canceled or rescheduled with options on how to allocate your sponsorship.



STATE OF THE COUNTY & ECONOMIC OUTLOOK EVENT SPONSORSHIP - *MAY 2024

The Annual State of the County & Economic Outlook will feature keynote speakers and panel discussions from top business leaders, as well as updates from regional legislators, service providers, and business organizations on the economic climate and challenges facing the county.

Title \$3500

- Up to 8 tickets
- Opportunity to address participants
- Back cover digital program ad
- Video segment at event
- Prominent logo on event signage
- Website & social media recognition
- Verbal recognition at event

Silver \$1,250

- 4 tickets
- · Half page digital program ad
- Video segment at event
- Logo on event signage
- Website & social media recognition
- Verbal recognition at event

Gold \$1500

- 6 tickets
- Full page digital program ad
- Video segment at Event
- · Logo on event signage
- Website social media recognition
- Verbal recognition at event

Networking \$750

- Two tickets
- Logo on coffee cups
- Business card digital program ad
- Logo in video segment
- Verbal recognition at event

Attendance: 200+ Individual ticket: TBD City employee: TBD

Full page digital program ad: \$300 Half page digital program ad: \$200



Title \$5,000

- Exclusive sponsorship
- Two foursomes
- Opportunity to address participants during Summer Sunset Mixer
- Tee sign
- · Digital program ad header
- Prominent logo on event signage
- Admission to Summer Sunset Mixer for all golfers
- Video segment at event
- Website & social media recognition
- Verbal recognition at event

Summer Sunset Mixer \$3,000

- · Verbal recognition at event
- One foursome
- Logo on invitation
- · Digital program ad
- · Logo on event signage
- Video segment at Event
- Website & social media recognition
- Verbal recognition at event
- Summer Sunset Mixer admission

Golf Cart \$2,750

- One foursome
- Tee sign
- Logo on all golf carts
- · Digital program ad
- Website & social media recognition
- Verbal recognition at event
- Summer Sunset Mixer admission

Swag \$2,750

- One foursome
- · Logo on event-branded item
- Tee sign
- Logo on event signage
- Digital program ad
- Video segment at event
- Website & social media recognition
- Summer sunset admission

Ball Drop \$2,750

- One foursome
- Tee sign
- · Logo on all ball drop tickets
- Logo on prop winner check
- Digital program ad
- Logo on event signage
- · Video segment at event
- Website Social media recognition
- Verbal recognition at event
- Summer Sunset Mixer admission

Gold - \$1,800

- One foursome
- Summer Sunset Mixer admission
- Tee sign
- Digital program ad
- Video segment at event
- Logo on event signage
- · Website Social media recognition
- Verbal recognition at event



47th Annual Golf Tournament & Taste Event sponsorship - *July 15, 2024

Silver \$1,600

- One foursome
- Summer Sunset Mixer admission
- Tee sign
- Logo on event signage
- Video segment at event
- Website & social media recognition
- · Verbal recognition at event

Bronze \$1,400

- One foursome
- Summer Sunset Mixer admission
- Logo in digital program
- · Verbal recognition at event

Shootout \$1,200

- Two golfers
- Signage at shootout
- Logo on all boxed meals
- Summer Sunset Mixer admission
- Ball drop entry
- · Verbal recognition at event

Attendance: 250+

Single Golfer: TBD Foursome:

TBD

Full page digital program ad: \$300 Half page digital program ad: \$200

Signature Cocktail \$1,000

- Two golfers
- Signage at shootout
- Logo on all cocktail napkins
- · Verbal recognition at event

Car \$1,350

- One foursome
- Signage at hole
- Summer sunset admission
- Video segment at Event
- Logo in digital program
- Recognition at event

Hole \$300

- Two tickets to Summer Sunset Mixer
- · Two drink tickets
- Logo in digital program
- Verbal recognition at event
- Tee sign
- Table & chairs setup at hole

*You will be notified if events may be canceled or rescheduled with options on how to allocate your sponsorship.



*The State of the City centers discussion around accomplishments from the past year and the current state of Huntington Beach.

Featured guest speakers present upcoming projects, opportunities, address challenges, and give us a glimpse of what's ahead for our thriving business community.

Title \$2,750

- Up to 8 tickets
- Opportunity to address participants
- Digital program ad header
- Video Segment at event
- Prominent logo on event signage
- Website & social media recognition
- Verbal recognition at event

Silver \$800

- 4 tickets
- Digital program ad
- · Logo on event signage
- Video Segment at event
- Website & social media recognition
- Verbal recognition at event

Gold \$1,200

- 6 tickets
- Digital program ad
- · Logo on event signage
- Video Segment at event
- Website & social media recognition
- Verbal recognition at event

Networking \$600

- Two tickets
- Logo on coffee cups
- Digital program ad
- Verbal recognition at event

Attendance: 180+ Individual ticket: TBD City employee: TBD

Full page digital program ad: \$300 Half page digital program ad: \$200 Business card digital program ad: \$100

*You will be notified if events may be canceled or rescheduled with options on how to allocate your sponsorship.





September – June Program Tuition *(\$1400) Tuition is per person.

This signature program of the Huntington Beach Chamber of Commerce is an annual nine-month leadership development course that strengthens the Huntington Beach community and economic climate by encouraging public responsibility while motivating and preparing our next civic and business leaders. Sponsors at all levels will be acknowledged with the inclusion of their logos on printed programs, marketing materials, event signage, program participant tee shirts, and other branded items in addition to social media mentions and verbal recognition at RMLA events. *Tuition is \$1,250 on or prior to June 30th, 2024. Tuition after June 2024 will be \$1400. 50% deposit due before the retreat in September.

ALUMNI ACTIVITIES SPONSOR: \$2,000

Help us engage and activate the more than 300 professional graduates of RMLA. This amount will support a variety of activities and events, including the ten alumni meetings held throughout year. In addition, it will enable us to build and maintain a database of graduates; produce outreach marketing materials to keep our alumni informed and involved; recognize and promote our alumni with written profiles; and develop an executive program to further expand their career growth and potential.

PROGRAM SPONSOR: \$2,000

Help us expand the reach of RMLA across our entire community. Program sponsorships will allow us to offset some tuition costs for small businesses, non-profits, and worthy individuals who might benefit most from RMLA programs and networking but who might otherwise be unable to participate. This donation will ensure that the future leaders we are preparing represent a diverse cross section of our population and that our program serves the broadest possible constituency.

CATERING SPONSOR: \$500

Help us energize our participants during learning sessions. This highly practical sponsorship supplies breakfast, lunch and refreshments for RMLA class days, class receptions and class networking events.

T-SHIRT SPONSOR: \$400

Help us build RMLA team spirit. At each year's opening retreat, participants are presented with an RMLA tee shirt, which they wear for their class photo – an important first step in transforming a group of new class members into a unified, collaborative team. This sponsorship helps fund the design and production of tee shirts for the entire class.

AWARD SPONSOR: \$1,500

Help us recognize our graduates for their dedication. This sponsorship contributes to the purchase of the RMLA "diploma" – the beautifully crafted wooden plaque awarded to each participant upon graduation from the RMLA program. It serves not only as a congratulatory memento but also as a reminder of RMLA values and training.

RETREAT SPONSOR [LODGING & CATERING]: \$3,000 *

Help us launch our annual program. Each year RMLA gets underway with a two-night leadership retreat, bringing new class members together to build relationships in preparation for their work together throughout the year. This sponsorship defrays the cost of food, beverage and lodging for participants.

RETREAT FACILITATOR SPONSOR: \$6,000

Help us provide an exhilarating opening weekend. The leadership retreat that kicks off each year's program is a weekend of experience-based training and physical activity through which participants discover their strengths as individuals and their value as team members. This sponsorship will support the team-building facilitator we have been using with great success to prepare incoming classes for a year of learning and collaboration.

Advertise with the HUNTINGTON BEACH Chamber of Commerce

Member Promotions

Promote your business or event through our weekly Investor's Choice Email with over 3,000 local community members. Gain additional exposure by spotlighting your ad on Social Media!









\$100/mo homepage banner

Chamber of Commerce

E-blast (3,000 subscribers)

Contact: Tina Figarsky, Membership & Advertising Sales at tfigarsky@hbcoc.com\

Media/File Format: JPEG or PNG sent via email. All artwork must be 300dpi Include links if desired.

Social Media Placement (6,000 Followers)

Located on the homepage for one month. SIZING MUST BE 1080w x 1350h or 1080w x 1080h (pixels)

Website/Placement (15,000 Annual Views)

Located on the HBchamber.com homepage for one month. May renew at any time. SIZING MUST BE 1080w x 1350h (pixels)

Payment Process

Payments are due in full

☐ I authorize a one time total payment of \$_____ Please choose one of the following: Company _____ ☐ Check (payable to HBCOC) Contact: _____ ☐ Credit Card: (circle) Visa MC Discover Amex) Card Number City: _____ State: ____ Zip: ____ Exp. Date: _____ Code: ____ Phone: _____ Billing address (if different than company address): Email: Address: City: _____ State: ____ Zip: ____ HUNTINGTON BEACH

ADDITIONAL SPONSORSHIPS HUNTINGTON BEACH Chamber of Commerce

TECHNOLOGY SPONSOR \$2,500

STAFF DEVELOPMENT DONATION

Sponsors receive annual banner ads on the Chamber website, calendar, directory pages, and technology sponsor recognition in the weekly Chamber Preview email.

\$100 \$500 Other:				
All donations toward staff development supports att relevant industry conferences, webinars, technical s the Chamber to better serve the membership as they through developmental programs such as the WACL profits in the city. A donation to staff development coin the industry.	kill development, online courses, etc. This allows may be granted the financial privilege of going E Academy or being a member of various non-			
AM CONNECT SPONSOR \$375				
Sponsors receive monthly advertising as the event spans an event sponsor on the event page, two tickets to recognition, opportunity to leave company material attendees (5 minutes). Sponsorship is per month, on a.m. to 9:00 a.m. Each session features a topical sp community, as well as networking, breakfast and 20 Year Pass: \$275/attendee	o attend the event, table signage, social media s on each table and the opportunity to speak to the second Thursday of every month from 7:30 heaker on an issue of importance to the business			
Payment Process				
Payments ar	e due in full			
☐ I authorize a one time total payment of \$				
Please choose one of the following: Check (payable to HBCOC) Credit Card: (circle) Visa MC Discover Amex) Card Number Exp. Date: Code: Billing address (if different than company address): Address:	Company			
City: State: 7in:				

HUNTINGTON BEACH Chamber of Commerce

Contact Us

Bruce Berman

Chairman of the Board & Interim CEO (714) 895-8315 bberman@gwc.cccd.edu

Tina Figarsky

Membership Development / Events & Advertising (714) 536-8888 ext. 703 tfigarsky@hbcoc.com

Charlene Nowak

Marketing & Communications Admin (714) 536-8888 ext. 704 cnowak@hbcoc.com

Matt Liffreing

Videographer & Social Media Admin (714) 293-2120 vidspot4u@gmail.com

OFFICE LOCATION:

15744 Goldenwest St Administration Building 4 - Room #138 Huntington Beach, CA 92647

MAILING ADDRESS:

16787 Beach Blvd #202 Huntington Beach, CA 92647