



# 2020 SPONSORSHIP OPPORTUNITIES

## 2020 Sponsorship Program

The Board of Directors of the Association of Corporate Counsel San Diego Chapter is pleased to present the 2020 ACC San Diego Chapter Sponsorship Program.

The ACC San Diego Chapter serves the needs of in-house counsel in the San Diego metropolitan area and has over 600 members, representing 190 companies in the county. From complimentary networking events to career development and philanthropy, ACC San Diego focuses on the in-house counsel professional and business interests through in-depth information, education, social events, and community initiatives.

Our members take pride in handling some of the most complex issues that arise across all key practice areas and industries. Our Chapter relies on you for thought leadership, professional development, and networking opportunities to empower them. By partnering with local sponsors like you, ACC San Diego can realize its vision of:

*“Building connections among in-house counsel and their community to foster engagement, education and excellence in a dynamic and inclusive environment.”*

### Meet the 2019 Board of Directors

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## Purpose of Sponsorship Program

The global Association of Corporate Counsel encourages its chapters to develop locally focused sponsorship programs to tailor the programming breadth and content for its members. Additionally, because ACC San Diego is committed to meeting the interests and geographical preferences of our members, we regularly seek member input on current and future programs and events. Based on this input, our 2020 sponsorship program provides our sponsors with the opportunity to showcase their talents and value proposition through a more streamlined and curated offering of monthly continuing education programs, networking and social events, and community service opportunities.

## Summary of 2020 Sponsorship Program

The key benefits and programming components of our 2020 Sponsorship Program, described more fully below, are based on sponsorship level and include: 6 Sponsor Platinum Events, a reimagined All-Day CLE and Member Reception, ACC San Diego’s Annual Signature Event, 45 CLE Programs (from pre-approved listing of topics) and Social Events.

Sponsorship Level	Benefits	Price	Event Costs
<b>Platinum</b> (6 available)	<ul style="list-style-type: none"> <li>Exclusively sponsor 1 Platinum Event</li> <li>Exclusively sponsor 2 CLE and/or Social Events</li> <li>Present at Annual All-Day CLE, and attend post-event networking event</li> <li>Co-sponsor (together with the other Platinum Sponsors) ACC San Diego’s Signature Event</li> <li>8 tickets to Signature Event</li> </ul>	\$20,000	100% Sponsor borne
<b>Gold</b> (6 available)	<ul style="list-style-type: none"> <li>Exclusively sponsor 2 CLE and/or Social Events</li> <li>Present at Annual All-Day CLE, and attend post-event networking event</li> <li>6 tickets to Signature Event</li> </ul>	\$15,000	100% Sponsor borne
<b>Silver</b> (6 available)	<ul style="list-style-type: none"> <li>Exclusively sponsor 2 CLE and/or Social Events</li> <li>4 tickets to Signature Event</li> </ul>	\$10,000	100% Sponsor borne
<b>All</b>	<ul style="list-style-type: none"> <li>Sponsor logo on ACC San Diego sponsor page, linked to sponsor’s website</li> <li>ACC San Diego drafts and sends event marketing announcements to its membership, and provides attendee contact information after event, including email address, for consenting attendees.</li> </ul>		

**Platinum Events.** Platinum level sponsorship allows for the greatest access to ACC San Diego members through named involvement in a Platinum Event. Each Platinum Event is solely sponsored by one of our Platinum level sponsors and co-promoted with ACC San Diego. It can be a CLE Event, a Social Event, or a combined CLE and Social Event at a destination location that is designed and promoted to attract a large and diverse member turnout. Some examples are:

- **Golf Tournament.** Our 2019 inaugural 9-Hole golf tournament was at Morgan Run with 40 golfers.
- **Women’s Event.** All-Day or Half-Day event with targeted sessions directed to female members.
- **Holiday Mixer.** Held in early December.
- **Board Retreat.** Held in January with new officers and board members to kick off strategies for the coming year.

- **Music/Concert Event.**
- **Social.** Other premium event ideas are in Appendix 1.

**Annual Signature Event.** ACC San Diego will hold one Annual Signature Event to be co-sponsored by its Platinum Sponsors. In 2019, the Signature Event was the Padres game in August.

**Annual All-Day MCLE Forum.** In 2020, ACC San Diego’s popular all-day MCLE program will be expanded and better than ever!

- This event is a one-stop shop for in-house counsel to learn from San Diego’s leading law firm practitioners on the top-of-mind issues facing our companies today.
- Held in late January, the timing is perfect for those California attorneys whose compliance period is due February 1, 2020 and need those “hard-to-get” specialty credits!
- The 2020 program anticipates two concurrent program tracks with topics broadly appealing to the most pressing issues faced by in-house counsel today.

**ACC San Diego Platinum and Gold Sponsors will be the exclusive MCLE FORUM program presenters and the only sponsors invited to attend the cocktail reception following the event, anticipated to be our most popular event of all 2020.**

ACC San Diego will plan and host the event at a local resort destination which will include continental breakfast, a sit-down lunch and an all-member networking reception following the programs. The networking reception will feature a hosted bar, heavy hors d’oeuvres and live entertainment.

*2020 Sponsors will not incur additional program, venue or food charges (other than any necessary hotel arrangements and travel expenses for Sponsor personnel).*

**CLE Events – Allocation, Venue, and Topics.** CLE Events are lunch or evening events solely hosted by one sponsor. While not guaranteed, these events typically have 25 – 70 attendees. The most well-attended CLE events explore topics that are trouble spots and/or commonly faced issues by our membership, including contract or transaction disputes, newly evolving technology laws, and multi-jurisdictional practice issues.

- **Allocation and Venue.** The sponsor is responsible for securing a venue for the event (e.g., your own facility) and providing lunch or appetizers for attendees. To meet current member interest and geographical preferences for CLE events, ACC San Diego will provide its sponsors with a list of approved CLE dates and topics for 2020 and then collaborate on CLE event venue choices and other event details. Sponsors will choose their first, second and third choices for available CLE months and topics, and dates and topics allocated on a first-paid basis. To allow ACC San Diego sufficient time to plan and market CLE events, sponsors must obtain the approval from ACC San Diego on CLE event details (e.g., CLE topics, speakers, venue, agenda, summary, date, and time) at least 45 days before the event. ACC San Diego may cancel the event (without refund) if event details are not timely agreed upon. To promote maximum attendance and quality of our CLE events, ACC San Diego strongly recommends finalizing the event details at least 60 days before the event.
- **Topics.** Please see the attached spreadsheet for CLE topics within the following categories: Diversity/Elimination of Bias; Employment/Compensation/ERISA; International; Intellectual Property; Law Department Management / Legal Tech / Ethics; Litigation/Investigations/Insurance; M&A, Contracts, other Transactions; Privacy / Data Protection / Cyber; Regulatory / Compliance / Trade/Antitrust; Securities / Corporate Governance/Accounting; and Substance Abuse/Ethics. Also attached is a non-categorized list of CLE topics.

- **North & South County Programs.** New in 2020, sponsors may present the same program in additional locations in Carlsbad and Downtown with ACC San Diego approval. We will work with the sponsor to find suitable locations.

**Social Events.** See sample social event ideas on page 6.

### **Additional Sponsorship Information**

- **Term and Fee:** The term of a sponsorship under the 2020 Program is from January 1 – December 31, 2020. Sponsorship fees are due within 30 days of notification of the award. ACC San Diego reserves the right to add additional sponsorship categories, but will only do so as not to conflict with the current sponsorship categories. If you are unable to pay the sponsorship fee within this time period due to budget allocation issues, ACC will either determine a suitable due date on a case-by-case basis, to be no later than December 31, or reopen your reserved sponsorship to other potential sponsors.
- **Sponsorship Renewal and Confirmation Process.** Current sponsors may renew their existing sponsorship level by notifying ACC San Diego on or before October 1, 2019. After October 1, 2019, ACC San Diego will offer any open sponsorships to additional sponsors. To renew or reserve your sponsorship, please send an email to our Executive Director, Audrey Marlow, at [accsandiego@accglobal.com](mailto:accsandiego@accglobal.com) and confirm your sponsorship level and commitment to pay the applicable fees. No sponsorship is considered reserved without the sponsor's written commitment to pay the applicable fees.
- **Programming, Planning and Logistics:** ACC San Diego will work with sponsors to plan and present the selected program and will assist sponsors in identifying potential in-house panelists to assist in the presentation. We encourage sponsors to enlist ACC San Diego members or prospective members to sit on panels or otherwise participate in the development of sponsor's program topic or delivery.
- **Marketing:** ACC San Diego will be responsible for marketing the sponsored programs and events to its members, *via* email notices, social media, and its web page. All sponsors are also encouraged to market their events to their in-house clients. In order to ensure that programs are marketed in a timely and effective manner, the ACC San Diego Board and our Director of Marketing, Events and Corporate Sponsorship will work closely with the sponsor to facilitate meeting program requirements and deadlines.
- **Attendance:** Complimentary registrations to attend a sponsor's own programs and events may be used by members of your firm or provided to your in-house clients. Sponsors may not attend another sponsor's programs or events without prior permission from the sponsoring firm or our Director of Marketing, Events & Corporate Sponsorships.

To allow for sufficient time to market programs to our members, sponsors must provide ACC San Diego with the topic, schedules, venue, time and dates at least 60-days before the event. We reserve the right to cancel any event that is not compliant.

On behalf of members of the ACC San Diego chapter, the Board of ACC San Diego graciously thanks you for your past and continued support.

If you have any questions about these sponsorship opportunities, please do not hesitate to reach out to our Director of Marketing, Events and Corporate Sponsorships, Audrey Marlow, at [accsandiego@accglobal.com](mailto:accsandiego@accglobal.com). We look forward to hearing from you to join our exciting year of sponsor programming in 2020.

Sincerely,

Board of Directors, ACC San Diego

## Social Event Ideas

[Depending on scale and size, these may be “Platinum” Events and include CLE Program]

<ul style="list-style-type: none"> <li>• Annual Run/Walk for Charity</li> <li>• Axe Throwing</li> <li>• Beer/Wine Tasting Networking Events</li> <li>• Bowling</li> <li>• Charity Softball Game</li> <li>• Cooking, Pizza Tossing, Chocolate &amp; Wine Pairings Classes</li> <li>• Day at the Del Mar Horse Racetrack</li> <li>• Exercise (hiking, biking, yoga, etc.)</li> <li>• Holiday Lights Parade Viewing</li> <li>• K1 Speed Cars</li> <li>• Sporting Events: SD Padres, Gulls, etc.</li> <li>• Sunset Cruise</li> <li>• Women In-House Social</li> </ul>	<ul style="list-style-type: none"> <li>• Cinco de Mayo Party</li> <li>• Fall Social</li> <li>• “Give Thanks” event with Casa Cornelia or other legal charity</li> <li>• December Holiday Event</li> <li>• Golf Tournament</li> <li>• Mixology Class</li> <li>• Visit a Cannabis Store</li> <li>• “Night at the Movies” Art Exhibit, Musical/Cultural Event</li> <li>• Women’s Event: Spa Treatments, Manicures/Pedicures</li> <li>• Family Event: Birch Aquarium, SD Zoo (open to members and immediate family – and sponsor)</li> <li>• Women’s Self-Care Focused Event</li> </ul>
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## Proposed 2020 Calendar of Events

Month	Event	Preferred Location
January	ACC San Diego Board Retreat	
January	Annual All-Day CLE & Happy Hour	
February	Sponsor Social Event	
March	1 <sup>st</sup> Beer Social (membership drive)	
April	2 <sup>nd</sup> Annual ACC Golf Tournament	
May	2 <sup>nd</sup> Beer Social	
June		
July	3 <sup>rd</sup> Beer Social	
August	Social Event	
September	Major Social Event (TBD)	
September	Paralegal Institute	
October	Fall Social	
October	4 <sup>th</sup> Beer Social	
November		
December	Holiday Mixer	

## ACC San Diego Membership List

6sense	Children's Specialist of San Diego
A4D, Inc.	Clearway Energy Group
ABC Legal Services, Inc.	CMGCS
ACADIA Pharmaceuticals Inc.	Cohn Restaurant Group
Accenture Federal Services LLC	Collins Aerospace
Acer America Corporation	Community Health Group
Adtile Technologies Inc.	Computer Sciences Corporation
AerNos, Inc.	Conatus Pharmaceuticals Inc.
AirMap	Confluence Technologies, Inc.
Ajinomoto Althea, Inc.	Corning Glass Microsystems
Alliant Insurance Services, Inc.	Corovan
Altman Specialty Plants, Inc.	Coursera Inc
American Assets Capital Advisers, LLC	CP Global
American Homes 4 Rent	Cubic Corporation
American National Investments, Inc.	CytomX Therapeutics, Inc.
American Specialty Health	Dart Neuroscience, LLC
AMN Healthcare, Inc.	Dassault Systems BIOVIA
Anaergia Services LLC	davisREED
Ansun Biopharma, Inc.	Daybreak Game Company LLC
Arena Pharmaceuticals	Daybreak Games
Astria Health	Daymon Worldwide
AT&T Legal Department	Decipher Biosciences, Inc.
AT&T Services, Inc.	Decipher Biosciences, Inc.
aTyr Pharma, Inc.	Dell Inc.
Avanade Inc.	Deloitte Consulting LLP
Avanir Pharmaceuticals, Inc.	DexCom, Inc.
Aya Healthcare	Dividend Finance, LLC
BAE Systems	DJO Global, Inc.
Baker Electric Inc	Dr. Seuss Enterprises, L.P.
BASF Corporation	Easton-Bell Sports, Inc.
Bay Equity LLC	eBooks in Motion Inc.
BCA Financial Services, Inc.	ecoATM, LLC
Becton, Dickinson and Company (BD)	Eddy Pump Corporation
Best Buy	EDF Renewable Energy
Better Business Bureau of San Diego, Orange and Imperial Counties	EMC Corporation
BioAtla	EmployBridge Holding Co.
Biogen	Encore Capital Group, Inc.
BioMed Realty Trust, Inc.	Enel Green Power North America, Inc.
Bob Baker Auto Group	Energy Capital Partners
Boveda Inc	Enviance, Inc.
Breg, Inc.	Epsilon
Brixton Capital	Equity Management Inc.
Brookfield Properties Corporation	Eurus Energy America Corp.
Bumble Bee Foods, LLC	Evans Hotels
California American Water Company	EVOTEK, INC
Callaway Golf Company	Family Health Centers of San Diego
Calpine Energy Solutions, LLC	FICO
Carl Zeiss Vision, Inc.	Fish & Richardson
Celgene	Forcepoint LLC
	Fortive Corporation



FortuneBuilders, Inc.	Kyriba Corporation
FUJIFILM Holdings America Corporation	La Jolla Pharmaceutical Company
Fujitsu America, Inc.	La Maestra Family Clinic, Inc.
Gafcon, Inc.	LandCare USA LLC
Gemological Institute of America, Inc.	Ledcor Group
General Atomics	Leica Biosystems
General Dynamics NASSCO	Leidos
Generali Global Assistance North America	LPL Financial
Genomics Institute of the Novartis Research Foundation	MagCanica, Inc.
Gimbal, Inc.	Malibu and South
GNF	Mapp Biopharmaceutical, Inc.
Goal Structured Solutions, Inc.	Maxwell Technologies, Inc.
GoPro	Md7, LLC
Grand Pacific Resorts, Inc.	MedImpact Healthcare Systems, Inc.
GreatCall, Inc.	MEI Pharma, Inc.
Greenwich Bio	Memjet
GSMI	Metagenics, Inc.
H M Electronics	Midland Credit Management, Inc.
H.G. Fenton Company	Millennium Laboratories, LLC
Handle Financial, Inc.	Mirati Therapeutics
Hawthorne-Caterpillar	Mitchell International, Inc.
Hearing Lab Technology, LLC	Modern Times Drinks, Inc.
Heron Therapeutics, Inc.	Morrison & Foerster LLP
Hologic, Inc.	National University
HomeServices of America, Inc.	Navican Genomics, Inc.
Host Healthcare	NeuLion Inc.
HP Inc.	Neurocrine Biosciences, Inc.
Hubbell Incorporated	NexMed (U.S.A), Inc.
Hughes Marino	Northrop Grumman Corporation
Human Longevity, Inc.	NRG Renew LLC
latriyx	NTN Buzztime, Inc.
ICW Group	NucleusHealth, LLC
Ignyta, Inc.	NuVasive, Inc.
Illumina, Inc.	Ocwen Financial Corporation
Ingersoll Rand	OjoOido Academics.com LLC
Innovative Employee Solutions, Inc.	Omnitracs, LLC
Innovus Pharmaceuticals, Inc.	Optincall, Inc.
Interior Specialists, Inc.	Organovo
Intersect Power, LLC	OSKA, Inc.
Intuit	Pacific Science & Engineering Group, Inc.
Ionis Pharmaceuticals, Inc.	Panasonic Avionics Corporation
Jacie, LLC dba Malibu and South	Paragon Legal
Jack in the Box Inc.	Partners in Leadership, LLC
Japan Display Inc.	Passages Malibu
KA Enterprises	Penske Motor Group, LLC
Karen Boudreau Law Offices	PerfectShaker, Inc.
Kleinfelder Inc.	PETCO Animal Supplies, Inc.
Kratos Defense & Security Solutions, Inc.	Pfizer Inc.
Krux Digital, Inc.	Philips
KSL Resorts	Philips Electronics Ltd.
Kura Oncology, Inc.	Planned Parenthood of the Pacific Southwest
Kyocera International, Inc.	Plaza Home Mortgage, Inc.
	Point Loma Nazarene University

PracticingPerfect  
Premier, Inc.  
PriceSmart, Inc.  
Proficio  
Progenity, Inc.  
Prometheus Laboratories Inc.  
Psyonix Inc.  
Q Capital Holdings / Life Settlement Solutions  
Qdoba  
Qualcomm  
Quercus Molecular Design  
Quidel Corporation  
Quidel Corporation  
Quidel Corporation  
Rady Children's Hospital & Health Center  
Rady Children's Hospital & Health Center  
Rady Children's Hospital & Health Center  
Rancho Guejito Corporation  
Realty Income Corporation  
Regulus Therapeutics Inc  
Renovate America  
ResMed Inc.  
Retrophin, Inc.  
Richard & Richard  
Rick Engineering  
Rohr, Inc.  
Rubio's Restaurants, Inc.  
Samumed, LLC  
San Diego City Employees' Retirement System  
San Diego Gas & Electric Company  
San Diego Metropolitan Transit System  
San Diego Museum of Man  
San Diego Padres  
San Diego Zoo  
Scripps Health  
SeaSpine  
Seirus  
Sempra Energy  
Seven Mile Casino  
Shopify  
SIMNSA Health Plan  
Simulation Specialists, LLC  
SmartDrive Systems, Inc  
Solar Turbines Incorporated  
Sony Corporation of America  
Sorrento Therapeutics  
Sound United  
SpiderCloud Wireless, Inc.  
Square One Development  
Sunfood Corporation  
Sunroad Enterprises  
Symantec Corporation  
Synchronoss Technologies, Inc.

Synthetic Genomics, Inc.  
Synthorx  
Tandem Diabetes Care, Inc.  
Tealium, Inc.  
Teradata  
The House Counsel, APC  
The Neighborhood House Association  
The Price Group LLC  
The Salk Institute for Biological Studies  
The Upper Deck Company  
The UPS Store, Inc.  
The Word & Brown Companies  
Thermo Fisher Scientific Inc.  
ThinkWrite Technologies LLC  
Thomas Jefferson School of Law  
TPUSA, Inc.  
TrellisWare Technologies, Inc.  
Tristar Insurance Group  
TuSimple  
United Technologies Corporation  
Unitedweb, Inc.  
University of San Diego  
US Specialty Labs  
UTC Aerospace Systems  
Verimatrix, Inc.  
Verisk 3E  
ViaSat, Inc.  
Viejas Casino & Resort  
VisiQuate, Inc.  
Vistage Worldwide, Inc.  
VLP Law Group LLP  
Waste Management  
Wawanesa Insurance  
WD-40 Company  
Welk Resort Group  
Wells Fargo Insurance Services  
West Health  
Westbridge Research Group  
Westcore Properties, LLC  
Western Alliance Bank  
WiMAX Forum  
YMCA of San Diego County  
Zimmer Biomet Holdings, Inc.  
Zodiac Pool Solutions  
Zoological Society of San Diego