



2021 SPONSORSHIP OPPORTUNITIES



A Special Message From the Sponsor Committee

Looking back over the past six months, it is hard to fully comprehend the change that we have experienced. Our collaborative, state of the art programming has remained a constant in otherwise turbulent times. The substance and insight shared has been in greater demand than ever as general counsel tackle new and evolving legal challenges and we all take on increasing responsibilities. As a result, our participant numbers have never been better.

Programming

2020 started strong with a reimagined All-Day MCLE at Farmer and The Seahorse with just under 150 attendees. March began on track but transitioned abruptly to only online programming. Prior to the pandemic, average attendance for in-person programs and socials was 25. Webinars have enabled sponsors to not only reach local ACC members, but members throughout the U.S. Average attendance is 40 – 50. Through August 2020, 28 sponsor webinars have been held and ACC San Diego has promoted an additional 53 sponsor webinars.

We currently anticipate exclusively online programming for the remainder of 2020. We will decide about next year's programming as the time gets closer and we know more but ask that all sponsors anticipate and understand that we may continue as we have for the past months.

2021 Sponsor Program

As you will see, no significant changes have been made to the options or benefits and we have not raised any of the fees for 2021.

We look forward to not just surviving but thriving through the pandemic and working together in 2021 and beyond.

Best wishes to you and yours,

Denise Hickey
Co-Chair Sponsor Committee
ACC San Diego

Caroline Perry
Co-Chair Sponsor Committee
ACC San Diego

Debora Burke
Incoming Co-Chair Sponsor Committee
ACC San Diego



2021 Sponsorship Program

The Board of Directors of the Association of Corporate Counsel San Diego Chapter is pleased to present the 2021 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 our sponsors 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 2020 Board of Directors

Jennifer MacDougall, *President*
Ryan Evens, *President Elect*
Rebeca Perez-Serrano, *Secretary*
Hollie Bierman, *Treasurer*
Rebecca Hanovice, *Vice President/Membership*
Tamara Swenson, *Vice President/Membership*
Denise Hickey, *Vice President/Sponsorship*
Caroline Perry, *Vice President/Sponsorship*
Jennifer Bush, *Vice President/Programs*
Hannah Cole, *Vice President/Programs*
Paul Najjar, *Immediate Past President*

Deanna Brown, *Board of Directors*
Wendy Bulger, *Board of Directors*
Debora Burke, *Board of Directors*
Oksana Davis, *Board of Directors*
Shaka Johnson, *Board of Directors*
Patrick Murphy, *Board of Directors*
Erica Peterson, *Board of Directors*
Kathryn Richman, *Board of Directors*
Nate Sisitsky, *Board of Directors*
Josi Kennon Swonetz, *Board of Directors*
Bradley Young, *Board of Directors*
Sven Zabka, *Board of Directors*

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 2021 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.

2021 Sponsorship Program

The key benefits and programming components of our 2021 Sponsorship Program, described more fully below, are based on sponsorship level and include: 4 Sponsor Platinum Events, an All-Day CLE and Member Reception, Annual Signature Event, 45 CLE Programs (from pre-approved listing of topics) and Social Events. Programs/socials for 2021 will be online or in-person (dependent on pandemic status).

Sponsorship Level	Benefits	Price	Event Costs
Platinum (4 available)	<ul style="list-style-type: none"> • Exclusively sponsor 1 Platinum Event • Exclusively sponsor 2 CLE and/or Social Events • Present at Annual All-Day CLE, and attend post-event networking event • Co-sponsor (together with the other Platinum Sponsors) ACC San Diego's Signature Event • 8 tickets to Signature Event 	\$20,000	100% Sponsor borne
Gold (8 available)	<ul style="list-style-type: none"> • Exclusively sponsor 2 CLE and/or Social Events • Present at Annual All-Day CLE, and attend post-event networking event • 6 tickets to Signature Event 	\$15,000	100% Sponsor borne
Silver (9 available)	<ul style="list-style-type: none"> • Exclusively sponsor 2 CLE and/or Social Events • 4 tickets to Signature Event 	\$10,000	100% Sponsor borne
All	<ul style="list-style-type: none"> • Sponsor logo on ACC San Diego sponsor page, linked to sponsor's website • 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 		

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 listed below.

Annual Signature Event. ACC San Diego will hold one Annual Signature Event for members and sponsors.

Annual All-Day MCLE Forum. In 2020, ACC San Diego's popular all-day MCLE program was expanded and better than ever with a fantastic venue, dual tracks and record attendance at the programs and after party!

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 2021.

The 2020 program will be similar to last year's event, with two concurrent program tracks with topics broadly appealing to the most pressing issues faced by in-house counsel today.

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.

2021 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 2021 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.** 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 the following page.



Additional Sponsorship Information

- **Term and Fee:** The term of a sponsorship under the 2021 Program is from January 1 – December 31, 2021. 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.** To renew or reserve your sponsorship, please send an email to our Director of Marketing, Events, & Corporate Sponsorships, Audrey Marlow, at 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. To ensure that programs are marketed in a timely and effective manner, the ACC San Diego Board and our Executive Director will work closely with the sponsor to facilitate meeting program requirements and deadlines. To allow for sufficient time to market programs to our members, sponsors will provide ACC San Diego with the topic, schedules, venue, time, and dates at least 45 days before the event. We reserve the right to cancel any event that is not compliant.
- **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 Executive Director.

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, & Corporate Sponsorships, Audrey Marlow, at accsandiego@accglobal.com. We look forward to hearing from you to partner with us in 2021!

Social Event Ideas

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

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

ACC San Diego Membership List

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

Gafcon, Inc.	Ledcor Group
Gemological Institute of America, Inc.	Leica Biosystems
General Atomics	Leidos
General Dynamics NASSCO	LPL Financial
Generali Global Assistance North America	MagCanica, Inc.
Genomics Institute of the Novartis Research Foundation	Malibu and South
Gimbal, Inc.	Mapp Biopharmaceutical, Inc.
GNF	Maxwell Technologies, Inc.
Goal Structured Solutions, Inc.	Md7, LLC
GoPro	MedImpact Healthcare Systems, Inc.
Grand Pacific Resorts, 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
Iatriyx	NTN Buzztime, Inc.
ICW Group	NucleusHealth, LLC
Ignyta, Inc.	NuVasive, Inc.
Illumina, Inc.	OjoOido Academics.com LLC
Ingersoll Rand	Omnitracs, LLC
Innovative Employee Solutions, Inc.	Optincall, Inc.
Innovus Pharmaceuticals, Inc.	Organovo
Interior Specialists, Inc.	OSKA, Inc.
Intersect Power, LLC	Owen Financial Corporation
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 North America LLC
KSL Resorts	Planned Parenthood of the Pacific Southwest
Kura Oncology, Inc.	Plaza Home Mortgage, Inc.
Kyocera International, Inc.	Point Loma Nazarene University
Kyriba Corporation	PracticingPerfect
La Jolla Pharmaceutical Company	Premier, Inc.
La Maestra Family Clinic, Inc.	PriceSmart, Inc.
LandCare USA LLC	Proficio
	Progenity, Inc.

Prometheus Laboratories Inc.	The Upper Deck Company
Psyonix Inc.	The UPS Store, Inc.
Q Capital Holdings / Life Settlement Solutions	The Word & Brown Companies
Qdoba	Thermo Fisher Scientific Inc.
Qualcomm	ThinkWrite Technologies LLC
Quercus Molecular Design	Thomas Jefferson School of Law
Quidel Corporation	TPUSA, Inc.
Rady Children's Hospital & Health Center	TrellisWare Technologies, Inc.
Rancho Guejito Corporation	Tristar Insurance Group
Realty Income Corporation	TuSimple
Regulus Therapeutics Inc	United Technologies Corporation
Renovate America	Unitedweb, Inc.
ResMed Inc.	University of San Diego
Retrophin, Inc.	US Specialty Labs
Richard & Richard	UTC Aerospace Systems
Rick Engineering	Verimatrix, Inc.
Rohr, Inc.	Verisk 3E
Rubio's Restaurants, Inc.	ViaSat, Inc.
Samumed, LLC	Viejas Casino & Resort
San Diego City Employees' Retirement System	VisiQate, Inc.
San Diego Gas & Electric Company	Vistage Worldwide, Inc.
San Diego Metropolitan Transit System	VLP Law Group LLP
San Diego Museum of Man	Waste Management
San Diego Padres	Wawanesa Insurance
San Diego Zoo	WD-40 Company
Scripps Health	Welk Resort Group
SeaSpine	Wells Fargo Insurance Services
Seirus	West Health
Sempra Energy	Westbridge Research Group
Seven Mile Casino	Westcore Properties, LLC
Shopify	Western Alliance Bank
SIMNSA Health Plan	WiMAX Forum
Simulation Specialists, LLC	YMCA of San Diego County
SmartDrive Systems, Inc	Zimmer Biomet Holdings, Inc.
Solar Turbines Incorporated	Zodiac Pool Solutions
Sony Corporation of America	Zoological Society of San Diego
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	