

ACC South/Central Texas Chapter Sponsorship Opportunities



CONTACT:

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www.acc.com/chapters/sanant/

Program Year 2021



Innovative
Programming Effort
AWARD 2017



Chapter of
Distinction
AWARD 2017



Chapter of
Distinction
AWARD 2018



Chapter of
Distinction: Gold
AWARD 2019



About ACC South/Central Texas

ACC South/Central Texas IS:

- ***A professional organization of approximately 200 members who serve as in-house counsel for more than 45 area companies, with approximately 40 members serving as General Counsel.***
- ***The leading source of continuing legal education, legal and business ethics awareness, pro bono activities and networking opportunities for in-house counsel in San Antonio and South Texas.***
- ***Focused on meeting the unique, professional needs of attorneys who practice in the legal departments of corporations.***
- ***An award-winning chapter, having been awarded ACC's Chapter of the Year on numerous occasions and designated as a "Gold Level Chapter of Distinction" under ACC's new award system since the program's inception in 2017. We have also been awarded ACC's distinguished "Innovative Programming" award for Ethics Follies®.***
- ***Made up of members who represent the following diverse companies:***

Acelity	InGenesis, Inc.	Southwest Business Corporation
Alamo Concrete Products Company	James Avery Craftsman, Inc.	Southwest Research Institute
American Trucking & Transportation Insurance	Jordan Foster Construction, LLC	Tower Life Insurance Company
Beldon Enterprises, Inc.	Kinetic Concepts, Inc., an Acelity Company	Trinity University
C.H. Guenther & Son, Inc.	Las Aguilas Enterprises LLC	United Allergy Services
CAPTRUST	Methodist Healthcare System of San Antonio	University of the Incarnate Word
CaptureRx	Mission City Management, Inc.	USAA
Circle K Stores Inc.	Mission Pharmacal Company	USAA Real Estate Company
CST Brands, Inc.	MUY Consulting, Inc.	Valero Energy Corporation
Frost Bank	NatureSweet	Vericast Corp
Frozen Beverage Dispensers	NuStar Energy L.P.	VP Racing Fuels, Inc.
Goodman Networks, Inc.	Phyllis Browning Company	Whataburger Restaurants, LLC
Government Personnel Mutual Life Insurance	Propel Financial Services	XPEL, Inc.
Haven for Hope of Bexar County	Rackspace Hosting, Inc.	Zachry Industrial, Inc.
HEB Grocery Company, LP	San Antonio Board of REALTORS	
Howard Energy Partners	San Antonio Housing Authority	
iHeartMedia, Inc.	Sea Island Development Company	

Goals of Sponsorship Program

This sponsorship program is intended to help legal professionals (law firms, vendors, bar associations) in the community accomplish at least four objectives:

- *Meet with and address ACC South/Central Texas members;*
- *Help ACC members with their corporate legal challenges;*
- *Assist ACC South/Central Texas in its charitable community endeavors and enhance its events; and*
- *Partner with our chapter in its mission to promote the idea that good ethics is good for business.*

The Board of Directors of the Association of Corporate Counsel America South/Central Texas Chapter is pleased to invite you to participate in the 2021 Annual Sponsorship Program. Each of us who serve on the board is committed to building successful relationships with our sponsors and we welcome your comments and feedback about how we can improve upon our sponsorship program. We look forward to working with you in 2021.



2021 ACC South/Central Texas Chapter Board of Directors



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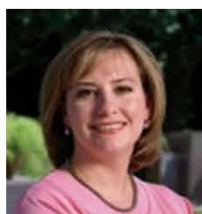
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PAST PRESIDENTS:

Zandra Pulis (2019), Brenna Nava (2018), Wes Sharples (2017), Monica Trollinger (2016), Kathy Yates (2015), Rich Reynolds, (2014) Mike Gibbs (2013), Dan Lopez (2012), Kelli Cubeta (2011), Ingrid Etienne (2010), Kay L. Grimes (2009), Diane Hirsch (2008), Reagan S. McCoy (2007), Lee Cusenbary (2006), Michael B. Clark (2005), Mary Brennan Stich (2004), Linda Drozd (2003), Todd Silberman (2002), Becky Rainey (2001), Richard Reed (2000), Carol Morrow (1999), Jerry King (1998), Stan McCormick (1997), Bruce Clements (1996), Merrie Cavanaugh (1995)

Chapter Executive Director



Amber S. Clark
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Diamond Level Sponsor

Returning 2020 Diamond Sponsors:

\$7,000

-New Sponsors: \$12,000-

Annual Chapter Benefits:

- **Guaranteed CLE Presentation before ACC Membership.**
Firm may invite up to eight additional firm representatives to develop Personal contacts with ACC members and may share invitation with clients. Any written materials from presentation will be shared with the ACC membership.
- Invitation to host/ moderate 1 Round table event
- Invitation to submit a rotating Banner Ad for inclusion on ACC Chapter web site (to be provided by sponsor)
- Invitation to submit Newsletter Articles for inclusion in up to 8 of the ACC weekly email newsletters
- Opportunity to host a Cocktail Party for ACC membership and spouses (sponsor to organize and cover all costs)
- 6 tickets to our annual Family Event
- Invitation for four to attend ACC Board of Directors' Annual Planning Retreat Social Event
- Invitation for four to attend any non-attorney vendor sponsored CLEs (if vendor approves)
- ACC's Social Media and Ethics Follies® & Chapter Website Recognition
- Invitation to provide Sponsor Spotlight Feature for ACC Webpage During Month of Presentation (content provided by sponsor)
- Opportunity to have chapter promote web cast on legal topic of choice to ACC Chapter Members (arrangements made by sponsor)
- Diamond Sponsor's legal expertise will be offered to ACC Membership's in-house law departments as a private legal update to General Counsel and staff, held at the offices of the member upon sponsor's request
- Sponsor may elect to send a "thank you" message to program/event attendees following their program(s) in coordination with the ACC South/Central TX administrator.

Ethics Follies® Benefits:

- **Playbill Sponsor (a \$3,500 value)**
Includes: Guaranteed great seats for 8 attendees for either performance and catered Networking Reception;
•Special half-page recognition in Playbill (program): •Recognition of your organization with logo and approved copy; •All the benefits of a Table Sponsorship. *[Diamond sponsors may upgrade their Ethics Follies® sponsorship to the "Producer" level for an additional \$1500 or to the "Community Leader" level for an additional \$6500 See additional benefits for these levels in the "A La Carte" section below.]*

Annual Golf Tournament & Social Benefits:

- **Annual ACC Golf Tournament & Social-** Two Golf Teams (*Firm may invite any in-house counsel - not required to be members of ACC*) or Hole Sponsorship with 1 team and hole signage.
Date of 2021 Tournament: Friday, April 9, 2021

Diamond Sponsors differentiate themselves from other firms in their commitment to the mission and vision of ACC and are afforded many opportunities throughout the year to develop relationships with in-house attorneys. In addition to numerous benefits, the Chapter repeatedly recognizes the Diamond Sponsors as the Chapter's "Leading Sponsors" in print and at monthly luncheons throughout the year. Diamond Sponsors are given the first opportunity to participate in both business and social activities with ACC members. Diamond Sponsors will receive first pick of CLE dates and presentation topics.

Platinum Level Sponsor

**Returning 2020 Platinum
Sponsors:**

\$5,000

-New Sponsors: \$7,500-

Annual Chapter Benefits:

- Guaranteed CLE Presentation before ACC Membership Firm may invite up to four additional firm representatives to develop contact with ACC members and may share invitation with clients. Any written materials from presentation will be shared with the ACC membership.
- Invitation to submit a rotating Banner Ad for inclusion on ACC Chapter web site (to be provided by sponsor)
- Invitation to submit Newsletter Articles for inclusion in up to four of the ACC weekly email newsletters
- 4 tickets to our popular annual Family Event
- Invitation for two to attend any non-attorney vendor sponsored luncheons (if approved by vendor).
- Social Media and Ethics Follies® & ACC Website Recognition
- Invitation to submit Sponsor Spotlight Feature for ACC Webpage During Month of Presentation (content provided by sponsor)

Ethics Follies® Benefits:

- **1 Table for 8 to Ethics Follies® Performance of Choice (a \$1500 value)** *[Platinum level sponsors may upgrade their Ethics Follies® sponsorship to the "Producer" level for an additional \$3500 or to the "Community Leader" level for an additional \$8500. See additional benefits for these levels in the "A La Carte" section below.]*

Annual Golf Tournament & Social Benefits:

- **ACC Golf Tournament- One Golf Foursome (Firm may invite any in-house counsel - not required to be members of ACC)** *[Platinum level sponsors may upgrade to a "Hole" sponsor for an additional \$500.]*
Date of 2021 Tournament: Friday, April 9, 2021

Gold Level Sponsor

**Cost
\$5,000**

Annual Chapter Benefits:

- **CLE Presentation or Roundtable Event** (as available)
- Firm may send up to two additional representatives to develop personal contacts with ACC members. Any written materials from presentation will be posted on the chapter web site.
- Logo on chapter web page under "Sponsors" section with link to firm's web site.

Ethics Follies® Benefits:

- **4 Mezzanine tickets to attend Ethics Follies® Performance of choice** *[Gold level sponsors may purchase a table for Ethics Follies at a discounted rate of \$1,000, can purchase a "Playbill" level sponsorship for an additional \$2,5000, a "Producer" level sponsorship for an additional \$4000 or a "Community Leader" level sponsorship for an additional \$9000. See additional benefits for these levels in the "A La Carte" section below.]*

A La Carte Options

The following “A La Carte” options are also available throughout the year:

ACC Golf Tournament & Social

Food & Beverage Sponsor (\$2,500) Cover the cost of providing food and beverages to golf tournament attendees at the pre-tournament lunch or the post-tournament social. Includes recognition on all promotional materials, on our chapter web page, in a chapter newsletter and at the event.

Hole Sponsorship with Foursome — (\$1,000) - includes a foursome, signage at golf hole, recognition in our chapter newsletter and in signage at registration and post-party.

Golf Foursome (\$600) —includes greens fee, cart rental, drinks, pre-tournament lunch and a social at the end of the tournament.

ACC Interest Group Sponsor

ACC Movie Club —Cover members' movie tickets to a coordinated movie outing and join them for the show. Post-movie cocktail hour optional.

ACC Theater Club — Cover members' tickets to local theater event and join them for the show. Pre or post-show social optional.

Lunch Club — Cover the cost of an informal lunch for members to meet and network outside of structured educational events.

Suggest-A-Club — Make a suggestion for creating a new social interest group and work with our chapter administrator to develop sponsorship and promotion of that club.

ACC Christmas Party Sponsor

Cover the cost of our chapter's popular member Christmas party and join in on the fun! Includes promotional recognition and networking at the party. May be co-sponsorships available.

Ethics Follies® Sponsorships

Community Leader Sponsor (\$10,000)

- Most prominent logo placement and largest logo size in event advertising in *The Subpoena*, Facebook® and the Ethics Follies® web site;
- Logo placement on the front of the Playbill (program) incorporated into the show's cover art, web page, ;
- 2 premium tables or theatre boxes next to the stage for 16 attendees for either performance and the Networking Reception
- Opportunity to provide an organization banner (up to 3'x6') for display in theatre during both performances;
- All the additional benefits of purchasing two "Table" Sponsorships

Evening Performance Reception Sponsor (\$7,500)

- Guaranteed premium table for 8 attendees for either performance and catered Networking Reception;
- Special exclusive signage thanking your organization for the networking opportunity and reception;
- Prominent logo placement in all advertising, web postings, Playbill (program), publications, and in credits;
- Logo incorporated into Playbill (program) cover art;
- Opportunity to provide a firm/company banner (up to 3'x6') for display in theatre during both performances;
- All the benefits of purchasing a "Table" Sponsorship.

Matinee Performance Reception Sponsor (\$7,000/ \$5,000 for Gold Level & Above Chapter Sponsors)

• Guaranteed premium table for 8 attendees for either performance and catered Networking Reception; • Special exclusive signage thanking your organization for the networking opportunity and reception; • Prominent logo placement in all advertising, web postings, Playbill (program), publications, and in credits; • Logo incorporated into Playbill (program) cover art; • Opportunity to provide a firm/company banner (up to 3'x6') for display in theatre during both performances; • All the benefits of purchasing a "Table" Sponsorship.

Producer Sponsor (\$5,000)

• Guaranteed premium table for 8 attendees for either performance and catered Networking Reception; • Prominent logo placement in all advertising, web postings, • Playbill (program) and other publications; • Highly visible poster, banner and table signage for both days of the event; • All the benefits of purchasing a "Table" Sponsorship.

Playbill Sponsor (\$3,500)

• Guaranteed great seats for 8 attendees for either performance and catered Networking Reception; • Special half-page Playbill (program) recognition of your organization with logo and approved copy; • All the benefits of a "Table" Sponsorship.

Costume and Backdrop Sponsor (\$2,500)

• Seating for 8 attendees for either performance and catered Networking Reception; • Special quarter-page Playbill (program) recognition of your organization with logo and approved copy; • All the benefits of a "Table Sponsor"

Table Sponsor (\$1,500)

• Orchestra-level table for 8 (as available or Mezzanine seating for 8 at either performance); • 8 invitations to the catered Networking Reception; • Playbill (program) & Poster recognition; • Table signage and web site recognition; • 2 hours CLE/CPE for all 8 attendees.

Military Sponsor (\$1500)

Sponsor a table for military personnel for \$1,500 and we can help you fill it with military personnel.

Cast and Crew T-shirt Sponsor (\$1000)- We'd love to wear your organization's logo on the back of our Ethics Follies® T-Shirt. We wear the shirts for an average of two years after the show and on the road when we travel. Our cast is seen far and wide around the city and make good billboards for your business. Our volunteers will also wear your shirt to the Empire Theatre so your logo will be everywhere!

CLE Sponsor (\$500)

A smart sponsor will provide \$500 to be the "CLE Sponsor" with their organization's name on the front of the CLE sign-in tables, their logo on the sign-in form and they could even provide a representative to greet attorneys at the CLE sign-in tables affording them the opportunity to meet registrants as they sign in.

Online Registration Sponsor (\$500)

Everyone's got to register to attend so why not have your organization be the one who makes convenient online-registration available? Your logo will appear on the registration site with a big "thank you" from Ethics Follies®. Your sponsorship covers the fees that are charged by the vendor who provides the online registration.

Intermission Sponsor (\$500)

Your organization's \$500 sponsorship helps pay for the food and drinks at intermission and includes special signage with your organization's name over the food and drinks, one of the most popular places in the theatre.

Cast Lunch Sponsor (\$300)

Buy the volunteer cast lunch for one of the performances or rehearsals. You have got to feed actors before they go on stage, or they are animals! They also feel appreciated if one of the sponsors calls Jason's Deli and has some food delivered before each show. Cast Lunch Sponsors will be recognized in the Playbill, which is distributed to all Ethics Follies ® attendees.

Branded Table Snack Sponsor

This is a fun opportunity to purchase snacks with your logo on them for placement on tables at either show. Bottled water, candy and even yummy flavored popcorn can be branded with your company logo and placed on the tables at the event. This was a big hit last year when one of our sponsors dropped off a big box filled with individual bags of caramel popcorn for all the attendees! The sponsorship cost varies on which item you'd like to provide to the audience with your logo on the wrapper.

SUMMARY OF SPONSORSHIP LEVELS

	Diamond	Platinum	Gold
CLE Presentation	√ (plus 8 representatives)	√ (plus 4 representatives)	√ (plus 2 representatives)
Roundtable Event	√		
Newsletter Article	√	√	
Family Night Event	√ (6 tickets)	√ (4 tickets)	
Annual Board Planning Retreat Social	√		
Ethics Follies® Table	√	√	
Golf Tournament	√ (2 teams)	√ (1 team)	
Sponsor Spotlight on Web page	√	√	
Opportunity to Promote Web Cast	√		
Web page Recognition	√	√	√
Rotating Web page Banner	√	√	
Promotion of On-site Legal Clinic to Member Law Departments	√		
Thank-You Message to Program Attendees	√		

GENERAL SPONSOR PRESENTATION GUIDELINES

- Generally, we allow for a one-hour presentation. Please allow 5-10 minutes at the end of your presentation for questions and answers.
- *Suggested Program Topics.* There are a wide variety of topics that draw member interest and, sometimes, unique topics can have a great deal of appeal because members know the program is not likely to be available again soon. As you consider program topics, please also think about topics that focus on in-house counsel personnel, management or practice tools such as media training, law department management and metrics, accounting for lawyers or executive relations. No matter the topic, however, chapter members seem to favor programs that include practical hands-on advice or tools, such as templates or checklists. Assistance is available from the ACC South/Central Texas Chapter to help you develop attractive high-attendance programs that are well-received by chapter members.
- Please avoid direct marketing solicitations for your firm or organization. Speakers shall not market their services or organizations in connection with the presentation, except as specifically agreed to in advance with ACC South/Central Texas. Based upon experience, such solicitations are not well received. Let the quality of your presentations speak for itself. The sponsor may provide promotional materials for distribution to attendees.
- **It is strongly encouraged that all discussion panels and presentations include in-house counsel, where appropriate and available. In-house counsel panelists need not be members of ACC South/Central Texas, but ACC-South/Central Texas is happy to assist with selection of a panelist at the request of the sponsor.**
- A presentation title, a 3-4 sentence summary of the presentation, headshot photos of the presenters/panelists, and a digital (JPEG) copy of your firm's logo should be provided to the Chapter no later than 20 days in advance of the presentation in order for us to obtain MCLE accreditation approval with the State Bar and to properly promote the presentation to potential attendees.
- If you intend to use visual aids (e.g., slides, PowerPoint presentations or videos) and will require AV equipment for your presentation, please provide the Chapter with at least one week's notice to make the necessary arrangements. Visual aides are helpful, but not essential. While we can arrange to rent a screen and a projector for in-person presentations, we ask that you provide your own laptop.
- Directly address the issue advertised as the topic and, if possible, directly address the perspective of in-house counsel in relation to the issue. Our members expect our programs to provide useful, practical, substantive information that they can apply to their work. Practice-oriented presentations that include recent developments are especially well received.
- Sponsors are asked to provide electronic versions of their presentations to ACC South/Central Texas for distribution to the ACC South/Central Texas membership. Sponsors are strongly encouraged to provide sample forms, agreements, checklists, and other practical guidance and resources in connection with their programming.

Sponsorship Enrollment Form

Company Name: _____

Contact Name: _____

Title: _____

Street Address: _____

City/State/Zip: _____

Phone: _____

E-mail: _____

Sponsorship Levels

For 2021, our firm/company agrees to be an ACC South/Central Texas Chapter sponsor (check only one):

- ☐ Diamond Sponsor: (\$12,000) *Returning Diamond Sponsor: (\$7,000)*
- ☐ Platinum Sponsor (\$7,500) *Returning Platinum Sponsor: (\$5,000)*
- ☐ Gold Sponsor (\$5,000)

Preferred Luncheon Presentation Month:

1st choice _____

2nd choice _____

3rd choice _____

Preferred Luncheon Presentation General Topic:

1st choice _____

2nd choice _____

3rd choice _____

Sponsorship Fee Due Date

Each sponsor must pay to ACC South/Central Texas Chapter the applicable sponsorship fee by **December 31, 2020**, otherwise your sponsorship may be cancelled. The content of all programs and the design, layout and content of all sponsor advertising and promotional material and articles is subject to prior approval by ACC South/Central Texas.

By signing below, you represent that you are authorized to sign this enrollment form on behalf of the sponsor named below, and the sponsor agrees to abide by the terms and conditions of the ACC South/Central Texas Sponsorship Program and to pay the applicable enrollment fee to ACC South/Central Texas Chapter by **December 31, 2020**.

Name of Sponsor: _____

Signature: _____ Date: _____

After completing this form, please e-mail to:

Amber S. Clark, Executive Director
southcentraltx@accglobal.com

Questions? Call Amber at: 210-723-8769