November 5, 2019

Hafa Adai:

Your Junior Achievement (JA) Guam is extremely proud to celebrate 45 years on Guam; With emphasis on delivering hands-on, experiential learning in financial literacy, work readiness, and entrepreneurship. JA Guam prepares young people in our community for the future path of entrepreneurship and work readiness to contribute in building a strong and capable workforce for Guam.

JA Guam is honored to host the 10th Annual JA Asia Pacific Company of the Year Competition (JA AP COY). The event is scheduled for March 15 to 19, 2020. This exciting 4-day event brings together 100+ JA high school teams, teachers and chaperons from 18 countries including; Vietnam, China, Hong Kong, Australia, Indonesia, Japan, Malaysia, Pakistan, Philippines, India, Singapore, Thailand, Turkmenistan, Korea, and our JA AP COY host Guam. These JA Student Companies have won their local JA competitions and now come to compete for the JA Asia-Pacific Company of the Year distinction.

Event schedule:
- DAY 1: Team Arrivals
- DAY 2: Welcome, Business Presentation Practice, and Local Excursion
- DAY 3: Business Presentation and Interviews
- DAY 4: Trade Fair, Closing Ceremony and Awards Ceremony

Our bright young student entrepreneurs will compete for Top Honor Awards including the FedEx Access Award sponsored by FedEx Express and other Signature Awards. These young students also participate in skill-building sessions and networking with other students around the region. The event is also supported by the Guam Economic Development Authority. Official sponsorship for your industry award choice are welcome. Call us for details.

We welcome questions and conversation. These JA students are amazing, and we look forward to bringing a once in a lifetime entrepreneurial experience for them. We offer a wide range of Sponsorship opportunities and would be happy to tailor to your organization’s interest of which the sponsorship packages are not limited to the ones proposed in the appendixes. All of us at JA Guam appreciate your generous support and friendship. We couldn’t do it without you. Thank you very much. If you would like to discuss more, please reach out directly to Jane Ray at 487-8100 or email jane@pacificsbdc.com or Joey Miranda III at 787-2462 or email jcm3bowl@gmail.com.

With sincere appreciation,

Joey Miranda III
JA AP Organizing Committee Chair
# Sponsorship Opportunities

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<thead>
<tr>
<th>Sponsorship Opportunities</th>
<th>Platinum Partner</th>
<th>Diamond Partner</th>
<th>Gold Sponsor</th>
<th>Silver Sponsor</th>
<th>Bronze Sponsor</th>
<th>Souvenir Booklet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rates</td>
<td>$30,000.00</td>
<td>$10,000.00</td>
<td>$5,000.00</td>
<td>$2,500.00</td>
<td>$1,000.00</td>
<td>See rates</td>
</tr>
</tbody>
</table>

Sponsorship of all SY 2019 - 2020 Junior Achievement events

- Platinum Partner: ✓
- Diamond Partner: ✓
- Gold Sponsor: ✓
- Silver Sponsor: ✓
- Bronze Sponsor: ✓
- Souvenir Booklet: ✓

Mentions in all social media and broadcast announcements

- Large logo: Name only
- Medium logo: Name only
- Small logo: Name only

JA AP COY Booklet page advertising

- Full color back cover page: Name only
- Full color inside cover page or two-page center spread: Name only
- Full color center page: Name only
- Black and white full page: Name only
- Black and white half page: See booklet sizes and rates

VIP seating to all official functions of events: Invitation to Business Presentation, Trade Fair Opening Ceremony, and Award Dinner Ceremony

- 4 seats per event: 1
- 2 seats per event: 1
- 1 seat per event: 1

Display banner may be placed at the Award Dinner Ceremony

- ✓
- ✓

Participate as a judge on the Expert Judge Panel for JA AP COY competition

- 1
- 1

Corporate Sponsorship opportunities: Signature Award Name Designation, such as Financial Management, Information Technology

- 1
- 1

Presentation of Signature Award at Awards Banquet

- 1
- 1
CORPORATE SPONSORSHIP OPPORTUNITIES: DIAMOND SPONSOR

OFFICIAL GROUND TRANSPORTATION PARTNER $10,000.00

Official Ground Transportation Partner will be featured as an exclusive partner for JA Asia Pacific Company Of the Year event and showcased on all materials.

Sponsorship entitlements:
The Official Ground Transportation sponsor’s entitlements include:

1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (advertising on booklet will be reserved on a first come first serve basis for inside front cover, inside back cover or two-page center spread on the souvenir program booklet)
4. VIP seating to all official functions of events: Invitation to Business Presentation, Trade Fair Opening Ceremony, and Award Dinner Ceremony (two seats will be reserved for each event)
5. Display banner may be placed at the Award Dinner Ceremony
6. Participate as a judge on the Expert Judge Panel for JA AP COY competition
7. Corporate Sponsorship opportunities: Signature Award Name Designation (award title will be designated for the following: Best Commercial, Best in Information Technology and can be renamed to support specific industry)
8. Presentation of Signature Award at Awards Banquet

Sponsorship engagement:
The sponsor will coordinate with the Junior Achievement logistics personnel on the following ground transportation requirements:

- Provide transportation for airport arrivals and departures to and from official hotel venue.
- Provide transportation for all cultural, educational events as needed.
- Provide transportation to and from official Trade Fair venue.

Reserve your spot Today by completing this form:

Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement

Name of Business

Representative’s Name/POC

Mailing Address Contact Information/email/mobile

Authorized Signature(s): ____________________________________________________________
CORPORATE SPONSORSHIP OPPORTUNITIES:  DIAMOND SPONSOR

OFFICIAL HOTEL PARTNER  $10,000.00

During the 4-day event, a total of 100 participants from the Asia Pacific area will assemble on Guam. Hotel sponsor will showcase their hotel rooms and features to individuals that are connected in the Asia Pacific Region. Official Hotel Sponsor will be as the exclusive partner for JA COY event and also showcase on all printed, social media materials, and main competition event.

Sponsorship entitlements:
The Official Hotel Partner’s entitlements include:

1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (advertising on booklet will be reserved on a first come first serve basis for inside front cover, inside back cover or two-page center spread on the souvenir program booklet)
4. VIP seating to all official functions of events: Invitation to Business Presentation, Trade Fair Opening Ceremony, and Award Dinner Ceremony (two seats will be reserved for each event)
5. Display banner may be placed at the Award Dinner Ceremony
6. Participate as a judge on the Expert Judge Panel for JA AP COY competition
7. Corporate Sponsorship opportunities: Signature Award Name Designation (award title will be designated for the following: Best Commercial, Best in Information Technology and can be renamed to support specific industry)
8. Presentation of Signature Award at Awards Banquet

Sponsorship engagement:
The sponsor will coordinate with the Junior Achievement logistics personnel on the requirements:

- Hotel room accommodations
- Breakfast meals

Reserve your spot Today by completing this form:

Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement

Name of Business

Representative’s Name/POC

Mailing Address  Contact Information/email/mobile

Authorized Signature(s): ____________________________________________

Host:

JA Guam 100 Years of Achievement

GCIC Bldg., Ste.500W  |  4144 Soledad Ave.  |  Hagatna, Guam 96910
CORPORATE SPONSORSHIP OPPORTUNITIES: DIAMOND SPONSOR
OFFICIAL TELECOMMUNICATIONS PARTNER $10,000.00

During their stay, students would be actively using Internet promoting the main event. Sponsorship of a 5-day SIM card for internet access would be beneficial for the students to keep in touch with their family and also featuring the event through social media. Telecommunication sponsors will be featured on all print media and social media materials.

**Sponsorship entitlements:**

The Official Telecommunications partner sponsor’s entitlements include:

1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (advertising on booklet will be reserved on a first come first serve basis for inside front cover, inside back cover or two-page center spread on the souvenir program booklet)
4. VIP seating to all official functions of events: Invitation to Business Presentation, Trade Fair Opening Ceremony, and Award Dinner Ceremony (two seats will be reserved for each event)
5. Display banner may be placed at the Award Dinner Ceremony
6. Participate as a judge on the Expert Judge Panel for JA AP COY competition
7. Corporate Sponsorship opportunities: Signature Award Name Designation (award title will be designated for the following: Best Commercial, Best in Information Technology and can be renamed to support specific industry)
8. Presentation of Signature Award at Awards Banquet

**Sponsorship engagement:**

The sponsor will coordinate with the Junior Achievement logistics personnel on the following requirements:

- Sim Cards for up to 100 persons
- Pre paid $10.00 load per sim card

Reserve your spot Today by completing this form:

**Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement**

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<thead>
<tr>
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<th>Contact Information/email/mobile</th>
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Authorized Signature(s): __________________________________________________________
SPONSORSHIP OPPORTUNITIES: 
OFFICIAL CATERING PARTNERS

GOLD SPONSOR
$5,000.00

Meal sponsorship are vital partners in this event. They help us to feed up to 120 participants, volunteers, and organizer throughout the 3-day main event. Food sponsors will be featured separately on all media materials. We offer food sponsors standard standalone logos on print media and social media materials. The following meal times are available for sponsorship:

<table>
<thead>
<tr>
<th>Day</th>
<th>Meal Type</th>
<th>Delivery Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Day 1</td>
<td>Lunch</td>
<td>Ready to pick up / delivery by XX am</td>
</tr>
<tr>
<td>Day 2</td>
<td>Lunch</td>
<td>Ready to pick up / delivery by XX am</td>
</tr>
<tr>
<td>Day 2</td>
<td>Dinner</td>
<td>Ready to pick up / delivery by XX am</td>
</tr>
<tr>
<td>Day 3</td>
<td>Lunch</td>
<td>Ready to pick up / delivery by XX am</td>
</tr>
</tbody>
</table>

Sponsorship entitlements:

The Official Catering Partners Gold sponsor’s entitlements include:

1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (advertising on booklet will be reserved on a first come first serve basis for inside front cover, inside back cover or two-page center spread on the souvenir program booklet)
4. VIP seating to all official functions of events: Invitation to Business Presentation, Trade Fair Opening Ceremony, and Award Dinner Ceremony (one seat will be reserved for each event)

Sponsorship engagement:

The sponsor will coordinate with the Junior Achievement logistics personnel on the following engagements:

- Provide meals for each day or one meal from the information provided above
- Work with the logistics team on the delivery of meals or area of catering, if required
- Work with the logistics team on the type(s) meal required, i.e. persons with allergies, vegetarian, halal, etc.

Reserve your spot Today by completing this form:

Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement

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<tr>
<td>Representative’s Name/POC</td>
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</tr>
</thead>
</table>

Authorized Signature(s):__________________________________________________________
SPONSORSHIP OPPORTUNITIES:

OFFICIAL CATERING PARTNERS

SILVER SPONSOR

$2,500.00

Meal sponsorship are vital partners in this event. They help us to feed up to 120 participants, volunteers, and organizer throughout the 3-day main event. Food sponsors will be featured separately on all media materials. We offer food sponsors standard standalone logos on print media and social media materials. The following meal times are available for sponsorship:

- Lunch (Ready to pick up / delivery by XX am)
- Lunch (Ready to pick up / delivery by XX am)
- Dinner (Ready to pick up / delivery by XX am)
- Lunch (Ready to pick up / delivery by XX am)

Sponsorship entitlements:

The Official Catering Partners Silver sponsor’s entitlements include:

1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (half page color advertisement on the souvenir program booklet)

Sponsorship engagement:

The sponsor will coordinate with the Junior Achievement logistics personnel on the following requirements:

- Provide meals for each day or one meal from the information provided above
- Work with the logistics team on the delivery of meals or area of catering, if required
- Work with the logistics team on the type(s) of meal required, i.e. persons with allergies, vegetarian, halal, etc.

Reserve your spot Today by completing this form:

Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement

Name of Business

Representative’s Name/POC

Mailing Address

Contact Information/email/mobile

Authorized Signature(s): _____________________________________________
SPONSORSHIP OPPORTUNITIES:

Sponsorship entitlements:
The sponsor’s entitlements include:
1. Sponsorship of all SY 2019 - 2020 Junior Achievement events
2. Mentions in all social media and broadcast announcements
3. JA AP COY Booklet page advertising (advertising on booklet will be reserved on a first come first serve basis for inside front cover, inside back cover or two-page center spread on the souvenir program booklet)

Sponsorship engagement:
The sponsor will coordinate with the Junior Achievement logistics personnel on the following engagements:
• Welcome Ceremony
• Business Presentation
• Trade Fair
• Victory Banquet

Reserve your spot Today by completing this form:
Junior Achievement Asia Pacific Company of the Year Program Advertising Agreement

Name of Business

Representative’s Name/POC

Mailing Address Contact Information/email/mobile

2019-2020 SPONSORSHIP LEVEL:
☐ Diamond ☐ Gold ☐ Silver ☐ Bronze ☐ Supporter
☐ In kind Donation, please specify: _______________________________________________________
☐ Other Sponsorship Opportunities: _______________________________________________________

Authorized Signature(s):____________________________________________________________________
**SOUVENIR PROGRAM BOOKLET OPPORTUNITIES: ADVERTISER**

I/We hereby agree to purchase and advertise in the 2020 Junior Achievement Asia Pacific Company of the Year Competition Souvenir Booklet Program Media.

### Advertising Rates

<table>
<thead>
<tr>
<th></th>
<th>Rate</th>
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</thead>
<tbody>
<tr>
<td>Full Page (Black &amp; White)</td>
<td>US$ 700.00</td>
</tr>
<tr>
<td>Half Page (Black &amp; White)</td>
<td>US$ 500.00</td>
</tr>
<tr>
<td>Quarter Page (Black &amp; White)</td>
<td>US$ 300.00</td>
</tr>
</tbody>
</table>

Page format is 8 ½” x 11”. The advertisement live area is 8.125” X 10.625”. It is also agreed that the Junior Achievement Guam will provide one (1) copy of the souvenir program media to the advertiser. Please submit your camera-ready advertisement on or before January 15, 2020. Kindly make all checks payable to “Junior Achievement Guam.”

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**For official use only:**

<table>
<thead>
<tr>
<th>Advertisement Size</th>
<th>Rate</th>
<th>Date Submitted Ad</th>
<th>Received by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solicited by:</td>
<td></td>
<td>Contact Number</td>
<td></td>
</tr>
</tbody>
</table>

**Signature of Company Advertising Representative**

Date

**Signature of Junior Achievement Guam Representative**

Date

**Amount Paid**

Received by