MEMBERSHIP

DOWNTOWN ORLANDO PARTNERSHIP
2026



CHAMPIONING BUSINESS

IN DOWNTOWN ORLANDO SINCE 1961

ABOUT **DOP**

PROMOTING DOWNTOWN BUSINESSES FOR OVER 60 YEARS

The Downtown Orlando Partnership (DOP) is a 501(c)(6) organization founded in 1961. We are the only organization that focuses specifically on downtown Orlando's business community. The DOP offers more than 285 corporate members a single point of access to connect, collaborate, and contribute to the growth of business in Central Florida.







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Collaborate Membership	$1,200
Connect Membership	$600

DOWNTOWN ORLANDO PARTNERSHIP - MEMBERSHIP BENEFITS

1

Support a vibrant economy.
DOP is the local champion for a balanced, thriving downtown economy. Your membership supports our efforts to strengthen the downtown Orlando business community.

2

Advocate.
DOP membership adds your vision and voice to downtown Orlando's business community through purpose driven events, strategic programming, and member communications. Interact directly with elected officials at our special events throughout the year.

3

Bring credibility to your business.
The Downtown Orlando Partnership is a trusted source. For over 60 years, we have championed business in downtown Orlando.

4

Make business connections.
DOP is where business leaders and influencers build relationships that unite common interests. The key stakeholders and professionals you meet through DOP will help you grow your business.

5

Increase your visibility.
As a DOP member, you benefit from marketing opportunities, including placement on our website (over 1,500 visits per month), in our weekly newsletter (30 - 40% open rate), and on our social media (over 14,000 total followers).

6

Get exclusive business referrals.
DOP powers partnership with personal introductions. We help create and support connections between companies, government, and professionals.

7

Increase your SEO.
With direct links to your website from the DOP's website, you boost your own website's visibility in Google searches.

8

Access special discounts.
We are proud to partner with leading industry providers, offering special discounts to our members. With access to a variety of discounted products and services, your membership provides significant value to your company, employees, and clients.

9

Be seen as a leader.
As the convener, connector and cultivator of leaders and influencers, you have access to professional development. We give you opportunities to be involved, to be recognized for your accomplishments, and to make a difference in our community.

10

Stay informed.
We keep you informed of business news and trends through our newsletter, forums, and events.



OUR TOP INVESTORS

CHAIRMAN'S CIRCLE

AdventHealth

DOWNTOWN ORLANDO®

e|spaces

CHAMPIONS

AECOM

CareerSource CENTRAL FLORIDA

citrus club

FAIRWINDS

GREATER ORLANDO SPORTS COMMISSION

HKS

Hotwire COMMUNICATIONS fision

JPMorganChase

LAMAR

Orlando Credit Union

ORLANDO ECONOMIC PARTNERSHIP

ORLANDO HEALTH®

OUC The Reliable One

SKANSKA

UCF

VALENCIA COLLEGE

MEMBERSHIP BENEFITS COMPARISION

MEMBERSHIP BENEFITS	CHAIRMAN'S CIRCLE $11,000	CHAMPION $5,500	CORPORATE $2,700	COLLABORATE $1,200	CONNECT $600
NETWORKING & EVENTS					
Golden Brick Awards Seating	VIP Reserved	Reserved	2	–	–
DOP Chow on Church Admissions	10	5	2	–	–
Key Stakeholder Events Invitations	✓	✓	✓	–	–
Host DOP Events	✓	✓	✓	✓	–
4 to 7 in the 407 Happy Hour Admissions	5	4	3	2	1
First Friday Networking Coffee Admissions	✓	✓	✓	✓	✓
VISIBILITY & MARKETING					
Logo on DOP Homepage with Hyperlink	✓	✓	–	–	–
Logo on DOP Investor Page	✓	✓	✓	–	–
Prominent Logo on DOP Materials	✓	✓	–	–	–
Dedicated Member Email (with LinkedIn Post)	4	3	2	1	–
Newsletter Features with Hyperlink	Unlimited	Unlimited	Monthly	Bi-monthly	Quarterly
Dedicated Social Media Reel Feature	✓	✓	✓	–	–
Social Media Promotion	Unlimited + Boost	Unlimited	Monthly	Monthly	Quarterly
Industry Categories on Website	5	4	3	2	1
Photo/Video Library & Marketing Toolkit	✓	✓	✓	–	–
Host Ribbon Cutting Ceremony	✓	✓	✓	✓	–
SPONSORSHIP & RECOGNITION					
Flexible Sponsorship Dollars / Customization	✓	–	–	–	–
First Right of Refusal for Sponsorships	✓	✓	–	–	–
Recognition at DOP Signature Events	✓	✓	–	–	–
Angel Sponsorship (Sponsor Connect Membership)	✓	✓	–	–	–
Feature in DOP Stakeholder Series	✓	✓	–	–	–
STRATEGIC INFLUENCE					
Board of Directors Consideration	Priority	Priority	✓	–	–
Personal Introductions to Key Stakeholders	✓	✓	✓	–	–
Panel Representation at Forums/ConnectDTO	✓	✓	✓	✓	–
ALL MEMBERS RECEIVE					
Member Directory, Newsletter Subscription, Event Discounts, DOPERKS, Job Postings, Event Calendar, ConnectDTO Member Rate, "Proud Member of DOP" Logo	✓	✓	✓	✓	✓

CHAIRMAN'S CIRCLE

$11,000 ANNUAL INVESTMENT

VISIBILITY

- ☐ Flexible sponsorship dollars
- ☐ Exclusive membership customization
- ☐ First right of refusal for all DOP sponsorship opportunities
- ☐ VIP reserved seating at DOP Golden Brick Awards and State of Downtown
- ☐ Invitations to key stakeholder events
- ☐ Exclusive member discounts to DOP events
- ☐ Ten admissions to DOP Chow on Church
- ☐ Five admissions to bi-monthly DOP 4 to 7 in the 407 networking happy hour
- ☐ Unlimited attendees for monthly DOP First Friday networking coffee
- ☐ Annual feature in DOP's Stakeholder Series
- ☐ First right of refusal to sponsor a DOP Downtown Business Forum
- ☐ Host a DOP Board Meeting, First Friday, and/or 4 to 7 in the 407
- ☐ ConnectDTO member rate

IMPACT

- ☐ Company website listing with logo and hyperlink on DOP homepage
- ☐ Prominent logo placement on DOP printed and digital collateral
- ☐ Angel Sponsorship (select a non-profit or business for a complimentary annual Connect membership)
- ☐ Recognition at DOP's signature events
- ☐ Personal introduction to key stakeholders
- ☐ Two Dedicated Member Feature (Email and LinkedIn)
- ☐ Host a ribbon cutting ceremony
- ☐ Company listing by member level and industry (up to 5) with hyperlinks on DOP website
- ☐ Promote events on DOP online calendar
- ☐ Post job listings on DOP website
- ☐ DOP newsletter subscription
- ☐ Quarterly new members announcement
- ☐ Newsletter feature with hyperlink (unlimited)
- ☐ Social media promotion (unlimited LinkedIn, Instagram, and Facebook feed posts/stories) with boost
- ☐ Receive "Proud Member of DOP" logo for use on company website and/or email signature
- ☐ Access to DOP photo/video library and marketing toolkit
- ☐ Dedicated social media Reel feature

INFLUENCE

- ☐ Board of Directors priority consideration
- ☐ Panel representation at a DOP Downtown Business Forum or ConnectDTO session
- ☐ Access to Member Directory
- ☐ DOPERKS (deals for DOP members)

DOWNTOWNORLANDOPARTNERSHIP

CHAMPION

$5,500 ANNUAL INVESTMENT

EXPOSURE

- ☐ First right of refusal for all DOP sponsorship opportunities
- ☐ Reserved seating at Golden Brick Awards
- ☐ Invitations to key stakeholder events
- ☐ Exclusive member discounts to DOP events
- ☐ Five admissions to DOP Chow on Church
- ☐ Four admissions to bi-monthly DOP 4 to 7 in the 407 networking happy hour
- ☐ Unlimited admissions to monthly DOP First Friday networking coffee
- ☐ Annual feature in DOP's Stakeholder Series
- ☐ First right of refusal to sponsor a DOP Downtown Business Forum
- ☐ Host a DOP Board Meeting, First Friday, and/or 4 to 7 in the 407
- ☐ ConnectDTO member rate

ADVOCACY

- ☐ Company website listing with logo and hyperlink on DOP homepage
- ☐ Prominent logo placement on DOP printed and digital collateral
- ☐ Angel Sponsorship (select a non-profit or business for a complimentary annual Connect membership)
- ☐ Recognition at DOP's signature events
- ☐ Personal introductions to key stakeholders
- ☐ Three Dedicated Member Features (Email and LinkedIn)
- ☐ Host a ribbon cutting ceremony
- ☐ Panel representation at a Downtown Business Forum or a session of ConnectDTO
- ☐ Company listing by member level and industry (up to 4) with hyperlinks on DOP website
- ☐ Promote events on DOP online calendar
- ☐ Post job listings on DOP website
- ☐ DOP newsletter subscription
- ☐ Quarterly new members announcement
- ☐ Newsletter feature with hyperlink (unlimited)
- ☐ Social media promotion (unlimited LinkedIn, Instagram, and Facebook feed posts/stories)
- ☐ Receive "Proud Member of DOP" logo for use on company website and/or email signature
- ☐ Access to DOP photo/video library and marketing toolkit
- ☐ Dedicated social media Reel feature

LEADERSHIP

- ☐ Board of Directors priority consideration
- ☐ Panel representation at a DOP Downtown Business Forum or ConnectDTO session
- ☐ Access to Member Directory
- ☐ DOPERKS (deals for DOP members)

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CORPORATE

$2,700 ANNUAL INVESTMENT

CONVENE

- ☐ Invitations to key stakeholder events
- ☐ Two reserved seats for Golden Brick Awards
- ☐ Exclusive member discounts to DOP events
- ☐ Two admissions to DOP Chow on Church
- ☐ Three admissions to bi-monthly DOP 4 to 7 in the 407 networking happy hour
- ☐ Unlimited admissions to monthly DOP First Friday networking coffee
- ☐ First right of refusal to sponsor a DOP Downtown Business Forum
- ☐ Host a DOP Board Meeting, First Friday, and/or 4 to 7 in the 407
- ☐ ConnectDTO member rate

PROSPER

- ☐ Company website listing with logo and hyperlink on DOP website
- ☐ Personal introductions to key stakeholders
- ☐ Two Dedicated Member Features (Email and LinkedIn)
- ☐ Host a ribbon cutting ceremony
- ☐ Company listing by member level and industry (up to 3) with hyperlinks on DOP website
- ☐ Promote events on DOP online calendar
- ☐ Post job listings on DOP website
- ☐ DOP newsletter subscription
- ☐ Quarterly new members announcement
- ☐ Newsletter feature with hyperlink (monthly)
- ☐ Social media promotion (monthly LinkedIn, Instagram, and Facebook feed posts/stories)
- ☐ Receive “Proud Member of DOP” logo for use on company website and/or email signature
- ☐ Access to DOP photo/video library and marketing toolkit
- ☐ Dedicated social media Reel feature

ENGAGE

- ☐ Board consideration
- ☐ Panel representation at a DOP Downtown Business Forum or ConnectDTO session
- ☐ Access to Member Directory
- ☐ DOPERKS (deals for DOP members)

DOWNTOWNORLANDOPARTNERSHIP

COLLABORATE

$1,200 ANNUAL INVESTMENT

CONNECTIONS

- ☐ Exclusive member discounts to DOP events
- ☐ Two admissions to bi-monthly DOP 4 to 7 in the 407 networking happy hour
- ☐ Unlimited admissions to monthly DOP First Friday networking coffee
- ☐ Host a DOP First Friday and/or 4 to 7 in the 407
- ☐ ConnectDTO member rate

PROMOTION

- ☐ Annual member feature in dedicated email and LinkedIn post
- ☐ Host a ribbon cutting ceremony
- ☐ Company listing by member level and industry (2) with hyperlinks on DOP website
- ☐ Promote events on DOP online calendar
- ☐ Post job listings on DOP website
- ☐ DOP newsletter subscription
- ☐ Quarterly new members announcement
- ☐ Newsletter feature with hyperlink (bi-monthly)
- ☐ Social media promotion (monthly Facebook & Instagram stories)
- ☐ Receive “Proud Member of DOP” logo for use on company website and/or email signature

INITIATIVES

- ☐ Panel representation at a DOP Downtown Business Forum or ConnectDTO session
- ☐ Access to Member Directory
- ☐ DOPerks (deals for DOP members)

DOWNTOWNORLANDOPARTNERSHIP

CONNECT

$600 ANNUAL INVESTMENT

(NON-PROFITS & SMALL BUSINESSES)

NETWORKING

- ☐ Exclusive member discounts to DOP events
- ☐ One admission to bi-monthly DOP 4 to 7 in the 407 networking happy hour
- ☐ Unlimited admissions to monthly DOP First Friday networking coffee
- ☐ ConnectDTO member rate

MARKETING

- ☐ Company listing by member level and industry (1) with hyperlinks on DOP website
- ☐ Promote events on DOP online calendar
- ☐ Post job listings on DOP website
- ☐ DOP newsletter subscription
- ☐ Newsletter feature with hyperlink (quarterly)
- ☐ Quarterly new members announcement
- ☐ Social media promotion (quarterly Facebook & Instagram stories)
- ☐ Receive “Proud Member of DOP” logo for use on company website and/or email signature

ACCESS

- ☐ Access to Member Directory
- ☐ DOPerks (deals for DOP members)

DOWNTOWNORLANDOPARTNERSHIP



DOWNTOWN ORLANDO PARTNERSHIP

FIRST FRIDAY + 4 TO 7 IN THE 407

1,500+ Annual Attendees

THE DOWNTOWN DRIP Weekly Newsletter

5,000+ Email Subscribers

50% Average Open Rate

GOLDEN BRICK AWARDS

50+ People, Projects, and Initiatives Celebrated

500 Attendees

Downtown Orlando Partnership

5,000+ Followers

DOWNTOWN EMPLOYEE APPRECIATION WEEK

5 Days of Events

5000+ Attendees

150+ In Kind Donations

Downtown Orlando Partnership

5,000+ Followers

STATE OF DOWNTOWN

500+ of Orlando's Most Influential Stakeholders and Downtown Supporters

500+ Attendees

@doporlando

7,000+ Followers

DOWNTOWNORLANDOPARTNERSHIP

P.O. Box 2026
Orlando, FL 32802

333. S Garland Avenue
13th Floor
Orlando, FL 32801

407.228.3891

www.doporlando.com