

PARTNERSHIP OPPORTUNITIES

Philanthropy West Virginia provides an opportunity for expertise, knowledge, and service providers to become a partner in our specialty programs, seminars, webinars, and annual conference. This partnership provides premier visibility for your company or firm's expertise and leadership before our growing membership of corporate, private, family, community and public grantmaking foundations, giving programs and individual philanthropists from across West Virginia.

With the long-time history of service and expertise of [Insert Prospective Investor], Philanthropy West Virginia invites your firm to become involved as a Program Sponsor. The sponsorship opportunities are as follows.

GENERAL PROGRAM PARTNERSHIP OPPORTUNITIES:

- (A) E-NEWSLETTER AND MEMBERS PORTAL SPONSORS** provides your company with maximum visibility in our online presence with a variety of opportunities for recognition, such as:
- specialized sponsorship recognition in our regular member or specialized sector e-newsletter ranging from \$750 to \$5,000 based on size of your recognition and number of times included in the publications.
 - a signature sponsor of our newly created members portal with designated recognition on the welcome page and main website of which all members access at the \$5,000 per year rate.
 - Being listed as a specialized resource company, firm or consultant to assist grantmaking foundations or corporate giving programs ranging from \$250 to \$1,500

Our expanding online platform and social media presence would give your company or firm major visibility before West Virginia's grantmaking foundation and corporate giving community.

- (B) INDIVIDUAL WORKSHOP, WEBINAR, OR SEMINAR SPONSOR** with a \$2,500 investment would be to serve as the signature sponsor of a session of up to two hours. As sponsor of the program, we would dedicate a 15-minute period for you to do a presentation on the services provided by your firm, industry issues, and/or sector updates. This is to be an education or topic presentation, but not a sales pitch. Philanthropy WV will recognize your company/firm as the signature program sponsor in all online promotions, invitations, registrations, communications leading up to the event and in media releases. Your company/firm will be invited to prepare a brief post-program message that Philanthropy WV will send out to attendees that is non-sales pitch, but shares general facts of your company's services as well recaps the presentation provided.

- (C) WEBINAR OR SEMINAR SERIES SPONSOR** ranges from a \$5,000 to \$15,000 investment depending on the number of programs in the course of a year. For example, a sponsorship of our Annual Quarterly Webinar Series would be \$10,000. Philanthropy WV would work with your company/firm to outline the recognition of your sponsorship around the webinar topics that have been identified by our members including an option for your firm/company to present one of the topics, if it is fitting. Your company/firm would be recognized in all program announcements, via our website, in the media, and during the program presentation. We would invite your company/firm's representative to give a brief (2 to 4 minute) welcome on each webinar. A follow up message would be sent out recognizing your corporate sponsorship reaching our 80 plus members. Our spring regional forums series would be a sponsorship of \$7,500 per the northern or southern regions. Other program series would be outlined with your firm depending on the level of programs delivered and locations.

- (D) EXCELLENCE IN GRANTMAKER EDUCATION PARTNER** is an opportunity starting at the \$20,000 level recognized for the entire year for your generous investment in our entire year of general programs. Your sponsorship would be recognized at the signature level on our website, at each program, and across our platform of print, electronic, and press marketing. Your company/firm will be invited to attend private receptions with our program speakers, board members, and other dignitaries as well as share a special message before and after each program.

- (E) MAJOR INSTITUTES, ACADEMIES, OR SUMMITS SPONSORSHIPS** provide a fantastic variety of options to host specialized institutes, academies, or summits for our membership based on issues, sector (private, family, corporate or community), or topic that covers up to two days. Your investment opportunities range from \$5,000 to \$25,000 providing a variety of recognitions and visibility before the state's philanthropic community.

ANNUAL CONFERENCE PROGRAM PARTNER

Philanthropy West Virginia Annual Conference brings together board members/trustees, staff, and volunteers of more than 80 grantmaking foundations and giving programs from across the Mountain State for thought provoking presentations and discussions with philanthropy leaders, skill building sessions, resource sharing, and networking with their peers. In becoming a Program Partner, you will be connected to the premiere statewide gathering of grantmakers (private, family, corporate and public/community foundations). Our focus for this year's conference is responding to the challenges and opportunities philanthropy is tackling in our local communities during this economic decline. The program's robust agenda of leaders from multiple sectors will give your company/firm tremendous visibility before a broad audience of decision makers and impactful foundations. The Annual Conference opportunities for investment include:

(A) "Appalachian Spring" Signature Sponsor (\$15,000 or Two Co-sponsors at \$7,500 each)

This opportunity provides you with prominent visibility throughout the conference, as well as signature placement on Philanthropy WV's new website and the conference page, including:

- Opportunity to give welcome remarks at the opening session and introduce the keynote speakers
- Opportunity to hold a follow-up webinar or teleconference with Philanthropy WV Members, if one investor contributes at least \$10,000 level then they will have option to present two webinars
- Philanthropy WV will send out a message prepared by your firm before the conference and another one afterwards to the conference attendees and our general members recognizing your investment and services
- Prominent signage and acknowledgement throughout the conference facilities and an item to include in each registrant's packet
- Four complimentary conference registrations
- Prominent logo/ad placement in the conference agenda (full page) and recognition on the Philanthropy WV web site for 90 days

(B) "Mountain State" Opening Luncheon, Wednesday's Dinner or Thursday Luncheon (\$5,000 – 3 available)

Join us to kick off the conference with the opening luncheon, the first night's dinner for all attendees featuring special entertainment, or energize attendees during luncheon. Your investment provides:

- Opportunity to give a brief welcome at the dinner or luncheon
- Table display and signage outside of the dinner or luncheon and an item to include in each registrant's packet
- Recognition in the conference agenda with 1/2 page ad and on Philanthropy WV web site for 60 days
- Opportunity to hold one follow-up webinar or teleconference with the Philanthropy WV Membership
- Three complimentary conference registrations

(C) "A Taste of West Virginia" Welcome Reception or Breakfast (\$3,500 – 3 available)

This sponsorship opportunity gives you access to all of the conference attendees plus any special invited guests and speakers during the early arrivals program on Tuesday night, the main reception before our Celebration of Philanthropy Dinner, or the all attendees breakfast on Thursday morning. Your investment at this level includes:

- Opportunity to deliver welcome remarks at one of the receptions or the breakfast to introduce the keynote speaker.
- Table display and signage during the reception or presentation and an item to include in each registrant's packet
- Two complimentary conference registrations
- Recognition in the conference agenda with 1/4 page ad/logo and additionally on the Philanthropy WV web site for 30 days

(D) "Vandalia Experience" Workshop Session (\$2,500- 6 available)

Be a part of the delivery of expert knowledge, training, and resources by using one of the several options to sponsor a breakout session or sessions that convene board members/trustees, staff, CEOs, and advisors focused on specific issues and topics that transform and strengthen foundations from investment and legal issues to grantmaking strategies and tackling key issues. This investment includes:

- Opportunity to give a brief welcome at the session
- Table display and signage recognizing your investment at the session and an item to include in each registrant's packet
- Two complimentary conference registrations
- 1/8 page ad in the conference program and on our new website

(E) "Spirit of Philanthropy" Awards Sponsor (\$2,000 to \$2,500 – 1 available)

For nearly a decade, Philanthropy WV has been presenting West Virginia's premiere award for philanthropic leadership and giving in the Mountain State. This year your business, organization or firm can be the sponsor of these three tremendous awards including: (1) Volunteer Leadership, (2) Staff Leadership, and (3) Critical Impact. The WV artisan handcrafted awards celebrates the honorees' service and contributions to strengthening WV's communities and bettering the lives of our citizens. Your investment includes:

- *Welcome remarks to the awards ceremony*
- *Serves as co-Master of Ceremonies for the awards presentation with our selection committee chair*
- *Recognition through marketing and promotion of the award recipients*
- *Inclusion in the annual conference program with a 1/8 page ad and recognition on the website*
- *One complementary conference registration*

(F) "Home Among the Hills" Hospitality Sponsor (\$2,000 to 1,500 – 4 available)

The 2016 conference allows for sponsors to host hospitality breaks before and after major presenters and keynote speakers to network with all audience attendees. This includes:

- *Podium recognition during the welcome and closing remarks of the speech*
- *Networking time with conference attendees as our hospitality host*
- *Table display and sharing of resources with your sponsored hospitality time*
- *Recognition in the conference program*
- *One complementary conference registration*

(G) "Welcome Home" Exhibitor (\$1,000 – 10 available)

Promote and expand your firm/business/service provider's network of contacts and awareness of your services to the conference's general audience. You can share your expertise and mingle with the conference participants during one of the informal break periods and as an exhibitor in the main conference assembly area.

- *Be visible and connect with conference attendees throughout the experience on Day #1 and Day#2 in the main conference assembly*
- *You will be recognized during sessions for attendees to network with our exhibitors at the start of each break*
- *Participate in the highly sought after exhibitor speed networking and "bingo" program on Wednesday morning and throughout the conference to showcase our numerous experts, firms, service providers, and resources exhibitors*
- *Provide a table area for you to setup an exhibitor display along with your signage in the main registration/entry area for Wednesday morning and then again for Thursday morning through early afternoon*
- *Listing in the Annual Conference Program*
- *One reduced conference registration by 50%*

(F) "Good Will" Sponsor (\$750 – 12 available)

With so many great resources, opportunities, and services available, we offer the opportunity for vendors/service providers to share their information and a promotional piece to include in our registration packets.

- *With 100 to 150 attendees including the decision makers of all levels for our state's foundation community, this a great way to promote your services and expertise with the variety of guests*
- *Your company/firm can provide up to items (two 8 1/2" x 11" sheets of paper or a printed piece and one give away item) to include in the packet they need to be delivered to Philanthropy WV's offices by September 20th to be included in the packets.*

This is an excellent opportunity to reach West Virginia's grantmaking community and our collective work to improve our local, regional and state communities in the Mountain State. For more information about being a program partner, please contact Paul Daugherty at 304.517.1450 or email: paul@philanthropywv.org.