



## Conference Sponsorship Kit

21<sup>st</sup> Annual Florida Nonprofit Conference

### **SOLID AS A HEART: Passion Perseverance Purpose**

Monday & Tuesday, August 27-28, 2012  
Deauville Beach Resort & Conference Center, Miami Beach, Florida

The Florida Association of Nonprofit Organizations proudly presents the 21<sup>th</sup> Annual Florida Nonprofit Conference on August 26-28 at the Mid-Century Modern Historic Deauville Beach Resort, Miami Beach, Florida. **FANO's 21st conference delivers more dollar value than ever before!**

We welcome you... whether you represent a government entity encouraging economic development or a corporation marketing to nonprofits. Whether you represent a funder interested in providing cutting edge training or certification or a public/private subject matter expert who is interested in sharing knowledge and ideas we have the venue for you in this year's conference.

FANO's sponsorship packages provide opportunities to gain visibility with nonprofit decision makers. Our value-added Sponsorship categories offer sponsor recognition to you as a community leader which includes your name and logo on print, in the media, and your voice on social and face to face networking!

By selecting a category below you will be included for involvement in the nonprofit educational program, recognized for your participation and thanked for sharing your expertise.

#### **CVB Tourism Sponsor \$5,000**

This sponsorship is reserved for regional Convention and Visitors Bureaus across the state with economic development interests.

**Value – \$15,000:** Sponsor will receive: a VIP booth, 4 VIP registrations, recognition on our website with a 5 Google ranking, and your name/logo on promotional print materials. You will be invited to participate on a panel exploring the value of the nonprofit sector in increasing tourism. FANO will host a regional pre-conference meeting for nonprofits locally at the CVB offices or another designated venue featuring the CVB.

#### **Private/Public Expert Sponsor \$2,500**

This sponsorship is reserved for experts (SME-subject matter experts) representing municipalities, government agencies and corporations in one of the following industries: insurance, public relations, office supplies, health coverage, finance, mobile phones, credit card processing, real estate, banking, financial institutions, utilities, transportation, graphic design, and others interested in marketing. Experts include: managers, directors, CEOs, CFOs, COOs, CTOs and others with expertise.

**Value - \$7,500:** Sponsor will receive: 1 VIP exhibitor booth, 2 VIP tickets, onsite banner placement, logo and link from FANO's website (5 Google ranking), invitation to participate in the educational roundtable or break-out sessions on 8/28/2012, corporate material distribution and program insertion with corporate recognition, bio and picture. **Exclusive per industry.**

#### **Geographic Certificate Sponsor \$1,500**

Of special interest to funders, this category is reserved for offering free or discounted conference registrations in Florida including: Panhandle, Northeast Florida, Central Florida, South Florida, and West Coast Florida. Sponsor will nominate 3 enrollments for Certification in Nonprofit Management (CNM) Intensive class scholarships, provided over four days during the conference and pre/post activities. (Barbara Blair Scholarship). Those graduating with the certification are invited to host a CNM Intensive series of classes in their community during 2012.

**Value - \$4,500:** Sponsor will receive 3 certification registrations for classes during 4 days including the conference the day before and the day after. Graduation will be held on 8/28/12. Certificates are issued by FANO, Nova Southeastern and Broward College.

#### **Nonprofit Scholarship Sponsor \$1,000**

This sponsorship is reserved for organizations representing one of the following sectors on a local basis: Arts, Education, Environment, Health, Human Services, Religious, Youth, Hospital, Historic, and Performing Arts Center.

**Value - \$3,000:** Sponsors will receive: 1 exhibit space, 10 Conference tickets and recognition on print materials.

#### **Direct Exclusive Sponsors**

All Direct Sponsors receive: Recognition in the Commemorative Program and exclusive recognition for event.

Keynote (3 available 8/27, 8/28am, 2/28pm)	\$ 10,000
EXPRESS YOURSELF (Art Happening)(8/28/12)	10,000
Lawton's Heart Humanitarian Award	10,000
Nonprofit Resource Expo (8/27/12)	5,000
Commemorative Program	5,000
Opening Reception and Grants Cafe	5,000
Reception Co-sponsor (2 available)	2,500
Break Sponsor (Morning)	750
Break Sponsor (Afternoon)	750
Break-out Sponsor (8 available)	500

#### **Registration Fees**

Application/Registration forms must be completed and signed for all the events below:

VIP Exhibitor (prime10x20' booth) (12 available)	\$ 1,500
Exhibitor (8-ft. table)	795
Resource (shared table)	250
Conference VIP Tickets (subject matter experts, SME)	450
Conference Tickets	325/225

**Value – face value:** All registrations will be listed in program attendee list.

#### **Break-Out/Roundtable Sponsor Topics**

(Reserved for consultants/corporations who wish to be associated with the various topics) Choose from the following: See conference preliminary schedule on separate flier.

To discuss the sponsorship opportunities more in detail, email [marina.fano@gmail.com](mailto:marina.fano@gmail.com) or call Marina Pavlov or Susana Clancy

**FANO 305.557.1764**

<input type="checkbox"/> Yes, Please sign me up as a sponsor. <input type="checkbox"/> CVB <input type="checkbox"/> Private/Public <input type="checkbox"/> Geographic Certificate <input type="checkbox"/> Nonprofit Scholarship <input type="checkbox"/> VIP Exhibitor <input type="checkbox"/> Exhibitor <input type="checkbox"/> Direct (insert category)
Company Name:
Contact Name
Address
City/State/Zip
Office phone
Cell phone
Email address
Website
Sponsorship Level
Amount Enclosed by Check
Credit Card Amount
Credit Card Number
Credit Card Expiration Date
CVV Number on back of credit card (3 digits)
Name on Card
Address if not the same as address above.
Signature/date

Thank you. A confirmation email will be sent.

## Conference Exhibit Registration Exhibit Expo hours

5pm – 9pm 8/27 & 8am - 5pm 8/28

<b>1 &lt;&gt; 12</b>	
<b>30p</b>	<b>13p</b>
<b>29p</b>	<b>14p</b>
<b>28p</b>	<b>15p</b>
<b>Exhibitor Showcase &amp; Grants Cafe</b>	
<b>27p</b>	<b>16p</b>
<b>26p</b>	<b>17p</b>
<b>25p</b>	<b>18p</b>
<b>24 &lt;&gt; 19</b>	

**Prime Exhibitor Space: 13-18 & 25-30**

You/Your company (hereinafter the "Exhibitor") and the Florida Association of Nonprofit Organizations', **Solid as a Heart Conference** (hereinafter the "Association") agree as follows: The Association authorizes the Exhibitor, under the terms herein, to exhibit products, services, and materials applicable to the nonprofit and related industries during the 2012 Nonprofit Conference. Each exhibition shall be confined to the Exhibitor's booth in the 2012 Expo on Monday, August 27 through Tuesday August 28 at the Deauville Beach Resort & Conference Center, Miami Beach, Florida.

### Exhibit Details

- Space is on a first-come, first-serve basis
- Exhibit location assigned upon agreement execution
- Exhibit space includes 8-foot table, two chairs & signage
- Electricity / phone line may be purchased at additional cost
- Exhibitor agrees to provide one door prizes of \$25 minimum value (e.g. product sampling, gift certificates, gift baskets or services)

### Set up

- Monday (August 27) 8:00 a.m. – 3:00 p.m.

### Teardown (no early teardown)

-Tuesday (August 28) 5:00 p.m. – 7:00 p.m.

### Exhibit Times

-Monday (August 27, 2012) 4pm – 9pm  
 -Tuesday (August 28, 2012) 7am – 5pm

**Shipping Address:** Send packages to yourself at the hotel address listed below:

Deauville Beach Resort and Conference Center  
 6701 Collins Ave, Miami Beach, Florida 33141

### Cancellation Policy:

*Booth reservations are non-refundable  
 however it is completely transferable.*

**Questions may be directed to FANO**  
**305.557.1764**  
 or  
**members.fano@gmail.com**