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# 2023 Annual Conference *Sponsorship Opportunities*

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May 2-3, 2023 | The Hotel Roanoke and Conference Center



# About

## Virginia Funders Network

In 2017, a small group of funders shared a vision - Virginia's philanthropic community could reach an unprecedented level of effectiveness if grantmakers across the state worked together to tackle the Commonwealth's most pressing needs and capitalize on opportunities. As a result, Virginia Funders Network (VFN) emerged.

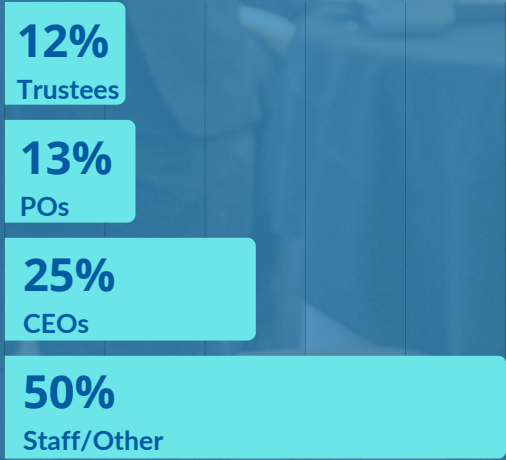
Today, VFN is comprised of more than 100 philanthropic organizations investing more than \$250 million in an effort to build a connected, collaborative philanthropic community that advances opportunities for all Virginians. VFN enhances the effectiveness of our members' work through networking, collaboration, learning, and leverage.

“  
It was inspiring to be in the presence of so many Virginians from all across the state to have the opportunity to share and learn as we work towards making the Commonwealth a better place for all. I am already looking forward to next year's conference ...  
”  
~Paulin Cheatham, Dominion Energy Charitable Foundation

# More on

## the Annual Conference

### Williamsburg 2022



On May 3-4, 2023, VFN will host its second annual conference at The Hotel Roanoke and Conference Center in majestic Roanoke, Virginia. Last year more than 170 philanthropy executives, trustees, and staff members representing 91 organizations gathered from across the state for VFN's inaugural conference. This year, over 200 leaders are expected to gather together for a full two days of inspiring in-person learning, networking, and community-building opportunities. Beyond breakout sessions and plenaries lies access to an invaluable community where connections are not only made but where they are nurtured and long-lived.

Each year, the Annual Conference Planning Committee, comprised of VFN Advisory Board members, members, and event sponsors, is responsible for planning and hosting a valuable and inspiring gathering.

# Conference Sponsorship

We are excited to bring a network of funders together, but we can only do it with your support! Whether a sponsor or a vendor, your organization has the unique opportunity to show its support, involvement, and presence in the philanthropic community. Each sponsor/vendor receives dedicated promotion before, during, and after the conference.

We are pleased to offer a wide range of sponsorship and vendor opportunities and benefits and are also glad to get creative if you have ideas for ways you would like to support. Please contact [katy@vafunders.org](mailto:katy@vafunders.org) for more information.

## Why Sponsor VFN's Annual Conference?

### Demonstrate Leadership

Your sponsorship is a public commitment to your dedication to VFN and the vision of working together - across sectors - to improve the quality of life for all Virginians.

### Gain Targeted Exposure

As the largest gathering of Virginia's philanthropic community, sponsoring gives you visibility and targeted exposure to the Commonwealth's top philanthropy leaders.

### Invest in Virginia

Your investment in VFN provides important opportunities for Virginia's philanthropic community to learn, network, and collaborate. We are better together!

## 2022 Sponsors

**BANK OF AMERICA** 



Heritage Wealth Advisors  
Locus Impact Investing  
PATH Foundation

The Alleghany Foundation  
The Community Foundation for a  
greater Richmond

The Monument Group  
Virginia Community Capital



# Sponsorship Opportunities



## Presenting Sponsor | \$20,000

1 of 1

- Premier visibility, acknowledgment, and logo placement in marketing and communications materials and throughout the conference
- Opportunity to introduce the keynote speaker at the kick-off dinner
- VIP seating during kick-off dinner
- **FOUR** complimentary registrations and additional registrants at an early-bird member rate
- Opportunity for chair drop at kick-off dinner



## Plenary Sponsor | \$10,000

3 of 3

- Premier visibility, acknowledgment, and logo placement in marketing and communications materials and an opportunity to introduce keynote speaker at sponsored plenary
- VIP seating during sponsored plenary
- **THREE** complimentary registrations and additional registrants at an early-bird member rate



## Wellness Sponsor | \$10,000

1 of 1

- Premier visibility, acknowledgment, and logo placement in marketing and communications materials and premier visibility at an off-site activity
- Opportunity to introduce off-site activity at the close of the Host Region Welcome Lunch
- VIP seating during the Host Region Welcome Lunch
- **THREE** complimentary registrations and additional registrants at an early-bird member rate

## Welcome Reception Sponsor | \$7,500

1 of 1

- Premier visibility, acknowledgment, and logo placement in marketing and communications materials and premier visibility at the cocktail reception
- Opportunity for welcoming remarks at the Welcome Reception
- VIP seating during dinner plenary
- **TWO** complimentary registrations and additional registrants at an early-bird member rate



## Networking Break Sponsor | \$7,500

1 of 1

- Prominent visibility and sponsorship acknowledgment during networking breaks
- **TWO** complimentary registrations and additional registrants at an early-bird member rate

## Workshop/Breakout Session Sponsor | \$5,000

8 of 8

- Prominent visibility and sponsorship acknowledgment with premier visibility at sponsored workshop/breakout session
- Opportunity to assist the Conference Committee in shaping the sponsored workshop/breakout session
- Opportunity for brief remarks to open workshop/breakout sessions and/or introduce speakers
- **TWO** complimentary registrations and additional registrants at an early-bird member rate

# Sponsorship Opportunities

continued...

## CEO Retreat Sponsor\* | \$5,000 1 of 1

- Premier visibility, acknowledgment, and logo placement in marketing and communications materials and premier visibility at CEO Retreat
- Opportunity for your organization's CEO to attend and offer welcome remarks at CEO Retreat
- TWO complimentary registration and additional registrants at an early-bird member rate

*\*Sponsorship open only to VFN members*

## Book Sponsor | \$5,000 3 of 3

- Support attendee's post-conference learning by providing a topic-related book at one of the three plenary sessions. Your logo and sponsorship acknowledgment will be included on a bookplate inside the chair-dropped books given to 200+ attendees
- Prominent visibility and sponsorship acknowledgment
- TWO complimentary registrations and additional registrants at an early-bird member rate

## "Swag" Sponsor | \$2,500 3 of 3

- Support our new organization's ability to provide attendees with VFN-branded items such as mugs, lapel pins, pens, and more. Your sponsorship will be visually and verbally acknowledged when 200+ attendees are provided with selected "swag" item(s).
- Prominent visibility and sponsorship acknowledgment with premier visibility related to swag.
- TWO complimentary registrations and additional registrants at an early-bird member rate

## Supporter | \$1,500

- Show your support for VFN and be included in the list of conference sponsors
- TWO complimentary registrations and additional registrants at an early-bird member rate

Anticipated in 2023



200 Attendees



95 Organizations Represented



3 Plenaries



8 Additional Sessions

### Non-Solicitation Policy

The Virginia Funders Network provides a unique funders-only space and events where philanthropic leaders can gather, learn, share ideas, and seek the advice and input of their peers and colleagues. As such, solicitation, promotion, and fundraising of any kind to benefit a specific organization, event, or cause by members and/or guests is prohibited. This ensures a comfortable, respectful atmosphere in which professional relationships can be fostered and maintained. Notably, this shall not prohibit education, communication, and collaboration among funders for areas of mutual interest. Violators of this policy, as decided by VFN's Executive Committee, may be excluded from future VFN events and denied future membership.

Members understand that the CEO, Advisory Board members, and other VFN leadership, in their roles as fiduciaries, shall make members aware of funding opportunities that support VFN's strategic objectives.

VFN may invite representatives of the grant-seeking community to join us as speakers, panelists, or guests. We ask nonprofit representatives to adhere strictly to our policy of non-solicitation. Invited nonprofit representatives who violate this policy, as decided by VFN's Executive Committee, may be excluded from future VFN events.

# Vendor Opportunities

Premier Conference Vendor | \$2,500

5 of 5

- 8' x 10' vendor space
- One 6' vendor table with two chairs
- Wifi and electricity access
- PDF list of attendees (name, title, organization) in advance of the conference
- TWO complimentary registrations for all conference plenaries, workshops, and breakout sessions
- Up to TWO additional registrations at an early-bird member rate
- Company name and hyperlink on the conference webpage
- Quarter-page ad in the printed program

Conference Vendor | \$1,500

5 of 5

- 8' x 10' exhibitor space
- One 6' exhibit table with two chairs
- Wifi and electricity access
- PDF list of attendees (name, title, organization) in advance of the conference
- ONE complimentary registration for all conference plenaries, workshops and breakout sessions
- Up to TWO additional registrations at an early-bird member rate
- Quarter-page ad in the printed program

## Frequently Asked Questions...

**Q: Who attends the Virginia Funders Annual Conference?**

A: Funders across Virginia plan to attend this year's conference. As a vendor, you have the opportunity to connect with over 200 foundation leaders and an opportunity to learn more about the current needs within this growing sector.

**Q: Will I get a lot of foot traffic?**

A: Yes! Vendor tables will be located in the center of all the activity, giving attendees access to your tables between breakout rooms and the ballroom at the hotel.

**Q: Can I create my own session or be a presenter?**

A: Unfortunately, we generally do not allow vendors to create sessions or participate as presenters.

**Q: Are meals provided for vendors at the conference?**

A: Yes! Meals (breakfast, lunch, and dinner) will be served during the plenary portions of the conference.

**Q: Is there a cancellation deadline & fee?**

A: Unfortunately, we do not offer a cancellation option.



# 2023 Conference Sponsorship & Vendor Form

## CONTACT INFORMATION

Contact Name

Contact Email

Organization Name (as it should appear in sponsor listings and acknowledgments)

Website (hyperlink for online sponsor acknowledgment)

Twitter

Instagram

Facebook

Please attach a high-resolution .jpeg or .png of your logo for inclusion on the conference website and in promotional & print materials.

## SPONSORSHIP SELECTION\*

- |   |  |
|---|--|
| <input type="radio"/> \$20,000   Presenting Sponsor       | <input type="radio"/> \$7,500   Networking Break Sponsor |
| <input type="radio"/> \$10,000   Plenary Sponsor          | <input type="radio"/> \$5,000   CEO Retreat Sponsor      |
| <input type="radio"/> \$10,000   Wellness Sponsor         | <input type="radio"/> \$5,000   Book Sponsor             |
| <input type="radio"/> \$7,500   Welcome Reception Sponsor | <input type="radio"/> \$2,500   "Swag" Sponsor           |
| <input type="radio"/> \$5,000   Workshop/Breakout Sponsor | <input type="radio"/> \$1,500   Supporter                |

## VENDOR SELECTION\*

- |   |   |
|---|---|
| <input type="radio"/> \$2,500   Premier Conference Vendor | <input type="radio"/> \$1,500   Conference Vendor |
|---|---|

*\*complimentary registrations included in sponsorship and vendor selections do not include travel or hotel accommodations*

## PAYMENT METHOD

Please invoice me.

My check is enclosed. (Please make check payable to "PATH Partnerships for support of VFN" and include "2023 Conference Sponsorship" in the memo line. Please mail to Virginia Funders Network | 321 Walker Drive, Suite 301, Warrenton, VA 20186)

## HAVE QUESTIONS?

Please contact Katy Moore at [Katy@VAFunders.org](mailto:Katy@VAFunders.org) or (571)207-9893.