Statewide Conference for North Carolina's Nonprofits
November 2-3, 2022
Durham Convention Center, Durham, NC

We're back in person for 2022!

The annual Conference for North Carolina's Nonprofits, presented by the North Carolina Center for Nonprofits, is the premier conference that brings together and engages the broadest range of nonprofits from across the state. Designed for 501(c)(3) nonprofit organizations, this event attracts staff and board members from every type of nonprofit, foundation and corporate giving officers, consultants, and businesses that work with nonprofits.

The 2022 conference theme, "Building on Inclusion, Achieving Equity," offers nonprofit leaders inspiration and valuable information to support their journeys toward positive change. The conference features regionally and nationally known speakers, a dozen workshop sessions on best practices and the latest sector trends, and a half-day Nonprofit Legal Compliance Workshop. Networking opportunities include a reception, one luncheon, and several refreshment break opportunities.

2022 Keynote Speaker

Jada Monica Drew, CEO of Social Designs, a leadership and diversity firm in Greensboro, is our 2022 keynote speaker.

Her presentation, "Sharpen Your Inclusion Edge," amplifies the conference theme with inspiration, humor, and clear action steps for change. Jada enjoys challenging audiences to rethink solutions and tap into their full potential.

Jada is a highly acclaimed engaging facilitator and speaker who has trained thousands globally on how to communicate clearly, how to become more efficient members of a team, and how to be more culturally competent.
2022 Sponsorship Opportunities

Presenting Sponsor: Thank you Duke Energy and Piedmont Natural Gas! Receives maximum recognition and visibility throughout the conference, including opening remarks about the company and introduction of the Keynote Speaker presentation.

Reception: $3,000 each (Limit 2 sponsors) This reception is a wonderful way for nonprofit leaders to network in a casual, social setting at the Durham Convention Center. Held at the end of the first day of the conference. Thank you Mutual of America and Blue Cross Blue Shield of North Carolina Foundation!

Nonprofit Legal Compliance Workshop: $2,500 (Limit 2 sponsors, with market exclusivity) Held the first day of the conference, participants will get a better understanding of the common nonprofit legal compliance policies, rules, and issues that affect nonprofit organizations. Features a mix of plenary and breakout sessions, conveys CLE credits.

Concurrent Workshop Sessions: $2,500 each (Limit 1 sponsor per workshop) Five blocks of two or three concurrent workshops on nonprofit management topics form the backbone of the conference. Session ideas are submitted by RFP process and selected by review committee of volunteers. Sessions announced in early July 2022. Thank you MDcentric Technologies, Marsh McLennan Agency, Langdon & Company, First Nonprofit Group, Triangle Community Foundation, and Mutual of America!

Refreshment Breaks: $1,500 each (Limit 3 sponsors) Support networking at its best when attendees gather for light refreshments throughout the conference. Thank you, Durham Convention Center and DMJ & Co.!

Scholarships (Unlimited sponsors) Consider making the conference an affordable education opportunity for the nonprofits you support by providing scholarships. Scholarship sponsor determines the number of scholarships and selection criteria; the Center administers the program. Thank you Google, Armstrong McGuire Associates, Cemala Foundation, and Foundation for a Healthy High Point!

Lanyard Sponsor: $1,750 (Limit 1 sponsor) Gain your market edge around the neck of every participant with name badge lanyards. Sponsorship includes cost to purchase and produce lanyards. Thank you Schell Bray!

Face Mask Sponsor: $1,750 (Limit 1 sponsor) Have your logo appear across the face of attendees. Sponsorship includes cost to purchase and produce face masks. Thank you Lenovo!
2022 Marketing Opportunities

Consider these options to increase your visibility and exposure to conference attendees.

Exhibit in the Nonprofit Marketplace  Sold out!
Professionally produced exhibit space, the Nonprofit Marketplace is open throughout the conference.
• $725 | $525 Sponsors/Sustainers
• Purchase exhibit space online starting May 2022

Advertising
Conference program book
400 copies of a full-color book (8.5" high x 5.5" wide)
• Full page: $625 | $438 Sponsor/Sustainer
• Half page: $325 | $228 Sponsor/Sustainer
• Quarter page: $225 | $158 Sponsor/Sustainer

Projection screen ad
Seen on 14-foot screens in a loop during plenary sessions.
• Landscape $450 | $315 Sponsor/Sustainer

Sponsor benefits offer discounts and some complimentary advertising. See sponsor benefits chart for details. Purchase ads online starting May 2022.

2022 Marketing Metrics

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anticipated participants in 2022</td>
<td>400</td>
</tr>
<tr>
<td>Page views of the conference website</td>
<td>30,000+</td>
</tr>
<tr>
<td>Facebook followers</td>
<td>4,300+</td>
</tr>
<tr>
<td>Recipients of each email promotion</td>
<td>12,000+</td>
</tr>
</tbody>
</table>

Attendees by Nonprofit Type

<table>
<thead>
<tr>
<th>Nonprofit Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human Services</td>
<td>15%</td>
</tr>
<tr>
<td>Education</td>
<td>10%</td>
</tr>
<tr>
<td>Arts</td>
<td>10%</td>
</tr>
<tr>
<td>Foundations</td>
<td>10%</td>
</tr>
<tr>
<td>Mental Health and Crisis</td>
<td>10%</td>
</tr>
<tr>
<td>Environment</td>
<td>10%</td>
</tr>
<tr>
<td>Health Care</td>
<td>10%</td>
</tr>
<tr>
<td>Community Improvement</td>
<td>10%</td>
</tr>
<tr>
<td>Housing</td>
<td>5%</td>
</tr>
</tbody>
</table>

Revised Aug. 31, 2022
## Sponsor Benefits

### 2022 Statewide Conference, Durham

<table>
<thead>
<tr>
<th>Marketing Opportunities</th>
<th>Reception Sponsor</th>
<th>Workshop Sponsor</th>
<th>Lanyard Sponsor</th>
<th>Refreshment Break Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Display ad in full color, printed Conference Program Book</td>
<td>1/2 page</td>
<td>1/2 page</td>
<td>-</td>
<td>1/4 page</td>
</tr>
<tr>
<td>Exhibit Booth in Nonprofit Marketplace</td>
<td>$200 discount to purchase</td>
<td>$200 discount to purchase</td>
<td>$200 discount to purchase</td>
<td>$200 discount to purchase</td>
</tr>
</tbody>
</table>

### Recognition & Market Visibility

<table>
<thead>
<tr>
<th>Recognition &amp; Market Visibility</th>
<th>Reception Sponsor</th>
<th>Workshop Sponsor</th>
<th>Lanyard Sponsor</th>
<th>Refreshment Break Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Signage at sponsored session or event</td>
<td>sign at sponsored event</td>
<td>sign at sponsored event</td>
<td>-</td>
<td>Display sign on break tables</td>
</tr>
<tr>
<td>Logo in sponsor section of printed Conference Program Book</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Projected logos in plenary sessions</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Web recognition on conference website</td>
<td>hyperlink logo, sponsor webpage only</td>
<td>hyperlink logo, sponsor webpage only</td>
<td>hyperlink logo, sponsor webpage only</td>
<td>hyperlink logo, sponsor webpage only</td>
</tr>
<tr>
<td>Social media marketing</td>
<td>limited social posts</td>
<td>limited social posts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spoken acknowledgement</td>
<td>At event</td>
<td>At sponsored session</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printed marketing collateral</td>
<td></td>
<td></td>
<td>Name badge</td>
<td>Lanyards</td>
</tr>
</tbody>
</table>

### Hospitality & Access to Networks

<table>
<thead>
<tr>
<th>Hospitality &amp; Access to Networks</th>
<th>Reception Sponsor</th>
<th>Workshop Sponsor</th>
<th>Lanyard Sponsor</th>
<th>Refreshment Break Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complimentary registrations (can be given to a favorite nonprofit)</td>
<td>choice of (2) one day registrations</td>
<td>choice of (2) one day registrations</td>
<td>-</td>
<td>choice of (1) one-day registration</td>
</tr>
<tr>
<td>Invitation to Reception (Wed, Nov 2, Durham Convention Center)</td>
<td>Yes, for 2</td>
<td>Yes, for 2</td>
<td>Yes, for 1</td>
<td>Yes, for 1</td>
</tr>
</tbody>
</table>

| Fair Market Value | $745 | $745 | $625 | $435 |

Revised Aug. 31, 2022
2022 Conference Schedule
Schedule subject to change

Wednesday, November 2
12:00 noon  Registration & Nonprofit Marketplace open
12:30-5:00  Nonprofit Legal Compliance Workshop
2:00 & 3:45  Concurrent Sessions (4)
5:00-7:00pm Reception, Durham Convention Center

Thursday, November 3
7:30am  Registration and Nonprofit Marketplace open
8:30-9:30  Keynote Speaker (plenary)
10:00-11:15 Concurrent Sessions (3)
11:30-12:45 Lunch (plenary)
1:00-2:15  Concurrent Sessions (3)
2:45-4:00pm Concurrent Sessions (3)

The essence of the Center’s work: Connecting with and learning from peers who know that conversations can make their nonprofit stronger and more effective.
Company ________________________________________________________________

Contact ________________________________________________________________ Title ________________________________________________________________

Address ______________________________________________________________________________________________________________________

City/State/Zip ________________________________________________________________________________________________________________

Phone ___________________________ Email ________________________________________________________________

Sponsor (please indicate)

☐ Presenting Sponsor: $35,000 sold!

☐ Reception Sponsor: $3,000 (FMV = $745) sold!

☐ Nonprofit Legal Compliance $2,500 (FMV = $745)

☐ Concurrent Session Sponsor: $2,500 (FMV = $745)

☐ Lanyard Sponsorship: $1,750 (FMV = $625) sold!

☐ Face Mask Sponsorship: $1,750 (FMV = $625) sold!

☐ Refreshment Station Sponsor: $1,500 (FMV = $435)

☐ Scholarships: Please contact me with details.

Exhibit & Advertising

☐ Exhibition Booth  Please visit website for purchase details.

☐ Advertising: Print or Projection  Please visit website for purchase details.

Do you want sponsor benefits? (please indicate)

☐ YES!  We would like to receive Center benefits for this Conference Sponsorship as indicated in the proposal. We understand the total amount is deductible less the FMV listed above.

☐ No thanks.  We are pleased to be a sponsor and decline benefits so that 100% of the gift is tax-deductible.

Payment method

☐ Check enclosed, payable to North Carolina Center for Nonprofits.

☐ Please send an invoice for the total amount pledged above on __________________________ (date).

We agree to pay the amount pledged above by invoice on or before October 15, 2022.

Signature: __________________________________________ Date: __________________________

Please return to:
North Carolina Center for Nonprofits
P. O. Box 98475, Raleigh, NC 27624

Questions? Contact Lynn Brinkley at lbrinkley@ncnonprofits.org

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