



Charlotte, NC | June 24-27, 2019

Big Brothers Big Sisters® OF AMERICA TOGETHER

2019 NATIONAL CONFERENCE **SPONSOR & EXHIBITORS**

THANK YOU FOR YOUR INTEREST

Dear Partner,

Every year, leaders from corporations, community organizations, the field of mentoring and youth development, and Big Brothers Big Sisters agencies come together to learn, network, and celebrate at the Big Brothers Big Sisters of America National Conference.

The atmosphere at the conference is electric and energizing, and our attendees leave feeling inspired to help defend, ignite, and empower the potential of every youth we serve.

Our agencies learn from one another, from Big Brothers Big Sisters of America, and from leaders in the field. They are focused on finding ways to improve their fundraising, marketing, and programs. They exchange ideas, connect with vendors, explore new services and programs, and learn from experts.

The highlight of each National Conference is the culminating event, the BBBSA National Awards Gala sponsored by Comcast NBCUniversal, which is an evening focused on celebrating a year of accomplishments in serving children and improving communities. At the Gala, we hear inspiring stories, honor corporate and community partners, connect with our celebrity ambassadors, and announce our National Big Brother and Big Sister of the Year.

This year's National Conference is in Charlotte, North Carolina. We look forward to hosting nearly 1,000 attendees committed to the mission of Big Brothers Big Sisters, including agency leaders, board members, staff, and community and corporate partners. Becoming a sponsor of the National Conference is a way to connect with our nationwide network of local agencies, support the work of Big Brothers Big Sisters of America, and demonstrate your commitment to mentoring.

Sincerely,

Charleston Edwards

Charleston Edwards Vice President, National Events & Corporate Partnerships



WHAT PEOPLE ARE SAYING

"Excellent conference. Motivating. Inspiring. I always leave the conference motivated. I wish I could send my entire staff and board members every year.

- Small-Mid Agency CEO

"The National Conference has become an integral part in my role as a leader for my organization. I count on the opportunity to learn, network and connect and bring new ideas and energy back to my agency. It is also critical for our agency leadership team and is budgeted annually."

- Mid-Large Agency CEO

"I honestly believe that all board members should have the experience of attending the National Conference. After attending, I am 100 times more invested in this organization and what I can do to help our local agency."

- Small-Mid Agency Board Member

"This was my 3rd conference and the best by far! I loved all the workshops and had a hard time choosing which ones I would attend! ''

"Overall this was one of the best conferences" that I have ever attended...very educational and inspirational. "

- Small-Mid Agency CEO

"It was very uplifting and motivating to be a part of. I personally took a lot of information away from this event to bring back to our agency! I definitely recommend other agency staff to go as well!"

- Small-Mid Agency Program Staff

"It was my first conference and I left feeling so much camaraderie and motivation. As a new CEO, the opportunity to network and build relationships was extraordinary." - Large Agency CEO



- Small-Mid Agency CEO

"The conference is extremely well organized - does not feel like a non-profit event. Very professional. I believe the conference is one of the most valuable things offered by Big Brothers Big Sisters of America."

- Small-Mid Agency CEO

"This was the first year that our program staff were able to attend the National Conference. We thought that all of the information shared was very beneficial and loved how everyone was so open to discuss their individual programs. My co-worker and I left with so many new ideas and we are eager to start moving forward with them. ''

- Small-Mid Program Staff

"The keynote speakers and the gala get you pumped up and ready to return to your agency refreshed and invigorated."



OUR AUDIENCE

SEGMENTS

AGENCY SIZE

30// Agency Program Staff

25%

4%

Agency CEO

15% Agency Fund Development and Marketing Staff

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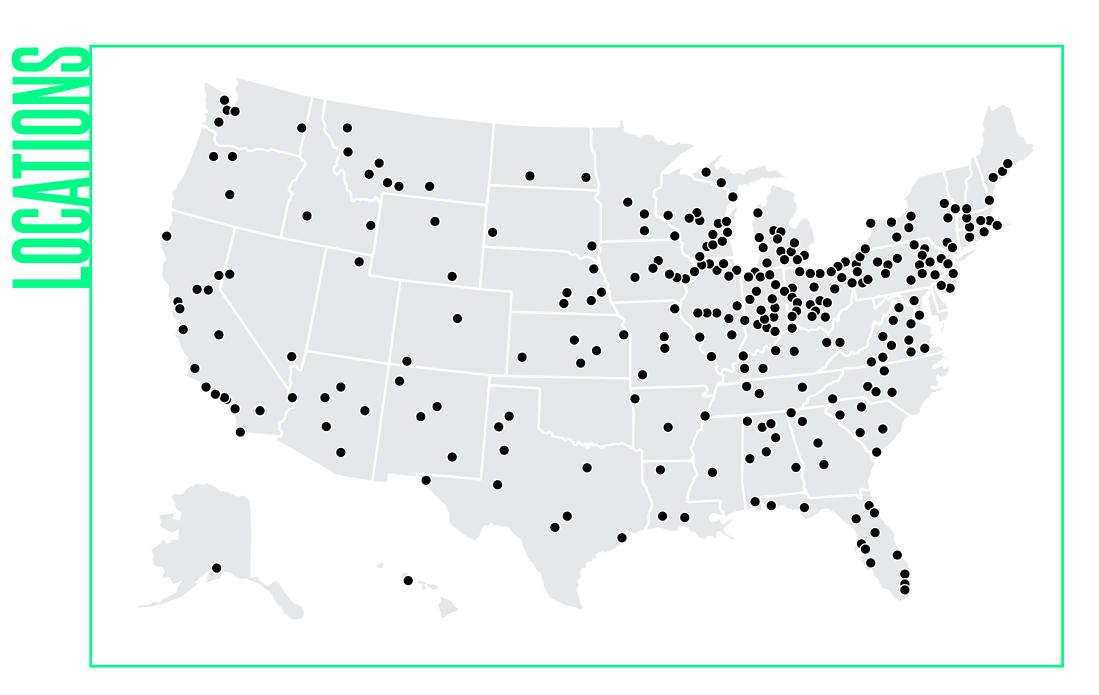
Agency Board Member

Agency HR/Finance Staff

47% Serve 250-699 Children/ Revenue of \$250,000-\$699,999

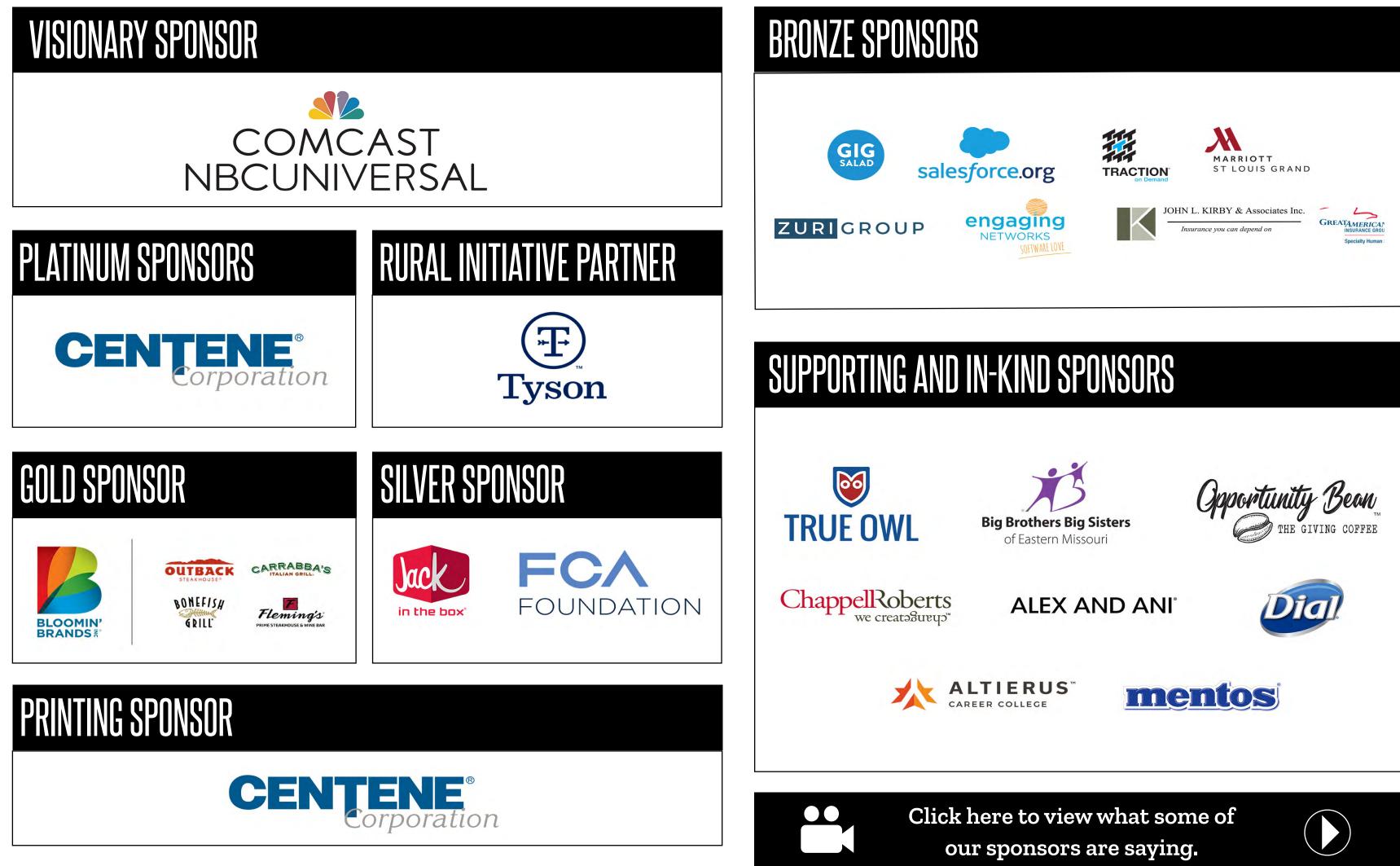
20/ Serve 700-1,500 Children/ Revenue of \$700,000-\$1,500,000

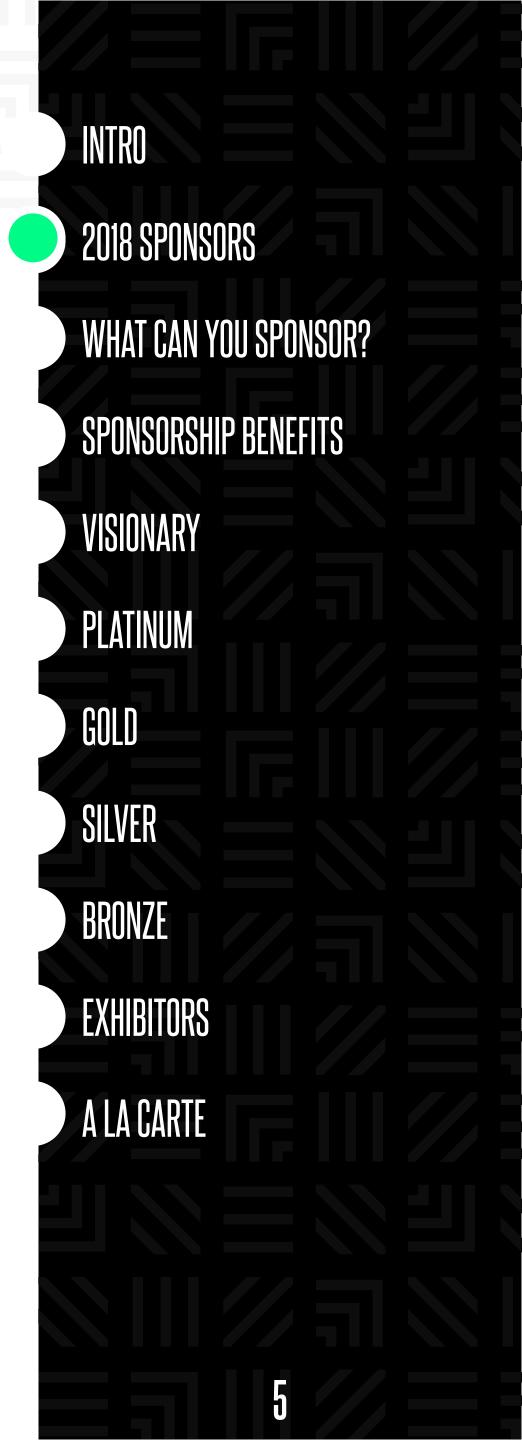
23// Serve over 1,500 Children/ Revenue over \$1,500,000





2018 SPONSORS





WHAT CAN YOU SPONSOR?

VISIONARY	\$100,000
PLATINUM	\$75,000
GOLD	\$50,000
SILVER	\$25,000
BRONZE	\$10,000

Sponsorships

We offer a wide range of sponsorship packages to suit your needs. Each package will be customized to provide unique recognition opportunities throughout the conference.

PREMIER EXHIBITOR	\$5,000
EXHIBITOR	\$2,500

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Exhibitors

The BBBSA Exhibit Hall is a unique opportunity to engage with all of our over 270 affiliates represented at the conference. Limited to no more than 30 businesses, each booth is positioned to maximize exposure and leverage key traffic times.

MOBILE APP VARIES

Mobile App Advertisement

All attendees actively use the mobile app. It features a full schedule, locations, session overviews, bios, and special messages from sponsors. Investing in an advertisement in the mobile app allows your company to provide a highly visible message to attendees.



SPONSORSHIP BENEFITS

BENEFIT	DESCRIPTION	EXHIBITOR	PREMIER EXHIBITOR	BRONZE	SILVER	GOLD	PLATINUM	VISIONARY
Cost		\$2,500	\$5,000	\$10,000	\$25,000	\$50,000	\$75,000	\$100,000
Conference Registration	Complimentary registration for set number of associates/guests	1	4	4	4	4	4	4
Table in Exhibitor Resource Center	Complimentary table in Exhibitor Resource Center	X	X	X	x	x	X	x
Logo Recognition	Company logo included in digital and printed collateral.	x	X	x	X	x	X	х
Conference Bag Inclusion	Opportunity to provide materials for the conference bag.		X	X	X	X	X	X
Awards Gala Table	Complimentary table and premier location at the Awards Gala (4 guests)			X	Х	X	X	Х
Board Meet and Greet	Invitation to the National Board Reception.				X	x	X	x
Mobile App Push Notifications	Text notifications that will be pushed to all attendees using the mobile app.				x	x	x	х
Unique Event Sponsor	Feature sponsor conference event, session, lunch, break, or reception.					X	X	Х
Speaking Opportunity	Opportunity to introduce a keynote speaker or give remarks.					x	x	х
Network Communication	Access over 250 agencies through various digital channels (newsletters/social media).					X	X	Х
Conference Presentation	Highlight your mentorship expertise during a general session.						X	Х
Video Inclusion	Share a one-minute video during the conference.						X	X
Enhanced Sponsor Opportunities	These opportunities are unique to each level. See the details page for each opportunity to learn more.			х	Х	X	x	X





Conference Registration

Complimentary registration for 4 associates/guests.

Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center.



Awards Gala Table

Complimentary table and premier location at the Awards Gala (4 guests).

Conference Bag Inclusion

Opportunity to provide materials to be included in all attendees conference bags.



Logo Recognition Company logo will be included in digital and printed lateral.

Unique Event Sponsor

Feature sponsor conference event, session, lunch, break reception. (See Enhanced Visionary Benefits)



Board Meet and Greet Invitation to the National Board Reception. (4 guests)



Speaking Opportunity

Opportunity to introduce a keynote speaker or give remarks.



Network Communication

Access over 250 BBBS agencies through various digital channels (newsletters/social media).



Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.

Conference Mobile App Listing Logo included in the Conference Mobile App.

Conference Presentation Highlight your mentorship expertise during a general session.

Video Inclusion Share a one-minute video during the conference.

CNHANCEU VISIONARY BENEFITS



Featured National Awards Gala Sponsor and National Bigs of the Year Presentation

Presentation of the National Bigs of the Year and exclusive sponsor of the Awards Gala. The Gala is the culminating celebratory event to the National Conference recognizing external partners and some of the most prestigious awards to key influencers to the BBBS network.

AVAILABLE: 0





Conference Registration

Complimentary registration for 4 associates/guests.

Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center.



Awards Gala Table

Complimentary table and premier location at the Awards Gala (4 guests)

Conference Bag Inclusion

Opportunity to provide materials to be included in all attendees' conference bags.



Logo Recognition

Company logo included in digital and printed collateral.

Unique Event Sponsor

Feature sponsor conference event, session, lunch, break, or reception. (See Enhanced Visionary Benefits)



Board Meet and Greet

Invitation to the National Board Reception. (4 guests)



Speaking Opportunity

Opportunity to introduce a keynote speaker or give remarks.



Network Communication

Access over 250 BBBS agencies through various digital channels (newsletters/social media).





Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.

Conference Mobile App Listing

Logo included in the Conference Mobile App.

Conference Presentation Highlight your mentorship expertise during a general session.

Video Inclusion Share a one-minute video during the conference.

ENHANCED PLATINUM BENEFITS (SELECT ONE)

Facebook Live Sponsor

Throughout the conference, Big Brothers Big Sisters of America will be hosting 15+ interviews broadcast through Facebook Live. The Facebook Live Platinum sponsor will be the exclusive sponsor of all Facebook Live interviews at the conference with special recognition given during each interview. Special recognition will also be given by naming the Facebook wall after the Facebook Live Sponsor – for example: "The YOUR COMPANY NAME Social Wall" **AVAILABLE: 1**



Welcome Reception

Attendees will have the opportunity o experience a unique Welcome Reception and high out on the town in Charlotte. A special culinary and musical event that will be themed to the city of Charlotte will give attendees a warm welcome to the conference and a taste of all that the city has to offer. **AVAILABLE: 1**



GOLD



Conference Registration

Complimentary registration for 4 associates / guests.



Table in Exhibitor Resource Center Complimentary table in Exhibitor Resource Center.



Awards Gala Table

Complimentary table and premier location at the Awards Gala (4 guests).



Conference Bag Inclusion

Opportunity to provide materials to be included in all attendees' conference bags.



Logo Recognition

Company logo included in digital and printed collateral.



Unique Event Sponsor

Feature sponsor conference event, session, lunch, break, or reception. (See Enhanced Gold Benefits)

\$50,000



Board Meet and Greet

Invitation to the National Board Reception. (4 guests)



Speaking Opportunity Opportunity to introduce a keynote speaker or give remarks.



Network Communication

Access over 250 BBBS agencies through various digital channels (newsletters/social media).



Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.



Conference Mobile App Listing

Logo included in the Mobile App.

(benefits continued on next page)



GOLD

ENHANCED GOLD BENEFITS (SELECT ONE)



General Session

Each General Session will be an inspirational event recapping milestones from the previous year, spotlighting featured dignitaries, celebrating new achievements, and introducing exciting news for the future of the Big Brothers Big Sisters. Agencies will be recognized for achievements at the end of the session. Your company will have the opportunity to provide welcome remarks or provide an introduction to the featured keynote speaker or dignitary in attendance. **AVAILABLE: 3**



Exhibit Hall Happy Hour

The Exhibit Hall provides an intimate experience for approximately 30 featured businesses to showcase their services to the BBBS network. Your company can sponsor a happy hour in the Exhibit Hall, giving your company prominent visibility, entry signage, and opportunities for unique activations such as scavenger hunts, raffles, or other activities.

AVAILABLE: 1



VIP and National Board Reception on June 27, 2019

The VIP reception will be held before the National Awards Gala. Celebrity ambassadors, National Board Members, BBBSA executive team, and national Bigs of the Year will gather and celebrate. The red carpet event provides an opportunity for a sponsor to provide food and beverage for the reception and an opportunity for engage with the prominent individuals in attendance.

AVAILABLE: 1





Pre-Gala Reception on June 27, 2019

The pre-gala reception is an all-attendee red carpet event featuring special entertainment, music, and refreshments. Sponsoring this event will provide the opportunity to give remarks and receive prominent brand recognition during the event. **AVAILABLE: 1**

Diversity, Equity, and Inclusion Summit

BBBSA has made a strong commitment to addressing issues of diversity, equity, and inclusion that impact the lives of the children and families we serve. The National Conference summit on June 26 will include a series of workshops and panel discussions aimed at discussing the challenges facing our youth and sharing best practices for empowering, inspiring, and igniting their potential. Each workshop will include experts speaking or participating in a moderated panel on topics of poverty, economic mobility, and equity; each session will end with recommendations on how BBBS can better train staff and volunteers who work with children who have come from challenging circumstances.

AVAILABLE: 1

(Opportunity also available for Platinum, Silver, and Bronze levels)



SILVER



Conference Registration

Complimentary registration for 4 associates/guests.

Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center.



Awards Gala Table

Complimentary table and premier location at the Awards Gala (4 guests).

Conference Bag Inclusion

Opportunity to provide materials to be included in all attendees' conference bags.



Logo Recognition

Company logo will be included in digital and printed collateral.



Board Meet and Greet

Invitation to the National Board Reception.



Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.



Conference Mobile App Listing

Logo included in the Conference Mobile App.

\$25,000

ENHANCED SILVER BENEFITS (SELECT ONE)



Conference Mobile App

The mobile app provides a full schedule, session descriptions, speaker bios, and a platform for attendee interaction. Sponsors of the mobile app receive logo placement and messaging within the platform.

AVAILABLE: 1



Registration

The registration desk, centered near the General Session Foyer and Exhibit Hall, is the where all attendees are welcomed and where they pick up their badges, bags, and materials. The sponsor of the registration area will receive prominent placement of logos and information, and also a unique opportunity to drive traffic back to registration to pick up a specialty item provided by their company. **AVAILABLE: 1**

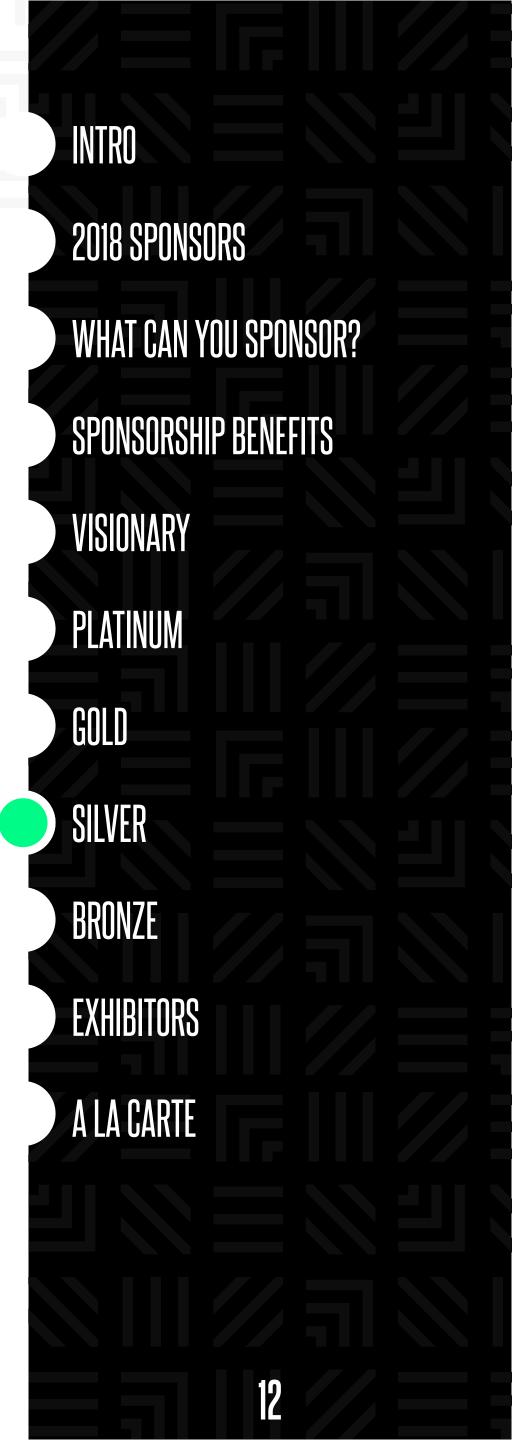


Wi-fi Sponsor

Connectivity is vital to all attendees at the conference. While in the meeting space, connecting to the wi-fi requires linking through the hotel wi-fi system. Sponsorship of the wi-fi service for the conference will provide exclusive opportunity to provide branding and messaging to the wi-fi homepage.

AVAILABLE: 1

(benefits continued on next page)



SILVER

ENHANCED SILVER BENEFITS CONTINUED (SELECT ONE)



Conference Lanyards and Tote Bags

Conference lanyards and tote bags are a high visibility opportunity to showcase your company logo and remind attendees of your support throughout the conference. **AVAILABLE: 1**



Take Me Out To The Ballgame

Attendees will enjoy a night at the Charlotte Knights Baseball Game on June 26th as they face the Gwinnett Braves. The Knights, a triple-A minor league team, will open up the doors to their Rooftop Party Zone with a full buffet and bar for conference attendees. Big Brothers Big Sisters will be featured during a host of festivities throughout the evening.

AVAILABLE: 1

(Opportunity also available for the Bronze Level)



\$25,000



Workshop Track

Over 40 workshops will be offered to attendees throughout the conference. Workshop topics will include fundraising, marketing, best practices, volunteer recruitment, HR, finance, board governance, and leadership development. When your company sponsors a workshop track, we will highlight your company as the exclusive sponsor of that track, provide prominent logo placement, and enable you to disseminate materials at each session. **AVAILABLE: 5**





Conference Registration

Complimentary registration for 4 associates / guests.

Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center.

Awards Gala Table

Complimentary table and premier location at the Awards Gala (4 guests).

Conference Bag Inclusion

Opportunity to provide materials for the conference bag.



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Logo Recognition Company logo included in digital and printed collateral.



Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.



Conference Mobile App Listing

Listing in the Conference Mobile App.

ENHANCED BRONZE BENEFITS (SELECT ONE)

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Breakfast

Breakfast buffets will kick off each day of the conference. Sponsoring a breakfast will provide your company an opportunity to have prominent brand recognition, message attendees, display or give away items unique to your company, or theme the menu items.

AVAILABLE: 3



Coffee and Snack Break

The food and beverage breaks during the conference are popular events that give attendees an ability to recharge between sessions. Sponsoring one of the breaks will provide a unique opportunity to select or provide the featured food and beverage items, logo placement, and product placement. (Coffee and water supplied by BBBSA. Additional food costs may apply or can be donated.) **AVAILABLE: 3**



Attendee Hospitality Suite

This opportunity allows your company to have a dedicated room to feature your products, conduct demos, or engage with attendees through a hospitality activation. Charging stations, specialty teas, coffee bar, massage chairs are just a few ideas of how to maximize the space. (Costs for activation and all elements in the room are the responsibility of the sponsor.)

AVAILABLE: 1

(benefits continued on next page)



BRONZE

ENHANCED BRONZE BENEFITS CONTINUED (SELECT ONE)



Hydration Stations

Water stations will be positioned throughout the meeting space and sponsorship will provide opportunity for branding, special messaging, or product placement. **AVAILABLE: 1**



Child Safety Pre-Conference Training

This pre-conference session is an all-day event for BBBS leaders and program staff to learn new tools, enhance their understanding of key topics, and attain certification necessary for their development. Sponsorship will provide a unique opportunity for branding, logo, and product placement. **AVAILABLE: 1**

\$10,000



Birds of a Feather Networking Event

Your company can provide an opportunity for specific groups to gather at the conference. Choose to invite up to 100 people (for example, board members, CEOs, fund development/marketing staff, program staff). Sponsorship will provide a unique opportunity for branding, logo, and product placement. **AVAILABLE: 1**



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PREMIER EXHIBITOR BENEFITS

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Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center. Wireless high-speed internet access, 6' table, 2 chairs, ID sign included.



Conference Registration Complimentary registration for 4 associates/guests.

Logo Recognition Company logo included in digital and printed collateral.

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Conference Mobile App Listing

Listing in the Conference Mobile App in Exhibitor Map.



Conference Bag Inclusion

Opportunity to provide materials for the conference bag.



Conference Mobile App Advertisement

Opportunity to place an advertisement in the Conference Mobile App.



30-Minute Demo or Webinar

Opportunity to host a demo for pre-registered attendees in dedicated workshop meeting space during the conference or host a pre- or post-conference webinar.



Mobile App Upgrade Available

Lead retrieval, premium listing, and ad banner available.

All exhibitor applications will be reviewed by the planning committee to ensure your organization is in good standing with Big Brothers Big Sisters and does not have a conflict of interest with any existing national partnership. Additional information may be requested during the review process.

EXHIBITOR BENEFITS

\$2.500



Table in Exhibitor Resource Center

Complimentary table in Exhibitor Resource Center. Wireless high-speed internet access, 6' table, 2 chairs, ID sign included.



Conference Registration Complimentary registration for 1 associate.



Logo Recognition

Company logo included in digital and printed collateral.



Conference Mobile App Listing

Listing in the Mobile App Exhibitor Map.





A LA CARTE FOR PURCHASE (ADD-ONS TO EXISTING PACKAGES)



Customized Room Keys

\$7,500

Room keys at the host hotel branded with unique messaging and corporate logos. (Production fees will apply - approximately \$3,000) **AVAILABLE: 1**



Floor Stickers

\$7,500

\$2,500

The meeting space provides unique branding opportunities for every step. Floor stickers will be designed by BBBSA. (Printing fees will apply - approximately \$5,000) **AVAILABLE: 1**



30-Minute Demo

New for 2019, we will have a opportunity to hold a product demo, focus group, or an ad-hoc session on a topic not on our conference agenda.



25 Drink Tickets

Entice attendees to visit your booth or attend your workshop by handing out drink tickets for our receptions.

\$500



Restroom

\$5,000

\$1,000

Includes signage on the backs of the bathroom stall doors and between the sinks. (Printing fees will apply - approximately \$5,000) **AVAILABLE: 1**



Feature Branded Giveaway or Conference Bag Insert

Inclusion in the Welcome Gift Conference Tote Bag. Quantity Needed: 1,000. Suggested items: pen, notepad, water bottle, t-shirt, hand sanitizer, luggage tags. (Production fees will apply for custom orders - pricing depends on product selected)



Conference Scholarships

Costs Vary

Your company can underwrite the costs for an agency to attend the 2019 National Conference. Email for details.



Scholarships for Littles

Costs Vary

Two Bigs of the Year and their Littles are honored at the Awards Gala. Your company can underwrite scholarships for these outstanding Littles to use to achieve their full potential.



THANK YOU

For more information on sponsorships, contact:

Charleston Edwards Vice President, National Events & Corporate Partnerships Charleston.Edwards@bbbsa.org

> Jennifer Ashbaugh Director of Development Jennifer.Ashbaugh@bbbsa.org

