

## About VFRI

The Virginia Fund Raising Institute is the premier training ground for fund raising professionals in Virginia. Begun in 1992 by the Shenandoah Chapter of AFP and expanded in 2000 to include other Virginia AFP chapters, the Institute draws attendees from Virginia, DC, Maryland, West Virginia and North Carolina. Workshops are designed with both the experienced CEO and the newest of fund raising professionals in mind. In addition, board members and volunteers frequently join their professional colleagues in learning the practice of fund raising. Sponsors and exhibitors provide a valuable resource to VFRI participants by sharing their knowledge and expertise in the various aspects of non-profit management and development.

The Virginia Fund Raising Institute (VFRI) is a cooperative effort of the AFP-Virginia Chapters through the AFP Virginia Caucus. The six statewide chapters organize annually to coordinate the VFRI and advance philanthropy through education and fellowship.

Founded in 1992, VFRI hosts interactive educational workshops and keynote presentations designed to inspire and equip development professionals, board members, and executive directors to excel in fundraising and non-profit management. In addition, exhibitors and sponsors bring knowledge and counsel in non-profit and volunteer management to the Institute. The development and non-profit executive can take advantage of professional networking, workshops, and roundtable discussions to gain valuable insights to face fundraising and non-profit management challenges.

[Central Virginia Chapter](#) (Richmond)  
[First Virginia Chapter](#) (Roanoke)  
[Hampton Roads Chapter](#) (Norfolk)  
[Piedmont Chapter](#) (Lynchburg)  
[Shenandoah Chapter](#) (Harrisonburg)  
[Tri-State Chapter](#) (Winchester)

*18th Annual*

Virginia  
Fund Raising  
Institute

A Commonwealth of Partnerships in Philanthropy

**July 26 - 27, 2010**

Wyndham Virginia Crossings Hotel  
1000 Virginia Center Parkway  
Glen Allen, VA 23059

**Sponsorship  
Information**

*SALLY BOUCHER & SUSAN STONE  
VFRI CO-CHAIRS 2010*

*JOSEPH P.L. PAYNE  
SPONSORSHIP COMMITTEE CHAIR  
JPAYNE@WCLYNCHBURG.ORG  
434-386-3507*

## Benefits to Sponsors

### Lead Sponsor

- » Full-page ad, inside cover of the VFRI program
- » Verbal recognition as lead sponsor at key VFRI gatherings
- » Identification in all conference print material and the VFRI website
- » Two complimentary VFRI program tickets
- » A single booth and key location for displays during the conference

### Keynote Speaker or Track Sponsorships

- » Half page in the VFRI program
- » Identification in the brochure as a sponsor with the keynote presenter bio
- » Identification in all VFRI print material and on VFRI website
- » Two complimentary VFRI program tickets
- » A single booth and key location for displays during the conference
- » Two (2) banners in designated areas

### Break Sponsorships

- » Verbal Recognition as a Break Sponsor
- » Identification in all VFRI print material and on VFRI website
- » Quarter-page ad in the VFRI program
- » Two complimentary tickets for VFRI programs and workshops
- » A single booth in a prominent area for displays
- » One (1) banner at a designated area

### Exhibitor/Workshop Sponsor

- » Verbal recognition as a VFRI Exhibitor/Workshop Sponsor
- » Identification in the VFRI program as an Exhibitor/Workshop Sponsor
- » Identification in all VFRI print material and on VFRI website
- » One-eighth page ad in VFRI program
- » Introduction at selected workshop
- » One complimentary ticket for the sponsor to attend VFRI programs and workshops
- » A single booth for sponsor displays

## Sponsorship Levels

<b>Lead Sponsor:</b>	<b>\$3,500</b>
<b>Track Sponsor:</b>	<b>\$2,500</b>
<b>Monday Luncheon &amp; Keynote Sponsor:</b>	<b>\$2,000</b>
<b>Tuesday Luncheon &amp; Keynote Sponsor:</b>	<b>\$2,000</b>
<b>Break Sponsor:</b>	<b>\$1,000</b>
<b>Exhibitor/Workshop Sponsor:</b>	<b>\$ 500</b>

*\* Multiple Track, Break and Exhibitor/Workshop sponsorships are available.*



A Commonwealth of Partnerships in Philanthropy

For the past 17 years business leaders have gained new customers, generated strong leads, and educated the regional fundraising community about their companies at the Virginia Fund Raising Institute. VFRI is offering you a fabulous opportunity to personally connect with VFRI attendees

VFRI invites you to participate in the premiere fundraising and development conference in Virginia. By sponsoring VFRI, your business will benefit from increased exposure to a variety of organizations throughout Virginia, allowing you to network and showcase your product to the many development professionals attending VFRI...potential clients who could choose to use your products and services to further the goals of their institutions.

## Sponsor Information

Please remit payment by June 1 to:  
 Central Va Chapter AFP - VFRI  
 c/o John R. Melleky, CFRE  
 Post Office Box 70610  
 Richmond, VA 23255

Company \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

## Support Level (please check one)

- Lead Sponsor:** **\$3,500**
- Track Sponsor:** **\$2,500**
- Monday Lunch & Keynote:** **\$2,000**
- Tuesday Lunch & Keynote:** **\$2,000**
- Break Sponsor:** **\$1,000**
- Exhibitor/Workshop Sponsor:** **\$ 500**

Additional conference and workshop passes may be purchased for \$175 each.