

# 2024 SPONSOR GUIDE



**IPA offers a variety of sponsorship opportunities  
with options to customize your own partnership.**

**Begin the conversation with Maddison Miller**  
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# PHILANTHROPY LEADS CONFERENCE

OCTOBER 7-9 | WESTIN DOWNTOWN INDY



**350+ ATTENDEES | 50+ SPEAKERS | 30+ SESSIONS**

As the cornerstone gathering of the year, Philanthropy Leads Conference promises an unparalleled opportunity for foundation staff, trustees, philanthropic companies, and social impact investors from across Indiana and beyond to come together and forge the future of philanthropy in our communities.

We are grateful to every sponsor for enriching our conference experience through networking, expertise, and thought leadership. IPA stands ready to curate unique experiences to fit your needs.

#### KEY DATES:

- Oct. 7: Pre-conference (Westin)
- Oct. 8-9: Conference Sessions (Westin)
- Oct. 8: Philanthropy Leads Dinner & Mutz Philanthropic Leadership Institute Graduation (Indiana Roof Ballroom)

**“An excellent experience filled with concrete take aways I can use in my daily work and big picture concepts to make me think.”**

**BE A PART OF  
SOMETHING  
EXTRAORDINARY**

# PHILANTHROPY LEADS CONFERENCE

OCTOBER 7-9 | WESTIN DOWNTOWN INDY

MOST POPULAR

	PRESENTING	PREMIERE	EXHIBITOR	ACTIVITY	SUPPORTER
	<b>\$25,000</b> 1 available	<b>\$10,000</b> 6 available	<b>\$5,000</b>	<b>\$2,500</b> 1 available	<b>\$1,500</b>
Logo in conference banner graphic	✓				
Recognition on conference program cover	✓				
Welcoming remarks	✓				
Invitations to member-exclusive conversations and events throughout the year	✓				
Recognition on conference postcard	✓				
Address attendees in remarks of 5 minutes at select opportunity	✓	✓			
Logo on IPA homepage for all of 2024	✓	✓			
Post-conference combined email to attendees	✓	✓			
Session participation and/or introduction	✓	✓	✓		
Recognition on session slides	prominent	✓	✓		
Social media mention and tag	reoccurring	prominent	✓	✓	
Exhibitor table	✓	✓	✓		
Complimentary conference registrations	5	4	3	1	
Recognition on conference online event page	logo/link	logo/link	logo/link	✓	✓
Recognition in conference program and main stage slides	logo	logo	logo	✓	✓
Opportunity to host pre-conference reception				✓ + expenses	

## PHILANTHROPY LEADS DINNER

PRESENTING: \$5,000 | Priority seating, table of 8, logo on program & signage, exhibit booth, 1 seat at head table

TABLE: \$1,250 | Table of 8, name listing in program

# ORGANIZATIONAL SUPPORT



## ISSUE COLLABORATIVE SPONSOR

\$15,000 (limited)

22% of members participate in IPA issue collaboratives.

This sponsorship supports opportunities for members and outside stakeholders (public officials, businesses, industry leaders, etc.) to collaborate on key issues of importance.

Sponsors may have the ability to serve as co-chairs of a collaborative of their choosing and/or collaborate with IPA to set topics for discussion and lend expertise.

Issue collaboratives include Health Disparity and Workforce Development.

## FIELD TRIP SPONSOR

\$10,000 (limited)

After the success of the IPA 2023 Regional Forums, we learned that experiential peer learning is highly effective and popular among our members and their community partners.

This sponsorship highlights effective local collaborations at key locations across the state. Grantmakers not only learn about exceptional, novel, and high-interest programs, they experience their impact first hand.

Subject areas include arts and culture, childcare, housing, and post-secondary attainment.

## PUBLIC POLICY SPONSOR

\$5,000 (multiple)

This sponsorship supports IPA's role as the voice of philanthropy in Indiana. You receive recognition during policy-related networking and educational programs and within IPA's Statehouse News e-newsletter.

You are recognized on event pages and promotions for IPA's regional Legislative Roundtable convenings, Day at the Statehouse, Indiana Legislative Preview and Wrap-up Webinars, and at Foundations on the Hill in Washington, D.C.



# PROGRAM SUPPORT

**Share your expertise with Indiana foundations. Last year's programs convened over 3,000 people representing 525 organizations.**

**Sponsor an event below or discuss alternate ideas with IPA.**

**This sponsorship can include:** *Introduction & recognition at event, formal speaking opportunity, logo on event promotions, opportunity to host at your location, incorporation into educational curriculum upon approval by IPA.*

## **MUTZ PHILANTHROPIC LEADERSHIP INSTITUTE** \$1,500 per class (9 available; speaking opportunities)

The John M. Mutz Philanthropic Leadership Institute is a cohort-style training program designed to identify new leaders, increase bandwidth of philanthropists, and develop talented individuals for future leadership with their organizations and in their community. With day-long education sessions meeting monthly, there are myriad opportunities to showcase your organization's expertise in front of this select audience.

*Sponsorship includes hosting the class on-site at your facility, providing meals/nourishment, and A/V.*

## **EMERGING OPPORTUNITY SPONSOR** \$1,500 | Negotiated

Philanthropy is changing rapidly as new challenges and opportunities arise in the world. Whether you are a donor, grantmaker, nonprofit leader, or social entrepreneur, our members need to be prepared to adapt and innovate in their philanthropic practice. Help us bring emerging ideas and content to our membership through this sponsorship.

## **CONTENT SPONSOR** \$1,500 | Negotiated

This sponsorship offers you an opportunity to publish insight articles on IPA's newsfeed and blog site, which receives over 10,000 page views annually and attracts over 8,000 new users. Your article is circulated within the IPA Weekly newsletter (38% open rate) and on social media channels. It is also promoted to the first article listed on IPA homepage for 30 days.

## **GRANTMAKING 101 WORKSHOP** \$2,500 | May 21-22

New and emerging grantmakers learn about the sector and effective practices in grantmaking, leadership and governance, and cultivating relationships.

## **GRANTMAKING 201 WORKSHOP** \$2,500 | May 21-22

Mid- and senior-level professionals receive an advanced guide to effective grant management processes, with best practices to refine the purpose, enhance the practice, and maximize the impact of giving.



**Your IPA partnership presents the opportunity for meaningful interaction with Indiana's vibrant philanthropic community.**

**IPA is a 501(c)3 nonprofit membership association that represents over 180 organizations, including community, private, family, and public foundations, as well as government agencies.**

**IPA interacts with over 1,400 individuals from these organizations through learning programs, peer communities, and issue collaboratives, as well as IPA website, email groups, newsletters, and social media channels.**

**86%**

OF MEMBERS ENGAGE  
IN IPA EVENTS

**1.4K+**

GRANTMAKING  
PROFESSIONALS

**180+**

MEMBER ORGANIZATIONS

#### **MEMBER STAFF ROLES**

- Accounting & Finance
- Administration & Operations
- Communications
- Community Engagement
- Data, Strategy, Evaluation
- Development
- Executive Leadership
- Governance
- Grant Management
- Programs

#### **% OF MEMBERSHIP BY REGION**

