



# 2018 Corporate Partnership Guide





# Welcome

Hattie Larlham is a nonprofit organization that provides medical, residential, recreational and work training services to 1,700 children and adults with intellectual and developmental disabilities in Northeast and Central Ohio. The organization provides services to children and adults at the Hattie Larlham Center for Children with Disabilities in Mantua, Ohio, and in community-based homes throughout Ohio.



# Partners

Hattie Larlham's success is steeped in community involvement. For more than 55 years, people and companies have invested in Hattie Larlham's mission.

Corporate partnership is more than attending an event or displaying a logo—it's an investment in the people Hattie Larlham serves. Hattie Larlham's corporate partners will help shape the future of the children and adults with intellectual and developmental disabilities we serve.

The opportunities presented in this partnership guide further kindle Hattie Larlham's relationship with the community. Compassionate people with the resources of Ohio's business community can greatly affect the wellbeing of people with intellectual and developmental disabilities.

## PARTNER BENEFITS

- A seat on the Hattie Larlham corporate leadership committee
- Lunch and Learns to educate your staff about Hattie Larlham
- Corporate volunteer opportunities
- Exposure on Hattie Larlham's website, social media and publications
- Exclusive access to Hattie Larlham events
- Opportunity to participate in Giving Tuesday - national day of giving to benefit Hattie Larlham.

# Partner Involvement

Hattie Larlham seeks to engage Northeast Ohio's business community to find new opportunities for people with intellectual and developmental disabilities. These may present as work training opportunities, corporate volunteer projects such as Giving Tuesday, company employee Lunch and Learns, participating on committees, social media and promotional support and financial contributions.

# Create Opportunities

Your company or organization has many resources of benefit to the people with intellectual and developmental disabilities Hattie Larlham serves. Work training and employment development is an important Hattie Larlham service. By opening your company's doors to employees with intellectual and developmental disabilities, you create an opportunity for personal and economic growth in Northeast Ohio. Share your industry with the people Hattie Larlham serves and open a world of possibilities.

# Our Mission

Hattie Larlham's mission is to provide comfort, joy and achievement to children and adults with intellectual and developmental disabilities. This simple, heartfelt goal requires the hard work and determination of an entire community. It is a goal Hattie Larlham cannot accomplish alone. When you become a corporate partner, your company is invested in Hattie Larlham's mission. Our success becomes your success.

# Services Overview

**HATTIE LARLHAM SERVES 1,700 PEOPLE WITH INTELLECTUAL AND DEVELOPMENTAL DISABILITIES**

712

PEOPLE RECEIVE SERVICES IN NORTHEAST OHIO

966

PEOPLE RECEIVE SERVICES IN CENTRAL OHIO

239

PEOPLE PARTICIPATE IN WORK TRAINING AND COMMUNITY EMPLOYMENT PROGRAMS

448

PEOPLE RELY ON HATTIE LARLHAM'S RESIDENTIAL SERVICES, IN-HOME AND FOSTER CARE





# 2018 Sugar Bush Golf Classic



The Sugar Bush Golf Classic is Hattie Larlham's annual golf outing. It attracts more than 200 golfers each year. In 31 years, the event has raised more than \$875,000 for people with developmental disabilities. Cleveland Indians Senior Vice President of Public Affairs Bob DiBiasio and WTAM 1100's "Wills & Snyder in the Morning" Co-Host Bill Wills emcee the Sugar Bush Golf Classic.

May 16, 2018  
Sugar Bush Golf Club  
Garrettsville, Ohio

## 2017 SUGAR BUSH

**247** People Golfed  
**\$77,250** Raised for Hattie Larlham

# 2018 Friendship Luncheon



The Friendship Luncheon recognizes the people, groups and businesses who share their experience, talents, skills and financial support with Hattie Larlham. The Trailblazer Awards celebrate the achievements of former Hattie Larlham employees with disabilities who have gone on to find and maintain jobs in the community.

June 15, 2018  
Hilton Garden Inn  
Twinsburg, Ohio

## 2017 FRIENDSHIP LUNCHEON

140 People Attended  
7 Honorees



# 2018 Circle of Caring



Circle of Caring is Hattie Larlham's annual marquee fundraiser. The Circle of Caring recognizes someone who has positively impacted the lives of people with developmental disabilities. Honorees include Bob DiBiasio and Cleveland Indians Charities, William Considine, Patricia DePompei and Betsy Kling. The 2017 Circle of Caring recognized Hattie Larlham Medical Director and University Hospitals Rainbow Babies & Children's Hospital Pediatric Neurodevelopmental Disabilities Specialist Dr. Richard Grossberg.

October 20, 2018  
Signature of Solon  
Solon, Ohio

## 2017 CIRCLE OF CARING

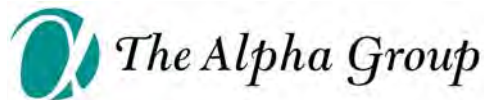
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<b>350</b>	People Attended
<b>\$248,000</b>	Raised for Hattie Larlham

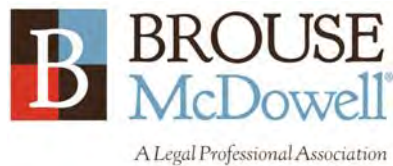


# Partner Testimonials

“ Our strong commitment to the organization stems from the great need in the community for the scope of services Hattie [Larlham] provides to children and families in need. We are honored and privileged to work with and support the Hattie Larlham Foundation and the Circle of Caring event each year. ”



“ As a partner and a friend of Hattie Larlham, we appreciate the flexibility, numerous benefits and opportunity for exposure the partnership packages allow our firm. Brouse McDowell is a proud supporter of Hattie Larlham and its many wonderful programs and services, and we are happy to be a partner. ”



“ Hattie [Larlham] provides amazing care to patients - most of whom we have touched as they move from children to adults with special needs. We hope more corporations will join us in supporting this wonderful organization, which serves an important role in the community. ”



# Sustaining Partner

\$25,000 COMMITMENT

	Tickets/Teams	Reserved Table	Logo On Event Collateral	Logo On Website	Full-Page Program Ad
<b>Sugar Bush Golf Classic</b>	Two (2) Foursomes		X	X	X
<b>Friendship Luncheon</b>	One (1) Table of Eight	X	X	X	X
<b>Circle of Caring</b>	Twenty (20) VIP event tickets	X	X	X	X
<b>Additional Benefits</b>	<ul style="list-style-type: none"> <li>• Logo on Tee Sign at Sugar Bush Golf Classic</li> <li>• Logo featured in video presentations at Circle of Caring and Friendship Luncheon</li> <li>• Listed at Sustaining level in Hattie Larlham annual report</li> <li>• Logo featured in sponsor highlight section of Focus newsletter</li> <li>• Name and commemorative tile added to the Hattie Larlham donor recognition wall</li> <li>• Recognized as the presenting sponsor for Circle of Caring</li> <li>• Seat on Hattie Larlham Corporate Leadership Committee</li> <li>• Access to Corporate volunteer opportunities</li> <li>• Right of first refusal for event exclusivity the following year</li> </ul>				

*Approximate tax-deductible value: \$21,451*



# Visionary Partner

\$15,000 COMMITMENT

	Tickets/Teams	Reserved Table	Logo On Event Collateral	Logo On Website	Full-Page Program Ad
<b>Sugar Bush Golf Classic</b>	One (1) Foursome		X	X	X
<b>Friendship Luncheon</b>	One (1) Table of Eight	X	X	X	X
<b>Circle of Caring</b>	Ten (10) VIP event tickets	X	X	X	X
<b>Additional Benefits</b>	<ul style="list-style-type: none"> <li>• Logo on Tee Sign at Sugar Bush Golf Classic</li> <li>• Logo featured in video presentations at Circle of Caring and Friendship Luncheon</li> <li>• Listed at Visionary level in Hattie Larlham annual report</li> <li>• Logo featured in sponsor highlight section of Focus newsletter</li> <li>• Seat on Hattie Larlham Corporate Leadership Committee</li> <li>• Access to Corporate volunteer opportunities</li> </ul>				

*Approximate tax-deductible value: \$13,139*

# Benefactor Partner

\$10,000 COMMITMENT

	Tickets/Teams	Reserved Table	Logo On Event Collateral	Logo On Website	Full-Page Program Ad
<b>Sugar Bush Golf Classic</b>	One (1) Foursome		X	X	X
<b>Friendship Luncheon</b>	One (1) Table of Eight	X	X	X	X
<b>Circle of Caring</b>	Ten (10) event tickets	X	X	X	X
<b>Additional Benefits</b>	<ul style="list-style-type: none"> <li>• Logo on Tee Sign at Sugar Bush Golf Classic</li> <li>• Logo featured in video presentations at Circle of Caring and Friendship Luncheon</li> <li>• Listed at Visionary level in Hattie Larlham annual report</li> <li>• Logo featured in sponsor highlight section of Focus newsletter</li> <li>• Seat on Hattie Larlham Corporate Leadership Committee</li> <li>• Access to Corporate volunteer opportunities</li> </ul>				

*Approximate tax-deductible value: \$8,139*



# Founder Partner

\$5,000 COMMITMENT

	Tickets/Teams	Reserved Table	Logo On Event Collateral	Logo On Website	Full-Page Program Ad
<b>Sugar Bush Golf Classic</b>	One (1) Foursome		X	X	X
<b>Friendship Luncheon</b>	One (1) Table of Eight	X	X	X	X
<b>Circle of Caring</b>	Ten (10) event tickets	X	X	X	X
<b>Additional Benefits</b>	<ul style="list-style-type: none"> <li>• Logo on Tee Sign at Sugar Bush Golf Classic</li> <li>• Logo featured in video presentations at Circle of Caring and Friendship Luncheon</li> <li>• Listed at Visionary level in Hattie Larlham annual report</li> <li>• Logo featured in sponsor highlight section of Focus newsletter</li> <li>• Seat on Hattie Larlham Corporate Leadership Committee</li> <li>• Access to Corporate volunteer opportunities</li> </ul>				

*Approximate tax-deductible value: \$3,139*

# Agreement Selections

## 1. SELECT PARTNERSHIP

- SUSTAINING: \$25,000
- VISIONARY: \$15,000
- BENEFACTOR: \$10,000
- FOUNDER: \$5,000

## 2. GRANT LOGO USE

- HATTIE LARLHAM IS HEREBY AUTHORIZED TO USE OUR COMPANY LOGO FOR ITS PROMOTIONAL PURPOSES. A HIGH RESOLUTION .EPS, .PDF OR .JPG FILE IS FORTHCOMING.

## 3. TOTAL

TOTAL COMMITMENT VALUE  
\$ \_\_\_\_\_

# Partnership Agreement

## 5. CONTACT

NAME \_\_\_\_\_ DATE \_\_\_\_\_  
COMPANY \_\_\_\_\_ TITLE \_\_\_\_\_  
ADDRESS \_\_\_\_\_ CITY, STATE, ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_ E-MAIL \_\_\_\_\_

## 6. PAYMENT OPTIONS

- CREDIT CARD
  - VISA
  - MASTERCARD
  - AMERICAN EXPRESS
  - DISCOVER
- CHECK (*made payable to Hattie Larlham*)
- INVOICE/PURCHASE ORDER
- BILL ME IN INSTALLMENTS

*A portion of each partnership is tax deductible. A letter with your partnership's tax-deductible value will be sent to you before the end of the year. Tax-deductible values are estimated. Donations bene it Hattie Larlham and are tax deductible as allowed by law for the amount that exceeds the fair market value of the goods and services received. Federal Tax Identi ication: 34-1696794.*

## 7. CREDIT CARD

NAME ON CARD \_\_\_\_\_ EXP. DATE \_\_\_\_\_  
CARD NUMBER \_\_\_\_\_ CVV# \_\_\_\_\_  
AMOUNT \$ \_\_\_\_\_ SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

## 8. RETURN

PLEASE RETURN THE COMPLETED PAYMENT AGREEMENT AND PAYMENT TO:

HATTIE LARLHAM FOUNDATION  
ATTN: TONNIE ALLIANCE  
7996 DARROW ROAD, SUITE 10  
TWINSBURG, OH, 44087



# Ad Specifications

SEND PROGRAM ADS AND LOGOS TO WENDY.VOELKER@HATTIELARLHAM.ORG. HIGH RESOLUTION (300PPI) COLOR (CMYK) AND BLACK AND WHITE (GREYSCALE) ADS CAN BE DESIGNED TO THE DIMENSIONS BELOW. PDFS ARE PREFERRED, EPS AND TIF FILES ARE ACCEPTABLE.

TO COMPLY WITH IRS CODE, SECTION 513(I), HATTIE LARLHAM CANNOT ACCEPT PROGRAM BOOK ADVERTISEMENTS THAT PROMOTE OR MARKET THE SPONSOR'S TRADE OR BUSINESS OR ANY OF ITS SERVICES, FACILITIES, OR PRODUCTS. ADS OF A CONGRATULATORY/SUPPORTIVE NATURE ARE ACCEPTABLE AND MAY INCLUDE BUSINESS NAME, LOGO, ADDRESS, TELEPHONE AND/OR WEBSITE.

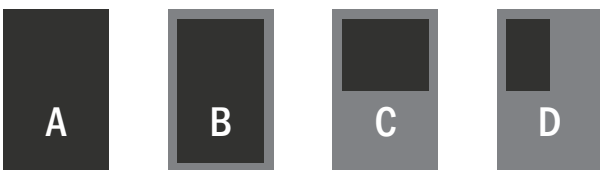
## PROGRAM AD SIZES

SUGAR BUSH GOLF CLASSIC: PAGE SIZE - 5.5 X 8.5



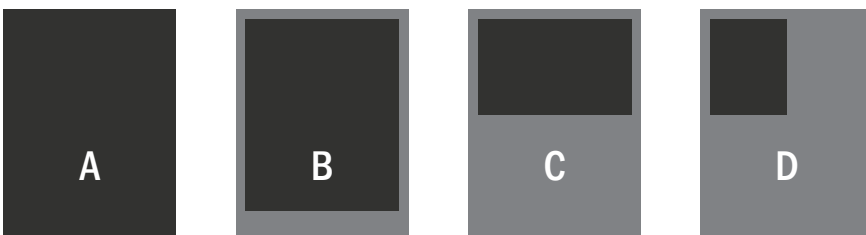
- A. BACK AND INSIDE COVERS FULL-PAGE: 5 X 8 (COLOR)
- B. FULL-PAGE: 5 X 8 (BLACK AND WHITE)
- C. HALF-PAGE: 5 X 4 (BLACK AND WHITE)
- D. QUARTER-PAGE: 2.5 X 4 (BLACK AND WHITE)

FRIENDSHIP LUNCHEON: PAGE SIZE - 5.5 X 8.5



- A. BACK AND INSIDE COVERS FULL-PAGE: 5.75 X 8.75 (COLOR)
- B. FULL-PAGE: 5 X 8 (COLOR)
- C. HALF-PAGE: 5 X 4 (COLOR)
- D. QUARTER-PAGE: 2.5 X 4 (COLOR)

CIRCLE OF CARING: PAGE SIZE - 9 X 12



- A. BACK AND INSIDE COVERS FULL-PAGE: 9.25 X 12.25 (COLOR)
- B. FULL-PAGE: 8 X 10 (BLACK AND WHITE)
- C. HALF-PAGE: 8 X 5 (BLACK AND WHITE)
- D. QUARTER-PAGE: 4 X 5 (BLACK AND WHITE)

## AD DEADLINES

SUGAR BUSH GOLF CLASSIC

AD DUE: TBD  
EVENT: MAY 2018

FRIENDSHIP LUNCHEON AD

DUE: FRI., MAY 25, 2018  
EVENT: FRI. JUNE 15, 2018

CIRCLE OF CARING 2018

AD DUE: TBD  
EVENT: OCTOBER 2018

# Promote Your Partnership

Thank you for investing in Hattie Larlham. Your partnership supports programs for children and adults with intellectual and developmental disabilities. There is much to gain from your partnership.

Share your partnership with employees, website visitors, social media followers and local news media. This informs audiences close to your business or organization about your commitment to our community.

Hattie Larlham's communications department will work with your company's marketing or public relations department to support your messaging efforts.

Share your partnership with your employees. A company newsletter or e-mail informs employees of the partnership and extends an invitation to attend an event, volunteer with Hattie Larlham or make a donation. Many companies match employee donations.

Tell company shareholders and boards of directors. These influential people may decide to sponsor, attend or donate when they learn about the commitment to Ohio children and adults with developmental disabilities.

## Social Media

Use social media to share your support of Hattie Larlham's mission. Sharing your partnership increases brand awareness and community visibility.

When your company or organization makes a post about a Hattie Larlham event, tag Hattie Larlham, use event hashtags and follow Hattie Larlham on Facebook, Twitter and LinkedIn to share and like Hattie Larlham's social media with your company's followers. By sharing Hattie Larlham social media, you strengthen your brand with followers and increase exposure.

# Thank You



Thank you for being a Hattie Larlham corporate partner. Your investment in Hattie Larlham enhances the lives of 1,700 Ohio children and adults with developmental disabilities.

## Contact

TONNIE ALLIANCE  
CORPORATE RELATIONS AND MAJOR GIFTS OFFICER  
PHONE: 330-840-6842  
MOBILE: 216-798-4864  
E-MAIL: [TONNIE.ALLIANCE@HATTIELARLHAM.ORG](mailto:TONNIE.ALLIANCE@HATTIELARLHAM.ORG)

HATTIE LARLHAM  
7996 DARROW ROAD, SUITE 10  
TWINSBURG, OHIO 44087

[WWW.HATTIELARLHAM.ORG](http://WWW.HATTIELARLHAM.ORG)

[WWW.FACEBOOK.COM/HATTIELARLHAM](http://WWW.FACEBOOK.COM/HATTIELARLHAM)  
[WWW.TWITTER.COM/HATTIELARLHAM](http://WWW.TWITTER.COM/HATTIELARLHAM)  
[WWW.YOUTUBE.COM/USER/HATTIELARLHAM](http://WWW.YOUTUBE.COM/USER/HATTIELARLHAM)  
[WWW.LINKEDIN.COM/COMPANY/HATTIE-LARLHAM.](http://WWW.LINKEDIN.COM/COMPANY/HATTIE-LARLHAM)