

Communicating the Value of Model A Sponsorship for Established Projects

**1 What services does your organization offer to sponsored projects?
(check all that apply)**

**2 Annual Replacement Cost?
(Estimate) (Running Total)**

****TANGIBLE****

Regulatory and Tax Compliance

\$ _____ \$ _____

- ☒ 990 Filing
- ☐ Annual Independent Audit
- ☐ State registrations (employment and fundraising)
- ☐ Federal, state, city lobbying filing

Accounting/Finance Services

\$ _____ \$ _____

- ☐ Cash flow management
- ☐ Monthly financial statements
- ☐ Custom reporting
- ☐ Check/payment processing
- ☐ Banking services
- ☐ Advance on confirmed funding

HR Services

\$ _____ \$ _____

- ☐ Hire/termination process
- ☐ Full employee Handbook
- ☐ Full employee file management (I-9s, etc.)
- ☐ Regulatory Compliance (State and Federal)
- ☐ Grievance handling and administration

Employee Payroll and Benefits

\$ _____ \$ _____

- ☐ Payroll processing & direct deposit
- ☐ Health/vision/dental insurance
- ☐ Long-term disability and AD&D insurance
- ☐ Optional retirement account services (403b/401k)
- ☐ Workers comp
- ☐ Management/processing of W-9s and 1099s

Governance/Legal/Risk Management

\$ _____ \$ _____

- ☒ Governing Board of Directors
- ☐ General liability insurance
- ☐ D&O insurance
- ☐ Property insurance (if onsite)
- ☐ Accident insurance
- ☐ Other insurance available as needed (i.e. event insurance)
- ☐ Legal review and signature on all contracts/agreements
- ☐ Referrals to outside counsel available as needed

Communicating the Value of Model A Sponsorship for Established Projects

1 What services does your organization offer to sponsored projects? (check all that apply)	2 Annual Replacement Cost? (Estimate) (Running Total)
Fundraising	\$ _____ \$ _____
<input checked="" type="checkbox"/> 501(c)(3) Status <input type="checkbox"/> Ability to receive tax-deductible donations and foundation funding <input type="checkbox"/> Ability to apply to for government grants <input type="checkbox"/> Ability to receive in-kind donations <input type="checkbox"/> Ability to receive stock donations <input type="checkbox"/> Acknowledgment of donations larger than \$250 <input type="checkbox"/> Secure online credit card transactions w/recurring donation capability <input type="checkbox"/> Grant agreement oversight, tracking, and reporting <input type="checkbox"/> Donor Database Software	
Program/Organization/Leadership Development	\$ _____ \$ _____
<input type="checkbox"/> New project orientation <input type="checkbox"/> Semi-annual project plan reviews <input type="checkbox"/> Periodic workshops <input type="checkbox"/> Opportunities for peer support and collaboration	
Outreach and Publicity	\$ _____ \$ _____
<input type="checkbox"/> Exposure on Sponsor materials (website, email newsletter, social media, annual report)	
General Office Services	\$ _____ \$ _____
<input type="checkbox"/> Access to office space/Office space rental <input type="checkbox"/> Access to conference rooms <input type="checkbox"/> Access to office equipment (Wi-fi, copier, scanner, fax) <input type="checkbox"/> Nonprofit bulk & business reply mail permit <input type="checkbox"/> Reception, voicemail & mail services <input type="checkbox"/> Eligibility for nonprofit discounts (when applicable) <input type="checkbox"/> Access to Sponsor accounts (TechSoup, crowdfunding, etc.)	
INTANGIBLE	\$ _____ \$ _____
<input type="checkbox"/> Ability to get started quickly <input type="checkbox"/> Low, stable overhead costs <input type="checkbox"/> Ability to focus solely on service and fundraising <input type="checkbox"/> Eliminate the need to source, vet and manage vendors for accounting, HR, legal <input type="checkbox"/> Eliminate the need to learn at least the basics of nonprofit accounting, HR, legal <input type="checkbox"/> Provide peace of mind/protection from a more established organization <input type="checkbox"/> Provide an implicit "stamp of approval" from an established nonprofit	
TOTAL REPLACEMENT COST:	\$ _____