

Communicating the Value of Model C Sponsorship for New 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

Governance

\$_____ \$_____

- ☒ Governing Board of Directors
- ☐ Referrals to outside counsel available as needed

Fundraising

\$_____ \$_____

- ☒ 501(c)(3) Status
- ☐ Ability to receive tax-deductible donations and foundation funding
- ☐ Ability to apply to for government grants
- ☐ Ability to receive in-kind donations
- ☐ Ability to receive stock donations
- ☐ Acknowledgment of donations larger than \$250
- ☐ Secure online credit card transactions w/recurring donation capability
- ☐ Grant agreement oversight, tracking, and reporting
- ☐ Donor Database Software

Program/Organization/Leadership Development

\$_____ \$_____

- ☐ New project orientation
- ☐ Semi-annual project plan reviews
- ☐ Periodic workshops
- ☐ Opportunities for peer support and collaboration

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1 What services does your organization offer to sponsored projects? (check all that apply)	2 Annual Replacement Cost? (Estimate) (Running Total)
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"/> Eligibility for nonprofit discounts (when applicable)	
<input type="checkbox"/> Access to Sponsor accounts (TechSoup, crowdfunding, etc.)	
INTANGIBLES	\$_____ \$_____
<input type="checkbox"/> Ability to get started quickly	
<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:	\$_____