



CORPORATE SUPPORT OPPORTUNITIES

2022

CELEBRATING FORTY YEARS
40
1982-2022


**Down
Syndrome
Association**
OF NORTHEAST OHIO



Leslie Burke
Event Sponsorships & Grants



Maria Sivertson
Programming Sponsorships & Corporate Giving

MISSION

To provide support, education and advocacy for people with Down syndrome, their families and communities.

VISION

The Down Syndrome Association of Northeast Ohio is the primary resource for families & communities regarding Down syndrome, where all people with Down syndrome are accepted, included and empowered. DSANEO envisions a community where people with Down syndrome have limitless opportunities and the ability to pursue their dreams.

For more info:

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As we take on 2022, we are proud to be celebrating our **40-year anniversary**. In 1982, a handful of parents whose children had Down syndrome began to meet informally over coffee for socialization and support. Forty years later, their vision and hard work has taken the Down Syndrome Association of Northeast Ohio (hereafter DSANEO) from a grassroots parent movement to a staffed non-profit organization providing service to **more than 1,000+ families** in sixteen Northeast Ohio (hereafter NEO) counties. We offer **50+ programs** that support individuals with Down syndrome at all ages and stages from pre-natal diagnosis to adulthood. In addition to serving NEO, we meet monthly with five other Down Syndrome Associations in Ohio to ensure all individuals with Down syndrome within the **88 Ohio counties** are being supported.

2021 DSANEO RECAP

- Recognized as the largest resource in NEO
- Welcomes +30 new families of individuals with Down syndrome each year
- Converted existing programs
- Created new programs
- Provided hundreds of hours of virtual and in-person programs to 5000+ participants
- Sought guidance from our medical advisory board regarding the ever-changing COVID-19 safety protocols
- Changed our name from The Up Side of Downs to the DSANEO to reflect a more current and descriptive name. Our name has changed but not our mission

FACTS ABOUT DOWN SYNDROME

- Down syndrome occurs when an individual has three rather than two copies of the 21st chromosome
- Most commonly occurring chromosomal condition in people of all races and economic levels
- One in every 671 babies is born with Down syndrome, about 6,000 each year
- Life expectancy for people with Down syndrome has increased dramatically in recent decades—from 25 in 1983 to 60 today
- Currently there are more than 400,000 individuals with Down syndrome living in the United States

WHY SUPPORT DSANEO

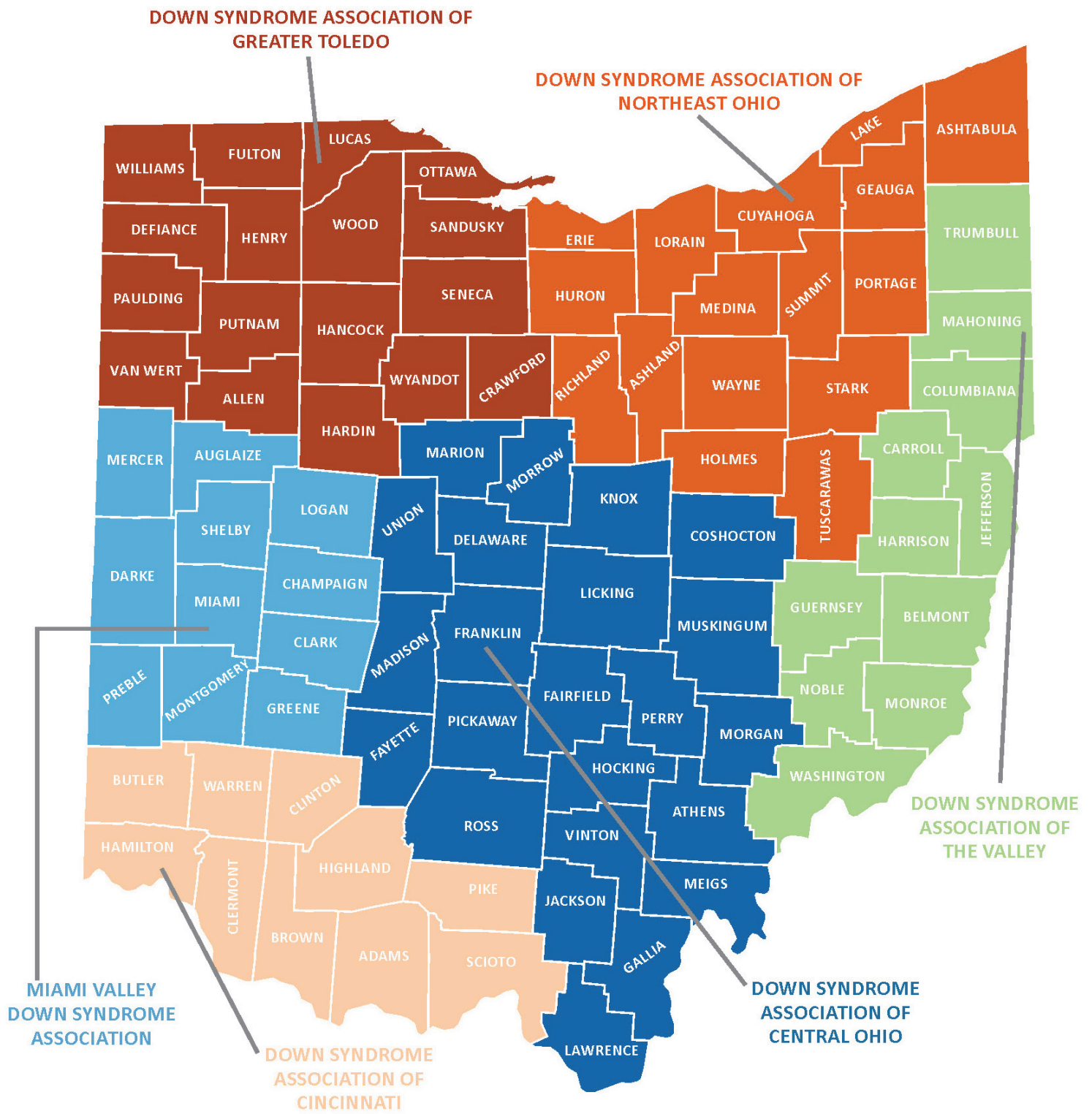
- We are as a registered 501c-3 non-profit
 - Support will stay local to NEO
 - Directly impact the lives of 1000+ individuals with Down syndrome, as well as their 6000+ supporters including parents, siblings, family members, medical professionals, educators, friends and many more
 - Support from all over NEO including small, family-owned business to multi-national corporations
 - Can be financial, matching gifts, in kind support of goods and services and by providing much needed volunteers year-round
 - Have earned the *Guidestar Gold Seal for non-profit transparency
- *GuideStar, a nationally recognized resource for the verification of non-profits. [Click here.](#)

We appreciate you taking the time to review our information and we hope you will consider supporting our organization. DSANEO could not do what we do for our community without the support of corporations like yours. We look forward to answering any questions you may have and working with you and your team to support our team.

Sincerely,

Leslie & Maria

ORGANIZATIONS IN OHIO





Started in 1982, we have been providing 50+ programs for all ages and stages of individuals with Down syndrome. We support 1,000+ individuals with Down syndrome throughout 16 Northeast Ohio counties.

FAMILY SUPPORT	ADVOCACY	EDUCATION	MEDICAL OUTREACH	SOCIAL PROGRAMS
In-person and virtual hospital and home visits to new families	Northeast Ohio Buddy Walk	Wiggle, Giggle & Learn (18 - 36 months), Early Learners (preschool), Kinder Kickstart & Lively Learners (K and up) education programs	Medical Advisory Board, which provides medical expertise to DSANEO and those we serve	Bowling Buddies
Transition Boosters (partner agency) programming for families of transition-age youth	Cleveland Down Syndrome Day	School outreach to facilitate education and IEP support for families	Deliver packets of information to Northeast Ohio hospitals and medical offices	DSANEO Family Days at area theaters and sporting events
Early Connections parent mentors, welcome baskets and packets for new and expectant parents	World Down Syndrome Day activities annually on March 21 (3/21)	Educational seminars and roundtables for parents and professionals	Provide up-to-date info on the DSANEO website with relevant medical information	Tee It Up Golf clinics
Support and programs for siblings of all ages	Celebration of Down Syndrome Awareness Month each October	ACES (Able, Capable, Empowered, Strong) adult education programs	Present to grand rounds, panels and students in healthcare fields	Adult gatherings, such as, monthly karaoke and seasonal dances
DS+ support for families of individual with Down syndrome & autism	Contact local and state legislators to promote Ds initiatives	Down Syndrome 101 training for professionals	Provide medical professional referrals to DSANEO members upon request	DSANEO Fall Fun Fests
Host DADS, MOMS, Grandparent and Baby & Toddler Playgroup Gatherings	Something Extra DSANEO's web series introduced in October 2021 (find on YouTube)	Peer Presentations to support friendship and understanding within the classroom	Host medical seminars for families	Sunburst Social Squad social activities for individuals 18+ with Ds
Family Grants Program offered to DSANEO families 2x per year	Spread the Word to End the Word Pledge & Preferred Language Guide for Ds	Teen Educational Enrichment Network for individuals with Ds, 13-18	Review and promote Ds research studies	DSANEO Holiday Party
Circle of Support for families dealing with diagnosis of Ds & Alzheimer's disease	Work with media partners to encourage positive and accurate depiction of individuals with Ds	Living & Learning with Confidence & Cooking with Confidence – adult life skills programming	Serve on advisory boards for research studies	DSANEO fitness programs, such as, 321 Fitness, Adaptive Jazzercise and Yoga
La Familia del síndrome de Down del Noreste de Ohio. "De Familia a Familia"	Leverage social media to advocate on behalf of individuals with Ds	Book Bundles free resources for area schools		Steps to Independence Retreat for individuals 18+ with Ds
Parent-to-Parent Network Support on Facebook	Sunburst Gala where the achievements of individuals with Ds are celebrated	Entrepreneur Bootcamp		Strider Bike Camp



FAMILY SUPPORT & NETWORKING

Monthly D.A.D.S and M.O.M.S Night Out

D.A.D.S. and M.O.M.S come together to support and strengthen each other to positively impact themselves, their families and the community. We create relevant experiences that provide parents with an opportunity to connect, share and grow in a safe environment. Our groups are a great mix of parents of newborns all the way up to parents with adults.

Investment: \$3,000

DSANEO Dads Appreciating Down Syndrome (D.A.D.S.)

Monthly outings are held the first Wednesday of each month at fun rotating locations throughout Northeast Ohio. This past year our D.A.D.S. went Ax Throwing, and also explored local restaurants and breweries. **Investment of \$200-250 per event**

DSANEO Mothers Offering Mothers Support (M.O.M.S.)

Monthly outings are typically the 3rd Wednesday of each month at rotating locations throughout Northeast Ohio. In 2021, our M.O.M.S sampled local restaurants, wine bars, and had a Holiday paint party. **Investment of \$250-\$300 per event**

Grandparents Group

This is a monthly group where grandparents in our group meet casually to share ideas, information and support each other. **Investment: \$300**

DSANEO's New Family Day

This event is an opportunity to for new families to meet their fellow new families, and hear from many other families with older children from the DSANEO community. Program is around 3 hours, where inspirational stories and memories are shared. All parents, siblings and grandparents are invited to attend. Childcare, breakfast, and lunch are provided.

Investment: \$1,000

Family Grants

This is a twice-yearly grant program that our families can apply for regardless of their income for either medical or recreational needs for their child. Each family can apply once per calendar year to help cover the cost of medical bills, therapy, summer camps or special equipment. **Investment: up to \$32,000**

ADVOCACY

World Down Syndrome Day

Every year on March 21st (3/21) the World celebrates our children with Down syndrome together. This event is a family fun outing to include food, drinks, games, arts and crafts, prizes, etc. **Investment: \$2,500-\$5,000**



EDUCATION

Wiggle, Giggle & Learn (18 - 36 months), Early Learners (preschool) AND Kinder Kickstart & Lively Learners (K and up)

Program Goals:

- Designed to ENGAGE the child in developmentally appropriate activities to ENHANCE and DEVELOP social-emotional, cognitive and language development.
- Will provide the child with opportunities to LEARN and REINFORCE skills necessary for LIFE-LONG LEARNING.
- Strategies and materials will EMBRACE BEST PRACTICES of learning for individuals with Down syndrome.
- Curriculum is MULTI-SENSORY, INTERACTIVE, VISUAL, and SUPPORTS Ohio's Learning Standards.

Program components:

- Weekly In-Person & Zoom Session Circle Time (dependent on age level)
- KickStart Bundle or Literacy Learning Bundle (dependent on age level)
- Virtual Learning Portal
- Differentiated Packet Materials (shipped every 4 weeks)
- Instruction and materials using Raising Robust Readers* and other curriculum materials based on age level and need of the student

*Raising Robust Readers is a reading program designed for individuals with Down syndrome, dyslexia, and other reading issues. This program's licensing fee costs \$3,000 to \$4,000 depending on the levels. Then there is a yearly renewal fee for the licensing which ranges from \$300- \$400. Estimated Investment for the three above educational programs: up to \$20,000

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Summer Camp Program

- 8 week summer program for the three ages above.
- Similar to the school year programs, but organized more like a summer learning camp
- In-person participants meet two days a week
- Virtual sessions are two times a week
- Kinder KickStart is included which specifically focuses on Pre-Kindergarten and school readiness skills
- Program goal and components are like the school year programs

Estimate investment up to \$10,000

Entrepreneur Bootcamp

A program taught by a professional business development coach with a specifically designed curriculum for our individuals with Down syndrome. This program teaches them all the things they need to know to develop a business idea, start their own business and have that business thrive.

Investment: \$1500 per session, if we do two sessions then investment would be \$3,000

MEDICAL OUTREACH

Provide our community with up-to-date knowledge about medical issues including research opportunities through webinars, seminars, and panel discussions. Supply education and resources to healthcare professionals and students including handouts, books, and online resources that can be used to provide the best care for individuals with Ds.

Investment: \$2,500





SOCIAL PROGRAMS

Sunburst Social Squad

These are social programs for our individuals aged 18 years and up. They include monthly virtual Bingo, Dances, social outings in the community, etc. They encourage friendship and build social skills. They also increase access to our community. **Investment: \$2,400**

Karaoke

This is a program in Lake County developed by some of our members that is a monthly social outing that includes a meal and singing Karaoke. **Investment: \$4,500**

Cooking Classes

These will be in person to develop specific skills such as knife skills, baking, using an oven, using a stove. They will be taught by professional chefs in the community. **Investment: \$2,400**

Steps to Independence

This is a weekend retreat on campus at Cleveland State University. We work in conjunction with the Occupational Therapy department there to provide a fun, college learning experience for our individuals aged 18 years and up. They learn independent living skills and social skills. **Investment: \$9,000**

Family Fun Nights / Outings / Activities

Activities to gather and network our families as a whole. Three-four quarterly family outings. Examples include: picnics, Memphis Kiddie Park, Guardians' game, Rubber Ducks Game, Cavs Game, Playhouse Square performances, movie nights, pool parties, beach day, Cedar Point, etc. **Investment: \$1,000 - \$3,000 to offset cost to the families**

Holiday Party

The annual holiday party brings together nearly 500 DSANEO families for a day of celebration. This event is provided at no cost to families and includes visits with Mr. & Mrs. Claus, family photos, entertainment, lunch, and gifts for children with Down syndrome & their siblings. **Investment: up to \$10,000**

DSANEO Fall Family Fun Fest

Join DSAENO families from all over Northeast Ohio for an afternoon of outdoor fall fun. This event is hosted at Patterson Fruit Farm in Chesterland. This includes full admissions for families, tent rental, supplies, snacks, refreshments, arts and crafts for the kids, and pumpkin painting for our Buddies. Future plans to possibly host an additional Fall fest at a westside and southern location. **Investment: \$2,000- \$2,500 per event**

DSANEO PROGRAM SPONSOR BENEFITS



DSANEO Program Sponsor Benefits include:

- Recognition on DSANEO website
- Logo & weblink included in Sponsor Shout-out on all DSANEO social media platforms (+6500) and e-newsletter (+6000)
- Company name on Donor plaque displayed at DSANEO office
- Subscription to monthly Sponsor Sunray e-newsletter
- Complimentary DSANEO presentation at location of choice or virtually
- Giving back program opportunities for employees

Here are some additional ways to help us celebrate our 40th year.

- Shop year-round online or in person at the DSANEO retail store, Artful21 www.artful21.com
- Support Penn Station Subs from March 1-March 21 in support of World Down Syndrome Day
- Engage co-workers, host a Dress Up/Down for Down syndrome day in October for Down Syndrome Awareness Month
- Support local business and gather friends & family and host a DSANEO Fundraiser at a local restaurant, bakery, winery, brewery or your favorite local spot
- Engage employees and host a “Dimes for Downs” spare change drive for 21 days at your office
- Purchase from the DSANEO [Amazon Wish List](#)
- Participate in AmazonSmile, choose DSANEO as your charity of choice, [click here](#) for information on how to sign up
- Gather friends and/or co-worker and volunteer at any of our year-round programs
- Corporate Matching Gift Programs. Not sure if your company provides matching gifts, [click here](#)

**Not sure
where to start,
we are here
to help with
marketing
materials,
social media
ideas and so
much more!**





Down Syndrome Association of Northeast Ohio

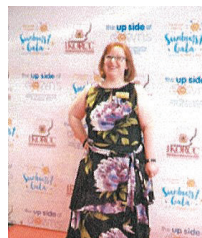
Sunburst Gala

a night to celebrate & shine

\$10,000 Presenting Sponsor Level

*Standard sponsor benefits, PLUS:

- Presenting sponsor recognition on all marketing materials
- Naming rights of VIP Party & Red Carpet Arrival
- Logo on LIVE event gala banner
- Logo on cocktail napkin
- 2-minute Podium Recognition during event presentation
- Full page program ad
- 40 VIP Gala tickets



Gala Banner

\$7,500 Gold Sponsor Level

*Standard sponsor benefits, PLUS:

- Gold sponsor recognition on all marketing materials
- Choose Naming Rights to one of the following: VIP Valet OR Entertainment-DJ
- 1 minute Podium Recognition during event presentation
- Half page program ad
- 30 VIP Gala tickets

\$5,000 Silver Sponsor Level

*Standard sponsor benefits, PLUS:

- Silver sponsor recognition on all marketing materials
- Choose Naming Rights to one of the following: Artful21 Marketplace OR the Gala Photo Montage. [Click here](#) to view the 2021 video to see why we do what we do.
- Half page program ad
- 20 VIP Gala tickets

\$2,500 Bronze Sponsor Level

*Standard sponsor benefits, PLUS:

- Bronze sponsor recognition on all marketing materials
- Quarter page program ad
- 10 VIP Gala tickets

\$2,499 or less Partner Level

*Standard sponsor benefits, PLUS:

- Line list program recognition

NEW for 2022!

VIP TICKET INCLUDES
1-HOUR EARLY
ACCESS TO:

Check-in

Arrival Photo Station

Complimentary
Cocktails

Complimentary
Appetizers

The Artful 21
Marketplace

Standard Sponsor Benefits Include:

- Logo on Gala registration website
- DSANEO e-Newsletter
- DSANEO Social Media
- Logo & web-link included in Sponsor Shout-out Fridays
- Subscription to monthly Sponsor-only e-Newsletter



Presenting Sponsor Level • \$10,000

*Standard sponsor benefits, PLUS:

- Recognition as Title Sponsor day of marketing materials and all social media leading up to the event, including press releases
- Logo on event Billboard
- (2) minute Podium Recognition during Opening Ceremony
- (21) Complimentary Buddy Walk Registrations & T-shirts
- Logo on Registration Forms (+6,000) & T-shirts (+5000)
- Logo on Welcome & Early Bird participant Banner at entrance
- (1) Complimentary table in Buddy Gateway Pavilion
- Year-end invitation to 7th annual Sponsor Appreciation event & recognition in DSANEO Annual Impact Report

Gold Sponsor • \$5,000

*Standard sponsor benefits, PLUS:

- Exclusive Naming rights to one of the following areas:
 - Buddy Gateway Vendor Pavilion (1 available)
 - Walk of Fame Yard Signs featuring our Buddies (1 available)
 - Text2Give link (1 available)
- Recognition as Gold Sponsor day of marketing materials and all social media leading up to the event, including press releases
- (16) Complimentary Buddy Walk Registrations & T-shirts
- Logo on Registration Forms (+6,000) & T-shirts (+5000)
- Logo on Welcome & Early Bird participant Banner at event entrance
- (1) Complimentary table in Buddy Gateway Pavilion
- Year-end invitation to 7th annual Sponsor Appreciation event & recognition in DSANEO Annual Impact Report

Silver Sponsor • \$2,500

*Standard sponsor benefits, PLUS:

- Naming rights to one of the following areas:
 - Buddy Walk Team Captain's Corner (2 available)
 - Club Bud Post Buddy Walk Zone (2 available)
- Recognition as Silver Sponsor day of marketing materials and all social media leading up to the event, including press releases
- (12) Complimentary Buddy Walk Registrations & T-shirts
- Logo on Event T shirts (+5000) & Welcome Banner at event entrance
- (1) Complimentary table in Buddy Gateway Pavilion
- Year-end invitation to 7th annual Sponsor Appreciation event

Bronze Sponsor • \$1,500

*Standard sponsor benefits, PLUS:

- Recognition as Bronze sponsor day of marketing materials and all social media leading up to the event
- (8) Complimentary Buddy Walk Registrations & T-shirts
- Logo on Event T shirts (+5000) & Welcome Banner at event entrance
- (1) Complimentary table in Buddy Gateway Pavilion
- Year-end invitation to 7th annual Sponsor Appreciation event

Supporting and/or In-Kind Sponsor From \$1,499-\$500

*Standard sponsor benefits, PLUS:

- (4) Complimentary Buddy Walk Registrations & T-shirts

Standard Sponsor Benefits Include:

- Logo recognition on:
 - Facebook (+6,000) Sponsor Shout-out Fridays; Buddy Walk website (+5,000); DSANEO e-Newsletter (+6,500)
 - All DSANEO social media platforms (+8,000)
 - DSANEO website & subscription to Sponsor Sunray e-news
- Volunteer opportunities for employees
- Complimentary DSANEO presentation at location of choice.



Yes! I wish to support the programs and events at Down Syndrome Association of Northeast Ohio.

Please complete this form to secure your commitment for any of our programs or events. We are so grateful for your support!



CLICK HERE to complete commitment form online and process credit card.

DSANEO Programs

- _____ Monthly Mom's Night Out and D.A.D.S. Night Out \$3,000
- _____ Dads Appreciating Down Syndrome (D.A.D.S.) \$200-\$250 ea.
- _____ Moms' "Girls' Night Out!" \$250-\$300 ea.
- _____ Grandparents Group \$300
- _____ New Family Day \$1,000
- _____ Family Grants \$32,000
- _____ World Down Syndrome Day \$2,500-5,000
- _____ Wiggle, Giggle & Learn, Early Learners and Kinder Kickstart and Lively Learners Up to \$20,000
- _____ Summer Camp Program \$10,000
- _____ Entrepreneur Bootcamp \$5,3000
- _____ Medical Outreach \$2,500
- _____ Sunburst Social Squad \$2,400
- _____ Karaoke \$4,500
- _____ Cooking Classes \$2,400
- _____ Steps to Independence \$9,000
- _____ Family Fun Night \$1,000-\$3,000
- _____ Holiday Party Up to \$10,000
- _____ Fall Family Fun Fest \$2,000- \$2,500 per event

Sunburst Gala March 22, 2022

- _____ Presenting Sponsor - \$10,000
- _____ Gold Sponsor - \$7,500
- _____ Silver Sponsor - \$5,000
- _____ Bronze Sponsor - \$2,500



_____ We cannot attend the event, but wish to make our sponsorship commitment 100% tax deductible.

Northeast Ohio Buddy Walk August 20, 2022

- _____ Presenting Sponsor - \$10,000
- _____ Gold Sponsor - \$5,000
- _____ Silver Sponsor - \$2,500
- _____ Bronze Sponsor - \$1,500



_____ We cannot attend the event, but wish to make our sponsorship commitment 100% tax deductible.

Donor/Company Name: _____ Website: _____

Name for Recognition and Media Use (if different than above): _____

Contact Person: _____ Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Please forward the full-color company logo file you wish to be used in .EPS (preferred format) or a 300dpi JPG/TIF file to Maria Siverstson at maria@dsaneo.org. Please email or fax completed form to Maria Siverstson at 877.353.8763. Checks made payable to DSANEO and mailed to DSANEO, P.O. Box 31720, Independence, OH 44131.

Your sponsorship is very much appreciated as a charitable contribution and is tax deductible to the full extent allowed by law. DSANEO is recognized 501(c)3, with the following Federal ID 34-1630114. To request an invoice or support by credit card, please contact Maria Siverstson at 216.447.8763 x 103 or maria@dsaneo.org.

