



The University of Vermont  
**Grossman**  
SCHOOL OF BUSINESS

## **Sponsorship Opportunities**

### **5<sup>th</sup> Annual Family Enterprise Case Competition**

*11<sup>th</sup> - 14<sup>th</sup> January 2017*

Family Enterprise Case Competition (FECC) is the only intercollegiate competitive event focused on issues and dilemmas of family enterprises. Since 2013, over seven hundred sharpest students from 38 leading institutions for family business education, brightest academics, and thoughtful practitioners have participated in FECC as competitors, judges and sponsors. During five tough rounds of the competition, student teams from around the world will present their case to a distinguished panel of judges who will determine which group best understood, analyzed and presented the case. Competitors apply the knowledge and expertise developed in the classroom towards solving complex paradoxes and dilemmas faced by enterprising families.

Sponsorship opportunities available are listed below. In addition to the details listed below for each sponsorship level, the following benefits apply to all sponsors: (i) Inclusion of the preferred logo or name on FECC 2017 event materials; (ii) Invitation to judge at least one of the five rounds of the competition; (iii) Invitation for two to the closing Awards Dinner on the Saturday, January 17, 2017; (iv) Multiple networking opportunities with the world class participants of this prestigious event; and (v) Opportunities to meet and interview competitors and UVM students for internships and full time positions.

#### **Lead FECC 2017 Sponsor - \$50,000**

# of opportunities: 1

- Name/Logo would be on cover page of Event Brochure, Competitor Profile Booklet, Judge Profile Booklet and prominently included on all event materials.
- Name/Logo would be given 'Made Possible Because Of' distinctive honor on all press releases and official announcements.
- Stage time at the closing banquet will be dedicated to and given to this sponsor to address all participants of the event.
- Prestigious seat on Finals round judging panel.
- Additional judging opportunities as available and interested in.

#### **Divisional Sponsor - \$25,000**

# of opportunities: 6

- Name/Logo would brand the very important division reference for the competition. This prominently integrates the name into all aspects of the competition and is used as organizational beacons to direct the event.
- Prominent display on all competition schedule, results, organizational materials.
- Maximum name/logo exposure before, during and after the event.
- Prestigious seat on Finals round judging panel.

## **Opening Event & Division Draw Sponsor - \$15,000**

# of opportunities: 1

- Name/logo would be prominently displayed during the very important and exciting kickoff event where participants anxiously await their division assignments.
- Opening banquet would be proudly referred in all remarks as being ‘Made Possible By’
- This sponsor would be welcomed to have stage time at this opening event welcoming the participants to Burlington and the University of Vermont.

## **Announcement of Finalists Reception - \$10,000**

# of opportunities: 1

- Name/logo would be prominently displayed during the very important and exciting kickoff event where participants anxiously await their division assignments.
- Prominent role in announcing of the Finalists.

## **Social Event Sponsor - \$5,000**

# of opportunities: 4

- Networking events including mixers and expeditions to area attractions and more would be ‘Made Possible’ with this sponsorship.
- Prominent display in all event materials.
- Stage time at all social events with input into what the events are and how they are run

## **Event Sponsor -\$2,500**

# of opportunities: Unlimited

- Invitation to all networking and social events.
- Prominent display in all event materials.

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