



LA Council of Ski Clubs presents

FWSA 75th Anniversary & FWSA 73rd Convention

Sponsorship Opportunities

June 9-12, 2005 at Westin Long Beach

As a non-profit organization (Tax ID 95-3968802), the FWSA programs and services are funded through sponsorship support. Active programs are conducted in ski safety, ski history, public lands development, industry relations, athletic development, recreational racing, travel, communications, council development, education, community support, and awards.

All sponsors receive promotion in ski club, council and FWSA publications; placement of logo and link to company website on the FWSA website and convention website; logo included on convention advertising; priority placement of sponsor supplied banner at the convention; publicity pictures with guest celebrities; recognition announcements; and special promotion in conjunction with the event sponsored. Sponsors are encouraged to participate in package events. See "Sponsor Levels" for list of benefits.

The 73rd annual Convention offers a number of sponsorships as we celebrate our 75th anniversary. The following are sponsorship opportunities for this Convention to be held at the Westin in Long Beach, June 9-12, 2005.

Historical DVD— \$2,500

Sponsorship provides finances for the production of an historical DVD for delegates and Silent Auction attendees. Sponsor logo will be prominently displayed on the disc.

History Exhibit— \$1,000

Sponsorship provides table rentals for the Ski History Exhibit. Sponsor participates in the Silent Auction festivities and the History Reception and Reunion. Silent Auction is open to the public.

Guest Speaker— \$1,000 per guest

Sponsorship defrays the cost of air, lodging and transportation for invited Snowsport Celebrities and Legends.

Delegate Bags— \$5,000 or product

Logo(s) printed on bags, distributed to all Convention attendees, carried with Convention materials throughout the weekend and used by delegates long after the Convention.

Delegate Name Badge Lariats— \$1,500 or product

Sponsor's name is wrapped around the necks of all Convention attendees on name badge lariats. Lariats (not a shoe-string) are specially ordered with sponsor's name and logo.

Saturday Snowsports History Reception & Reunion Package— \$12,000

Sponsor hosts the History Reception & Reunion event on Saturday afternoon. Ski legends, delegates, and the industry are invited to attend.

- **Cocktails— \$1,000 or product**
Sponsorship provides cocktails for the History Reception and Reunion on Saturday afternoon.
- **Corkage— \$1,000**
Sponsorship covers corkage fee for the History Reception and Reunion on Saturday afternoon.
- **Hors d'oeuvres— \$6,000**
Sponsorship provides hors d'oeuvres for the History Reception and Reunion on Saturday afternoon.
- **Musical Group— \$1,000**
Sponsorship provides the entertainment at the History Reception and Reunion on Saturday afternoon.
- **Multi-Media Presentations— \$3,000**
Sponsorship provides the audio-visual equipment at the History Reception and Reunion on Saturday afternoon.

More Sponsorship Opportunities for 2005

June 9-12, 2005 at Westin Long Beach

Golf Tournament— \$1,500

Sponsorship used to offset Golf Tournament fees and to purchase awards. Sponsor receives two tournament entry fees and participation in the Saturday Luncheon awards presentation.

Silent Auction Package— \$7,000

Sponsor hosts the Silent Auction event on Friday Evening. **This event is open to the public**, specifically the young, active, affluent residents that live at the newly revitalized Long Beach ocean front downtown area. Ski legends, delegates, and the industry are invited to attend.

- **Hors d'oeuvres— \$4,000**
Sponsorship finances hors d'oeuvres at the Friday night Silent Auction.
- **Beer/Wine— \$1,000 or product**
Sponsorship provides beer/wine for Friday night Silent Auction.
- **Silent Auction Corkage— \$1,000**
Sponsorship finances corkage for beer/wine at the Friday night Silent Auction.
- **Silent Auction Entertainment— \$1,000**
Sponsorship underwrites expense of a DJ for the Friday night Silent Auction.

Saturday Continental Breakfast— \$1,250 minimum

Sponsor hosts the Continental Breakfast and participates in the opening session of the Convention. *Sponsorship available to cover actual cost of \$6,000.*

Registration Packages — product

If your company is unable to participate as a sponsor this year, donations for delegates are welcome and much appreciated. We anticipate more than 300 delegates and 500 local residents attending the Friday night Silent Auction. We believe that the Saturday afternoon History Reunion & Reception will be attended by the delegates, industry and scores of ski legends.

Saturday Luncheon Package— \$15,000

Sponsor hosts the Saturday Luncheon and welcomes attendees. Special guest speaker (to be announced) will give a brief presentation on snowsport history. Sponsor give-away is placed on all tables (optional). Delegates, the ski industry, invited guests, snowsport celebrities and legends will be in attendance.

- **Luncheon — \$1,500 minimum**
Sponsorship provides lunch for delegates, industry, invited guests, snowsport celebrities and legends.
Sponsorship available to cover actual cost of \$13,000.
- **Beer— \$1,000 or product**
Sponsorship provides beer for the Saturday Luncheon.
- **Corkage — \$1,000**
Sponsorship finances beer corkage fee for Luncheon.

Saturday Evening Awards Dinner & Dance Package— \$30,000

Sponsor hosts the Saturday evening Awards Dinner & Dance and welcomes attendees. Sponsor to be seated at the head table. Special guest speaker (to be announced) to give an inspirational talk on snowsport history. Sponsor give-away is placed on all tables (optional). Delegates, ski industry, invited guests, snowsport celebrities and legends will be in attendance.

- **Dinner — \$2,000 minimum**
Sponsorship provides dinner for delegates, industry, invited guests, snowsport celebrities and legends.
Sponsorship available to cover actual cost of \$30,000.
- **Wine— \$1,500 or product**
Sponsorship provides 3 bottles of wine per table at the Saturday evening Awards Dinner & Dance.
- **Corkage— \$1,500**
Sponsorship finances the wine corkage fee for the Saturday evening Awards Dinner & Dance.
- **Band— \$2,000**
Sponsor underwrites expense of the band for the Saturday evening Awards Dinner & Dance.