



Distributive Education Clubs of America
University of Arizona

Business Sponsorship: A Fundraising Proposal

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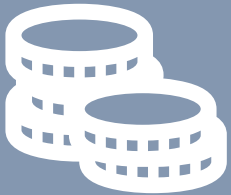
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Collegiate DECA

Collegiate DECA is an international organization for college students who are preparing for careers in, but not limited to, marketing, business, or management. Each of Collegiate DECA's local chapters and state associations are a division of National DECA, Inc.

Activities promoted by Collegiate DECA integrate and enhance the student's curriculum. In addition, the organization's close ties with the business community provide both professional opportunities for members and an appreciation for the American free enterprise system. Collegiate DECA membership is an essential resource for future success in customer service, strategic planning, business relations, and other "real world scenarios."

Members compete in state and international conferences, in fields relating to marketing, hospitality, tourism, business management, administration, finance, accounting, and entrepreneurship. Within each

category, individuals or teams chose their desired topic pertaining to their overall theme. Once at the competition, competitors are given a case study, in which they have a designated time to create a solution, business strategy, or proposal. After presenting their unique ideas to a judge, students have the opportunity to win medals and scholarships.

The mission of Collegiate DECA is to serve its diverse international membership as a professional organization, providing leadership and career-oriented opportunities to develop and enhance tomorrow's leaders.



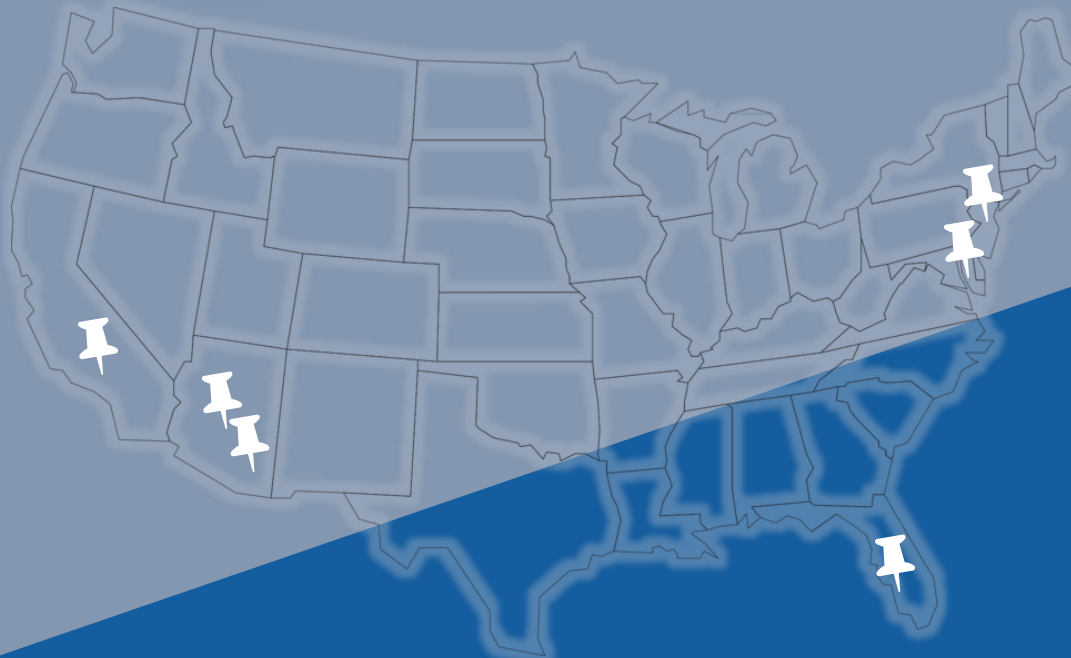
University of Arizona Collegiate DECA Chapter

The University of Arizona DECA Chapter hosts a wide range of students, varying in different degrees and ages. Fortunately, the diverse group provides the University of Arizona's DECA Chapter personality, unique perspective, and a welcoming community.



Our chapter participates in many different events and competitions on an international level. Several of these activities include:

- Engage Conference*
- Fall Leadership Conference*
- Eller Make a Difference Day*
- DECA Collegiate Leadership Academy*
- Arizona Career Development Conference (ACDC)*
- International Career Development Conference (ICDC)*



At the University of Arizona, we focus on educating our students on volunteer, leadership, and business through hands-on experience, professional guest speakers, and case study preparation. Also, we are proud, as well grateful, to have travelled to several big cities to compete and better our professional knowledge.

A Better Understanding of Our Chapter

Our University of Arizona DECA Chapter is an official Eller College of Management organization. Though there is a primary business focus, any student at the University of Arizona is more than welcomed to join our chapter. Beyond competitions, our club provides a wide range of activities for our students to participate in. Weekly meetings are hosted to continuously sculpt the minds of our scholars. We also schedule many socials, fundraisers, and volunteer events to maintain the bond between our chapter, our executive board, and our sponsors. We aspire to prepare our members with the best opportunities to succeed in competitions and conferences.

Fall Leadership Conference (FLC) – Phoenix, Arizona

Each year, students from the University of Arizona and surrounding colleges will compete in business related contests at the regional level of DECA. A school in Phoenix, in past years has been Arizona State University and Grand Canyon University, hosts the Fall Leadership Conference early in each November. This conference is an important part of the DECA chapter, as it allows students to represent the University of Arizona for the first time of that school year. The conferences help students to develop occupational competencies, presenting them skills to demonstrate knowledge of the business world. Also, all Arizona DECA Chapters perform in a mock competition to better understand what the state and international competition will be like later in the year.

Collegiate Leadership Academy (Engage) – New York City, New York

Following FLC, students have the opportunity to travel to New York City later in November, to attend the Collegiate Leadership Academy, also referenced as Engage. This few day excursion gives students the a chance to learn from leading professionals in their place of business. Past workshop hosts were representatives from Hilton, Men's Warehouse, M&M Productions USA, Marriott International, and other name brand companies. Participants will work with their chapters, as well as students from around the United States, to solve real world business situations to perfect their teamwork, trust, leadership, and professionalism. Students who have attended this event in the past walk away with valuable business skills that well-known companies around the world desire.

Arizona Career Development Conference (ACDC) – Phoenix, Arizona

Once students have experienced the previous conferences, they will officially compete their events at the Arizona Career Development Conference, which is our State Level Conference hosted by Arizona State University. ACDC falls towards the end of February each year. Here, competitors will present their business simulation or written event to judges, similar to the workshop hosts at Engage. Beside written events, students are not provided insight about their competition prior to their designated preparation time. Therefore, judges assess competitors ability of on-the-spot thinking, knowledge, and creativity. Following their presentations, students “learn from the pros,” which gives the judges time to speak with all of the participants and suggest how to grow through improvement. There are also additional workshops and meetings, which are held by business professionals and student’s peers, to further enhance each Arizona chapter’s learning.

International Career Development Conference (ICDC) – Various Cities

After the Arizona Career Development Conference, students who place in the top three will move on to the International conference during the middle of April.

This final conference is the highest competition a DECA chapter can reach. Due to the versatile attendance, the conference is never held in the same place, allowing students to experience new cities, climates, and cultures.

Previously, ICDC has been held in cities like Washington D.C., Anaheim, California, and Orlando, Florida. This last conference for the year is very similar to ACDC, in the regard of competition. If students make it to the finalist round, they will repeat the competition process with a more difficult case study. Awards range from Top 10 to 1st through 3rd place. Considering the popularity of this conference, it is an extreme accomplishment to be awarded at ICDC.



Business Sponsorship Proposal

The University of Arizona Chapter is a very active chapter, with a long record of competing well at regional, state, and international levels. Many of our students finish in the top ten both at the state and international levels; below are just a few of the achievements made by our members:

Receiving a ranking higher than 90% at the Arizona Career Development Conference will advance competitors to the International Career Development Conference.

2016

International Medalist
Hotel and Lodging
International Medalist
Human Resource

2017

International
Championship
Emerging Technology
Marketing Strategy
International Medalist
Hotel and Lodging

2018

International
Championship
Emerging Technology
Marketing Strategy
90% Chapter Acceptance
Rate for ICDC

2019

International
Championship
Event Planning
International Medalist
Emerging Technology
Marketing Strategy

With the support of local businesses, our members will have an opportunity to build valuable leadership skills; prepare for and compete in business related events in marketing, merchandising, or management; and experience collaboration and teamwork to better prepare students for the workplace. While taking part in activities around the community to help promote a positive future for the next generation.



Considering our several educational conferences and their distances, the University of Arizona attempts to create a realistic budget and find sources to fulfil our financial necessities. Though fundraising and membership fees assist the chapter's annual charges and competition admission costs, members still have to pay out of pocket for most trip expenses.

The opportunity for students attending the conferences throughout the year is an important experience our members will be able to add to their resumes. educational background, and professional development With your support this opportunity can be made possible for them.

Our goal each year is to raise \$10,000, which will help to cover the cost of conferences for all students, at all four levels.

DECA is a 501 © (3) organization and we have added the appropriate form along with this proposal. A pledge form and the DECA 501 © (3) IRS form are located at the end of this proposal and can be emailed to calebnochumson@gmail.com.

From the University of Arizona DECA Chapter Executive Board, we sincerely appreciate your consideration and assistance to provide the best opportunities for our students. Please view the following “Levels of Support” and contact Caleb Nochumson, the Executive Vice President, to express your support for this important program.



Levels of Support for Sponsorship

Blue Level \$100-\$499

Sponsorship Benefits

- Tax-free donation
 - Monthly chapter updates
 - Company representation on documentation
 - One guaranteed meeting opportunity
-

Chapter Benefit Examples

Regional level conference funding for up to **9 students**, or *state level* conference funding for up to **8 students**, or *national level* conference funding for **1 student**

Gold Level \$500-\$799

- Tax-free donation
 - Monthly chapter updates
 - Company representation on documentation
 - Two guaranteed meeting opportunities
 - Dinner social with the chapter
-

Regional level conference funding for up to **16 students**, or *state level* conference funding for up to **12 students**, or *national level* conference funding for **2 students**

Diamond Level \$800-\$1,000

- Tax-free donation
- Monthly chapter updates
- Company representation on documentation
- Two meeting guaranteed opportunities
- Dinner social with the chapter
- Community service partnership
- Company logo on t-shirt (if pledged by September 2019)

Regional level conference funding for up to **20 students**, or *state level* conference funding for up to **16 students**, or *national level* conference funding for **3 students**

Other Ways to Help

Guest Speaking

Though we save our guest speaking opportunities for our sponsors, if you are interested in talking to our students regarding one of these topics, please let Caleb Nochumson know so he can coordinate a time to speak with you:

Business Ethics
Business Research
Human Resource Management
Marketing Management
Retail Management
Sales Management Meeting
Entrepreneurship (Starting a Business)
Entrepreneurship (Growing Your Business)

Banking Financial Services
Corporate Finance
Financial Statement Analysis
Event Planning
Hotel and Lodging
Restaurant and Food Service Management
Travel and Tourism
Advertising Campaign Strategies

Fashion Merchandising and Marketing
International Marketing
Professional Sales
Sports and Entertainment Marketing
Job opportunity's
Accounting
Internships or Externships
Professional growth and development
Business-to-Business Marketing
Emerging Technology Marketing

Donations

The University of Arizona DECA Chapter appreciates any form of assistance from generous donators. Whether its financial assistance, shadowing opportunities, or interaction with different professions, our goal is to introduce our students to as many professional experiences as possible. Some donations may look like:

- Financial Donations
- Volunteer Judging for Case Competition Preparation
- Hands-on Company Experience

If there are any other ways you would like to donate to the University of Arizona DECA Chapter, we would love to discuss further options with you.



2019-2020 Schedule

September

September 11th, 2019 – First University of Arizona Chapter Meeting

September 18th, 2019 – University of Arizona Chapter Meeting

September 25th, 2019 – University of Arizona Chapter Meeting

October

October 2nd, 2019 – University of Arizona Chapter Meeting

October 9th, 2019 – University of Arizona Chapter Meeting

October 16th, 2019 – University of Arizona Chapter Meeting

October 23rd, 2019 – University of Arizona Chapter Meeting

October 30th, 2019 – University of Arizona Chapter Meeting

November

November 2nd – 3rd, 2019 – Fall Leadership Conference

November 6th, 2019 – University of Arizona Chapter Meeting

November 8th – 10th, 2019 – Engage

November 13th, 2019 – University of Arizona Chapter Meeting

November 20th, 2019 – University of Arizona Chapter Meeting

November 27th, 2019 – University of Arizona Chapter Meeting

December

December 4th, 2019 – University of Arizona Chapter Meeting

December 11th, 2019 – University of Arizona Chapter Meeting



*Our socials, volunteer events, and fundraisers are not listed, as their dates are subject to change.



2019-2020 Schedule

January

January 22nd, 2019 – University of Arizona Chapter Meeting

January 29th, 2019 – University of Arizona Chapter Meeting

February

February 5th, 2019 – University of Arizona Chapter Meeting

February 12th, 2019 – University of Arizona Chapter Meeting

February 19th, 2019 – University of Arizona Chapter Meeting

February 22nd – 23rd, 2019 – Arizona Career Development Conference

February 26th, 2019 – University of Arizona Chapter Meeting

March

March 4th, 2019 – University of Arizona Chapter Meeting

March 18th, 2019 – University of Arizona Chapter Meeting

March 25th, 2019 – University of Arizona Chapter Meeting

April

April 1st, 2019 – University of Arizona Chapter Meeting

April 8th, 2019 – University of Arizona Chapter Meeting

April 15th, 2019 – University of Arizona Chapter Meeting

April 22nd – 25rd, 2019 – International Career Development Conference

April 29th, 2019 – University of Arizona Chapter Meeting

May

May 6th, 2019 – Last University of Arizona Chapter Meeting



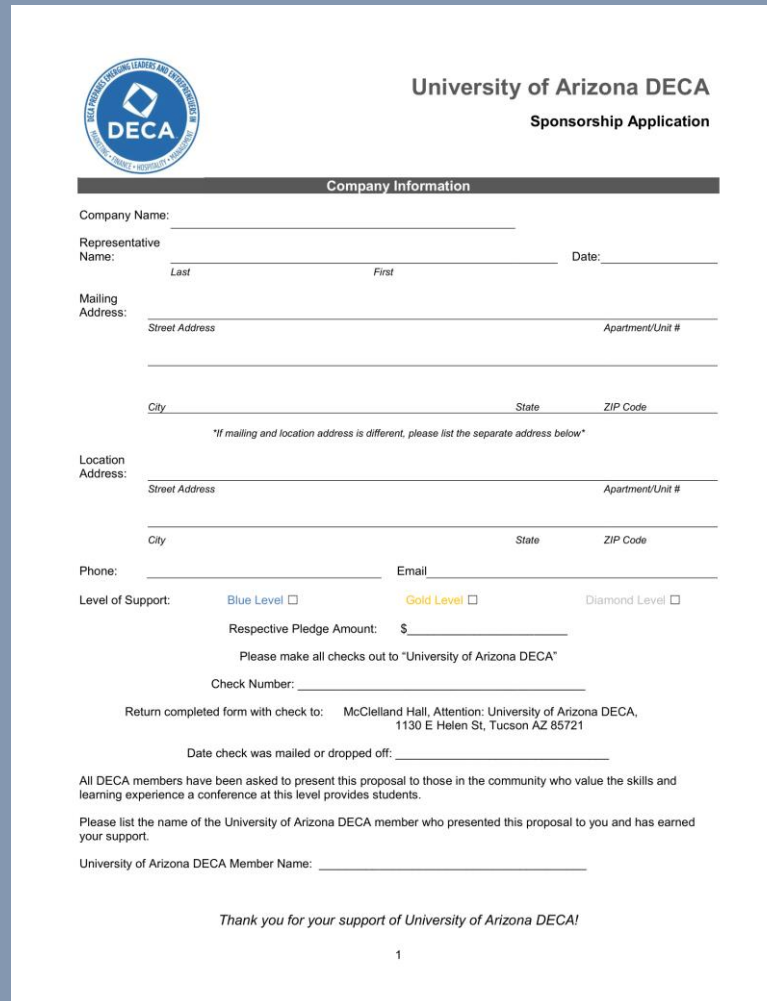
**Our socials, volunteer events, and fundraisers are not listed, as their dates are subject to change.*

Application of Sponsorship

To complete the form, please go to our website to access the compatible file.

<http://uofadeca.weebly.com/>

An example of the document is shown below. After clicking the tab, "Sponsorship," on our website, a downloadable PDF can be accessed. Please fill out the form and email it to calebnochumson@gmail.com.



The image shows a PDF form titled "University of Arizona DECA Sponsorship Application". At the top left is the DECA logo, which is a blue circle with a white diamond in the center and the text "DECA" below it. The text "DECA" is also written in a smaller font within the circle. The logo is surrounded by the text "DECA PROMOTES DEVELOPING LEADERS AND ENTREPRENEURS" and "DECA STANDS FOR DIVERSITY, EXCELLENCE, AND INNOVATION". To the right of the logo, the text "University of Arizona DECA" is written in a bold, black font, followed by "Sponsorship Application" in a smaller, regular black font. Below the title, there is a dark grey horizontal bar with the text "Company Information" in white. The form itself consists of several sections with labels and input fields. The "Company Name" section has a single line for the name. The "Representative Name" section has three lines: "Last", "First", and "Date". The "Mailing Address" section has four lines: "Street Address", "Apartment/Unit #", "City", and "State ZIP Code". Below this is a note: "*If mailing and location address is different, please list the separate address below*". The "Location Address" section has four lines: "Street Address", "Apartment/Unit #", "City", and "State ZIP Code". The "Phone" section has two lines: "Phone" and "Email". The "Level of Support" section has three options: "Blue Level" with a checkbox, "Gold Level" with a checkbox, and "Diamond Level" with a checkbox. Below this is a line for "Respective Pledge Amount: \$". There is a note: "Please make all checks out to 'University of Arizona DECA'". Below that is a line for "Check Number:". The "Return completed form with check to:" section has the address: "McClelland Hall, Attention: University of Arizona DECA, 1130 E Helen St, Tucson AZ 85721". Below this is a line for "Date check was mailed or dropped off:". The "All DECA members have been asked to present this proposal to those in the community who value the skills and learning experience a conference at this level provides students." section has a line for "Please list the name of the University of Arizona DECA member who presented this proposal to you and has earned your support.". Below this is a line for "University of Arizona DECA Member Name:". At the bottom of the form, there is a line for "Thank you for your support of University of Arizona DECA!".

The University of Arizona greatly appreciates your generous donation to our organization, and we are excited to partner with you this upcoming year.

