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.

**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:
**Leslie Burke**
Development Director
leslieb@dsaneo.org
216.353.4440

**Maria Sivertson**
Director of Community Relations
maria@dsaneo.org
216.447.8763 x103

**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

**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
- Our name has changed but not our mission

**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

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**dsaneo.org**
501c-3 # 34-1630114

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**Down Syndrome Association of Northeast Ohio**

Leslie Burke
Event Sponsorships & Grants

Maria Sivertson
Programming Sponsorships & Corporate Giving
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.

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

La Familia del sindrome de Down del Noreste de Ohio. “De Familia a Familia”
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

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 DSANEO 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 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](http://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 a host a DSANEO Fundraiser at a local restaurant, bakery, winery, brewery our 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](https://smile.amazon.com/) 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](#)
$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

$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 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 & 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 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 & 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
- Volunteer opportunities for employees
- Complimentary DSANEO presentation at location of choice.

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
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.

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**DSANE0 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.
- 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 $5,300
- 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

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**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.

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**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.

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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 Siverston at maria@dsaneo.org. Please email or fax completed form to Maria Sivertson at 877.353.8763.

Checks made payable to DSANE0 and mailed to DSANE0, P.O. Box 31720, Independence, OH 44131.

Please email or fax completed form to Maria Siverston at 877.353.8763 x 103 or maria@dsaneo.org.

Your sponsorship is very much appreciated as a charitable contribution and is tax deductible to the full extent allowed by law. DSANE0 is recognized 501(c)3, with the following Federal ID 34-1630114. To request an invoice or support by credit card, please contact Maria Sivertson at 216.447.8763 x 103 or maria@dsaneo.org.