



**ALA FIRST STATE CHAPTER  
BUSINESS PARTNER PARTICIPATION REQUEST  
2009-2010**



FIRST STATE CHAPTER  
2009-2010

*President*

**Jacquelyn M. Trickey**  
Ashby & Geddes, P.A.

*President-Elect*

**Joann M. Winterle, SPHR**  
Connolly Bove Lodge & Hutz LLP

*Vice President*

**Andrew Logan**  
Pepper Hamilton LLP

*Secretary*

**Lorraine T. Forsythe**  
Marshall, Dennehey, Warner,  
Coleman & Goggin

*Treasurer*

**Carol A. Travia, SPHR**  
Potter Anderson & Corroon LLP

*Business Partners Committee:*

**Denise M. Frawley**  
Saul Ewing LLP

**Thomas C. Herweg, CLM**  
Morris, James LLP

**Donald P. Parks**  
Potter Anderson & Corroon LLP

**Thomas J. Ralston**  
Young, Conaway, Stargatt & Taylor  
LLP

**Richard L. Segrin**  
Prickett Jones & Elliott

**Vicki L. Spangler**  
Elzufon, Austin, Reardon, Tarlov &  
Mondell, PA

**Henry D. Windmoeller**  
Connolly Bove Lodge & Hutz LLP

**Nancy Young**  
DuPont



May 2009

**Re: Year 2009-2010 First State Chapter Invitation for Business Partners Participation**

The First State Chapter of the Association of Legal Administrators (ALA) is planning its calendar for the 2009-2010 year and would like to offer you an opportunity to promote and position your company for success in the Delaware area legal community.

The First State Chapter has earned the Gold Level of the Presidents' Award of Excellence for their efforts in effective chapter management by the National ALA. Our members work for law firms, corporate law departments and law-related government agencies. They are key decision makers for purchasing products and services for these organizations. These leaders would appreciate your support as a sponsor of the ALA First State Chapter whose mission is to:

- Improve the quality of management in the legal service organizations;
- Promote and enhance the competence and professionalism of its members;
- Represent professional legal management to the legal community and to the community at large; and
- Strengthen administrators' and law firms' relationships with vendors.

As has been our tradition, The First State Chapter provides opportunities for sponsoring Business Partners to meet Chapter members personally through Chapter social and networking events and, depending on the level of sponsorship, by attending chapter meetings. In part, your continued and generous support allows us to provide our members with a variety of learning opportunities, most notable of which are our excellent monthly education sessions. We are also able to develop and improve helpful Chapter information tools, such as our Chapter website ([www.firststateala.org](http://www.firststateala.org)) and Member Resource Guide and provide conference and membership scholarships. Additionally, our Business Partners help the Chapter give back to our city by supporting the First State Chapter's participation in ALA's annual community service projects.

Please review the enclosed information regarding Business Partners Participation Options. If you would like to participate, please complete and return the form by June 30, 2009 to **Joann M. Winterle, Director of Human Resources, Connolly Bove Lodge & Hutz LLP, PO Box 2207, Wilmington, DE 19899**. If you have any questions, please feel free to contact me at [jwinterle@cblh.com](mailto:jwinterle@cblh.com) or by telephone at (302) 888-6250 or any chapter member listed on this letter. We thank you and are grateful for your past and continued support of our members, activities and programs.

Sincerely,

*Joann M. Winterle*

Joann M. Winterle  
Business Partners Committee Chairperson, First State Chapter ALA

Enclosures





**First State Chapter  
Business Partner Sponsorship Registration Form  
April 2009 – March 2010**

Contact Name: _____
Company Name: _____
Industry: _____
Address: _____
Phone No.: _____ FAX No: _____
E-Mail Address: _____ Website: _____

**PLEASE SELECT PARTICIPATION LEVEL**

Circle your 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, and 4<sup>th</sup> Choice

<b>Choice</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>\$4,000</b>	<b>Caesar Rodney Level</b>
<b>Choice</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>\$3,000</b>	<b>Brandywine Level</b>
<b>Choice</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>\$1,500</b>	<b>Blue Hen Level</b>
<b>Choice</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>\$ 750</b>	<b>Christiana Level</b>

There is a limit to the top 2 sponsorship levels. Please indicate your 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> choice for sponsorship. **Do not send any money now**; you will be contacted as to the level awarded and we will include a “Due Upon Receipt” invoice.

The First State Chapter appreciates your support and pledges to provide the benefits listed in our sponsorship benefit package. We trust that your sponsorship will benefit both your company and our Chapter members, and we welcome suggestions to improve the value of your contribution.

Thank you!

*PLEASE RETURN THIS REGISTRATION FORM TO:*

***Joann M. Winterle  
Connolly Bove Lodge & Hutz LLP  
PO Box 2207  
Wilmington, DE 19899  
E-mail to [jwinterle@cblh.com](mailto:jwinterle@cblh.com)***



Association of Legal Administrators  
First State Chapter  
Business Partner Participation Options and Benefits  
2009-2010

## **CAESAR RODNEY SPONSOR**

\$4,000

Number of Sponsorships Available: Two

As a Caesar Rodney Sponsor, your organization will receive the following benefits:

- Summer Social Event
  - Two company representatives may join the Chapter at the Summer Social to mix with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices;
  - Held in July each year.
- Holiday Social Event
  - Two company representatives may join the Chapter at the Holiday Social to mix with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices;
  - Opportunity to provide a raffle item and “Donated By” acknowledgment.
  - Held in December each year
- Attend a Chapter Meeting
  - Two company representatives may attend a Chapter education meeting;
  - You will be recognized for your contribution on meeting notices and again at the meeting and given ten (10) minutes to address the membership;
  - You may distribute literature or brochures to the membership.
- Chapter Website/Newsletter Benefits
  - Company icon and link on front page of Chapter Website, ([www.firststateala.org](http://www.firststateala.org));
  - Opportunity to have company logo, hotlink to your company’s website, and a small promotional paragraph on first page of the “Business Partners” section of the Chapter’s website;
  - Your company’s name as the “Caesar Rodney” sponsor, headlined in the “Business Partners” section of the Chapter’s website;
  - Listing in the general directory of the “Business Partners” section of the Chapter’s website.
  - Your company name mentioned in each newsletter (issued quarterly) as a “Caesar Rodney” sponsor.
- Copies of Chapter’s membership directory
  - One free full-page advertisement;
  - Picture and full page “personal profile” article of your company’s local representative;
  - Receive member updates.
- Opportunity for one representative to attend lunch with Chapter President and President-Elect.

## **BRANDYWINE SPONSOR**

**\$3,000**

### **Number of Sponsorships Available: Four**

As a Brandywine Sponsor, your organization will receive the following benefits:

- **Holiday Social Event**
  - Two company representatives may join the Chapter at the Holiday Social to mix with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices;
  - Opportunity to provide a raffle item and “Donated By” acknowledgement.
- **Attend a Chapter Meeting**
  - Two company representatives may attend a Chapter education meeting;
  - You will be recognized for your contribution on meeting notices and again at the meeting and given ten (10) minutes to address the membership;
  - You may distribute literature or brochures to the membership.
- **Chapter Website/Newsletter Benefits**
  - Company icon and link on front page of Chapter Website ([www.firststateala.org](http://www.firststateala.org));
  - Your company’s name as the “Brandywine” sponsor in the “Business Partners” section of the Chapter’s website;
  - Your company name mentioned in each newsletter (issued quarterly) as a “Brandywine” sponsor.
- **Copy of Chapter’s membership directory**
  - One free full-page advertisement;
  - Receive member updates.

## **BLUE HEN SPONSOR**

**\$1,500**

### **Number of Sponsorships Available: Unlimited**

As a Blue Hen Sponsor, your organization will receive the following benefits:

- **Holiday Social Event**
  - Two company representatives may join the Chapter at the Holiday Social to mix with Chapter members in an informal setting;
  - Opportunity to provide a raffle item and “Donated By” acknowledgement.
- **Chapter Website/Newsletter Benefits**
  - Company icon and link on front page of Chapter Website ([www.firststateala.org](http://www.firststateala.org));
  - Your company’s name as the “Blue Hen” sponsor in the “Business Partners” section of the Chapter’s website;
  - Your company name mentioned in each newsletter (issued quarterly) as a “Blue Hen” sponsor.
- **Copy of Chapter’s membership directory**
  - One free half-page advertisement.

## **CHRISTIANA SPONSOR**

**\$750**

### **Number of Sponsorships Available: Unlimited**

As a Christiana Sponsor, your organization will receive the following benefits:

- **Holiday Social Event**
  - One company representative may join the Chapter at the Holiday Social to mix with Chapter members in an informal setting;
  - Opportunity to provide a raffle item and “Donated By” acknowledgement.
- **Chapter Website/Newsletter Benefits**
  - Company link on front page of Chapter Website ([www.firststateala.org](http://www.firststateala.org));
  - Your company’s name as the “Christiana” sponsor in the “Business Partners” section of the Chapter’s website;
  - Your company name mentioned in each newsletter (issued quarterly) as a “Christiana” sponsor.