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**Business Partners Program for Affiliates**

The Business Partners Program (BPP) was developed with an idea to help support the Foundation by collecting donations from their clients through their online point-of-sales system. The BPP is a unique way to partner with local businesses that allows them to promote travel philanthropy in our community. This program provides clients the opportunity to support the community they are visiting with the knowledge that their donation will make a direct local impact. BPP is also a relationship building tool that creates long term partnerships between **[insert Affiliate name]** and local businesses, not only as business associates but as community members and donors.

**So, what is Philanthropy?** The word itself means “love of humanity”. People associate the word with the giving of donations. It doesn’t mean just giving money, but it can include giving your time and talents. Philanthropy is the link between our vision, our values, and our resources. At the **[insert Affiliate name]**, we think of it as “connecting people who care with causes that matter.” Community foundations help make philanthropy easy for everyone.

**What is a Community Foundation?**

* It is a philanthropic organization that can receive donations both large and small from individuals and organizations.
* Those donations create an endowment fund (like a savings account) and those funds are invested and managed by the community foundation. The Alaska Community Foundation, our parent organization, does this for us.
* Then the earnings from these funds are given out to charitable organizations. The local Board of Advisors makes these decisions.
* Remember, that it is only the earnings of the fund that get spent. Like the PFD, it is the average earnings over the last 4 years. The principal is never spent. This is one of the most amazing things about a community foundation. Once you make a donation, that money is always there. This means that your donation continues to give over and over again.
* Also, important to people is that your money stays here in **[insert** **Community name]**. Many of us give to charitable organizations like the Red Cross, or The Salvation Army, or the American Cancer Society. It’s also important to do this but when you give money to these organizations your money leaves town.
* Also, **[insert Affiliate name]** gives grants to many different nonprofits, so your donation goes to many organizations not just one or two.

**What [insert Affiliate name] Does Besides Making Grants:**

* One very important function is to support the local nonprofits.
* Provide community education seminars in topics such as will writing and estate planning.
* Make presentations to local groups on community foundations and philanthropy.

**So, now that you know who we are and what we do, have you ever benefited from a [insert Affiliate name] grant?**

* [Insert local grantee projects from your community]