American Institute of Aeronautics & Astronautics
The Pennsylvania State University Chapter
2015-2016 Corporate Partnership Packet

229 Hammond Building, PA 16802
Website: http://www.sites.psu.edu/aiaa
Email: president.aiaa.psu@gmail.com
Table Of Contents

Letter from the Chapter President ..................................................... 3

Contact Information ............................................................................ 3

Proposed Budget .................................................................................. 4

Chapter Programs ................................................................................ 5-8

Other Expenses ................................................................................... 9

Sponsorship Tiers ............................................................................... 10

Letter from Public Relations Chair .................................................... 11
Greetings,

On behalf of the Penn State American Institute of Aeronautics and Astronautics (AIAA) Chapter, it is with great pleasure that I invite you to partner with us this upcoming academic year to positively impact our global engineering community. It is my absolute pleasure as the Penn State President and as a proud member of this great chapter to express my high level of excitement about the great opportunities that lie ahead with a potential partnership.

Our mission is to inspire and advance the future of aerospace by providing engineering students with unique learning opportunities in addition to what is given in a classroom setting.

Through a partnership with Penn State AIAA, your Company will gain opportunities to maximize your visibility, recruit top talent, and support events that both encourage and support men and women in their pursuit of careers in the aerospace industry.

The Penn State AIAA chapter prides itself on inspiring and empowering members to make them highly valued leaders and engineers. We seek to create new programs and events that will facilitate the development of our members through leadership opportunities, professional and scholastic development, mentoring opportunities, community service programs and scholarship opportunities that AIAA provides.

The following packet summarizes the many opportunities available to your company to aid us in our efforts. We invite you to partner with us in making a positive impact on students interested in the Aerospace industry, while giving your company access to our talent pool. We encourage you to review this Partnership Packet and discover the great sponsorship opportunities that will benefit your company and support our charitable mission. If you have any questions or concerns regarding event participation, sponsorship contributions, or commitments, feel free to contact me. On the behalf of the Pennsylvania State-University Park Chapter of The American Institute of Aeronautics and Astronautics, I would like to thank you for your time and consideration.

Thank you, we look forward to your partnership! With Every Good Wish,

Sincerely,

Michael Joseph

president.aiaa.psu@gmail.com
2015-2016 President
Penn State Chapter – American Institute of Aeronautics and Astronautics
Direct: 215-266-7265
This table below contains our budget & expected expenses for the 2015 – 2016 year. Please be advised that the estimates below are based on last year’s expenditures, therefore they are subject to change. We have categorized our events, so as to make funding easier. Descriptions of each event are located after the table. Sponsors are always welcome to attend any event.

<table>
<thead>
<tr>
<th>Activities &amp; Events</th>
<th>Unit Cost ($)</th>
<th>Quantity</th>
<th>Total Cost ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Chapter Necessities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spring Corporate Tour</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation</td>
<td>$4,600</td>
<td>1</td>
<td>$4,600</td>
</tr>
<tr>
<td>Lodging</td>
<td>$130</td>
<td>10</td>
<td>$1,300</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>$5,900</td>
</tr>
<tr>
<td>Boost Glider Competition</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supplies &amp; Equipment</td>
<td>$25</td>
<td>25</td>
<td>$625</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$6,525</td>
</tr>
<tr>
<td><strong>Professional Development</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Body Meetings</td>
<td>$150</td>
<td>8</td>
<td>$1,200</td>
</tr>
<tr>
<td>Career Fair Workshops</td>
<td>$200</td>
<td>2</td>
<td>$400</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$1,600</td>
</tr>
<tr>
<td><strong>Academic Excellence</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Speaker Seminar</td>
<td>$200</td>
<td>4</td>
<td>$800</td>
</tr>
<tr>
<td>Student Paper/Presentation Competition</td>
<td>$150</td>
<td>1</td>
<td>$150</td>
</tr>
<tr>
<td>Engineering Week Event</td>
<td>$200</td>
<td>1</td>
<td>$200</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$1,150</td>
</tr>
<tr>
<td><strong>Community Impact</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THON Related Events</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Canning Weekends</td>
<td>$250</td>
<td>4</td>
<td>$1,000</td>
</tr>
<tr>
<td>THON-velope Party</td>
<td>$100</td>
<td>1</td>
<td>$100</td>
</tr>
<tr>
<td>AIAA Blood Drive</td>
<td>$50</td>
<td>2</td>
<td>$100</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$1,200</td>
</tr>
<tr>
<td><strong>Other Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>End of the Year Picnic</td>
<td>$250</td>
<td>1</td>
<td>$250</td>
</tr>
<tr>
<td>Social Events</td>
<td>$100</td>
<td>4</td>
<td>$400</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$650</td>
</tr>
<tr>
<td><strong>Cumaltive Total</strong></td>
<td></td>
<td></td>
<td><strong>$11,125</strong></td>
</tr>
<tr>
<td>ASA Account</td>
<td></td>
<td></td>
<td><strong>$657</strong></td>
</tr>
<tr>
<td>Member Due Payments</td>
<td>$15</td>
<td>40</td>
<td><strong>$600</strong></td>
</tr>
</tbody>
</table>

**Sponsorship Needed**

$9,868
Tentative Program Schedule
Below is the tentative program schedule for the 2015 – 2016 academic year. It includes the event’s description, planned dates, and what expenses are involved.

Major Chapter Necessities
The Penn State Chapter of AIAA identifies the following programs as a vital ingredient to help members grow professionally and academically toward their career successes and to meet their own goals through networking.

1. AIAA Corporate Tour/Visit
   Sponsorship: $5,900
   Dates: 4/1/2016
   Expenses: Travel and Lodging

To achieve our goal of inspiring undergraduate students about Aerospace Engineering we plan trips to visit industry leading Aerospace Corporations. These visits would ideally include a tour of innovative facilities, a presentation about the company, and some time for the students to speak with company manager and recruiters. Our biggest need is for companies who are willing to host us and take time to give our chapter members a tour. Travel and lodging are also an expense that will need some assistance. We would like to schedule a company visit on a Friday.

2. 2nd Annual Boost Glider Competition
   Sponsorship: $625
   Date: 10/24/15
   Expenses: Part & Supplies

This event helps fulfill our mission to provide students with unique learning opportunities. This competition will enable a student to collaborate in a team to design, build and fly a glider that will be flown and released from a small rocket. This is a unique hands-on experience that supplements what students may be currently learning as well introduce students to something they’ll never learn in class. To make this competition a success, we supply the students with the rocket and building materials to make their glider.
Professional Development
The Penn State Chapter of AIAA is looking to collaborate with companies by developing our members professionally and teaching them on aerospace related subjects not covered in their courses. These are great opportunities for our student to interact with corporate representatives.

1. General Body Meetings (8 Meetings)
Sponsorship: $150 each
Expense: Food & soft beverages

A company can sponsor a General Body Meeting where it can present an informational session about the nature of the organization and services or give a presentation on leadership, professionalism, etc. In return, the company will have access to the members that attend the meeting and can network and speak about internships and other job opportunities. Dinner is always provided for our members, which is a great way to get them to come out and participate. There will be eight (8) general body meetings throughout the year and these are on a first-come first-served basis.

2. Career Fair Workshops
Sponsorship: $200 each
Dates: 9/14/2015, 2/5/2016
Expenses: Food and light refreshments

In the days before the on campus career fairs, we host a Résumé Workshop as well as Mock Interviews. Company representatives and recruiters are encouraged to come and be a part of these events.

The workshop allows members an opportunity to further develop or polish their résumés to ensure that they are professional and noticeable. Corporate representatives can give advice regarding format and wording so that the résumé is easier to read and has the right amount of information and detail. The 10 to 15 minute interview sessions give students the opportunity to respond to questions and situations posed in an interview process. Students will have the opportunity to receive feedback from recruiters on what was done well or on how a response or statement may be improved.

This is a great opportunity for professionals to meet students before the Career Fair. By contributing to this event, you give our members the experience they need to perform well in the job-seeking process.
Academic Excellence
The Penn State chapter of AIAA is focused on providing our members opportunities to learn about aerospace related subjects not covered in traditional courses.

1. AIAA Speaker Seminars
Sponsorship: $200 each
Date: 10/13/2015, 1/26/2016, TBD, TBD
Expenses: Food and light refreshments

AIAA seminar is an opportunity to have distinguished speakers and people who have done lots of research in the Aerospace filed to come and share with us. These seminars are a great opportunity for our members to learn more about the industry as well as the direction that the aerospace is advancing. Before the seminar we will provide dinner in a separate room, giving students the opportunity to talk with the speaker. Afterwards, we will move to the lecture room and attentively hear from our guest speaker. We aim to have at least one of these events per semester.

2. Paper/Presentation Competition
Sponsorship: $150
Date: 11/4/2015-11/6/2015
Expenses: Awards

AIAA supports students who want to pursue research opportunities and this event is designed to facilitate students who are currently a part of some research or are interested in possibly pursuing an opportunity to do research. This event is also intended to prepare students for the AIAA regional student conference where students can present papers and research. A panel of professors will judge this competition.

3. Engineering Week Event
Sponsorship: $200
Date: TBD
Expenses: Food and light refreshments

The goal of this event is achieve our mission to provide engineering students with unique learning experiences and to inspire students. This event will feature “hands on” engineering work. Costs for this event will be for food and drinks for participating members.
Community Impact
AIAA places an emphasis on doing outreach to our community and doing our part in support of it. We look to support our community through the events below.

1. THON EVENTS
Sponsorship: $600 (in total)
Date: TBD
Expenses: Food and Travel

The Penn State IFC/Panhellenic Dance Marathon, affectionately referred to as THON, is the largest student-run philanthropy in the world! THON is a year-long effort that raises funds and awareness for the fight against pediatric cancer; since its founding, $101 million has been raised. Thousands of Penn State students are involved each year whether individually or through their organization. AIAA is beginning its first year of being involved, and we are hoping to raise more money through one of the most common ways to fundraise, canning. This canister solicitation money goes directly towards the Four-Diamonds Fund, so we need to be able to fund gas money, as well as hotels if we are not able to stay with someone we know. This is our way to contribute to the community.

2. Blood Drive
Sponsorship: $50 each
Date: TBD
Expense: Snacks and Drinks

An important way that we can give back to our community is by donating our blood. In partnership with the Red Cross, we plan to have a blood drive where the Aerospace Department including faculty, and students have the opportunity to support the community in a crucial way. For this event, snacks and drinks are needed for those who donate so that they can recover.
**Other Expenses**

1. End of the Year Picnic  
   Sponsorship: $250  
   Date: TBD

   During this picnic, we culminate our year with a fun event including a meal, speeches, and prizes for the general body. It is a great way to end the year off on a great note.

2. Social Events  
   Sponsorship: $100 each  
   Dates: TBD

   In the past we have struggled with retention of members, as a result we want to incorporate more social events into our organization that help members to bond and take our organization from being a gathering of individuals towards becoming more of a family. Increasing social events in the past has increased membership and helped create more active members. We plan to have four or five social events this year, where students can relax and interact with other Penn state organizations. In the past, we have had joint events with the American Helicopter Society (AHS), Aerospace Graduate Student Association (AeroGSA), and many more.
Sponsorship Levels and Benefits

Silver Sponsor: $200-$500

- Emblem and link to homepage on our sponsor page

Gold Sponsor: $500-$1200

- Emblem and link to homepage on our sponsor page
- CD of resumes of our chapter members

Platinum Sponsor: $1200-$1800

- Emblem and link to homepage on our sponsor page
- CD of resumes of our chapter members
- Emblem on Chapter T-shirt

Diamond Sponsor: $1800+

- Emblem and link to homepage on our sponsor page
- CD of resumes of our chapter members
- Emblem on Chapter T-shirt
- Special Recognition at the Penn State AIAA Picnic
- Exclusive Luncheon or Dinner with Select Chapter Members
In conclusion, a better understanding of how our chapter functions and the events that are important to our members are addressed and verified to be proven effective. We are an organization that strives to live by a mission. We offer many programs from academic, social and professional to develop our members into the best people that they can become. Our organization's role in the development of Penn State University is what we as a team and community strive for.

Our chapter is asking for your financial support of our endeavors so that we can achieve the mission to the best of our abilities. We hope to create a strong and lasting relationship with your company throughout this school year and into the future. This relationship will allow your company to access top performing talent pool. Any contributions that you can provide to our organization would be well appreciated and beneficial to our goals. Progress and leadership is what your sponsorship would help to support the betterment of our community and active events.

As an organization with your help, we can provide our members with the best preparation for their career path. If you have any questions or concerns about the packet, our activities or more ways to get involved, you can contact Mischael Joseph, our chapter president.

Sincerely,

**Karol Kolc**

2015-2016 Public Relations Chair
Penn State Chapter – American Institute of Aeronautics and Astronautics