

# INVITATION TO EXHIBIT



## 58th Annual Stewardship Conference

Anaheim, California  
September 27-30, 2020





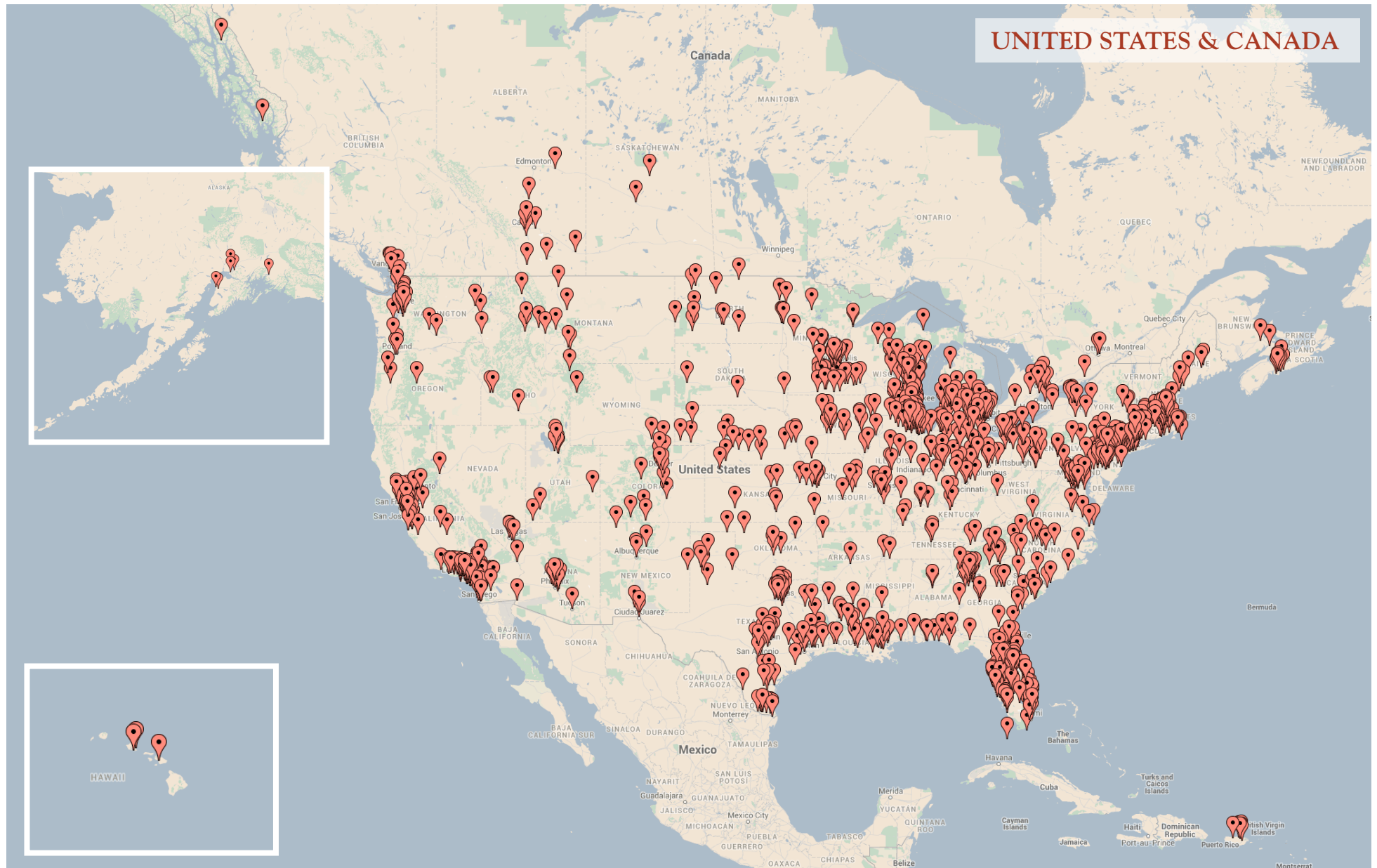
## WHO IS ICSC?

The International Catholic Stewardship Council (ICSC) is a professional organization recognized internationally as a source of education, networking and information to advance the ministry of Christian stewardship as a way of life in the Roman Catholic Church, and to promote the cause of Catholic philanthropy in dioceses and parishes worldwide.

ICSC is the only organization dedicated exclusively to advancing Christian stewardship, Catholic philanthropy and resource development in North America as well as overseas. Founded in 1962, ICSC has over 1,200 members representing over 800 dioceses and archdioceses, parish communities, Catholic organizations and professional firms internationally.

## MEMBERSHIP

ICSC has over 1,200 members representing over 800 dioceses, archdioceses, parish communities, Catholic organizations and professional firms nationally and internationally.





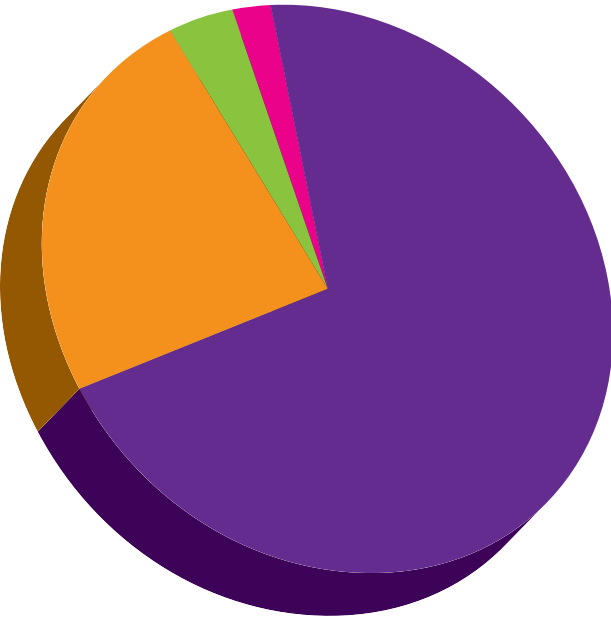
## INTERNATIONAL MEMBERS AND COMMUNITY

Argentina	Chile	Germany	India	Malawi	Nigeria	Spain
Australia	Colombia	Ghana	Ireland	Malta	Peru	Suriname
Bahamas	Cuba	Guatemala	Italy	Mexico	Philippines	Trinidad & Tobago
Barbados	Dominican Republic	Haiti	Jamaica	New Zealand	Saint Lucia	Uganda
Brazil	Ecuador	Honduras	Lebanon	Nicaragua	Samoa	United Kingdom
					South Africa	Zimbabwe



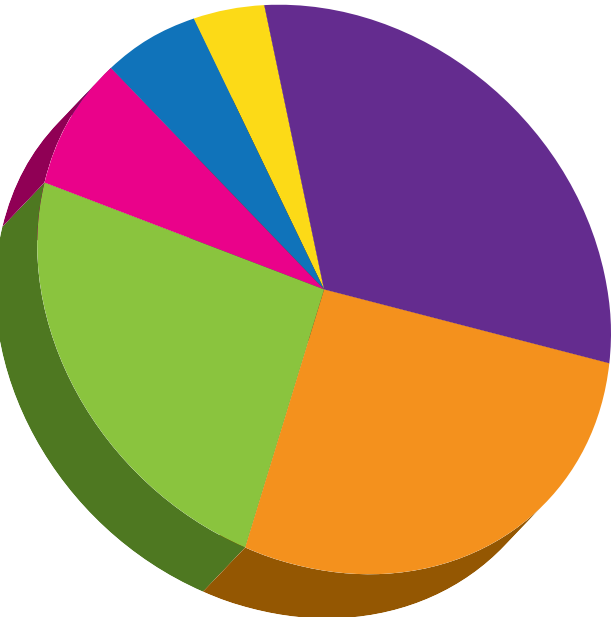


Membership by Organization



Parishes	70%
Dioceses and Archdioceses	24%
Professional Firms	4%
Catholic Associations	2%

Membership by Ministry/Job Title



Parish Pastoral Staff	30%
Priests	28%
Diocesan Stewardship and Development Officers	24%
Bishops and Archbishops	8%
Parish Stewardship Directors	6%
Parish Business Managers	4%

## ICSC ANNUAL CONFERENCE

Each fall, ICSC presents an annual conference for bishops, pastors, development and stewardship officers, diocesan CFOs, and other parish, diocesan and school leaders who hold a professional discipline or are interested in the areas of Christian stewardship in the Catholic tradition and Catholic philanthropy. The conference provides opportunities to learn about Christian stewardship and how Christ calls us to serve in a meaningful and practical way.

### Highlights

- 1,200 Attendees  
Nationally and Internationally
- 80 Thought-provoking Presentations
- Motivating Keynote Speakers
- Presentations of Awards
- Inspiring Liturgies
- Exhibitors

### Traditional Educational Tracks

- Introduction to Christian Stewardship
- Stewardship: Beyond the Basics
- Stewardship and Our Life of Faith
- Parish Business Managers,  
and Administrators
- Catholic School Advancement
- ICSC Strategic Partners-  
Wisdom for Parishes
- Fundamental Themes in Diocesan  
Stewardship and Development
- Diocesan Advanced Studies
- Catholic Foundations
- ICSC Strategic Partners-  
Wisdom for Dioceses



## DECISION MAKERS ATTEND ICSC CONFERENCES

Each year, diocesan, parish, and school decision makers attend ICSC conferences. The conference is a great resource for a variety of decision makers who work in the Catholic Church. Listed below are some selected job titles of these decision makers:

### **Bishop's Office**

Archbishop  
Bishop  
Auxiliary Bishop  
Vicar General  
Vicar for Clergy

### **Catholic Schools**

Strategic Planning Coordinator  
Principal  
Assistant Principal  
Dean of Students  
Director of Advancement  
Director of Campus Ministry  
Advancement Committee Member  
Superintendent of Schools  
School Board Members

### **Chancery Office**

Chancellor  
Vice Chancellor

### **Communications**

Director of Communications  
Media Communication Manager  
Social Media Coordinator  
Technology Manager

### **Finance Office**

Chief Financial Officer  
Director of Finance  
Director of Administrative Services  
Diocesan Financial Officer  
Accountant  
Financial Data Analyst

### **Foundations**

Executive Director  
Assistant Director, Catholic Foundation  
Director of Planned Giving  
Director of Development and  
Planned Giving  
Director, Major Gifts and Development

### **Liturgy Office**

Director of Liturgy  
Music and Liturgical Ministries

### **Ministries**

Director of Adult Faith Formation  
Director of Discipleship and Catechesis  
Director of Hispanic Ministry  
Director of Multicultural Ministry  
Director of Religious Education  
Youth and Young Adult Outreach

### **Parish Communities**

Pastor  
Assistant Pastor  
Deacon  
Parish Administrator  
Parish Business Manager  
Director of Parish Faith Formation  
Director of Religious Education  
Finance Council Chair  
Pastoral Council Member  
Stewardship Council Member  
Parish Stewardship Director

### **Stewardship and Development**

Director of Stewardship and Development  
Director of Annual Appeals  
Director of Charities and Development  
Director of Development and  
Donor Relations  
Director of Development and Planning  
Associate Director of Development  
Annual Appeal Coordinator  
Coordinator of Stewardship



## STRATEGIC PARTNERS WHO JOINED US AT THE 2019 CONFERENCE

### Gold-Level Strategic Partners

ACS Technologies/Parish Data System  
Catholic Extension  
CCS  
Diocesan  
GP Catholic Services  
LPi  
OSV  
Plaza Meetings  
Pushpay, Inc.

### Silver-Level Strategic Partners

Blackbaud  
Greater Mission LLC  
J.S. Paluch Company, Inc.  
Lynch Development Associates  
United States Conference of  
Catholic Bishops  
(Office of National Collections)

### Bronze-Level Strategic Partners

Casting Nets Ministries  
Cathedral Corporation  
Changing Our World, Inc.  
Church Development  
Faith Direct, Inc.  
Generis, Inc.  
GiveCentral  
Guidance In Giving, Inc.  
IWP Capital, LLC  
Little Books of the Diocese of Saginaw, Inc.  
Nativity Pilgrimage  
ParishSOFT

Prenger Solutions Group  
Rambusch Decorating Company  
Ramsey Solutions  
Rebuilt Parish  
ROI Dataworks Inc.  
Ruotolo Associates Inc.  
Steier Group  
Suttle-Straus, Inc.  
TurnKey Direct Marketing, Inc.  
Villanova University Center for  
Church Management  
Walsh & Associates, Church Capital  
Campaign Specialists





## EXHIBITORS WHO JOINED US AT THE 2019 CONFERENCE

Ave Maria Press

Beacon Design

Bovard Studio, Inc.

Catholic Leadership Institute

Catholic Stewardship Consultants

Church Budget Envelope & Mailing Co.

Collette

Conrad Schmitt Studios, Inc.

Constantine George Pappas Architecture

Crossmark Global Investments

Cull Martin & Associates, Inc.

Deluxe Treasury Management Solutions

DonorPerfect Fundraising Growth Platform

FACTS

Faith Journeys

Far Horizons

Franck & Lohsen Architects, Inc.

Gabriel Software LLC

Gaspard, Inc.

Givelify

Good Shepherd Travel

Harrison Design

Henning Communications, Inc.

iWave

Lifetouch Church Directories & Portraits

Ministry Scheduler Pro

New Holland Church Furniture

Palmer Non-Profit Communications

Rugo Stone, LLC

Saint Mary's University of Minnesota

SecureGive

SHARPE newkirk

Stewardship Technology



## 2020 STRATEGIC PARTNER AND EXHIBITOR OPPORTUNITIES

We invite you to exhibit at the ICSC's annual conference as a strategic partner or conference exhibitor. The annual conferences present an unparalleled opportunity to be among the top firms that support diocesan, parish, foundations and school leaders. Exhibiting at the annual conference is a great way to gain exposure to bishops, pastors and other top decision makers in Catholic archdioceses, dioceses, parishes and schools. Church leaders are always looking for products and services that can help them in their respective work and ministries.

ICSC is committed and grateful to our strategic partners. We offer opportunities year-round to ensure our strategic partners are able to reach our members to assist them in their important ministries for the Catholic Church.



## Why should you become a strategic partner with ICSC?

*We sponsor more than a dozen conferences each year, and ICSC consistently ranks as one of the best. Their team is amazing to work with, the conference sessions are great, the logistics and sponsor details are all executed with excellence, and the attendees are some of the most engaged and inquisitive that we see anywhere. People come to ICSC to learn, connect, and grow, and if you have tools or services that provide practical support to parish stewardship leaders, this is a conference you need to be at!*

Kent Woodyard

Director of Business Development, Pushpay

*The International Catholic Stewardship Council's conference remains the top event for myParish App and Diocesan Publications year after year. No other conference provides such a personal connection to parishes and dioceses across the globe who are looking to embrace new ways to evangelize, make disciples and grow the Church.*

Mike DiCosola

Director of Digital Services,  
myParish App, Diocesan

*Lynch Development Associates highly recommends partnering with ICSC to broaden your client base and further your mission. The benefits extend far beyond the annual conference!*

Kevin T. Lynch

President, Lynch Development Associates

**GOLD-LEVEL STRATEGIC PARTNER \$15,000****Year-Round Benefits**

- Wisdom From ICSC Strategic Partners  
*Six-month rotation in 2021 calendar year*
  - E-version Educational Opportunity Distributed to ICSC members
  - Video on ICSC website
- Recognition of Our Strategic Partners
  - Live link on ICSC website
- ICSC 2021 Preferred Vendor Directory
- First opportunity to serve Regional Meetings
- ICSC Member
- Post open positions on ICSC website

**Conference Benefits**

- Session presenter opportunity
- Three exhibit booths in premier location
- Additional booth space: Up to 10 booths at 50% discount
- Ten complimentary conference registrations
  - Additional registrations at \$499
- Conference meals for conference registrants
- Co-Sponsor:
  - Opening Ceremonies
    - Ten-slide rotating PowerPoint video (no audio) at entrance and exit
  - Tuesday's Luncheon
    - Ten-slide rotating PowerPoint video (no audio) at entrance and exit
    - Promotional Flyer
- Conference program recognition
  - Organization name
  - Description of professional services
  - Two-page spread ad prominently displayed
  - Thank you recognition
- Gold Partner recognition signage in registration area
- Gold Partner ribbon affixed to name badges of your representatives
- Single item insertion in conference tote bags
- Complimentary e-version list of conference registrants available four months prior to conference and upon completion of conference
- E-blast announcement of Strategic Partner's conference sponsorship
  - Link to Partner's website



**SILVER-LEVEL STRATEGIC PARTNER \$10,000****Year-Round Benefits**

- Wisdom From ICSC Strategic Partners  
*Three-month rotation in 2021 calendar year*
  - E-version Educational Opportunity Distributed to ICSC members
  - Video on ICSC website
- Recognition of Our Strategic Partners
  - Live link on ICSC website
- ICSC 2021 Preferred Vendor Directory
- First opportunity to serve Regional Meetings
- ICSC Member
- Post open positions on ICSC website

**Conference Benefits**

- Session presenter opportunity
- Two exhibit booths in prime location
- Additional booth space: Up to 5 booths at 25% discount
- Six complimentary conference registrations
  - Additional registrations at \$499
- Conference meals for conference registrants
- Co-Sponsor
  - Monday's Luncheon
    - Ten-slide rotating PowerPoint video (no audio) at entrance and exit
    - Promotional Flyer
  - Conference Session Beverage Breaks
    - Signage in area
- Conference program recognition
  - Organization name
  - Description of professional services
  - Full-page ad
  - Thank you recognition
- Silver Partner recognition signage in registration area
- Silver Partner ribbon affixed to name badges of your representatives
- Single item insertion in conference tote bags
- Complimentary e-version list of conference registrants available three months prior to conference and upon completion of conference
- E-blast announcement of Strategic Partner's conference sponsorship
  - Link to Partner's website

**BRONZE-LEVEL STRATEGIC PARTNER \$5,000****Year-Round Benefits**

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- Recognition of Our Strategic Partners
  - Live link on ICSC website
- ICSC 2021 Preferred Vendor Directory
- First opportunity to serve Regional Meetings
- ICSC Member
- Post open positions on ICSC website

**Conference Benefits**

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- Session presenter opportunity
- One exhibit booth
- Four complimentary conference registrations
  - Additional registrations at \$499
- Conference meals for conference registrants
- Conference program recognition
  - Organization name
  - Description of professional services
  - Half page ad
  - Thank you recognition
- Bronze Partner recognition signage in registration area
- Bronze Partner ribbon affixed to name badges of your representatives
- Single item insertion in conference tote bags
- Complimentary e-version list of conference registrants available two months prior to conference and upon completion of conference
- E-blast announcement of Strategic Partner's conference sponsorship
  - Link to Partner's website

## ADDITIONAL OPPORTUNITIES FOR SUPPORT

### Conference Exhibitor \$2,450

- One exhibit booth space
- Two complimentary conference registrations
  - Additional registrations at \$499
- Conference meals for conference registrants
- Conference Program recognition
  - Organization name
  - Description of professional services
- Complimentary e-version list of conference registrants available one month prior to conference and upon completion of conference
- Opportunity for conference tote bag enclosure (additional fee of \$500)
- Opportunity to purchase half page advertisement in Conference Program (additional fee of \$750)
- Opportunity to purchase quarter page advertisement in Conference Program (additional fee of \$500)

### Additional Recognition Opportunities

- Conference Program recognition . . . . \$500
  - Organization name
  - Description of professional services
- Conference Tote Bag Enclosure. . . . . \$500
- Half page advertisement in Conference Program . . . . . \$750
- Quarter page advertisement in Conference Program . . . . . \$500

### Additional Sponsorship Opportunities

- At-a-Glance Program. . . . . \$1,500
  - Logo on program
- Lanyards . . . . . \$2,500
  - Logo on lanyard
- Liturgy Book . . . . . \$3,000
  - Full page ad on back of book
- Conference Tote Bags . . . . . \$7,000
  - Logo on tote bag
- Registration Brochure . . . . . \$10,000
  - One exhibitor booth space
  - Two complimentary conference registrations
  - Full page ad in brochure
- Conference Program Book. . . . . \$10,000
  - One exhibitor booth space
  - Two complimentary conference registrations
  - Full page ad on back of book
- WiFi Sponsor . . . . . \$15,000
  - One exhibitor booth space
  - Two complimentary conference registrations
  - Full page sponsorship ad in conference program book



## CONFERENCE HOTEL INFORMATION

### ICSC Conference Headquarters Hotel

The Hilton Anaheim Hotel is located just one mile from the Disneyland® Resort. Sun-seekers will love deck-access rooms, and their health club features a gym with the latest equipment, an adult indoor pool and hot tub. Comfortable rooms and suites, fantastic dining and first-class facilities for business and recreation all combine to ensure an unforgettable stay in Anaheim, California.

Hilton Anaheim Hotel  
777 W Convention Way  
Anaheim, California 92802

### Hotel Reservations

ICSC has made arrangements through its conference coordinator, Plaza Meetings, for accommodations at the Hilton Anaheim Hotel. Hotel reservations will be available on the ICSC website after January 1, 2020.



## A HISTORY OF THE INTERNATIONAL CATHOLIC STEWARDSHIP COUNCIL

The International Catholic Stewardship Council (ICSC) was originally founded in 1962 by the late Cardinal Joseph Ritter, Archbishop of St. Louis, Missouri to explore a means by which dioceses might be able to come together specifically to discuss, exchange ideas and share information about how they approached the challenges of funding the development of their dioceses, parishes, and schools.

In late autumn of that year, Cardinal Ritter encouraged many dioceses to form a group called the National Council for Diocesan Support Programs, or NCDSP. In 1967, NCDSP incorporated, and in 1968, the new NCDSP board of directors changed its name to the National Catholic Stewardship Council (NCSC). One of its first Episcopal Moderators was Bishop Edward Swannstrom, who headed Catholic Relief Services.

NCSC tried to identify a more spiritual and theological approach to the concept of Christian stewardship and to re-discover this ancient theology found in the New Testament canon which moved beyond money and finances into a total way of life.

Beginning in 1991, at the NCSC Chicago conference, a program was prepared that not only included a greater emphasis on the theological and spiritual aspects of stewardship, but also offered sessions which had greater appeal and practical value to parishes. Up to this point, the organization had been primarily diocesan-driven.

Chaired by the late Archbishop Thomas Murphy of Seattle, Washington, the United States bishops' ad hoc committee on stewardship drafted a pastoral letter on Christian stewardship. The final draft, "Stewardship: A Disciple's Response," was unveiled at the 1992 ICSC conference. Two weeks later at their annual meeting, the bishops overwhelmingly approved the document and authorized its publication as a pastoral letter of the United States Conference of Catholic Bishops.

In 1991 an ICSC board position was established for a Canadian representative, and NCSC became, in effect, an international organization. The first of three international conferences was held in Rome in 1996, and in 1999, the ICSC board of directors voted to change the organization's name to the International Catholic Stewardship Council, Inc. to reflect its international mission.

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ICSC continues to grow and change; striving to promote and support Catholic teaching on stewardship, which is not simply an appeal for funds; but a Gospel- inspired expression of how we live our lives in response to the call of Jesus Christ. In 2017, ICSC conducted its first conference among the 19 dioceses of the Antilles Episcopal Conference in the Caribbean where English is the predominant language.

This year, ICSC co-sponsored its first Asian stewardship conference in the Philippines. It was attended by 25 bishops from the Philippines, a record-setting number of bishops for an ICSC event.

Archbishop Socrates Villegas, immediate past president of the Philippines' Conference of Catholic Bishops, commended ICSC for its missionary work in the Philippines and expressed his gratitude to the board of directors and members of ICSC for its global missionary vision and for spreading the Good News through the lens of stewardship, a new way to think about evangelizing in a world much in need of God's healing presence.





ICSC Resource Center  
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[www.catholicstewardship.com](http://www.catholicstewardship.com)

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For questions regarding exhibitor registration or benefits, please contact:

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