

## Sample email script:

(For past sponsors) *Thank you for your past support of Aviation Indiana (AI) - the voice of aviation within Indiana, for all segments of Indiana aviation. I am asking for your continued support.*

(For potential new Sponsors) *Thank you for your involvement in (identify activity related to aviation such that you are reaching out to the company). I am asking for your support of Aviation Indiana (AI) - the voice of aviation within Indiana, for all segments of Indiana aviation.*

Some of AI's recent successes include actively working with our legislature to create a dedicated fund for aviation, incentivize new airline routes, clarifying and strengthening the law to give airports exclusive jurisdiction over the use and development of airport property, and advocating for operational efficiencies for airport boards. Our recent successes showcase the continuing need to advocate for aviation in our state. We must continue to get the word out about the importance our airports and aviation play in building our economy, and continue to fight for additional dedicated funding for aviation to meet the needs of the system.

As leaders in promoting aviation, we host meetings and trainings for aviation professionals and serve as the catalysts for aviation interests to come together. We represent more than just airports, working on issues that help FBO's, pilots, businesses that use aviation to reach their customers, and aviation manufacturers. AI continues to work to best position aviation to support job creation and economic development, both inside and outside the aviation industry. AI helps Indiana's airports to tell the story of how airports are a local community's gateway to opportunity and what aviation represents in transportation time savings, job creation, and economic development.

To keep this momentum, we need your help in the form of sponsorship to allow us to continue the mission of the AI, aiding to offset the cost of our conference and outreach efforts. AI's Annual Conference is the best opportunity to coordinate meetings between AI members, the Federal Aviation Administration (FAA), and the Indiana Department of Transportation (INDOT) Office of Aviation, allowing discussion directly related to the furtherance of aviation.

Our airport has been a member of the AI for many years, and *(I serve as a Director or support the organization)* because of its proactive interest in aviation, and the positive effect it has on aviation legislative matters.

I ask for your support of AI by pledging a sponsorship of our annual conference that will be held October 15-17, at the Blue Chip Hotel in Michigan City, IN. In addition to this form of contribution, we also have specific event sponsorships connected with the conference available this year. Please see the enclosed attachment for details.

**Your sponsorship is greatly appreciated, and our organization will recognize your actions at the conference and in our newsletter.** Please feel free to contact me to discuss these possibilities.

Thank you for your time and consideration. Your support will help our airports and industry continue to be a critical transportation component within Indiana and the nation.