

2020



Corporate Partnerships

How your business and Hospice Isle of Man can work together

Want to engage your staff with a hugely motivating cause that makes a real difference to the lives of people living in our community?

Then please get involved with supporting Hospice Isle of Man.

Whether you take inspiration from our fundraising suggestions at the end of this document, all the support we receive and every penny you raise, counts towards helping us to help our patients live well, their way, to the end of their lives.

Who we are

Hospice Isle of Man is an independent charity providing palliative and end of life care, free of charge, in a setting of the patient's choice, whether that is at home, in hospital, at our specialist unit or other care environment. We share the ethos of the founder of the Hospice Movement, Dame Cicely Saunders, who is quoted as saying,

"You matter because you are you, and you matter to the end of your life".

Our purpose is to support patients to live well, their way, to the end of their lives.

Since we were founded in 1983, we have cared for over 8,000 patients on the Isle of Man and we are very grateful to have become a cherished part of the local community, offering a broad range of services to those in need.

Some of the services we provide

- 12 purpose built bedrooms – our in-patient unit provides specialist palliative respite and end of life care.
- Rebecca House Children's Hospice
- Scholl Wellbeing Centre
- Community Nursing and Hospice at Home
- Psychological support
- Lymphoedema clinic
- Occupational and physiotherapy as well as rehabilitation support
- Chaplaincy team – spiritual care and support is available to all patients, families and carers regardless of faith or religion
- Bereavement support
- Complimentary therapies such aromatherapy, massage, aromaflexology, acupuncture, cognitive relaxation and reiki
- Social Worker support
- Elaine's Coffee Shop
- Young persons' psychological and bereavement support services
- Compassionate Isle of Man

How we are funded

We work closely with our partners at the Isle of Man Department of Health and Social Care (DHSC) to ensure that we are neither duplicating nor under-resourcing services available within the local community.

We currently receive approximately £600,000 each year in funding from the Isle of Man Government DHSC and have a need to fundraise over £4.5 million each year in order to meet our £5 million plus running costs.

We deliver all of our services completely FREE OF CHARGE to our service users, patients and those that matter to them.

Corporate support – why is it important?

Corporate fundraising and volunteering not only helps us raise much-needed funds to continue to provide our services free of charge, but is known to:

- Boost your employee morale and motivation
- Promote your employee retention
- Offer you team building opportunities
- Contribute towards your professional and personal development
- Helps meet your CSR objectives
- Promotes and raises awareness of your business with your clients and the wider community

Your partnership with Hospice Isle of Man

Together we can make a real difference to patients and their families across the Isle of Man.

We'll work with you to create bespoke events and volunteering opportunities designed to motivate your staff, unite your suppliers or get the attention of your customers.

For more information about a Hospice Isle of Man partnership, please get in touch with Steven Downward on 01624 647434.

What we can offer our corporate partners

- A dedicated contact at Hospice Isle of Man who will work closely with you and your staff or Charity Committee throughout the year to create bespoke fundraising activities and events.
- Access to regular and one-off volunteering opportunities for your employees - taking place at the Hospice, in our shops, at our events or out in the community.
- Opportunities to promote your support locally and raise the profile of your business in the area.
- Access to a speaker. People are often surprised to learn that a hospice is far more than they initially expected. Our hospice talks offer groups and companies the opportunity to learn more about the charity, the work of the hospice and most importantly, the impact we have on our local community.
- Tours of Hospice Isle of Man and Rebecca House Children's Hospice to see first-hand how your contributions directly influence our life-changing patient care.

Fundraising

Whether it be a bake sale, quiz, football tournament, or something much more whacky - we can be there to support you 100% of the way. We can provide fundraising equipment, charity literature and merchandise too.

At your event, we can make our new contactless payment donation terminals (Tap to Donate) available so you can more efficiently collect donations without the need or risk of handling cash. The terminals can be preset to three values from between £1 and £30. Of course, we can also make our traditional collection boxes or buckets available for those individuals who would prefer to give a cash donation.



To further personalise your event, for a small additional cost of £20 per plate, we can work with you to create your own bespoke branded Tap to Donate branding plates that can be used at your event and designed specifically for your chosen Hospice cause, for example Rebecca House.

Volunteering

We are always looking for volunteers to help us out at our events, in our shops or out in the community. We would also love to hear about any ideas you might have on skills-based volunteering projects or team building days.

Sponsorship

Throughout the year, we organise a number of well-established events which can provide an attractive marketing opportunity for local businesses.

Sponsors help to ensure that all the funds raised at each of our Hospice-organised events go towards helping us to be able to continue offering our services to our patients, their families or their carers.

To discuss how else we can support you in a partnership, call Steven Downward on 01624 647434

Other ways your staff may wish to help us

Help by giving a regular donation

By giving a regular donation*, you can help make a difference to patients and their families living in our local community. With your support, Hospice Isle of Man is able to support hundreds of patients and their loved ones each year.

A regular donation allows us to plan for the future because we know, day-in day-out, that we will have a steady income stream that we can rely upon. Regular gifts enable us to support our future plans, so the community are safe in the knowledge that specialist end of life care can continue to be provided free of charge.

To set up a regular donation, visit our website www.hospice.org.im/donate

*Monthly, quarterly, half-yearly, annually

Hospice Lottery

From just £5 per play, per month, you could win one of three prizes each month with a **first prize of £1,000**.

Income from our Lottery draw goes towards helping us to remain sustainable for the future and our £5 million plus annual running costs.

Sign up via our website at www.hospice.org.im/lottery

How your donation can make a difference

- £10** a patient's meals for a day
- £25** a Rebecca House day trip for a child
- £40** one complementary therapy
- £50** one palliative care nurse home visit
- £60** 3 hours' of Hospice at Home care
- £75** Lymphoedema treatment
- £100** recruit and train a new volunteer

2020 Partnership Opportunities

Event	Event description	Date	Volunteers required	Volunteers supporting with	Sponsorship outline	Sponsorship amount
Christmas Tree Recycling		05/01/20	5-6	<ul style="list-style-type: none"> Helping to unload Christmas trees that have been collected 	Where financial support is given, we will ensure your brand visibility on all marketing materials, acknowledgement in all comms including on our website	
Fashion Show		27/03/20	6	<ul style="list-style-type: none"> Helping the models with their preparation Helping with the general smooth running of the show 		
Tynwald Day		04/07/20 & 05/07/20	2-3	<ul style="list-style-type: none"> Manning our stalls selling merchandise and promoting our services 		
Southern Agricultural Show		July 2020	2-3	<ul style="list-style-type: none"> Manning our stalls selling merchandise and promoting our services 		
Royal Agricultural Show		07/08/20 & 08/08/20	2-3	<ul style="list-style-type: none"> Manning our stalls selling merchandise and promoting our services 		
Christmas Fair	Our ever-popular annual Christmas Fair, held at the Villa Marina, is one of our biggest events of the year and one of the biggest Christmas events on the Island. Each year the Villa Marina is filled with stalls from local businesses, and is flooded with people	29/11/2020	6	<ul style="list-style-type: none"> Helping to set-up before and tidy-up after the fair Manning Hospice stalls 	<p>Should you wish to financially support this event, the sponsorship amount covers the cost of hiring the venue.</p> <p>In exchange for financial support, your branding will appear on all marketing materials, acknowledgement in all comms including on our website as well as recognition in all media promotion.</p>	£2,000

	looking to find festive goodies.				You will also receive a complimentary stall at the event or other physical presence subject to further discussions.	
Light Up a Life Service		06/12/2020	8	<ul style="list-style-type: none"> • Car park and garden service marshalling • Guiding attendees • Serving refreshments 		
Pamper Afternoon	In aid of Rebecca House, provides attendees with an afternoon of luxurious beauty treatments and a delicious afternoon tea. The pamper session includes: mini manicures, pedicures, gel polishes, eyebrow shapes, massages, and tarot card reading.	28/06/2020			Your financial support will cover the costs of the pamper afternoon supplies and refreshments. You will also receive 5 complimentary tickets to the event.	£1,000

Some fundraising ideas

Host for Hospice

Food is a reliable way to attract attention and incentivise supporters to donate to us. By Hosting for Hospice in a community space and asking for donations for admission to the event, this is a great way to raise funds for Hospice Isle of Man. Alternately; you might want to opt for a smaller but similar event such as the classic bake sale.

Contact Steven Downward on 01624 647434 for your Host for Hospice pack.

Dress down day

These are very popular and an easy way for you to raise funds for Hospice Isle of Man where, in exchange for a donation, everyone can wear their own clothes rather than the usual office attire. If you're feeling more adventurous, why not give your day a theme? Come as your favourite book or film character or a superhero.

Penny Drive

There are so many variations on the classic Penny Drive and you can be as creative as you like with this easy fundraising idea. Keep it simple by going with the traditional fundraiser, perhaps asking local shops to showcase your donation jar in their store.

Used Book Sale

Used book and rummage sales are some of the easiest fundraising ideas for groups of all sizes, particularly community groups and organisations.

You might choose to structure your used book sale in a number of ways. Usually, you will ask for donations of used books to sell at the event, although you may want to be more creative to find a method that works best for your organisation or community.

Used book sales are easy fundraising ideas because they require very few additional investments other than the time it takes to plan, set up, and host them. They are a fun impulse purchase for many people, so with the right selection, you can raise a good amount of funds for Hospice Isle of Man.

Balloon Raffle

A balloon raffle is a fun and inexpensive fundraising idea. All you need to get started are balloons, raffle tickets, and a prize.

Place a raffle ticket inside of every balloon and charge £1 for each balloon. Everyone will pop the balloons they purchase to find their raffle ticket. The person with the winning ticket gets the prize.

Balloon raffles work best when they are an activity which is part of a larger event, where you have a large audience of donors in one location, like during a fundraising gala or auction.

Cute Baby Contest

Raising vital funds for Hospice Isle of Man can be as simple as organising a baby photo contest. Members of your staff can participate by bringing in a silly, adorable, or even embarrassing photo of themselves as a child.

Line up all the photos and have people vote on their favourite one by placing money beside the images they like.

The person with the photo that has the most money wins! You can give the winner a prize or split the money you raised to make this fundraiser as inexpensive as possible.

Envelope Fundraiser

Envelope fundraisers can be adapted to fit any organisation, no matter the size. All you need to get started are some envelopes and a bulletin board.

All you need to do is number the envelopes with different donation amounts and post them on the bulletin board in a central location. Donors can simply choose the envelope that corresponds with the amount they want to give and place their donation inside the envelope. Once all the envelopes have been filled, the fundraiser is over.

This easy, inexpensive idea has a high fundraising potential. Your organisation could raise a significant amount for Hospice Isle of Man with this simple idea.

Golf Tournament

Golf tournaments are another fundraising idea with the possibility of yielding a good return on the resources you spend to plan them.

By offering additional games, challenges, and donation opportunities throughout your golf tournament, many organisations regularly exceed their fundraising goals and attendees look forward to each year's tournament.

This list of fundraising ideas are just some of the ways in which you could help raise much-needed funds for your Hospice. We are always very willing to work with you to come up with other fun and creative fundraising ideas. **To discuss how else we can support you in a partnership, please call Steven Downward on 01624 647434**