The Black Academy of Arts and Letters, Inc.

September 1-3, 2017 Festival

Dallas

.

Days

**Honorary Chair** 

Will Downing

RIVERER

Honorary Chair Erykah Badu

# **2** Venues

**Veekend** 

Labor Day in Dallas

Honorary Chair Najee



### **RIVERFRONT JAZZ FESTIVAL**

### CREATED AND PRODUCED BY Curtis King The Black Academy of Arts and Letters, Inc.

### **HONORARY CHAIRS**

Najee Will Downing Erykah Badu

### DATES

### Labor Day Weekend 2017

(Friday, September 1 - Sunday, September 3, 2017)

### VENUES

### **Texas Horse Park**

### 811 Pemberton Hill Rd, Dallas, TX 75217

Midnight After Party Open Stage Jazz, Soul and Blues Jam TBAAL Naomi Bruton Main Stage and Clarence Muse Cafe Theatre

FOR MORE INFORMATION, CONTACT - CURTIS KING via 214-743-2440 or email executiveoffice@tbaal.org

# **FESTIVAL OVERVIEW**

**TBAAL Photo Archives** 

Curtis King, founder and president of The Black Academy of Arts and Letters, Inc. (TBAAL), has traveled around the country for 15 years to frequent and study major music festivals, specifically festivals of a jazz nature. For almost forty (40) years, TBAAL has entertained millions of patrons from around the globe in its downtown Dallas location, the Kay Bailey Hutchison Convention Center. True to its mission, the major multi-discipline cultural arts conglomerate, fosters, cultivates, perpetuates, preserves and promotes the arts and letters of the African, Caribbean and African-American experience. TBAAL serves over 450,000 arts enthusiasts annually and is an iconic centerpiece for the city of Dallas' artistic and cultural diversity offerings to its citizens and tourists worldwide.

Dallas, known as "the can-do city" and a "city that works," is the steady pulse and heartbeat of a major growing American metropolitan area that prides itself on being a new frontier and maverick of the southwest for exciting and creative innovations. Many people are unaware that Oscar, the Academy Award statuette, was named from Texan Oscar Pierce, whose niece worked in Hollywood for the Academy of Motion Pictures, Arts and Sciences. When she saw the gold statuette, she reportedly said, "Why, that looks just like my Uncle Oscar." History like this is a testament that Texas continues to be a beacon of light and fertile ground for transplants, immigrants and settlers to hang their permanent hats on a thriving city like Dallas!

Dallas, accessibly located in the center of the country, is a prime spot for an exciting national festival to attract tourists. Simultaneously, it gives Dallas/Fort Worth residents an opportunity to partake in a major music festival and to see on three stages some of the world's best national and international mainstream, cutting-edge, traditional and contemporary jazz artists and performers. In addition to jazz performers, patrons will experience a gumbo of music featuring blues and soul artists on a separate stage. Also, a stage for Promising Young Artists from Dallas/Fort Worth and around the country will showcase youth from record companies, area schools and noteworthy jazz and music programs in day-long, back-to-back performances. For three days, festival attendees will browse and shop through vendor booths, experience diverse foods and enjoy music performances. Produced by TBAAL, the Riverfront Jazz Festival promises to be one of the city's annual major attractions for patrons, thousands of tourists and Dallas citizens for years to come.

# INSTITUTION HIGHLIGHTS

- TBAAL is a multi-discipline arts organization whose mission is to create and enhance an awareness and understanding of artistic, cultural and aesthetic differences utilizing the framework of African, African American and Caribbean Arts and Letters. Additionally, its purpose is to promote, foster, cultivate, perpetuate and preserve the Arts and Letters of the African, African American and Caribbean experience in the Fine, Literary, Performing and Cinematic Arts.
- TBAAL Season runs from September 1 through August 31.
- July 17, 1977, Curtis King founded this arts institution on his dining room table with a personal investment of \$250.
- TBAAL grew out of the New York City based Black Academy of Arts and Letters founded in 1969.
- Now based in Dallas, Texas, TBAAL is housed in a 250,000 sq. ft. facility located in the heart of downtown Dallas in the Dallas Convention Center.
- TBAAL is the only arts and African American institution housed in a major urban convention center in the nation.
- TBAAL's facility has 2 theatres (Naomi Bruton Main Stage seats 1,750 and Clarence Muse Cafe Theatre - seats 250), costume · shop, 4 large banquet/meeting rooms, gallery, gift shop, administrative offices, etc.
- TBAAL has a full-time staff of 16, a 9 member board of directors and over 100 volunteers.
- In June of 2015, the Mayor and Dallas City Council approved an additional 30-year contractual agreement for TBAAL to continue its operations in the downtown Dallas Convention Center. This location has been the permanent home of the institution since January 1989.
- In the early 1980s, TBAAL received its first \$5,000 grant from the City of Dallas. Since then, that support has grown to over \$350,000 to support its programs and operations from the City of Dallas' Office of Cultural Affairs. TBAAL has received Artsand- Education funding from the Dallas Independent School District for several years. Its first year funding of \$52,000 has increased to over \$150,000.

### INSTITUTION HIGHLIGHTS (Continued)

- Annually, TBAAL services an audience of over 500,000 patrons, has a membership base of 10,000, sends/distributes brochures to 50,000 patrons on our nationwide general mailing list, receives over 4 million hits on the institution's website, has over 12,000 Facebook Fans, 30,000 Followers/Connections on Twitter (nearly 6,000 weekly Re-Tweets), 500 plus LinkedIn connections and advertises/communicates daily to over 40,000 patrons currently on our email database.
- TBAAL services more than 50,000 youth in its Arts-and-Education programs.
- Annually, TBAAL presents and produces over 100 programs in theatre, music, dance, film/video/photography and visual and literary arts.
- In October 2013, TBAAL hired its first Chief Executive Director, Jiles R. King, as a part of the institution's succession plan.
- TBAAL has been the launching pad for such notable artists as Grammy winner Erykah Badu and Emmy and Golden Globe winner Regina Taylor.
- Nearly four decades, TBAAL has been home for thousands youth and emerging • young artists. Also, the likes of established artists Erykah Badu, Ledisi, Eartha Kitt, Esther Rolle, Beah Richards, Phyllis Hyman, Billy Preston, Patti Austin, Najee, Gerald Albright, Will Downing, Angie Stone, Phylicia Rashad, Debbie Allen, Fantasia, Kim Fields, Anna Maria Horsford, Antonio Fargas, Blair Underwood, Ossie Davis, Ruby Dee, Malcolm Jamal Warner, Loretta Devine, Kim Whitley, George Faison, Dionne Warwick, Harolyn Blackwell, Oleta Adams, Peabo Bryson, Lalah Hathaway, Jennifer Holiday, Chrisette Michele, Melba Moore, Cicely Tyson, Warrington Huddlin, Stanley Crouch, Sonia Sanchez, Diahann Carroll, Malik Yoba, Steve Harvey, Rickey Smiley, Maya Angelou, Della Reese, Jackee Harry, Louis Gossett Jr., Vondie Curtis-Hall, Christian Keyes, Margaret Walker, Alice Randall, Clifton Davis, Lou Myers, CeCe Winans, Maysa, Nnenna Freelan, KoKo Taylor, Wynton Marsalis, Tramaine Hawkins, Vickie Winans, Charles S. Dutton, Sheryl Lee Ralph, KiKi Shepard, Linda Hopkins, Freda Payne, Oliva Cole, Kevin Hooks, Robert Hooks, Roger E. Mosley, Jr., Ernest Hardin, Jr., Kim Coles, T.C. Carson, CoCoa Brown, Rodney Perry, Damon Williams, Jeff Lorber, Philip Rose, Juanita Moore, Irma P. Hall, Kirk Franklin, Charley Pride, Tevin Campbell, David E. Talbert, Dick Gregory, Bill Cosby, Halle Berry, Yolanda King, Hal Williams, Marla Gibbs, Elizabeth Catlett, Romare Bearden, Jacob Lawrence, Samella Lewis, Mari Evans, Myrna Summers, Sara Jordan Powell, Ella Joyce, Bill Cobbs, Bobbi Humphrey, Tony Terry, Rahsaan Patterson, Ray J, Jennifer Williams, Frenchie Davis, Ann Nesby, Ruben Studdard, Jasmine Guy, Cassi Davis, Kirk Franklin, Tamela and David Mann, Cissy Houston, etc. have performed in many of TBAAL programs and special projects.

Revised 9/7/2016

# SCHEDULE OF EVENTS

TBAAL Photo Archives

The Riverfront Jazz Festival will open on Friday, September 1, 2017 with an evening concert that kicks off the inaugural festival and the holiday weekend. Saturday and Sunday will be full days of performances, beginning in the afternoon and running into the late evening.

The festival **Jazz Stage** features some of the top named jazz and R&B performers in the country. Proposed acts for 2017 include the University of North Texas One O'clock Jazz band, Roy Hargrove, Erykah Badu, Lalah Hathaway and Jeff Lorber.

The **Blues and Soul Stage** will feature blues, soul and R&B musicians from all over the country including proposed artists Lucky Peterson, R.L Griffin, Maysa, Pieces of a Dream, Oleta Adams, Patrice Rushen, Jon Secada and Karen Briggs.

The **Promising Young Artists** Stage will present young aspiring jazz, pop and R&B artists performing covers of timeless classics, as well as, their own exciting compositions.

Friday and Saturday nights, musicians from around the country join Dallas/Fort Worth musicians in an **Open Stage After Party Jam Session** - 12:30 am - 2:00 am in both TBAAL's Naomi Bruton Main Stage and Clarence Muse Café Theatre.

#### **Confirmed Performers**

- Oleta Adams
- Erykah Badu
- Alex Bugnon
- Jonathan Butler
- Divas of Jazz, Pop and Soul: Eloise Laws, Freda Payne and Mary Wilson
- Will Downing
- Rachelle Ferrell
- Melanie Fiona
- R.L. Griffin "The Reverend"
- Euge Grove
- Roy Hargrove\*
- Wanda King
- Jazz in Pink featuring Karen Briggs
- Chuck Loeb
- Jeff Lorber
- Shaun Martin
- Keiko Matsui
- Maysa
- Najee
- Rahsaan Patterson

- Lucky Peterson
- Phil Perry
- Pieces of a Dream
- Six Brothers on Sax: Keith Anderson, Tom Braxton, Mark Felton, Art Sherrod, Jr., Joseph Vincelli and Clay Pritchard
- Jackie Scott and the House Wreckers
- Jon Secada
- Ruben Studdard
- Tambourine Lady (Rosalie Washington) & The New Orleans Soul Band
- Paul Taylor
- The Funky Knuckles
- Martha Wash
- Kim Waters
- Peter White
- Yarbrough & Peoples

#### PROMISING YOUNG ARTISTS STAGE

Talent to Be Confirmed

**LOCATION SITES** 

**TBAAL Photo Archives** 

Jazz Stage Blues and Soul Stage

**Promising Young Artists Stage** 

**Festival Arts-and-Education Pavilion** (Workshops led by Celebrity Artists)

**International Food and Beverage Court** 

Festival Booths Market Place (Give-Aways and Sellers)

> **Festival Souvenirs** (T-Shirts and Programs)

#### Meet-and-Greet the Artists, Talk Backs and Autographs

**Box Office** (Ticket Purchase & Will Call)

Lost and Found

VIP / Corporate Seating

VIP Corporate Lounge

Parking

**First Aid** 

**Security Station** 

Restrooms

**Information Center** 

Media, Volunteer and Staff Check-in

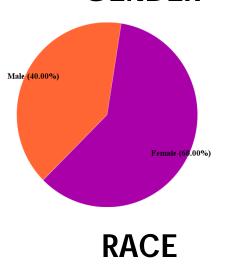
**TBAAL Naomi Bruton and Clarence Muse Café Theaters** 

# AUDIENCE DEMOGRAPHIC

GENDER

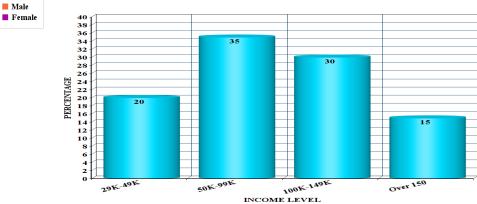
### **INCOME**

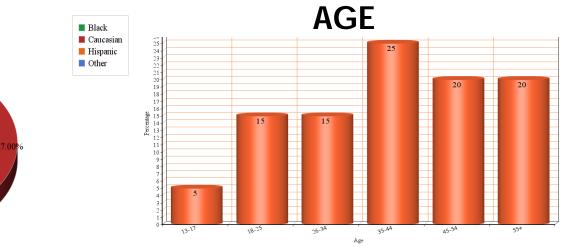
TBAAL Photo Archives



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19.00%





EDUCATION High School Graduate - 15% College Graduate - 55% Post Secondary Graduate - 30%

### SPONSORSHIR OPPORTUNITIES TBAAL Photo Archives

### FESTIVAL TITLE SPONSOR \$250,000

-Exclusive Naming Rights as Title Sponsor with name and logo integrated into Festival branding.

-Top Billing in all media, advertising and promotion and on all event signage and materials. Note that the Title Sponsor will have a more prominent position than the venue presenting sponsors.

- Print, Broadcast and Social Media Promotion/Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Festival Website

-Product/service exclusivity. No other company in the same industry category will be permitted to be a sponsor of the festival. (Product Information/Collateral Distribution as Festival Patrons enter/exit)

-Company logo featured on the official festival commemorative T-Shirt.

-Company name and logo prominently featured as Title Sponsor on Festival website and linked to The Black Academy of Arts and Letters institution website.

-Opportunity for company representative to deliver brief remarks at a Press Conference announcing the official launch of the festival and the national performing acts lineup 6 to 7 months before festival.

-Title Sponsor Pre-Festival Reception Kick-Off one day before festival begins.

-Opportunity for company representative to speak (2-3 minutes) once on the performance stages (Jazz, Blues & Soul, Promising Young Artists and After Party Jam Session) each day.

-Exclusive Title Sponsor Corporate Tent Lounge for invited company guests.

-600 Reserved Festival Tickets (200 per day @ 3 days for Corporate Employees and/or Guests).

### FESTIVAL TITLE SPONSOR (Continued)

-400 Festival After Party Music Jam Session Tickets (200 per day @ 2 days for Corporate Employees and Guests).

-Lead company name and logo on front cover of program.

-3 Full page color Ads in Festival program book.

-Four (4) Vendor Tables for Company at Festival.

-Fifteen (15) VIP Reserved Festival Parking Spaces for Company.

### -Name and/or Logo included in TBAAL 41th Season (September 1, 2017 – August 31, 2018) Media and Promotional Exposure:

- Season Brochure (50,000)
- Placement of Company Web Banner Logo on TBAAL Website for twelve (12) months (4.5 million hits annually)
- TBAAL È-blast to its 40,000 emáil patrons (3 million blasts annually)
- Print and Broadcast Advertising throughout season
- Program Voice-over acknowledging company as season sponsor
- Collateral/Signage in TBAAL's Lobby on season Supporter Banner
- Product information/Collateral or Distribution as Patrons Enter/Exit Season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$7,500 level

CONTACT TERESA GILBERT AT 214-274-2071 OR EMAIL ITGMARKETINGAGENCY@GMAIL.COM

# SPONSORSHIP OPPORTUNITIES

#### LEAD PRESENTING SPONSOR- JAZZ STAGE ONE ------\$100,000

-Exclusive Presenting Sponsor for Jazz Stage

-Jazz Stage named after company (Dallas Convention and Visitors Bureau Jazz Stage)

Photo Archives

-90 VIP Tickets, 30 per day at 3 days, for Corporate Executives admittance to Corporate Lounge

-450 Reserved Festival Tickets (150 per day @ 3 days for Corporate Employees and/or Guests)

-300 Festival After-Party Music Jam Session Tickets (150 per day @ 2 days for Corporate Employees and Guests)

- -On Stage recognition by Presenting Sponsor Representative(s) on Jazz Stage
- -Three (3) Full page 4-C Ads in festival program book

#### -Two (2) Vendor Tables for Company

-Name and/or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product Information/Collateral or Distribution as Festival Patrons Enter/Exit

# -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

- Season Brochure (60,000)
- Placement of Company Web Banner Logo on TBAAL Website for twelve (12)months (4.5 million hits annually)
- TBAAL E-blast to its 40,000 email patrons (3 million blasts annually)
- Print and Broadcast Advertising throughout season
- Program Voice-over acknowledging company as season sponsor
- Collateral/Signage in TBAAL's Lobby on season Supporter Banner
- Product information/Collateral or Distribution as Patrons Enter/Exit Season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$5,000 level



**BAAL Photo Archives** 

#### LEAD PRESENTING SPONSOR- BLUES AND SOUL STAGE TWO------\$100,000

-Exclusive Presenting Sponsor for Blues and Soul Stage Two

-Blues and Soul Stage named after company

-90 VIP Tickets, 30 per day at 3 days, for Corporate Executives admittance to

#### Corporate Lounge

-450 Reserved Festival Tickets (150 per day @ 3 days for Corporate Employees and/or Guests)

-300 Festival After-Party Music Jam Session Tickets (150 per day @ 2 days for Corporate Employees and Guests)

-On Stage recognition by Presenting Sponsor Representative(s) on Jazz Stage

-Three (3) Full page 4-C Ads in festival program book

#### -Two (2) Vendor Tables for Company

#### -Name and/or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product Information/Collateral or Distribution as Festival Patrons Enter/Exit

### -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

- Season Brochure (60,000)
- Placement of Company Web Banner Logo on TBAAL Website for twelve (12)months (4.5 million hits annually)
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- Product information/Collateral or Distribution as Patrons Enter/Exit Season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$5,000 level

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# SPONSORSHIP OPPORTUNITIE

#### LEAD PRESENTING SPONSOR – PROMISING YOUNG ARTISTS STAGE -----\$50,000

-Exclusive Lead Presenting Sponsor for Promising Young Artists Stage

-Promising Young Artists Stage named after company

- 60 VIP tickets, 10 tickets per day, for Corporate Executives admittance to Corporate Lounge

-225 Reserved Festival Tickets (75 per day @ 3 days for Corporate Employees and Guests)

-100 Festival After Party Music Jam Session Tickets (50 per day @ 2 days for Corporate Employees and Guests)

-On Stage mention on Promising Young Artists Stage and Midnight Music Jam Sessions Stage by Festival Host

-On Stage Recognition by Sponsor Representative(s) on Promising Young Artists

Stage and Midnight Music Jam Sessions Stage

-Two (2) Full Pages 4-C Ads in program book

#### -Two (2) Vendor Tables for Company

-Name or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product information/Collateral or Distribution as Festival Patrons Enter/Exit

# -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

- Season Brochure (50,000)
- Placement of Company Web Banner Logo on TBAAL website for twelve (12) months (4.5 million hits annually)
- TBAAL E-blast to its 40,000 email patrons (3 million blasts annually)
- Print and Broadcast Advertising throughout season
- Program Voice-over acknowledging company as season sponsor
- Collateral/Signage in TBAAL's Lobby on season Supporter Banner
- Product information/Collateral or Distribution as Patrons Enter/Exit Season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$2,500 level

CONTACT TERESA GILBERT AT 214-274-2071 OR EMAIL ITGMARKETINGAGENCY@GMAIL.COM

# SPONSORSHIP OPPORTUNITIE

#### LEAD PRESENTING SPONSOR - MIDNIGHT AFTER PARTY JAM SESSIONS MUSIC STAGES -\$50,000

-Exclusive Lead Presenting Sponsor for Midnight Jam Sessions Music Stage

-Midnight Jam Sessions Music Stages named after company

- VIP Corporate Lounge on Ground at Jazz Festival

-225 Reserved Festival Tickets (75 @ 3 days per day for Corporate Employees and Guests)

-100 Festival After Party Music Jam Session Tickets (50 per day @ 2 days for Corporate Employees and Guests)

-On Stage mention on Midnight Music Jam Sessions Stage and Promising

Young Artists Stage by Festival Host

-On Stage Recognition by Sponsor Representative(s) on Midnight Music Jam Sessions Stage and Promising Young Artists Stage

-Two (2) Full Pages 4-C Ads in program book

-Two (2) Vendor Tables for Company

-Five (5) VIP Reserved Parking Spaces for Company

-Name or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product information/Collateral or Distribution as Festival Patrons Enter/Exit

# -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

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- Print and Broadcast Advertising throughout season
- Program Voice-over acknowledging company as season sponsor
- Collateral/Signage in TBAAL's Lobby on season Supporter Banner
- Product information/Collateral or Distribution as Patrons Enter/Exit season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$2,500 level

CONTACT TERESA GILBERT 214-274-2071 OR EMAIL ITGMARKETINGAGENCY@GMAIL.COM



#### LEAD SPONSOR - FESTIVAL BOOTHS MARKETPLACE

-\$35,000

-Exclusive Lead Sponsor for Festival Booths Marketplace

-Signage of Company's name and logo prominently displayed at Marketplace

-150 Reserved Festival Tickets (50 per day @ 3 days for Corporate Employees and Guests)

-50 Festival After Party Music Jam Session Tickets (25 per day @ 2 days for Corporate Employees and Guests)

-On Stage mention by Festival Stage Host at Promising Young Artists Stage

-One Full page 4-C Ad in program book

-Two (2) Vendor Tables for Company

-Ten (3) VIP Reserved Parking Spaces for Company

-Name or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product information/Collateral or Distribution as Festival Patrons Enter/Exit

### -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

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- Program Voice-over acknowledging company as season sponsor
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- Product information/Collateral or Distribution as Patrons Enter/Exit season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$1,500 level

Contact Teresa Gilbert 214-274-2071

ITGMarketingAgency@gmail.com

# SPONSORSHIP OPPORTUNITIES

#### LEAD SPONSOR ARTS-AND-EDUCATION PAVILION

-\$35,000

-Exclusive Lead Sponsor for Arts-and-Education Pavilion

-Signage of Company's name and logo prominently displayed at Pavilion

-150 Reserved Festival Tickets (50 per day @ 3 days for Corporate Employees and Guests)

-50 Festival After Party Music Jam Session Tickets (25 per day @ 2 days for Corporate Employees and Guests)

-On Stage mention by Festival Stage Host at Promising Young Artists Stage

-One Full page 4-C Ad in program book

-Two (2) Vendor Tables for Company

-Ten (3) VIP Reserved Parking Spaces for Company

-Name or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product information/Collateral or Distribution as Festival Patrons Enter/Exit

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-TBAAL Corporate Membership at the \$1,500 level



#### LEAD SPONSOR INTERNATIONAL FOODS AND BEVERAGES COURT------\$35,000

-Exclusive Lead Sponsor for International Festival Foods and Beverage Court

-Signage of Company's name and logo prominently displayed at Food and Beverage Court

-150 Reserved Festival Tickets (50 per day @ 3 days for Corporate Employees and Guests)

-50 Festival After Party Music Jam Session Tickets (25 per day @ 2 days for Corporate Employees and Guests)

-On Stage mention by Festival Stage Host at Promising Young Artists Stage

-One Full page 4-C Ad in program book

-Two (2) Vendor Tables for Company

-Ten (3) VIP Reserved Parking Spaces for Company

-Name or Logo included in Media and Promotional Exposure:

- Print and Broadcast Advertising
- Collateral/Signage
- Press Release/Media Advisory
- Product information/Collateral or Distribution as Festival Patrons Enter/Exit

### -Name and/or Logo included in TBAAL 41th Season Media and Promotional Exposure:

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- Product information/Collateral or Distribution as Patrons Enter/Exit season performances (450,000 plus patrons attend programs annually)

#### -TBAAL Corporate Membership at the \$1,500 level

CONTACT: Teresa Gilbert at 214-274-2071 for Sponsorship request

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