



SPONSORSHIP

An Invitation

fall for jazz

JazzFest FALMOUTH

www.jazzfestfalmouth.org

Dennis Murphy (508) 294-3126

Stan Terrell (508) 548-3047

Sponsorship

A MESSAGE TO OUR PROSPECTIVE SPONSORS



Sponsors and benefactors are those individuals and organizations who recognize the importance of civic stimulus. Without such infusion so many worthwhile endeavors that enrich our daily lives would fail and the luster of our civic calendar would be less brilliant.

We are in touch with reality. We understand that in today's struggling economy, with so much at stake and so little to spare, sponsors must make sensible decisions about what they can or will support. Clearly, these decisions are not always easy.

Seasonal and annual events that have demonstrated their value to society and benefit to the community justifiably earn philanthropic considerations when requests go forth. New ideas and equally worthy enterprises that have yet to demonstrate their value have a tougher go at garnering support – that too is understandable.

With that said, we at JazzFest FALMOUTH, an upstart with big dreams, indefatigable energy, and a grand event in sight, respectfully request your thoughtful consideration and support.

Please, look at what we offer and the real value our new untried event will bring to the community. Ponder these possibilities and then join us – be a part of us. Be our sponsor!

Thank you,

Dennis & Stan

*What's in it for you?
...turn the pages.*



***"Alright, Jack, if you want me to play,
you gotta come up with some bread."***

Jazz Anecdotes, Bill Crow

***With that bit of reality trumpeting us to action, we rolled up our
sleeves, called on our friends, and created a jammin' jazz party.***

...keep going!

WE ARE...

JazzFest FALMOUTH is part of ArtsFalmouth, a not-for-profit 501(c)(3) organization. All donations to JazzFest FALMOUTH are therefore tax deductible to the extent the law allows. We are partners with the Arts Foundation of Cape Cod, which is coordinating marketing and advertising for this event, along with events in two other Cape Cod towns during this same weekend, as part of the "Fall for the Arts" program. A major partner of the AFCC and the "Fall for the Arts" program is the Cape Cod VIEW magazine.

OUR MISSION...

"The mission of JazzFest FALMOUTH is to enrich the cultural quality of our lives by celebrating Jazz, a unique American art-form, in Falmouth by bringing to Cape Cod a nationally renowned slate of artists to join with emerging and established regional musicians and local students to share in the practice, performance and appreciation of jazz in all its forms with jazz enthusiasts of all ages."

OUR PURPOSE...

ECONOMIC INFUSION

"JazzFest FALMOUTH, working collaboratively with all segments of the community, strives to make a positive economic impact and a tangible difference in Falmouth and across Cape Cod by musically energizing the cultural tourism market."

MUSICAL EDUCATION

"JazzFest FALMOUTH aims to provide educational clinics and workshops together with performance so that young and aspiring musicians will grow from the shared knowledge, experience and camaraderie in a stimulating and entertaining environment."

ECO-FRIENDLY COMMITMENT

"JazzFest FALMOUTH represents more than just a music festival – it is the expression of a community working together in harmony with its surroundings." We are committed to a conscientious ecological posture that demonstrates awareness and concern for our environment through positive planning, action and follow-up.

...now, see what we've created!

THE SCENE

WHAT UP? (Live it!)

JazzFest FALMOUTH is a week-long celebration of Jazz in Falmouth, where the Historical Society, town Library, Highfield Hall and many others will create an event-filled week of entertaining and educational action leading to a weekend of Jazz at the Harbor featuring The Dizzy Gillespie Alumni All-Stars and highlighted by many other national, regional and locally recognized artists and groups.

WHEN? (Book it now!)

September 29 through October 4, 2008 (SIX DAYS!)

- ♪ **MONDAY - THURSDAY gigs and action dot the landscape
TBA - The frenzy is building as the event schedule expands to accommodate the growing list of cool happenings.**
- ♪ **FRIDAY, October 3rd, from 8 PM to Midnight
Special Events: Dig an open-door stroll down Main Street with jazz blowing from restaurants, shops, galleries, and at Highfield Hall and Peg Noonan Park**
- ♪ **SATURDAY, October 4th, throughout the day
In the AM - clinics and workshops will be held for students of all ages
Noon to 10 PM - Headliners and more at the Marina Park overlooking beautiful Falmouth Harbor.**

♪ **A Lawn-Seating ticketed event: \$25 in advance and \$35 at the gate.**

**Local artists and crafters are invited to exhibit and sell their best.
Cape Cod edibles - a food court exhibiting the talent of local chefs.
Light spirits and soft beverages will be available.**

WHERE? (Be there!):

Falmouth, MA.

Cape Cod - Where the fresh salty sea breeze flings the polished sounds of Jazz across the sand dunes.

WHO? (Class-Acts!)

Check out the next pages for a full listing of headliners and live wires.



HEADLINER:

The Dizzy Gillespie Alumni All-Stars



The Dizzy Gillespie™ All-Star Big Band featuring Claudio Roditi on trumpet and Antonio Hart on saxophone, a veritable who's who among jazz musicians, was formed in the summer of 1998 to perform Dizzy Gillespie's classic big band repertoire and continue the legacy left by the late master.

ESPERANZA SPALDING TRIO



Blessed with uncanny instrumental chops, a multi-lingual voice that is part angel and part siren, and a natural beauty that borders on the hypnotic, the 23-year-old prodigy-turned-pro might well be the hope for the future of jazz and instrumental music.

MARCUS MONTEIRO 4 (mm4)



Featuring Jim Robitaille, winner of the 9th Annual Thelonius Monk International Jazz Composers Competition. Funk, jam band, electronica, improv jazz.

NEW BLACK EAGLE JAZZ BAND



The Black Eagles have been a fixture on the international jazz scene since 1971, bringing the sounds of traditional New Orleans Jazz to audiences all over the world. Premier band playing in the traditional jazz style.

KATE MCGARRY TRIO



"Kate McGarry is the best of a new breed of jazz vocalists whose pop sensibilities are integrated into their music."

PAT RYAN GROUP



Pat Ryan Group featuring Steve Langone, Tim Ray, Jorge Roeder, and Phil Grenadier. Contemporary jazz infused with Brazilian grooves and unforgettable melodies.

Falmouth Academy Jazz Band



Falmouth High School Jazz Band

SCHEDULE OF EXCITEMENT

JazzFest FALMOUTH begins the week of September 29, 2008 with music at venues around Falmouth.

Monday through Thursday, Sept 29th – Oct 2nd

SPECIAL EXHIBITS – The Falmouth Historical Society will display "NEW ENGLAND JAZZ HALL OF FAME" panels and offer refreshment to its guests under an outdoor party tent throughout the week and weekend while the main Library will extend many surprise offerings.

EDUCATION - Nothing can be more exciting for a student than to learn from true masters. Master Classes will be offered at Highfield Hall and if a gap appears in the programming, local musicians/teachers will be invited to participate as well. See "Educational Excitement" next page.

Friday Night, October 3

"Open door" jazz stroll along Main Street in Falmouth, with jazz playing in galleries, stores and restaurants and at Highfield Hall.

Saturday Main Events*, October 4

Marina Park, alongside Falmouth Harbor.

**11:30 Falmouth High School Jazz Band
Falmouth Academy Jazz Band**

x:xx Marcus Monteiro 4 - MM4 (Funk, jam band, electronica,improv)

x:xx Pat Ryan Group (Contemporary original jazz)

x:xx Kate McGarry Trio (Vocal, American Songbook)

x:xx New Black Eagle Jazz Band (Traditional New Orleans jazz)

x:xx Esperanza Spalding Trio (Latin/ contemporary, some vocal)

8:30 The Dizzy Gillespie Alumni All-Stars

This 7-piece line-up includes legends Claudio Roditi on trumpet, and Antonio Hart on saxophone. New York Voices' Kim Nazarian will join the All-Stars as vocalist.

*** SCHEDULE/ACTS SUBJECT TO CHANGE ***

EDUCATIONAL EXCITEMENT

- 1. West Falmouth, Woods Hole and all Falmouth Public Libraries will be promoting Jazz and Jazz awareness at the various branches for the week leading up to JazzFest. This includes multimedia DVD's, Music CD's and books about Jazz, Jazz Musicians and Jazz-related topics. Libraries will have creative discretion in how they promote JazzFest - this may include dance, theatre or other activities.*
- 2. The Falmouth Public Library will co-host a week-long series of educational seminars in the Hermann Foundation Meeting Room. These educational programs will include a Jazz Artist "Master Class" (interactive with students from varying local schools), that will be followed by a multi-media presentation (PBS "JAZZ" DVD series or other). Meeting rooms have been reserved. Dates are: September 29th, September 30th, October 1st, October 2nd. Times are: 7 PM Master Class, followed by a 15 minute break, followed by multimedia presentation. Programs will end by 9:30 PM.*
- 3. Highfield Hall will host a Master Class/Educational program (date and topic to be determined).*
- 4. Cape Cod Conservatory will host educational programs leading up to JazzFest (dates and topics to be determined).*

What's in it for you?



We're helping each Sponsor express who they are in our community.

A Sponsor will benefit from:

- ♪ An excellent return on investment in the form of exclusive recognition.***
- ♪ The opportunity to interact with thousands of citizens in your target demographic on-site during the festival.***
- ♪ The ability to impress clients with festival hospitality benefits as well as invitations to exclusive festival events.***

***We're not solely asking for support – we're helping to promote you.
We're helping each Sponsor sell more of their products/services.***

According to the Cone/Roper Report, more than half of those surveyed (59%) want companies to get involved in improving the quality of life at the local level (up 4% since 1993), rather than at the national level (26% in 1996, down 4% from 1993) or globally (9% in 1996, down 1% from 1993 levels). When price and quality are equal, 76% of consumers would be likely to switch to a brand associated with a good cause - up 10% since 1993.

...now see what we've reserved for you.

SPONSORSHIP BENEFITS*

Presenting Sponsors - \$10,000 (only two)

- ♪ *Two sponsor tables (10 persons each) under the tent*
- ♪ *Complimentary party platters*
- ♪ *VIP parking*
- ♪ *"Schmooze with the musicians"*
- ♪ *Recognition from the stage by the Master of Ceremonies*
- ♪ *Sponsor signage at your tables*
- ♪ *Centerpiece (Courtesy & Promotional Products)*
- ♪ *"Industry exclusive" logo placement on all ad and promo materials*
- ♪ *Logo on Festival T-shirts*
- ♪ *Logo and link on the home page of the JazzFest website*
- ♪ *Prominent signage at the event site*
- ♪ *Inside front or back cover full page advertisement in festival program*
- ♪ *A table to promote your business/organization at the event*

Major Sponsors - \$5,000

- ♪ *Two sponsor tables (10 persons each) under the tent*
- ♪ *Complimentary party platters*
- ♪ *VIP parking*
- ♪ *"Schmooze with the musicians"*
- ♪ *Recognition from the stage by the Master of Ceremonies*
- ♪ *Sponsor signage at your tables*
- ♪ *Centerpiece (Courtesy & Promotional Products)*
- ♪ *Logo and link on the sponsor page of the JazzFest website*
- ♪ *Prominent signage at the event site*
- ♪ *Full page advertisement in festival program*

Sponsors - \$2,500

- ♪ *One sponsor table (10 persons each) under the tent*
- ♪ *Complimentary party platters*
- ♪ *VIP parking*
- ♪ *Sponsor signage at your table*
- ♪ *Centerpiece (Courtesy & Promotional Products)*
- ♪ *Logo and link on the sponsor page of the JazzFest website*
- ♪ *Prominent signage at the event site*
- ♪ *Half-page advertisement in festival program*

Aficionados - \$1,000

- ♪ *One sponsor table (10 persons each) under the tent*
- ♪ *Complimentary party platter*
- ♪ *Centerpiece (Courtesy & Promotional Products)*
- ♪ *Advertisement in festival program*

Supporters - Under \$1000 (minimum \$250)

- ♪ *Name included in festival program*
- ♪ *Reserved Lawn Seating (seating to scale)*
- ♪ *JazzFest FALMOUTH T-shirt*

** Subject to some minor adjustments if necessary to please.*



MAKE OUR DAY!

Now that you've carefully considered our invitation and request, may we include you in our growing list of sponsors?

If so, just pick up the phone and call and I will make certain all your questions are answered and all your interests are met.

Sincerely,

***Sponsorship Concierge
(Phone) _____***

JazzFest FALMOUTH committee members include:

<i>Dennis Murphy, Co-Chair</i>	<i>Bob Whritenour</i>
<i>Stan Terrell, Co-Chair</i>	<i>Roger Day</i>
<i>Debby Rogers</i>	<i>Judy Day</i>
<i>Rachel Greenfield</i>	<i>Jim Murray</i>
<i>Pat Ryan</i>	<i>Joe Pedlosky</i>
<i>Stan Vincent</i>	<i>Jay Zavala</i>
<i>Gary Girouard</i>	<i>Susan Zavala</i>

.....and growing!