

# Direct Access to the Perfect Demographic



## CLEVELAND WINE FESTIVAL

presented by



Sample From a  
Selection Of Over 250  
Wines, Cooking  
Demonstrations By  
Area Chefs, Live Music  
Performed Daily.

### DATES

June 25-26, 2010

Friday, 4:00 PM to 10:00 PM

Saturday, 3:00 PM to 9:00 PM

### LOCATION

Nautica Flats

### TICKETS

\$25 in advance, \$35 at the gate

### EXPECTED ATTENDANCE

6,000-7,000

### CHARITY

Bright Side of the Road Foundation

## MEDIA PLAN - 2010 SCHEDULE

Media partners of the Cleveland Festival will assist in communicating Festival details to our target audience. Sponsors will see benefits from our comprehensive marketing effort that will leverage their brands across multiple media. Media partners have included:

### PRINT

Cleveland Magazine

TheWineBuzz

Plain Dealer

Scene Magazine

Call & Post

### RADIO

WQAL (104.1 FM)

### TELEVISION

WKYC-TV (NBC)

### INTERNET

Cleveland Wine Festival:

[www.clevelandwinefestival.com](http://www.clevelandwinefestival.com)

Cleveland Convention & Visitors Bureau:

[www.positivelycleveland.com](http://www.positivelycleveland.com)

Metromix Cleveland:

[www.cleveland.metromix.com/](http://www.cleveland.metromix.com/)

inPLAY Events will send multiple

e-mails to a qualified list of 30,000 names.

### BROCHURES

Festival brochures will be distributed around Cleveland and suburban area businesses, hotels, wine shops and restaurants.

### PUBLIC RELATIONS CAMPAIGN

Press releases distributed to print, broadcast, food and wine, travel and online media outlets.

Patton Public Relations has been contracted to handle the public relations campaign.



[www.inplayevents.com](http://www.inplayevents.com)



### OFFICIAL SPONSORSHIP

- Exclusivity in product category
  - Partner recognition on sponsor page of the Festival program
  - Partner name or logo included in press releases, brochures and print advertising
  - Partner logo with hotlink included on Festival website
  - One (1) full-page, black and white advertisement in the Festival program
  - Three (3) 3'x5' banners displayed on Festival grounds (Partner to supply banners)
  - One (1) 10'x10' display space for product sales and sampling
  - Fifty (50) entry passes to the Festival
- INVESTMENT: \$5,500

### ENTERTAINMENT STAGE SPONSORSHIP

- Exclusivity in product category
- Entitlement of Stage including signage exclusivity (i.e. signage identifying stage as Partner Entertainment Stage)
- Partner name or logo included in all advertising and on sponsor page of the Festival program
- Partner logo included in direct mail, press releases and collateral materials including brochures
- One (1) full-page color advertisement in Festival program
- Five (5) 3'x5' banners displayed throughout Festival grounds (Partner to supply banners)
- One (1) 10'x10' tent/display space for product sales and sampling

- One hundred (100) entry passes to the Festival
- Opportunity to conduct two (2) presentations/demonstrations on the stage (topic/subject to be mutually agreed upon by Partner and Festival producers)
- Partner logo with hotlink included on Festival website

INVESTMENT: \$7,500

### HOSPITALITY SPONSORSHIP

- Partner name and/or logo included in all print advertising
- Partner recognition on sponsor page of the Festival program
- Partner logo included in direct mail, press releases and collateral materials including brochures
- One (1) full-page black & white advertisement in Festival program
- Five (5) 3'x5' banners displayed throughout Festival grounds (Partner to supply banners)
- One (1) 10'x10' tent/display space for product sales and sampling
- One hundred fifty (150) entry passes to the Festival and your private hospitality area (75 per day)
- Private hospitality area reserved to entertain Partner's clients (catering and beverage expense additional)
- Festival will provide a private tented environment with a patio surrounded by white picket fence. Interior to include lighting, buffet, bar, tables and chairs
- Partner logo with hotlink included on Festival website

INVESTMENT: \$7,500 for 2 days or \$5,000 for 1 day

### EXHIBITOR/VENDOR OPPORTUNITIES

The Festival offers wineries, restaurants, distributors and retailers opportunities to promote products through sampling and sales at the Festival.

Exhibitors/vendors will receive:

- One (1) 10'x10' display space
- One (1) 8' skirted table
- Two (2) chairs
- Ten (10) entry passes to the Festival
- Four (4) staff badges
- Booth sign with vendor name
- Listing in Festival program distributed to all attendees

### WINE VENDORS

- Opportunity to sample wine (maximum of 6 wines per booth)
- Opportunity to sell your wine on-site through Giant Eagle and to distribute company literature and promotional items

WINE VENDOR FEE: \$400

### RESTAURANT VENDORS

Opportunity to sell your food products and RETAIN ALL profits

RESTAURANT VENDOR FEE: \$500

### EXPO BOOTH VENDORS

Opportunity to sell your products and distribute company literature, coupons and promotional items

EXPO BOOTH VENDOR FEE: \$800