



# PICKIN' *in the* PINES

BLUEGRASS & ACOUSTIC

# Music Festival



PICKIN' *in the* PINES  
BLUEGRASS Music Festival  
FLAGSTAFF, ARIZONA, AZ

## 2023 Festival Sponsorship

**SEPTEMBER 15-17, 2023 • FLAGSTAFF, ARIZONA**

*Pepsi Amphitheater • Ft. Tuthill County Park*

camping • jamming • community dance • kid's activities  
educational workshops • band contest • & more



**VOTED BEST FESTIVAL 2017, 2018, 2019, 2021 & 2022**

*By readers of the Arizona Daily Sun*

**PICKININTHEPINES.ORG**



# PICKIN' IN THE PINES

## BLUEGRASS & ACOUSTIC MUSIC FESTIVAL

### 2023 Festival Sponsorship

#### Contact:

Cheryl Mossman  
Sponsorship Coordinator  
928.814.2068

Jenny Staskey  
Sponsorship Coordinator  
928.814.8569

Teresa Wayne  
Festival Co-Director  
Teresa@pickininthepines.org  
928.221.9270

## What

**Pickin' in the Pines, first held in 2006, is an award-winning bluegrass & acoustic music festival founded by the members of Flagstaff Friends of Traditional Music; a 501(c)3 Nonprofit organization.** The festival honors the interests of the diverse membership of FFOTM featuring the best national, regional and local musicians performing traditional and contemporary bluegrass music complemented by other styles of acoustic music and dance. Although bluegrass music is a primary focus of our festival, we also feature old-time music, Celtic, gypsy jazz and more. The festival features educational workshops, a band contest, children's activities, camping and jamming in a family-friendly setting.

**Voted "Best Festival" in 2017, 2018, 2019, 2021 & 2022 by readers of the Arizona Daily Sun and awarded "Outstanding Arts Event" winner by the Flagstaff Arts Council in 2010.**

## Who

**In 2023, Pickin' in the Pines will be held over 3 days, September 15-17 at Pepsi Amphitheater at Ft. Tuthill in Flagstaff, Arizona and will attract an estimated 3,500 guests each day.** The festival draws its audience from Flagstaff and Northern Arizona, the greater Southwest including the Phoenix metro area, Tucson, New Mexico, Nevada, Colorado and California, elsewhere in the United States, Canada and Europe. Past festival surveys indicated that 98% of attendees rated the overall event a 4 or 5 on a scale of 1-5 (quality production effort); 68% live more than 30 miles from Flagstaff (visitors that need services), 35% camped, 14% stayed in hotels (generating .24 room nights per respondent); 46% attended the event previously (generating loyal audience). The Pickin' in the Pines attendee has disposable income and is anxious to support the businesses that sponsor our event.

## When

**September 15-17, 2023, held at Pepsi Amphitheater at Ft. Tuthill County Fairgrounds**

## How

**Want higher visibility for your business? Become a sponsor of Pickin' in the Pines!** Your business can become part of the reason why Pickin' in the Pines will continue to grow as an important event with impacts that are culturally and financially healthy for the Flagstaff community. Sponsors may contribute cash and in-kind support (value negotiated), including equipment, supplies, publicity and services. Our festival is run and managed by hard-working volunteers and we cannot produce this festival without the invaluable support of sponsoring businesses and granting organizations. Cash and in-kind (value negotiated) support lower our cost of production. In turn we can better meet our goal of producing a family friendly, affordable festival. Help us build this cultural institution for Flagstaff this year and for years to come.

# 2023 SPONSORSHIP PACKAGES & LEVELS

**Contact:**  
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	Pioneer	Lead Singer	Fiddle	Mandolin	Guitar
	\$10,000	\$5,000	\$2,500	\$1,500	\$500
Sponsors may donate at whatever level or any amount they feel comfortable. In-kind sponsorship value will be negotiated with your festival contact					
Sponsor Logo & Name Application	festival website & social media logo & name listing	festival website & social media logo & name listing	festival website & social media logo & name listing	festival website & social media logo & name listing	festival website name listing
Sponsor Display Advertising*	1 full-page, full-color ad inside festival program cover ( <i>limit 2, first come, first served – see Lead Singer if 2 positions taken</i> )	1 full-page, full color ad in festival program	1 half-page, full color ad in festival program	1 quarter-page, full color ad in festival program	1 business-card size, full color ad in festival program
Sponsor Stage Identification	<b>Pioneer</b> sponsor identification throughout the festival	<b>Lead Singer</b> sponsor identification throughout the festival	<b>Fiddle</b> sponsor identification throughout the festival	<b>Mandolin</b> sponsor identification throughout the festival	—
Sponsor Banner**	2 site banners	2 site banners	2 site banners	1 site banner	1 site banner
Festival Weekend Passes	8	6	4	4	2
Festival Shirt Vouchers	6	4	2	2	1
VIP Parking	2 VIP vehicle passes	1 VIP vehicle pass	1 VIP vehicle pass	—	—
Festival Poster	2, un-mounted with performer autographs	1, un-mounted with performer autographs	1, un-mounted with performer autographs	1, un-mounted with performer autographs	—

\*All advertising artwork submissions must be high-resolution, print-quality PDF document with all artwork converted to print ready color - CMYK.

\*\*Sponsors will be able to display a 32" x 60" horizontal vinyl banner - supplied by the sponsor - on the festival site (location to be determined by festival production staff). All banners must be grommetted at the four corners and center of long sides for ease of mounting. We will be happy to suggest a banner production resource if needed.

In-kind donations will be negotiated at a percentage of cash value and will be negotiated and determined on an individual basis. Sponsors may donate any amount.

Pickin' in the Pines • PO Box 23701 • Flagstaff, Arizona 86002  
 sponsor@pickininthepines.org • www.pickininthepines.org



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# 2023 SPONSORSHIP AGREEMENT

Company/Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Primary Contact\* \_\_\_\_\_ Title \_\_\_\_\_

Business Phone \_\_\_\_\_ Mobile Phone \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

Ad Contact/Phone \_\_\_\_\_ Banner Contact/Phone \_\_\_\_\_

Sponsorship Level  Pioneer  Lead Singer  Fiddle  Mandolin  Guitar  
 Other \_\_\_\_\_

Cash Portion \$ \_\_\_\_\_ Note: Dollar values associated with each sponsor category can be combined cash and in-kind goods or services. Cash payments are due August 1, 2023.  
 In-Kind Portion Value \$ \_\_\_\_\_

Description \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Pickin' in the Pines, a program of Flagstaff Friends of Traditional Music, and the above-named sponsor agree to all terms of this sponsorship agreement including cash and in-kind valuations and related goods and services descriptions listed above as well as sponsor benefits described in Sponsorship Packages. Any custom or modified agreements are described above.

Pickin' in the Pines Representative \_\_\_\_\_ Date \_\_\_\_\_

Sponsor Primary Contact \_\_\_\_\_ Date \_\_\_\_\_

# PIP SPONSOR BANNER SPECIFICATIONS

**Delivery Deadline: September 1, 2023**

Banner size MUST be 32" x 60" (horizontal). Banners must be constructed of vinyl banner material with weather-proof printing or applique. It is important for the quality of Pickin' in the Pines staging that all banners be produced to these specifications.

Banners are to be supplied to Pickin' in the Pines by sponsors. If you require a production resource for banners we will be happy to refer a quality area business with reasonable pricing to build your banner(s). Please allow two weeks for production.

Grommets for mounting should be installed in all four corners and the center of the top and bottom sides.

# PIP PROGRAM ARTWORK SPECIFICATIONS

**Submission Deadline:**

**Program advertisement reserve space by: July 20, 2023**

**Program advertisement electronic files due: August 1, 2023**

Please submit all finished artwork as a high-resolution, print-quality PDF file with all artwork converted to CMYK color. Photographs and artwork used should be a minimum resolution of 300 dpi. We are happy to design an ad for you, however, additional production fees will apply.

## **Pioneer & Lead Singer**

Full-Page Ad  
7.25"w x 9.75" h

## **Fiddle**

Half Page Ad  
7.25"w x 4.75" h

## **Mandolin**

Quarter-Page Ad  
3.5"w x 4.75" h

## **Guitar**

Eight-Page Ad  
(Business Card)  
3.5"w x 2.25" h

