

DOWNTOWN ALBANY'S FREE MUSIC FESTIVAL

PEARLPALOOZA 2024

SATURDAY, SEPTEMBER 21
ON NORTH PEARL STREET IN DOWNTOWN ALBANY, NY

Become a sponsor of PearlPalooza and support downtown Albany's signature, FREE outdoor music festival on North Pearl Street! Your support for this treasured annual event will help boost local business, provide fun entertainment for residents and guests of all ages, and position your brand alongside one of Downtown's most exciting and highly anticipated events.

Custom sponsorship packages available.

Contact Jevan Dollard, Downtown Albany BID Special Events Manager, to discuss:
(518) 465-2143 x 111 | jdollard@downtownalbany.org



EVENT OVERVIEW:

- **Average attendance: 5,000 - 7,500**
- Primary demographic: middle income, 25-49
- Celebrating 15 years of music in 2024
- Organized by WEQX radio, Sugar Productions, the Downtown Albany BID, and local businesses
- Includes eclectic live music, local vendors, a mass yoga event, and local restaurant and bar specials.



PearlPalooza is downtown Albany's highly-anticipated all-ages music festival, returning for its 15th year on Saturday, September 21. Produced by 501(c)3 organization the Downtown Albany Business Improvement District (BID), acclaimed independent radio station WEQX, Albany promotion company Sugar Productions, and Downtown bars & restaurants, the event includes a diverse lineup of locally and internationally-acclaimed musical acts, the Capital Region's only street-wide mass yoga gathering, and high-quality local vendors - all steps away from some of Albany's finest dining, retail and entertainment establishments on the N Pearl Street corridor.

Over the years, PearlPalooza has featured an incredible array of cutting-edge talent curated by WEQX, including Grammy winners **Portugal. The Man** and Grammy nominee **K.Flay**, gold-selling artists **Matt & Kim**, and eclectic favorites like **Matisyahu**, **Phantogram**, **Rubblebucket**, and **Galactic**.

PearlPalooza values community as highly as creativity. In 2017, Pearlpalooza hosted the Albany area's first-ever mass yoga gathering, YogaPalooza. The event has become a tradition and continues to grow, drawing hundreds of yogis each year. In addition, PearlPalooza serves as a showcase for local businesses, artists, musicians, and vendors, all highlighted prominently on-stage and on the street each year. Downtown bars & restaurants have been integral to planning and organizing PearlPalooza since the event's inception and continue to play a major part in its success.

Primary media sponsor WEQX reaches listeners in the Capital Region, the Adirondacks, southern Vermont and New Hampshire, and Western Massachusetts, with a core audience of 50/50 male and female listeners aged 25-34. The combined promotional channels of WEQX and the Downtown Albany BID reach approximately 22,000 email subscribers and 70,000 followers across Facebook, Instagram, Twitter, TikTok, LinkedIn and YouTube.

PEARLPALOOZA 2024



YOUR NAME IN LIGHTS.

PRESENTING SPONSOR: \$15,000

(Only one space available)

- Your company named as presenting sponsor on all marketing materials ("YOUR COMPANY presents PearlPalooza")
- Large banner placement on both stages
- Speaking opportunity on both stages, including just before headliner on North Stage
- Participation in official on-air PearlPalooza lineup announcement on WEQX and BID Facebook Live video (reaching an engaged audience of 1,200+ for summer 2024)
- Your logo or name on 9,000 21+ wristbands distributed at the event
- Primary listing on weqx.com and downtownalbany.org PearlPalooza webpages with link to your website (130,000+ combined pageviews)
- Space for promotional vehicle and 20x10 promotional tent area at event in front of thousands of attendees (**\$1,100 value**)
- 12 VIP passes for your staff (**\$600 value**)
- 10 weeks rotating 250x250 ad on weqx.com with link to your website (**\$750 value**, 110,000+ views)
- Primary size logo included on all printed flyers and promotional posters (300 posters & thousands of flyers distributed throughout the Capital Region)
- Primary size logo inclusion on welcome banners at main event entrances
- Listing on official PearlPalooza Facebook event page (reaching an audience of 120,000+) and all written press materials
- Inclusion in recorded :60 promotional ads to run daily on WEQX in month leading up to event (reaching roughly 1,200 unique listeners per quarter hour, **\$1200 value**)
- Logo included in BID's bi-weekly e-newsletter (8,000 subscribers) and downtownalbany.org homepage (20,000+ monthly pageviews), with link to your website, until Dec. 31, 2024
- 6 tickets to the BID's 2024 Annual Meeting (**\$360 value**)
- Sponsorship prominently listed in Downtown Albany BID's Annual Meeting report and Fall 2024 Downtown Digest (750 copies of each printed)

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PEARLPALOOZA 2024



ALL ACCESS PASS.

MAIN STAGE PACKAGE: \$10,000

(Only one space available)

- Exclusive naming rights to Main Stage at N Pearl Street & Sheridan Avenue on all marketing materials
- Large banner placement on Main Stage
- Speaking opportunity on Main Stage
- Listing on weqx.com and downtownalbany.org PearlPalooza webpages with link to your website (130,000+ combined pageviews)
- Up to 20x10 booth area at event in front of thousands of attendees (**\$450 value**)
- 8 VIP passes for your staff (**\$400 value**)
- 8 weeks rotating 250x250 ad on weqx.com with link to your website (**\$600 value**, 90,000+ views)
- Large size logo included on all printed flyers and promotional posters (300 posters & thousands of flyers distributed throughout the Capital Region)
- Prominent logo inclusion on welcome banners at main event entrances
- Listing on official PearlPalooza Facebook event page (reaching an audience of 120,000+) and all written press materials
- Inclusion in recorded :60 promotional ads to run daily on WEQX in month leading up to event (reaching roughly 1,200 unique listeners per quarter hour, **\$1,200 value**)
- Logo included in BID's bi-weekly e-newsletter (8,000+ subscribers) and downtownalbany.org homepage (20,000+ monthly pageviews), with link to your website, until December 31, 2024
- 4 tickets to the BID's 2024 Annual Meeting (**\$240 value**)
- Sponsorship prominently listed in Downtown Albany BID's Annual Meeting report and Fall 2024 Digest (750 copies of each printed)



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PEARLPALOOZA 2024



ROCK ON.

VENDOR AREA PACKAGE: \$6,000

Only one space available)

- Exclusive naming rights to vendor area at N Pearl & Pine Streets
- Large banner placement at Pine Street
- Speaking opportunity on Main Stage
- Listing on weqx.com and downtownalbany.org PearlPalooza webpages with link to your website (130,000+ combined pageviews)
- Listing and tag on official PearlPalooza Facebook event page (reaching 120,000+ people) and all written press materials
- 20x10 tent area in prime location at event in front of ~5,000 attendees (**\$275 value**)
- 6 VIP passes for your staff (**\$300 value**)
- 8 weeks rotating 250x250 ad on weqx.com with link to your website (**\$600 value**, 90,000+ views)
- Large size logo included on all printed flyers and promotional posters (300 posters & thousands of flyers distributed throughout the Capital Region)
- Prominent logo inclusion on welcome banners at main event entrances
- Inclusion in recorded :60 promotional ads to run daily on WEQX in month leading up to event (reaching roughly 1,200 unique listeners per quarter hour, **\$1200 value**)
- Sponsorship listed in Downtown Albany BID's Annual Meeting report and Fall 2024 Digest (750 copies of each printed)
- Logo and link included on BID's bi-weekly e-newsletter until December 31, 2024 (8,000 subscribers).

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PEARLPALOOZA 2024

TURN IT UP.

VIP PACKAGES: \$1,000-\$5,000

	\$1,000	\$2,500	\$5,000
Listing on weqx.com and downtownalbany.org PearlPalooza webpages with link to your website (130,000+ combined pageviews)	X	X	X
Listing and tag on official PearlPalooza Facebook event page (reaching an audience of 120,000+) and all written press materials	X	X	X
Small to medium logo included on all printed materials (300 posters & thousands of flyers distributed throughout the Capital Region)	X	X	X
Sponsorship listed in Downtown Albany BID's Annual Meeting report and Fall/Winter 2024 Digest (750 copies of each printed)	X	X	X
VIP passes for your staff (\$50/ea value)	2	4	6
Rotating 250x250 ad on weqx.com with link to your website (Weekly value of \$100 and 5,000+ views per week)		2 WEEKS	4 WEEKS
Booth area at event in front of thousands of attendees (\$150-300 value)		10X10	20X10
Banner placement on-site (up to an 8' long x 4' high banner, provided by your company)			X
Inclusion in recorded :60 promotional ads to run daily on WEQX in month leading up to event (reaching roughly 1,200 unique listeners per quarter hour, \$1,200 value)			X

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We offer opportunities to customize your sponsorship package to find a level that meets your company's needs. Please direct all sponsorship inquiries to one of our staff members to receive a prompt response.

GEORGETTE STEFFENS | Executive Director

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(518) 465-2143 x115

JEVAN DOLLARD | Special Events Manager

jdollard@downtownalbany.org
(518) 465-2143 x111



THANK YOU FOR YOUR SUPPORT!