



# CHARLESTON OUTDOOR FESTIVAL 2019 SPONSORSHIP PROPOSAL



# ABOUT THE FESTIVAL



## CHARLESTON OUTDOOR FESTIVAL

APRIL 13-14, 2019

JAMES ISLAND COUNTY PARK

In its 28<sup>th</sup> year, the [Charleston Outdoor Festival](#) has grown in popularity and provided a positive venue to showcase Charleston and outdoor pursuits. Whether you're a devoted outdoor sporting enthusiast or just beginning to explore nature's playground, you'll find your perfect fit for fun and fitness. Canoeing, kayaking, paddleboarding, rock climbing, slacklining, mountain biking, archery, disc golf, live music, and more.

### 2018 AT A GLANCE:

- Over 5,000 total county park attendees (two-day festival)
- 1,350 Registrants
- 1,130 Try It Pass participants (range of festival activities)



## **SUPPORTING SPONSOR • \$3,500 (5 AVAILABLE)**

- **Lodging:** Cottage at James Island County Park (Friday –Monday)
- **Social Media:** Recognition of Facebook and Twitter
- **Print:** Logo included on ads (*Lowcountry Parent* and *City Paper*)
- **Posters:** Logo included on posters
- **Website:** Logo with link on the festival’s webpage
- **Banner Placement:** Banner hung at main stage (banner provided by sponsor)
- **Stage Announcements:** Numerous live mentions throughout the festival
- **Onsite Signage/Recognition:** Listed as Supporting Sponsor at **ONE** of the following locations:  
Registration Booth, Campground, , On water Try IT Areas
- **Onsite Presence:** TWO water front and SIX trail front (sponsor provides tents)

## **FESTIVAL SPONSOR • \$2,000**

- **Posters:** Logo included on posters
- **Website:** Logo with link on the festival’s webpage
- **Banner Placement:** Banner hung at main stage (banner provided by sponsor)
- **Stage Announcements:** Numerous live mentions throughout the festival
- **Onsite Signage/Recognition:** Listed as Festival Sponsor at **ONE** of the following locations:  
Portable Climbing Wall or Cardboard Canoe Race
- **Onsite Presence:** ONE water front and THREE trail front (sponsor provides tents)

## **EXHIBIT SPONSOR • \$1,000**

- **Stage Announcements:** Numerous live mentions throughout the festival
- **Onsite Signage/Recognition:** Listed as an Exhibit Sponsor at **ONE** of the following locations:  
Short Track Mountain Bike Race or Challenge Zone
- **Onsite Presence:** ONE premier water front space (sponsor provides tent)

## **PADDLE SPONSOR • \$500**

- **Stage Announcements:** Numerous live mentions throughout the festival
- **Onsite Signage/Recognition:** Listed as an Exhibit Sponsor at **ONE** of the following locations:  
Short Track Mountain Bike Race or Challenge Zone
- **Onsite Presence:** ONE trail front space (sponsor provides tent)

# VENDOR OPPORTUNITIES



Charleston is known for rich history, well-preserved architecture, a celebrated restaurant community, and southern hospitality. For four consecutive years, Charleston has been named Top U.S. city by *Condé Nast Traveler*.

Be one of the commercial exhibitors to give guests a chance to try before they buy. At the festival, you will be in front of thousands of consumers who will have access to your paddlesports, biking, climbing, and other outdoor related accessories. Below details the vendor opportunities during the festival:

## **PADDLESPO RTS AND OUTDOOR VENDOR RETAIL AREA**

Hours: Saturday, April 13, from 10am-5pm and Sunday, April 14, from 10am –4pm

**Exhibit Sites:** The exhibit area has paved walking trails allowing participants easy access to all exhibit sites (minimum size of a single exhibit site is 35'x 14').

- **Waterfront** (between trail and lake, includes 1 table, 2 chairs and 2 staff registrations):
  - \$365 on or before February 15
  - \$395 after February 16
- **Trail-front** (between trail and road, includes 1 table, 2 chairs and 2 staff registrations):
  - \$325 on or before February 15
  - \$355 after February 16
- **Optional Items:**
  - **10X10 tent** \$220 (with side walls add \$90)
  - **20x20 tent** \$320 (with side walls add \$180)

The festival is registered with the state of South Carolina as a Special Event. You are responsible for filing the appropriate SC Department of Revenue tax forms to the following address:

**South Carolina Department of Revenue**

**1 Southpark Circle, Suite 100**

**Collections Division**

**Charleston, SC 29407**

**Phone 843.852.3600 or Fax 843. 556.1780**

Forms will also be available onsite at the exhibitor registration. Thank you!



# QUICK REFERENCE VENDOR OPPORTUNITIES



If you're interested in being a vendor, please visit [CharlestonCountyParks.com](http://CharlestonCountyParks.com) and complete the online vendor application. Charleston County Parks will review your application and notify you via email. An invoice from our Park & Program Services will also be emailed detailing payment options.

<b>QUICK REFERENCE VENDOR OPPORTUNITIES</b>		
<b>Waterfront:</b> 35'x 14' Includes 1 table and 2 chairs	<ul style="list-style-type: none"> <li>• \$365 each ON or before February 15</li> <li>• \$395 each AFTER February 16</li> </ul>	<ul style="list-style-type: none"> <li>• Each exhibit site includes 2 staff registrations</li> <li>• Each additional staff \$10 per person</li> </ul>
<b>Trail-front:</b> 10'x 14' Includes 1 table and 2 chairs	<ul style="list-style-type: none"> <li>• \$110 each ON or before February 15</li> <li>• \$125 each AFTER February 16</li> </ul>	All Staff working your site must be registered
10x10 Tent Rental (optional) 20x20 Tent Rental (optional)	<ul style="list-style-type: none"> <li>• \$220 each - side walls add \$90</li> <li>• \$320 each - side walls add \$180</li> </ul>	
Extra Tables (optional)	<ul style="list-style-type: none"> <li>• \$5 each</li> </ul>	
<b>Important Dates:</b>		
<ul style="list-style-type: none"> <li>• April 12: Vendor registration and set-up day 10am-5pm</li> </ul>		

**CONTACT INFORMATION:**

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