



2023
FESTIVAL & PARADE
SPONSORSHIP AGREEMENT
TERMS & CONDITIONS



EVENT INFORMATION

Famously Hot South Carolina Pride is beginning our 34th year, celebrating LGBTQIA+ Community of South Carolina since 1989! After a blazing 2022 of celebration, our team is on the track to planning a phenomenal 2023 of Famously Hot South Carolina Pride. 2022's celebration marked SC Pride's biggest year yet and we hope to bring that energy back in 2023.

In 2012, SC Pride took a bold step and moved to Main Street for our Pride Festival, heralding a new era of growth and exposure for the LGBT Community in South Carolina. This change led to a giant leap in attendance, from 8,000 the previous year to more than 15,000. Since, SC Pride has only grown in great numbers, surpassing expectations each year. In 2017 and beyond, we've had more than 75,000 attendees at our parade and festival.

Official estimates from City of Columbia bring our attendance from our last parade and festival to almost 100,000 people! This makes our festival the most attended FREE festival in the City of Columbia, and the largest and longest running Pride event in the state of South Carolina. That's Famously Hot!

Famously Hot SC Pride is excited for our 34th year! This year, we bring back our NIGHT TIME GET LIT STREET PARTY & PARADE! And our parade promises to light up your night as Columbia's only nighttime parade down Main Street! Then we roll into Saturday's Festival, featuring TOP TALENT on our Mainstage, plus RuPaul's Drag Race Hour hosted by Phoenix (and more to be announced!). We also bring a ton of local entertainers hosted by Carla Cox, Koko Dove (Ms. Outfest 2021), guest speakers, and more!

The SC Pride Movement is a varied organization. We give to many statewide LGBT organizations in the way of sponsorship, donations, and support. And of course, we still have our fabulous parties and fundraisers throughout the year, designed to be open to everyone, no matter their creed, orientation, or religion. But the strength of our organization comes from strong ties to the community and its fellow organizations. We create a large-reaching space for speakers from like-minded organizations, special-interest groups, and even individuals who wish to send a positive message to the LGBTQIA+ citizens of South Carolina. Our stage—reaching almost 100,000 people—is the largest platform in the state on which these messages of equality, hope, and understanding can stand.

We are also a large venue for vendors—whether they are Pride-related merchandise, community-oriented health programs, or LGBTQIA+ friendly corporations. With tens of thousands of people in attendance, our vendors are able to have a large audience who are not only excited to see them, but who are motivated to support organizations and efforts that support the lives of LGBTQIA+ people all around our amazing State of South Carolina.



SPONSORSHIP LEVELS

PRESENTING SPONSOR \$20,000+ or \$25,000+ in-kind

- ⦿ Priority Recognition as Festival Presenting Sponsor with Logo on Main Stage in front of more than 50,000 attendees
- ⦿ Priority Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Priority Logo Placement on SC Pride Guides/Posters
- ⦿ Priority Logo Placement on SC Pride Mail Marketing
- ⦿ Priority Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ Sponsor Billing on Press Releases
- ⦿ Prime Location in SC Pride Parade
- ⦿ Banner Space in Festival
- ⦿ 4 Free Vendor Spaces in Festival (non-transferable)

PARADE SPONSOR \$10,000-\$19,999 or \$15,000-\$24,999 in-kind

- ⦿ Recognition as Parade Sponsor
- ⦿ Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Logo Placement on SC Pride Guides/Posters
- ⦿ Logo Placement on SC Pride Mail Marketing
- ⦿ Priority Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ Sponsor Billing on Press Releases
- ⦿ Banner Space in Festival
- ⦿ 3 Free Vendor Spaces in Festival (non-transferable)

PLATINUM

**\$7,000-\$9,999 or
\$10,000-\$14,999 in-kind**

- ⦿ Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Logo Placement on SC Pride Guides/Posters
- ⦿ Logo Placement on SC Pride Mail Marketing
- ⦿ Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ Banner Space in Festival
- ⦿ 2 Free Vendor Spaces in Festival (non-transferable)

GOLD

**\$5,000-\$6,999 or
\$7,500-\$9,999 in-kind**

- ⦿ Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Logo Placement on SC Pride Guides/Posters
- ⦿ Logo Placement on SC Pride Mail Marketing
- ⦿ Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ Banner Space in Festival
- ⦿ 1 Free Vendor Spaces in Festival (non-transferable)

SILVER

**\$3,000-\$4,999 or
\$4,500-\$7,499 in-kind**

- ⦿ Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Logo Placement on SC Pride Guides/Posters as space permits
- ⦿ Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ Banner Space in Festival
- ⦿ 1 Free Vendor Spaces in Festival (non-transferable)

BRONZE

**\$1,000-\$2,999 or
\$1,500-\$4,499 in-kind**

- ⦿ Logo Placement on SC Pride Website from time of sponsorship
- ⦿ Logo Placement on SC Pride Guides/Posters as space permits
- ⦿ Logo Placement on SC Pride Parade Sponsor Banner
- ⦿ 1/2 Off Vendor Spaces in Festival (up to 4)

BENEFITS ARE NEGOTIABLE.



SPONSORSHIP AGREEMENT TERMS & CONDITIONS

BENEFIT DEFINITIONS & DETAILS

LOGOS: your organization logo must be provided in camera-ready art form for both web and print publications. See Sponsorship Levels for more information.

PRIDE GUIDE/POSTER: Annual publication produced exclusively for SC Pride and distributed throughout South Carolina, Georgia and North Carolina.

SPONSORSHIP: SC Pride will furnish Sponsor with the sponsorship rights and amenities for the 2023 SC Pride Festival according to the Sponsorship Level selected and paid for by Sponsor.

TERM

The term of this Sponsorship Agreement begins on the later of the date signed or the date payment is received and accepted, and terminates upon the conclusion of the 2023 SC Pride Festival at 12:00am Sunday, October 12, 2022.

PAYMENT

Invoices will be issued at the time completed applications are received. Sponsor will pay the agreed upon rate (less the value of any in-kind contribution) within thirty (30) days of receipt of an invoice from SC Pride. All payments must be received before any benefits (i.e., banners, print media, on-site space) can be conveyed, unless otherwise waived by SC Pride.

TRADEMARKS & COPYRIGHTS

USE OF EVENT MARKS SC Pride grants Sponsor, during the Term and for 30 calendar days thereafter, a non-exclusive license to use "2023 SC Pride Festival" and its variations in the same form they are provided by SC Pride (the "Event Marks") in connection with the Sponsor's 2023 SC Pride Festival activities in a manner consistent with SC Pride's guidelines for use of the Event Marks, this Sponsorship Agreement, and the Sponsor's Sponsorship Level. Sponsor will comply with SC Pride's reasonable requests regarding the use of the Event Marks.

USE OF SPONSOR MARKS Sponsor grants to SC Pride a non-exclusive, royalty-free license to use the Sponsor marks in camera-ready format (the "Sponsor Marks"): (i) during the Term in connection with SC Pride's promotional and publicity activities, including print, video, and electronic materials, for 2023 SC Pride; and (ii) after the Term in reference to Sponsor's sponsorship of the 2023 SC Pride Festival.

LIABILITY

Neither SC Pride nor its representatives will be responsible for any injury, loss, harm or damage that may occur to the Sponsor from any cause whatsoever. Under no circumstances will SC Pride be liable for lost profits or other special or consequential damage. The foregoing will apply regardless of how any claim is brought or how damages are characterized, including whether brought in contract, tort or otherwise.

EVENT CONTENTS

Sponsor may photograph or otherwise record its presence at the 2023 SC Pride Festival, but will not otherwise record or reproduce any portion of the 2023 SC Pride Festival, including the marks or presence of other sponsors, the entertainment, or the attendees, in any format, without SC Pride's prior written consent. Sponsor's actions to photograph or otherwise record its presence will take place only in the public access areas of the 2023 SC Pride Festival and may not interfere with the normal operations of the event.

RESCHEDULE OR CANCELLATION

The 2023 SC Pride Parade and Get Lit Concert are scheduled to take place on October 19, 2023, and the Festival is scheduled to take place on October 20, 2023. SC Pride reserves the right to reschedule or cancel the 2023 SC Pride Parade and Festival or any individual events comprising it if necessary for any reason, including: (i) weather; (ii) failure to receive commitments from the necessary number of sponsors; (iii) failure to reach agreement with the applicable authorities on any issue related to the 2023 SC Pride Festival; or (iv) acts of God or any other cause beyond SC Pride's reasonable control, e.g. war, fire, strike, change of law or regulation, public catastrophe. If the SC Pride Festival and Parade are canceled in whole, SC Pride will issue refunds at pro-rata amounts of the total sponsorship fees received less the expenses incurred by SC Pride. No further refunds or other amounts will be due from SC Pride for any reason. In no case will the amount of refund to a Sponsor exceed the amount of the sponsorship fee actually paid.

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SPONSORSHIP AGREEMENT TERMS & CONDITIONS CONTINUED

TERMINATION

SC Pride reserves the right to accept or reject sponsors at its sole discretion. SC Pride may terminate this Sponsorship Agreement at any time, in which case Sponsor's rights to use the Event Marks will terminate immediately, and SC Pride will refund to Sponsor any sponsorship fees paid to SC Pride less any out of pocket expenses incurred, and return any unused in-kind contribution received, under this Sponsorship Agreement.

TAX STATUS

SC Pride is a 501(c)(3) nonprofit corporation registered with the Internal Revenue Service. Our tax identification number is 57-0904573 and our non-profit determination letter is available upon request.

MISCELLANEOUS

This Sponsorship Agreement represents the entire agreement between South Carolina Pride Movement ("SC Pride") and Sponsor, and there is no other agreement or warranty between the Sponsor and SC Pride. This Sponsorship Agreement establishes a non-exclusive relationship between Sponsor and SC Pride, and SC Pride retains the right to enter into other Sponsorship Agreements at its discretion. All legal matters pertaining to the 2023 SC Pride Festival and this Sponsorship Agreement will be governed by and construed under the laws of the state of South Carolina without regard to any provision of South Carolina law that would require or permit the application of the substantive law of another jurisdiction. Sponsor irrevocably consents and submits to the personal jurisdiction of the courts in and for South Carolina for any actions arising out of or relating to this Sponsorship Agreement.

This Sponsorship Agreement may be executed in multiple counterparts, each of which will be considered an original and all or any one of which constitute one and the same agreement. Facsimile or email copies will be treated as originals for these purposes. This Sponsorship Agreement is personal to the parties and neither party may assign it without the prior written consent of the other party.

South Carolina Pride Movement
931-D Senate Street
Columbia SC 29201
sponsors@scpride.org



2023 SPONSORSHIP AGREEMENT

NAME OF SPONSORING ORGANIZATION

AUTHORIZING PERSON

TITLE

PRIMARY CONTACT/ON-SITE REPRESENTATIVE (IF DIFFERENT)

TITLE

CONTACT EMAIL ADDRESS

STREET ADDRESS

CITY

STATE

ZIP

PHONE

FAX

WEBSITE

FESTIVAL

PARADE

PLATINUM

GOLD

SILVER

BRONZE

SPONSORSHIP LEVEL

ARE YOU INTERESTED IN PARTICIPATING IN THE SC PRIDE PARADE? YES NO

HOW MANY 10'X10' VENDOR SPACES DO YOU REQUIRE IN TOTAL? 4 3 2 1 0

Sponsor agrees to sponsor the 2023 SC Pride Festival at the Sponsorship Level and Rate indicated above, and agrees to the Terms and Conditions of this Sponsorship Agreement.

FORMAT MM/DD/YYYY

AUTHORIZING SIGNATURE

DATE

MAIL THIS FORM AND YOUR CHECK TO **SC PRIDE • 931-D SENATE ST • COLUMBIA SC 29201**

FOR SC PRIDE USE ONLY:

Sponsor agreement review, accepted and approved by:

SIGNATURE

PRINTED NAME

DATE



2023 GRANDS SPONSORSHIP

YOUR LAST NAME

YOUR FIRST NAME

IS THIS DONATION ANONYMOUS? YES NO

IS THIS DONATION IN HONOR OR MEMORY OF SOMEONE? (LEAVE BLANK IF NOT)

EMAIL ADDRESS

STREET ADDRESS

CITY

STATE ZIP

PHONE

ARE YOU INTERESTED IN PARTICIPATING IN THE SC PRIDE PARADE? YES NO

YOUR SIGNATURE

DATE

FORMAT MM/DD/YYYY

MAIL THIS FORM AND YOUR CHECK TO **SC PRIDE • 931-D SENATE ST • COLUMBIA SC 29201**

FOR SC PRIDE USE ONLY:

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SIGNATURE

PRINTED NAME

DATE



2023 SCHEDULE OF EVENTS

- June 3** Outfest
- August 25** President's Ball — Fundraiser and awareness event for SC Pride Festival
- Oct 16–Oct 20** Pride Week - Various Community-Hosted Events
- October 20**
6pm **Famously Hot Street Dance**
7pm **Famously Hot SC Pride Parade**
8pm **Get Lit! Street Concert** performance TBA
- October 21**
12pm **Famously Hot SC Pride Festival Opens**
1pm **Stage Speakers** begin
2pm **Mainstage** performance TBA
3pm **Community Stage** performance TBA
4pm **Mainstage** performance TBA
5pm **Community Stage** performance TBA
6pm **Mainstage** performance TBA
7pm **RuPaul's Drag Race Hour**
10pm **Aftermath** Afterparty

All dates and times subject to change.



2023 SPONSORS

PRESENTING

TBA

PLATINUM

TBA

GOLD

TBA

SILVER

TBA

BRONZE

TBA

AS OF JANUARY 1, 2023



2023 BASIC MARKETING PLAN

BILLBOARDS

Digital billboards throughout Columbia and outlying regions, plus Charlotte, Charleston, Greenville/Spartanburg

PRINT ADVERTISEMENTS

Full Page ads the month before Pride in *Free Times*

Budget-allowing ad in *The State*

Additional Print Ads (per budget): *Post and Courier*, *Greenville News*, *Q Times*

PRINT EDITORIAL

Work with *Free Times* to open avenues with performers or leaders to generate editorial content

NEWS GUEST SPOTS

Work with local TV stations to guest-spot leadership on morning shows, etc.

POSTERS

August & September

Place Guide/Poster into every LGBT-friendly bar in the state

Place Poster into every LGBT-friendly public space we can reach, including cafés, bars, restaurants, etc.

RADIO

Per budget, run radio spots in the weeks leading up to Pride

FACEBOOK/INSTAGRAM/TWITTER

Place numerous paid advertisements and free posts with demographic reach on Facebook to promote Parade, Concert, Festival, Aftermath & more