



# Corporate Sponsorship

# Benefits

## 2010 - 2011 SEASON

	PLATINUM Season Benefactor (\$20,000+)	GOLD Season Benefactor (\$10,000+)	SILVER Season Benefactor (\$5,000+)	Holiday & Special Concerts (\$3,000+)	Masterworks Concerts (\$2,000+)	Guest Artist (\$1,000+)	Kids Wild About Music (WAM) (\$500+)
Benefactor level recognized on concert tickets (when possible)	●	●	●				
Invitation to Annual "Dinner with the Maestro"	●						
Live Music by a GSC Ensemble at a company function (upon request & subject to availability)	●						
Recognition by GSC representative from the stage on sponsored weekend	EVERY	●	●	●	●		
Reserved Season Tickets	$\frac{\# \text{ of tickets}}{\text{Total Value}}$ $\frac{8}{\$1,000+}$	$\frac{6}{\$750+}$	$\frac{4}{\$500+}$	$\frac{3}{\$450+}$	$\frac{2}{\$300+}$	$\frac{1}{\$150+}$	
Reserved Tickets to one concert on your concert weekend	$\frac{\# \text{ of tickets}}{\text{Total Value}}$ $\frac{12}{\$275+}$	$\frac{10}{\$230+}$	$\frac{8}{\$180+}$	$\frac{8}{\$180+}$	$\frac{8}{\$180+}$	$\frac{4}{\$90+}$	
Invitations to Year End Donor Recognition Reception	6	4	4	2	2		
<b>COLOR</b> ad in season program book (Full pg value: \$1300+ / Half pg value: \$780+)	SPREAD	FULL	HALF	THIRD	THIRD		
Listed on sponsor page in season program book						●	●
Featured in Season Ticket brochure (distribution approx. 5,000+ in NW Montana)	●	●	●	●	●	●	
Listing on GSC website	●	●	●	●	●	●	●
Logo on GSC website (every page)	●	●	●				
Listed in your concert weekend promotional materials (posters, postcards, etc...)	●	●	●	●	●	●	
Listed in your concert weekend concert press releases (note: media reserves the final editing rights)	●	●	●	●	●	●	
Listed in all WAM pre-concert materials sent to area schools							●
Listed as WAM sponsor on the WAM sponsor page in season program book and on website							●
Listed in all WAM press releases (note: media reserves the final editing rights)							●
Invitation to your company/organization sponsored WAM concert							●

\* Additional benefits for Festival Amadeus sponsors at \$1000 and above

\* Other custom value-added benefits available at \$2000+ levels

PO BOX 2491 • KALISPELL, MT 59903  
406-257-3241 (P) • 406-257-5507 (F)

The Glacier Symphony and Chorale (GSC) is a proud cultural institution in northwest Montana. While serving the 7th largest community in Montana, each with a symphony of their own, the GSC provides over twice as many concerts than the average of other Montana symphonies, at a fraction of the cost! For northwest Montana to have a stellar symphony and chorale performing at a world-class level is remarkable, to say the very least.

The benefits of having a symphony orchestra and chorale in our midst are numerous and important. Aside from the cultural refinement it brings to our citizens, the economic impact to our community is important. With an annual budget of over \$500,000 and a payroll of over \$330,000 annually, the GSC is estimated to have an economic impact of over \$1 million annually to the local economy. That's where your corporate sponsorship plays such a vital role.

Take your place as a supporter of the Arts and help ensure that the strong cultural institution of the GSC continues to provide jobs, economic stability, educational opportunities, and keep world-class music playing in northwest Montana.

### PROFESSIONAL AND BUSINESS RECRUITMENT

Why are cultural amenities like a symphony orchestra and chorale important? Corporate headquarters deciding where to locate new manufacturing plants and business units pay attention! Physicians, professors, and other professionals deciding where to locate care. When our economic development groups and other professional recruiters sell the Flathead Valley, the Glacier Symphony and Chorale is an important part of their selling effort. By supporting your symphony and chorale, you help the Flathead Valley have a better chance of landing key businesses and professionals in our area.

### A BETTER QUALITY OF LIFE

Did you know that the GSC provides free concerts during the year to over 2,500 fifth and sixth graders in our public, private, and home school communities? Our new "Visit from the Symphony" program will provide in-school educational programs to hundreds more elementary age children. This exposure gives students from all socio-economic backgrounds an opportunity to learn about instruments and have the pleasure playing or listening to classical music brings to our lives. Without your support, the GSC would have to scale back this eye-and-ear opening experience for these young people.

### A WAY TO THANK PEOPLE

At a level of \$1000 and above, your sponsorship includes tickets to concerts, which are a great way to thank your employees or customers for their dedication. Many people wouldn't think to go to a symphony or chorale concert on their own, but once they've been exposed to it, they're hooked.

*Our Mission*  
 is to provide a broad range of excellent classical musical experiences in northwest Montana, which inspire, challenge, and educate our patrons, musicians, and students.

## 2010-2011 Board of Directors

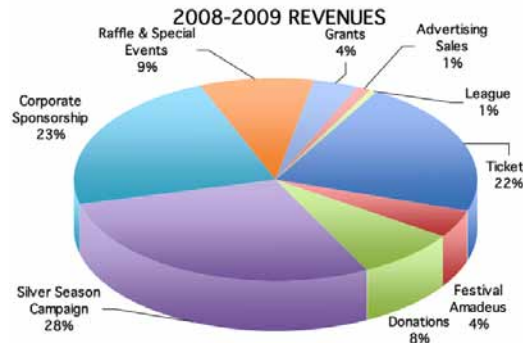
Margaret Baird, President  
 Susan Naive, Vice President  
 Maureen Hathaway, President-Elect  
 Bill Burg, Treasurer  
 Mary Gibson, Secretary

Alex Berry	Betsy Finch	Mike Moffitt
Bob Blickenstaff	Wilson Higgs	Jim Ramlow
Jim Bonnet	Tate Kreitinger	Kayleen Rash
Bob Bush	Donna Lawson	Bonita Richards
B.J. Carlson	Jan Lord	Steve Stahlberg
Erika Doane	B.J. Lupton	

Kay Lynn Lee, Chorale Rep.  
 Dana Scranton, Orchestra Rep.  
 Sharon Kennett, League Rep.  
 John Zoltek – Music Director  
 Jim Stanard – Chorale Conductor  
 Alan Satterlee – Executive Director

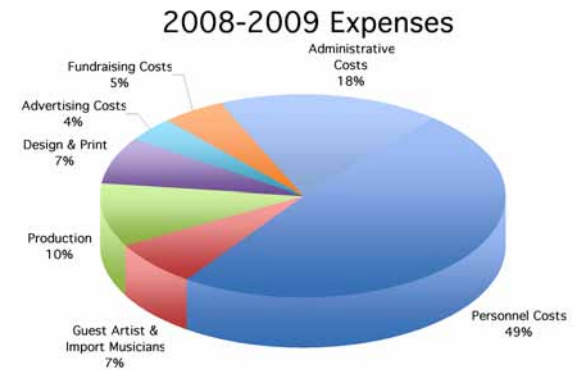
### INCOME by Sources (\$548,985)

Ticket sales make up just 26% of total revenues at \$138,600. Corporate Sponsorships are a very important revenue stream at \$120,000!



### EXPENSES by Category (\$556,734)

Over half of the annual expenses are for personnel (administrative and musicians). Approximately 80% of expenses are directly related to concert production.



### 2010-11 WILL BE OUR 28TH SEASON

- 22 Symphony Concerts in Kalispell, Whitefish, Bigfork, and Libby
- 7 concerts featuring the Glacier Chorale
- 8 concerts featuring ensembles of the Glacier Symphony and the Glacier Chorale

### OUR AUDIENCE

- 500-900 Attendees per concert weekend, with estimated 4,000 people attending annually.
- 85% over 45 Years Old
- 32% earn over \$75,000 per year
- Kalispell 54%, Whitefish 22%, Bigfork 10%. From as far as Hot Springs, Ronan, Hamilton, Libby, Eureka

### WHO WE ARE:

- Musicians from all walks of life
  - 75 symphony members
  - 80 chorale members
  - 36 glacier chamber singers
  - 3 chamber ensembles
- 24 Volunteer Board Members
- Staff (3 Full-time/13 Part-time)
- Over 200 Volunteers

### OUR PROGRAMS

- Masterwork Concerts
- Special Concerts
- Messiah, ON-STAGE! with ATP, String Quartet Concerts
- Youth Education – "Wild About Music"