

Dear Golf Enthusiast and Sponsor:

The Upstate Foundation's 38th Upstate Open golf tournament will be returning to the Turning Stone Resort Casino on Thursday, July 31, 2025. The Upstate Open offers an elite golf experience at three of New York's most beautiful courses. You and your guests will enjoy amazing golf on Shenendoah or Kaluhyat or may select a VIP experience to play where the pros play and be delighted with luxurious golf and amenities at Turning Stone's exclusive Atunyote golf course.

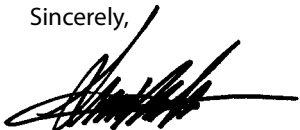
Enjoy morning or afternoon golf, complimentary driving range, premium hospitality inclusive of all meals, cocktails, beverages and snacks, silent auction and many outstanding raffle items.

You may register by emailing your sponsorship form to Eric Stensland at [stenslae@upstate.edu](mailto:stenslae@upstate.edu) or online at [www.UpstateFoundation.org/UpstateOpen](http://www.UpstateFoundation.org/UpstateOpen). For additional information, please call 315-446-5747.

Thank you in advance for supporting patient care, scientific research and education at Upstate Medical University and making a real difference in the health and well-being of our community.

We look forward seeing you on the golf course!

Sincerely,



Stuart M. Wright, CPA, MBA  
Chief Financial Officer  
Upstate University Hospital  
Upstate Open Tournament Chair



Eric Stensland  
Director of Corporate Development  
Upstate Foundation  
Upstate Open Tournament Director

**Upstate Open Committee**  
Upstate Medical University  
Mark Zeman  
Chief Information Officer  
Marylin Galimi  
Chief Operating Officer  
Matthew Chadderdon  
Chief of Staff /AVP  
Joe Ziemba  
Director of  
Telecommunications  
Kelly Hartman  
Director of Hospital  
Purchasing  
Gwynne Conway  
Director of Nursing  
Business Affairs  
Nancy Prott  
Assistant to the  
Office of the President

## UPSTATE OPEN | SPONSOR OPPORTUNITIES | July 31, 2025

### NEW IN 2025: PLAY WHERE THE PROs PLAY

Enjoy a premier golf experience at the exclusive Atunyote golf course

Add \$800 per foursome to any golf sponsor level | Limited availability (afternoon flight)

#### PRESENTING SPONSOR - \$12,000

- Two foursomes on ANY of the three courses
- Recognition as Presenting Sponsor in event advertising, publicity materials and social media
- Recognition on Upstate Foundation website event page
- Logo featured on Presenting Sponsor flag
- Logo featured on two tee signs
- Logo featured on event banner and in tournament program

#### COURSE SPONSOR - \$10,000

- Two foursomes on choice of Shenendoah or Kaluhyat
- Recognition as a Course Sponsor in event advertising, publicity materials and social media
- Recognition on Upstate Foundation website event page
- Course Sponsor flag
- Logo featured on two tee signs
- Logo featured on event banner and in tournament program

#### GOLFER GIFT SPONSOR - \$6,000

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on commemorative gifts presented to 400 golfers
- Logo featured on signage displayed at gift distribution
- Recognition on Upstate Foundation website event page
- Logo featured on two tee signs
- Logo featured on event banner and in tournament program

#### 19th-HOLE AWARDS RECEPTION SPONSOR - \$5,000

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage at the 19th Hole Awards Reception
- Logo featured on one tee sign
- Recognition on Upstate Foundation website event page
- Logo featured on event banner and in tournament program

#### GOLF CART SPONSOR - \$5,000

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on all golf carts and cart GPS screens
- Logo featured on one tee sign
- Recognition on Upstate Foundation website event page
- Logo featured on event banner and in tournament program

#### LUNCH SPONSOR - \$5,000

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed at lunch
- Logo featured on one tee sign
- Recognition on Upstate Foundation website event page
- Logo featured on event banner and in tournament program

#### LONGEST DRIVE SPONSOR - \$3,500\*

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed at Longest Drive contest
- Logo featured on event banner and in tournament program

#### HOLE-IN-ONE SPONSOR - \$3,500\*

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed at Hole-in-One contest
- Logo featured on event banner and in tournament program

#### CLOSEST-TO-THE-PIN SPONSOR - \$3,500\*

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed at Closest-to-the-Pin contest
- Logo featured on event banner and in tournament program

#### REFRESHMENT CART SPONSOR - \$3,500\*

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed on refreshment carts
- Logo featured on event banner and in tournament program

## SPONSOR OPPORTUNITIES *continued*

### BREAKFAST SPONSOR - \$3,500

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed in breakfast area
- Logo featured on event banner and in tournament program

### ON-COURSE BEVERAGE SPONSOR - \$3,000\*

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed at four beverage stations
- Logo featured on event banner and in tournament program

### BAG DROP SPONSOR - \$3,000

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on signage displayed in bag drop area
- Logo featured on event banner and in tournament program

### BIRDIE SPONSOR - \$2,500

- One foursome on choice of Shenendoah or Kaluhyat
- Logo featured on one tee sign
- Logo featured on event banner and in tournament program

### FOURSOME ONLY - \$2,200

- One foursome on choice of Shenendoah or Kaluhyat
- Course selection will be available on a first-come, first-served basis

### TEE SPONSOR - \$1,000

- Logo/name featured on one tee sign
- Logo featured on event banner and in tournament program

### PAR SPONSOR - \$500

- Logo/name featured on event banner and in tournament program

\* Request information and pricing for sponsorship on all three courses

## UPSTATE OPEN | ENTRY FORM | July 31, 2025

### MORNING FLIGHT – Shotgun start: 7:30 am

Choose preferred golf course:

Shenendoah     Kaluhyat

Foursome with sponsorship    \$ \_\_\_\_\_

Foursome only – \$2,200    \$ \_\_\_\_\_

### AFTERNOON FLIGHT – Shotgun start: 1 pm

Choose preferred golf course:

Shenendoah     Kaluhyat     Atunyote (add \$800 per foursome)

Foursome with sponsorship    \$ \_\_\_\_\_

Foursome only – \$2,200    \$ \_\_\_\_\_

### PAYMENT OPTIONS

Total amount: \$ \_\_\_\_\_

I am unable to attend, but would like to support the Upstate Foundation's mission. \$ \_\_\_\_\_

Check enclosed     Check to follow

Please send invoice

Credit card:     VISA     MasterCard     Discover     American Express

Card # \_\_\_\_\_ Exp. date \_\_\_\_\_

Name on card \_\_\_\_\_

Signature \_\_\_\_\_

Contact name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Fax \_\_\_\_\_

1 Captain's name \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

2 Name \_\_\_\_\_

Email \_\_\_\_\_

3 Name \_\_\_\_\_

Email \_\_\_\_\_

4 Name \_\_\_\_\_

Email \_\_\_\_\_

### Please complete and return with entry fee by July 14.

Note: Name and email address must be complete and accurate for each player. Confirmation will be sent to captain only, five days prior to the tournament. **FOURSOMES ONLY PLEASE!**

No guarantee! Limited field.

Make checks payable to: The Upstate Foundation, Inc.,  
750 East Adams Street, Syracuse, NY 13210

**UPSTATE**  
FOUNDATION

Call 315-464-4416 | Fax 315-464-4819

Register online

[www.UpstateFoundation.org/UpstateOpen](http://www.UpstateFoundation.org/UpstateOpen)