

Dear Golf Enthusiast and Supporter:

It's time for the Upstate Foundation's **37th annual Upstate Open** golf tournament. Combine your passion for golf with helping patients and families cared for at Upstate University Hospital by joining us on **Thursday, August 8, 2024** at the **Turning Stone Resort Casino**. You will have the opportunity to play on either Shenendoah or Kaluhyat, two premier golf courses in Central New York.

Turning Stone  
RESORT | CASINO

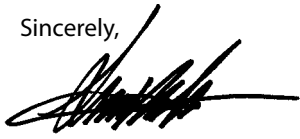
Upstate Open will be supporting pediatric and adult cancer care at the Upstate Cancer Center, and cancer research at Upstate Medical University.

We will again offer our complimentary hospitality along with awards reception, and great raffle prizes too. Sponsor opportunities and foursomes sell out quickly so register today.

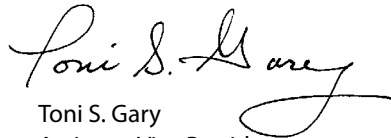
For more information on becoming a sponsor or to reserve your foursome, please call the Upstate Foundation at 315-464-4416, or register online at [www.UpstateFoundation.org/UpstateOpen](http://www.UpstateFoundation.org/UpstateOpen).

We look forward to your support and seeing you on the course!

Sincerely,



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



Toni S. Gary  
Assistant Vice President  
Upstate Foundation  
Upstate Open Tournament Co-Director



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

## UPSTATE OPEN | SPONSOR OPPORTUNITIES | August 8, 2024

### ❑ Partnership Sponsor - \$25,000

Information provided upon request

### ❑ Presenting Sponsor - \$12,000

- Two foursomes
- Recognized as Presenting Sponsor in event advertising and publicity materials
- Company logo or name on flag banner
- Recognized as Presenting Sponsor on social media
- Participant golf shirts
- Company logo or name on two tee signs (one tee sign on each course)
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Course Sponsor - \$10,000

- Two foursomes
- Recognized as Course Sponsor on social media
- Company logo or name on flag banner
- Participant golf shirts
- Company logo or name on two tee signs (one tee sign on each course)
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Gift Sponsor - \$6,000

- One foursome
- Company logo or name associated with 300 golfer gifts
- Company logo or name on two tee signs (one tee sign on each course)
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ 19th-Hole Awards Reception Sponsor - \$5,000

- One foursome
- Company logo or name on sponsor signage at awards reception
- Company logo or name on two tee signs (one tee sign on each course)
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Golf Cart Sponsor - \$5,000

- One foursome
- Company logo or name on golf cart signage
- Company logo or name on golf cart GPS
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Lunch Sponsor - \$4,500

- One foursome
- Company logo or name on signage at lunch reception
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Longest Drive Sponsor - \$3,500\*

- One foursome
- Company logo or name on Longest Drive hole contest sign
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Hole-in-One Sponsor - \$3,500\*

- One foursome
- Company logo or name on Hole-In-One contest sign
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Closest-to-the-Pin Sponsor - \$3,500\*

- One foursome
- Company logo or name on Closest-to-the-Pin contest sign
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ❑ Bag Drop Sponsor - \$3,000

- One foursome
- Company logo or name in bag drop area
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

## SPONSOR OPPORTUNITIES *continued*

### ☐ Refreshment Cart Sponsor - \$3,000\*

- One foursome
- Company logo or name on refreshment cart
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ☐ Breakfast Sponsor - \$3,000

- One foursome
- Company logo or name on signage in breakfast area
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ☐ On-Course Beverage Sponsor - \$2,500\*

- One foursome
- Company logo or name at refreshment stops
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ☐ Birdie Sponsor - \$2,500

- One foursome
- Company logo or name on one tee sign
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ☐ Tee Sponsor - \$1,000

- Company logo or name on one tee sign
- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

### ☐ PAR Sponsor - \$500

- Company logo or name on day-of-event banner
- Company logo or name in program book at sponsor level

\*Request information and pricing for sponsorship on both Shenendoah and Kaluhyat.

## UPSTATE OPEN | ENTRY FORM | August 8, 2024

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

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

☐ Foursome only – \$2,000 \$ \_\_\_\_\_

### AFTERNOON FLIGHT – Shotgun start: 1 pm

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

Choose preferred golf course:

☐ Shenendoah

☐ Kaluhyat

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

Choose preferred golf course:

☐ Shenendoah

☐ Kaluhyat

### AWARDS RECEPTION

**19th-Hole awards reception** following afternoon play  
\$75 per person for non-golfers

Total number attending the 19th-Hole awards reception:

☐ golfers \_\_\_\_\_ ☐ non-golfers \_\_\_\_\_

### 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 19.**

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)