

Dear Golf Enthusiast and Sponsor:

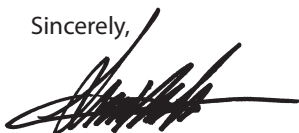
The Upstate Foundation's 39th Upstate Open golf tournament will be returning to the Turning Stone Resort Casino on Thursday, July 30, 2026. The Upstate Open offers an elite golf experience at three of New York's most beautiful courses. You and your guests will enjoy amazing golf on Shenendoah or Kaluhyat 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 or online at 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
- Eric Smith
SVP for Finance and Administration
- Matthew Chadderdon
Chief of Staff /AVP
- Kelly Hartman
Director of Hospital Purchasing
- Gwynne Conway
Director of Nursing Business Affairs
- Nancy Prott
Assistant to the Office of the President
- Peter Haske II
University Police
- Shawn O'Reilly
Information Security Officer
- Community partner
- Amina Mecca
Senior Director of Advertising Advance Media New York

UPSTATE OPEN SPONSOR OPPORTUNITIES
July 30, 2026

PLAY WHERE THE PROs PLAY

Enjoy a premier golf experience at the exclusive Atunyote golf course
NEW in 2026: Morning and afternoon availability (limited to the first 18 teams on each flight)
 Add \$800 per foursome to any sponsor level (foursome level or above)

PRESENTING SPONSOR - \$12,000

- Two foursomes with choice of Atunyote, Shenendoah or Kaluhyat
- 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 Course Sponsor in publicity materials and social media
- Recognition on Upstate Foundation website event page
- Logo featured on 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
- Recognition on Upstate Foundation website event page
- Logo featured on signage displayed at gift distribution
- Logo featured on two tee signs
- Logo featured on event banner and in tournament program

DINNER SPONSOR - \$5,000

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

GOLF CART SPONSOR - \$5,000

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

LUNCH SPONSOR - \$5,000

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

BEVERAGE STATION 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/name featured on event banner and in tournament program

PAR SPONSOR - \$500

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

RAFFLE/SILENT AUCTION (In-Kind Donation)

- Logo/name featured on signage with donated item
- Logo/name featured in tournament program

UPSTATE OPEN | ENTRY FORM | July 30, 2026

MORNING FLIGHT – Shotgun start: 7:30 am

Choose preferred golf course:

Shenendoah Kaluhyat Atunyote (add \$800 per foursome)

Sponsor level _____ \$ _____

Foursome only – \$2,200 \$ _____

AFTERNOON FLIGHT Choose preferred golf course:

Shenendoah – Shotgun start: 1 pm

Kaluhyat – Shotgun start: 1 pm

Atunyote **Atunyote afternoon SOLD OUT** Shotgun start: 12:30 pm

Sponsor level _____ \$ _____

Foursome only – \$2,200 \$ _____

50TH ANNIVERSARY CHAMPIONS CIRCLE

Yes, we would like to make an additional donation of \$500 to be included in the 50th Anniversary champions circle \$ _____

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 # _____

CCV # _____ Exp. date _____

Name on card _____

Signature _____

RAFFLE/SILENT AUCTION

I would like to donate an item(s) to be featured in the raffle/auction

GOLFER INFORMATION

Contact name _____

Company _____

Address _____

City _____

State _____ Zip _____

Phone _____

Email _____

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.

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
www.UpstateFoundation.org/UpstateOpen