

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.

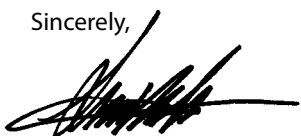
Enjoy morning or afternoon golf, complimentary driving range, premium hospitality inclusive of all meals, cocktails, beverages and snacks, silent auction and many outstanding raffle items.

You may register by emailing your sponsorship form to Eric Stensland at stenslae@upstate.edu 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
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

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:

☐ Kaluhyat ☐ **Shenendoah – AM SOLD OUT**

☐ **Foursome with sponsorship** \$ _____

☐ **Foursome only – \$2,200** \$ _____

AFTERNOON FLIGHT – Shotgun start: 1 pm

Choose preferred golf course:

☐ Shenendoah ☐ Kaluhyat ☐ **Atunyote – PM SOLD OUT**

☐ **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