

# 2021-2022 Corporate Sponsorship Overview





#### **PRISM Gay Men and Allies Chorus Corporation**

P.O. Box 1167 Royal Oak, Michigan 48067 www.prism-chorus.org

## Be in Good Company!

Join PRISM as a Sponsor- It's going to be an incredible season!

Help support Southeast Michigan's fastest growing Gay Men's Chorus!

By partnering with PRISM Men's Chorus as a sponsor, you are aligning your brand with one of the Michigan's newest and most prominent volunteer, non-profit, performing arts organizations and an LGBTQ+ community leader. We attract a wide and diverse audience from throughout Michigan—a healthy mix of ages, backgrounds, sexual identities, household incomes, and professions.

We reach our audiences through a variety of sold-out performances, as well as our growing online and social media audience. A sponsorship with PRISM Men's Chorus will only strengthen your organization's visibility, as our audiences and supporters will see your brand as a supporter of human rights.

We can tailor a sponsorship package for you to ensure your company gets maximum benefit for the money you invest.

For further information, please contact:

Carl ( String o

Mark Ortwine

Chairman

PRISM Board of Directors chairman@prism-chorus.org

Mobile: (248) 514-5002

Carl Fogg, Jr.

Treasurer

PRISM Board of Directors

treasurer@prism-chorus.org

Mobile: (248) 376-7934



#### **PRISM Gay Men and Allies Chorus Corporation**

P.O. Box 1167 Royal Oak, Michigan 48067 www.prism-chorus.org

## **Organizational Information**

#### Legal Name and Tax ID:

**PRISM Gay Men & Allies Chorus Corp.** EIN 81-4283694

P.O. Box 1167 Royal Oak, MI 48067-1167

Year Founded: 2016 D-U-N-S # 080541728

Website: www.prism-chorus.org

#### **Community Membership(s):**

- Royal Oak Chamber of Commerce (2019)
- Macomb Chamber of Commerce (2019)
- Detroit Regional LGBT Chamber of Commerce (2019)
- GALA Choruses Member

#### **Organizational Contacts:**

Carl Fogg, Jr., Treasurer treasurer@prism-chorus.org
Mobile: (248) 376-7934

Mark Ortwine, Chairman of the Board <a href="mailto:chairman@prism-chorus.org">chairman@prism-chorus.org</a>
Mobile: (248) 514-5002

#### Staff:

**Darin DeWeese**, Artistic Director ad@prism-chorus.org

**Dave Rains, Principal Accompanist** 

#### Mission:

Founded in 2016, PRISM Gay Men and Allies Chorus Corporation ("PRISM") is a volunteer, non-profit, performing arts organization whose purpose is to support the Southeast Michigan LGBTQ+ and allies community. Committed to "changing lives one note at a time", PRISM's mission is to provide service through various out-reach programs and to provide the community with artistic programs through our seasonal performances.

#### **Current Program(s):**

- Holiday Performance Simply the Best, December 11, 2021
- Guest Performance Motor City Pride September 19, 2021
- Summer Performance Music at the Market, July 17, 2021
- Guest Performance Detroit Tigers National Anthem, June 15, 2021
- Guest Performance Detroit Pistons National Anthem, March 28, 2019
- Guest Performance Detroit Tigers Pre-Game Concert, June 26, 2019
- Spring Performance Destination Detroit: Songs that Put Us on the Map, June 15, 2019
- Holiday Performance A PRISM Holiday Extravaganza, December 14, 2019

The PRISM Story

PRISM Gay Men and Allies Chorus was founded in the fall of 2016 by a small group of singers looking to form a Gay Men's Chorus in Metro Detroit.

Our first concert, *PRISM Presents: Holiday Belles and Beaus,* was held at the historic Baldwin Theatre in Royal Oak, Michigan on December 17, 2016. On stage that night, singing to a sold-out audience, were **thirty men** who "set-the-stage" for the rapid growth that would follow for every season yet to come.





Meanwhile, PRISM was putting the finishing touches on the planning of our second concert, *PRISM Presents: A Salute to America*. Joined on stage this time by host of CBS This Morning, **Rene Syler**, the now **fifty men** of PRISM once again performed to a sold-out audience at the Baldwin Theatre on June 24, 2017.

The summer and fall of 2017 saw PRISM give back to community by taking part in two LGBTQ+ Pride events. We were honored to sing the National Anthem at the 2017 Detroit AIDS Walk and raise over \$7,000.00 for the cause.





Our third concert, *A Broadway Holiday: Glitz & Glam*, saw another significant increase in chorus membership. Over **seventy-five men** took to the stage on December 2, 2017 as PRISM enchanted a sold-out audience with a holiday concert of beloved Broadway showtunes.

During the holiday season of 2017, PRISM was proud to give back the community by performing selections from our holiday concert at a gathering for the Southeast Michigan LGBTQ+ professional networking group, Ties-Like-Me. The men of PRISM



brought holiday cheer to the event attended by local LGBTQ+ business leaders.

#### 2018 would turn out to be a pivotal year for PRISM.

On March 13, 2018, the men of PRISM were excited to join **Demi Lovato** on stage at Little Caesar's Arena in Detroit during her **Tell Me You Love Me** tour.



In June 2018, singing from the **Ferndale Pride Main Stage**, the men of PRISM delighted
Southeast Michigan "pride-goers" with a selection
of songs to help celebrate LGBTQ+ Pride.



And then, in April 2018, PRISM was honored to share the stage with Tony Award winning, Broadway legend **Patti LuPone** during her **Don't Monkey with Broadway** concert.





Our fourth concert was a two-night event on June 8 and 9, 2018. **Seventy-eight men** of PRISM sang for two sold-out audiences at the Baldwin Theatre. Performing the song cycle, *This House Shall Stand:* Songs of My Family, the men of PRISM once again shared a moving night of song.

During the June 2018 concert, PRISM was proud to award the first **Maxine Wrisinger Memorial Scholarship** to Royal Oak High School senior, **Emily Esbri**.

In the fall of 2018, PRISM began rehearsals for our fifth concert; our largest and most ambitious holiday concert yet: **Naughty & Nice: A PRISM Holiday.** On December 15, 2018, **over one-hundred men** took to the historic stage of the Royal Oak Music Theatre in Royal Oak, Michigan, performing to a sold-out audience of over one-thousand patrons!



March 2019 was a busy month for the men of PRISM! At the invitation of the world-famous **Motown Museum**, PRISM sang "Happy Birthday" to an invitation-only crowd of celebrating the 75<sup>th</sup> birthday of Miss Diana Ross.





Later in March, the men of PRISM took the center court of Little Caesars Arena and sang the National Anthem to a SOLD-OUT

crowd as a part of the Detroit Pistons LGBT Pride Night.



Once again, PRISM delivered a smashing performance not to be forgotten!

In June 2019, PRISM partnered with Motown Museum again to present our sixth concert: *Destination Detroit: Songs that Put Us on the Map*. On Saturday, June 15, 2019, one-hundred and twenty-five men took the stage at Royal Oak Music Theatre for TWO performances, with our Special Guests, The Detroit Children's Choir.



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CHEVIDEE

Later in June 2019, PRISM was honored to be invited to sing a short PRE-GAME concert for the **Detroit Tigers** as part of **LGBT Pride Night** at Comerica Park.

PRISM continues to grow and expand our mission throughout Southeast Michigan. We are excited to share our vision and our voices and with the LGBTQ and Allies Community of Michigan.

## Our journey is just beginning...













## **Sponsorship Overview**

To establish a sustainable future for PRISM and to ensure that we can attract qualified leadership and retain talented staff, PRISM relies on contributions from foundations, corporations, and individual donors to help fund our programs and operations. Ticket sales cover only about half of our operating expenses, so sponsorship and donations are crucial to PRISM. As a PRISM sponsor, you help to make sure that PRISM can continue to provide its voice to our community.

#### **PRISM Audience Geography and Performance Venues**

PRISM audiences come from all over Michigan; however, our targeted audience is concentrated in Southeast Michigan, specifically: Wayne, Monroe, Oakland, Macomb, Washtenaw, and Genesee counties. Being a PRISM sponsor ensures that your brand will be exposed, multiple times, to PRISM audiences and social media content subscribers.

#### **Prior Concert Attendance Metrics:**

Year	Season	Concert	Venue	Estimated Audience (based on ticket sales)
2016	Fall	Holiday Belles & Beaus	Baldwin Theatre	325
2017	Spring	Salute to America	Baldwin Theatre	325
2017	Fall	Holiday Glitz & Glam	Club Venetian	750
2018	Spring	Songs of my Family*	Baldwin Theatre	750
2018	Fall	Holiday Naughty & Nice	Royal Oak Music Theatre	1,150
2019	Spring	Destination Detroit*	Royal Oak Music Theatre	1,275
2019	Fall	Holiday Extravaganza	Macomb Center	1,225
2021	Summer	Music at the Market	Royal Oak Farmers Market	300
2020	Fall	Simply the Best	Macomb Center	1,225

\*two performances

#### **Performance Venues**

Rapid growth in chorus membership, and a dramatic increase in audience ticket demand has required PRISM to often move to larger performance venues.

Beginning in the fall of 2019 through spring 2022, PRISM seasonal performances will be presented at the beautiful Macomb Center for the Performing Arts in Clinton Township, Michigan.





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#### **PRISM Marketing Opportunities**

PRISM audiences are a unique mix of social demographics; from LGBTQ+ patrons of all ages to "stayat-home" moms. The typical PRISM patron represents a wide range of gender, ages, incomes, and interests. PRISM marketing utilizes multiple "channels" to reach those audiences with our marketing message.

#### PRISM Social Media and Email – Quick Facts

Social Media plays an incredibly important part in PRISM marketing. With thousands of combined subscribers (Facebook, Instagram, Twitter, YouTube, and Snapchat), PRISM's marketing strategy puts heavy emphasis on the social media aspect our marketing campaigns.

- PRISM Social Media subscribers continue to increase by nearly 30% each season.
- PRISM utilizes a formal email contact management and messaging tool, ConstantContact, to ensure top-of-mind presence and regular communication with our content subscribers.
- PRISM will launch an updated YouTube channel with regularly curated content to coincide with our 2019 Holiday concert.

#### **PRISM Print Advertising – Quick Facts**

Print advertising is another important part of PRISM marketing. Our print advertising events are limited to a few discreet opportunities, usually at the end (spring) and middle (fall) of a performance season; as well as our seasonal performance programs.

- PRISM will U.S. Mail targeted marketing collateral (season brochure/show bills) to the top 1,000 content subscribers.
- PRISM will print and distribute nearly 1,500 full-color performance programs for each seasonal concert.

#### **Levels of Seasonal Sponsorship Available**

Being a PRISM sponsor, at any level, is valuable investment. Sponsors differ from individual donors in that a sponsor provides a level of support that is substantially greater than an individual one-time or sustaining contribution. Sponsorship investment levels start at \$1,000.00.

Community S	ponsor	Annual Commitment:	\$1,000 - \$2,499
Sponsorship Benefit	ts:		
Program Advertising	All Community Sponsors will re advertisement in the fall and sp in the DONORS section of the	ring performance programs, a	
Season Tickets	All Community Sponsors will re	ceive two (2) complimentary ti	ckets (Main Floor).
Sponsor Link	All \$1,000+ Sponsors will have a	clickable link on the PRISM publ	ic website, donors page.
Social Media	For all sponsorship levels, PRIS PRISM social media platforms tweeting sponsor events and a	(Facebook, Instagram, Twitter	

## **Supporting Sponsor**

\$2,500 - \$4,999 **Annual Commitment:** 

**Sponsorship Benefits:** 

**Program** Advertising All Supporting Sponsors will receive a complimentary full-page, full color advertisement in the fall and spring performance programs, as well as a named listing in the DONORS

section of the program.

Season Tickets All Supporting Sponsors will receive four (4) complimentary tickets (Main Floor).

Sponsor Link All \$1,000+ Sponsors will have a clickable link on the PRISM public website, donors page.

For all sponsorship levels, PRISM will interact with/engage active sponsors on all Social Media PRISM social media platforms (Facebook, Instagram, Twitter) through tagging or

tweeting sponsor events and activities.

**Premier Sponsor** 

\$5,000 - \$7,499 **Annual Commitment:** 

**Sponsorship Benefits:** 

**Program Advertising**  All Premier Sponsors will receive a complimentary full-page, full color advertisement (prominent placement) in the fall and spring performance programs, as well as a named listing in the DONORS section of the program.

**Season Tickets** All Premier Sponsors will receive six (6) complimentary tickets (Main Floor).

Web Banner Advertising

All \$5,000+ sponsors will have their logo (500 x 125 pixels @72dpi) placed prominently

on the PRISM public website, donors page.

**Sponsor Link** All \$1,000+ Sponsors will have a clickable link on the PRISM public website, donors page.

For all sponsorship levels, PRISM will interact with/engage active sponsors on all Social Media PRISM social media platforms (Facebook, Instagram, Twitter) through tagging or

tweeting sponsor events and activities.

**Special Sponsor** 

\$7.500 - \$9.999 **Annual Commitment:** 

**Sponsorship Benefits:** 

Special Recognition

All Special Sponsors will receive LOGO placement in the "Special Recognition" portion of the DONORS section of the program.

**Program Advertising** 

All Special Sponsors will receive a complimentary full-page, full color advertisement (prominent placement) in the fall and spring performance programs, as well as a named listing in the DONORS section of the program.

**Season Tickets** 

All Special Sponsors will receive four (4) complimentary tickets (Gold Circle).

Web Banner Advertising

All \$5,000+ sponsors will have their logo (500 x 125 pixels @72dpi) placed prominently

on the PRISM public website, donors page.

**Sponsor Link** All \$1,000+ Sponsors will have a clickable link on the PRISM public website, donors page.

**Social Media** 

For all sponsorship levels, PRISM will interact with/engage active sponsors on all PRISM social media platforms (Facebook, Instagram, Twitter) through tagging or

tweeting sponsor events and activities.

## **Presenting Sponsor**

Annual Commitment: \$10,000 or more

#### **Sponsorship Benefits:**

Special Recognition

Presenting Sponsors will receive special recognition in the form of seasonal naming rights, advertising space and logo placement in our seasonal performance programs and show bills/advertisements.

Program Advertising All Premier Sponsors will receive a complimentary two-page spread, full color advertisement (prominent placement) in the fall and spring performance programs, as well as a named listing in the DONORS section of the program.

Season Tickets All Presenting Sponsors will receive eight (8) complimentary tickets (Gold Circle).

Web Banner Advertising

All **\$5,000+** sponsors will have their logo (500 x 125 pixels @72dpi) placed prominently on the PRISM public website, donors page.

**Sponsor Link** All **\$1,000+** Sponsors will have a clickable link on the PRISM public website, donors page.

For all sponsorship levels, PRISM will interact with/engage active sponsors on all PRISM social media platforms (Facebook, Instagram, Twitter) through tagging or tweeting sponsor events and activities.

Other Presenting Sponsor Benefits • Dinner for four (4) with the Artistic Director and Board Chairman.

 Complimentary appearance by PRISM small ensemble or select soloists at a corporate function/event.

#### **Sponsorship Credits May Include**

All printed sponsorship credits must include the legal name of the sponsor, and will be preceded by the following phrase (dependent on the level of sponsorship):

- "Support for PRISM Men's Chorus comes from
- "[Show Title] is Proudly Presented by

Presenting Sponsors will be mentioned by name at the beginning of each performance with the following pre-show announcement:

"[Show Title] is Proudly Presented by

For all levels of sponsorship, printed information about the company including brand names and descriptions of products and services offered will be delivered in a "value-neutral", non-promotional manner and may include business location, phone number OR web site address, years in business, established slogans stating the company philosophy.

#### Sponsorship Credits<sup>1</sup> May Not Include

- Calls to Action "stop by", "call", etc.
- Reference to Price "free", "10% off", etc.
- Inducements to Act "while supplies last", "limited offer", etc.
- Qualitative or Comparative Language or Claims "best", "oldest", "most reliable", etc.
- Overstated Subject Language "fun-filled", "by popular demand", etc.
- Endorsements "recommended by the Detroit Free Press", etc.
- Credentials "award winning", etc.

<sup>&</sup>lt;sup>1</sup> Sponsor *Advertising* is NOT limited by these conditions.

### **Past PRISM Corporate Sponsors**

Season	Year	Concert	Sponsors	
4	2016	Belles Beaus	Ameritax Plus, Wall Street Productions	
ı	2017	Salute to America	Ameritax Plus, Wall Street Productions	
2	2017	Glitz & Glam	Ameritax Plus	
2	2018	Family	Ameritax Plus, Mercedes Benz Financial, Edibles Rex	
	2018	Naughty & Nice	Ameritax Plus, Mercedes Benz Financial, Edibles Rex	
3	2019	Destination Detroit	Ameritax Plus, Mercedes Benz Financial, The Motown Museum	
4	2019	A Holiday Extravaganza!	Ameritax Plus, Mercedes Benz Financial	
5	2020	Canceled (COVID-19)		
6	2021	Music at the Market	Ameritax Plus, Mercedes Benz Financial	
O	2021	Simply the Best	Ameritax Plus	

#### **Private Concerts**

In addition to our seasonal concerts, PRISM often performs at other public and private events throughout Metro Detroit. Based on the level of donation or sponsorship, PRISM can work with sponsors to tailor a private performance of a PRISM small ensemble ("Men of Note") or select soloists, at a reduced fee (or, in some cases, complimentary). If you are interested in hosting a private event, please contact Board Chairman, Mark Ortwine (<a href="mailto:chairman@prism-chorus.org">chairman@prism-chorus.org</a>).

PRISM Season 6 (2021-2022) Overview

PRISM has a fantastic season in store for you in 2021-2022. Here is a "sneak-peek".

#### **Holiday 2021 Seasonal Performance**



### PRISM Presents: Simply the Best

Friday, December 11, 2021 – 8:00pm Macomb Center for the Performing Arts

Celebrating our SIXTH ANNIVERSARY, join the men of PRISM Men's Chorus on a musical journey through their favorite performances over the past six years. From Motown to Pride to all your favorite Holiday classics PRISM will help you get into the spirit with songs that you know and love.

#### **Spring 2020 Seasonal Performance**

Day and Time - TBD Macomb Center for the Performing Arts

#### **Summer 2022 Seasonal Performance**

Day, Time, and Location - TBD

## **PRISM Supporting Materials**

#### PRISM Board of Directors (2019 – 2021)



Mark Ortwine
Chairman
(Executive Board Member)
Term: 2019 – 2022
chairman@prism-chorus.org







Carl Fogg, Jr., PMP Treasurer (Executive Board Member) Term: 2019 -2022 treasurer@prism-chorus.org

Gerald Ashby
Interim Secretary
(Executive Board Member)
Term: 2021 – 2022
secretary@prism-chorus.org





Josh Simpson
Director of Marketing
Term: 2019 – 2021
marketing@prism-chorus.org

Eric Haenke Community Board Member Term: 2021- 2022





Katie Leeds Community Board Member Term: 2021- 2022

Darin DeWeese
Artistic Director
(Ex Officio Board Member)
ad@prism-chorus.org



#### IRS 501(c)(3) Tax Exemption Letter

INTERNAL REVENUE SERVICE P. O. BOX 2508 CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUN 07 2017

PRISM GAY MEN AND ALLIES CHORUS CORPORATION 2425 HIGHLAND COURT ROYAL OAK, MI 48703-0000

Employer Identification Number: 81-4283694 DLN: 26053556002147 Contact Person: CUSTOMER SERVICE ID# 31954 Contact Telephone Number: (877) 829-5500 Accounting Period Ending: December 31 Public Charity Status: 509 (a) (2) Form 990/990-EZ/990-N Required: Yes Effective Date of Exemption: October 26, 2016 Contribution Deductibility: Yes Addendum Applies:

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

No

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Letter 947

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