OFFICIAL SPONSORSHIP GUIDE



POWERED BY OURSPACE FOUNDATION



5 CULTURE SERIES 2024

517 JUNETEENTH WEEKEND +
517 HISPANIC HERITAGE WEEKEND

BECOME A 2024 CULTURE SPONSOR

ACTIVATING CORRIDORS. CURATING SPACES. PUSHING CULTURE FORWARD.

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FOR MORE VISUAL STORIES, FOLLOW US AT: @517JUNETEENTH	
@517HISPANICHERITAGE	
@OURSPACE517	

OURSPACE

MISSION OF OS (517)

To establish and promote Lansing corridors as a premier tourist destination where people experience quality interactive education, culturally enriching events/activities, and diverse entertainment opportunities by utilizing community venues as classrooms, highlighting local artist/art, and cultivating robust entrepreneurial districts.

ABOUT OS (517)

OURSPACE is Mid-Michigan's source for **culture** and **wellness**, utilizing community venues as classrooms, while highlighting local art, artists, thought-leaders, and cultivating robust entrepreneurial districts in partnership with people, organizations, businesses, and local groups.

OURSPACE produces the annual 517 Juneteenth Weekend, 517 Health & Wellness Weekend, and the 517 Hispanic Heritage Weekend.

PURPOSE

OURSPACE seeks to promote the celebration of culture and increase access to health and wellness-based educational opportunities. Our goal is to elevate the cultural and entrepreneurial vibrancy of the Lansing community while fostering an inclusive and dynamic environment that encourages creativity, learning, and exploration for everyone who enters OURspace.



2023 OVERVIEW

OVER 5,000 ATTENDEES

517 JUNETEENTH WEEKEND

4 DAYS OF FREE EVENTS

2 GRAMMY AWARD WINNING/ NOMINATED ARTISTS

OVER 1,100 ATTENDEES

517 HISPANIC HERITAGE WEEKEND

3 DAYS OF FREE EVENTS

21 HISPANIC COUNTRIES REPRESENTED

2024 PROJECTED OUTCOMES

- Over 10,000 combined participants
- Over 50,000 online impressions and engagement opportunities
- Eight free cultural events
- Two free street festivals in Lansing's REO Town and Downtown, honoring Juneteenth and Hispanic Heritage
- Nationally renowned performers and presenters
- Increased tourism in Lansing corridors
- Increased traffic for local businesses in REO Town and Downtown Lansing
- Increased access to resources, services, and educational opportunities for community members
- Capital Region positioned as a Cultural Destination





517 JUNETEENTH 2024

HONORING JUNETEENTH

The 517 Juneteenth Weekend is a unique opportunity for the Mid-Michigan region to celebrate Black culture, expression, and experiences. Attracting thousands of participants to Lansing's REO Town Corridor, the 517 Juneteenth Weekend recognizes the emancipation of African-American slaves in the United States of America. On June 19, 1865, a declaration of freedom was issued in Galveston, TX, freeing Black people who remained enslaved after the Emancipation Proclamation was signed in 1862.



4-DAY WEEKEND (EVENTS)

DAY 1: EDUCATION

The 517 Juneteenth Weekend always kicks off with an educational component. In 2024, the weekend of celebration will begin with the "Culture & Wellness Seminar", discussing the 8 Dimensions of Wellness (which include emotional, physical, intellectual, social, spiritual, occupational, financial, and environmental wellness) and how to actively promote a culture of wellness in the African-American community and beyond.

DAY 2: JUNETEENTH ICE CREAM SOCIAL

Day 2 of the Juneteenth Weekend is for families and children. Ourspace (517) will be hosting the 3rd Annual Juneteenth Ice Cream Social, featuring treats by <u>Sweet Encounter Cafe</u>, games, inflatables, and activities for children, music and breakdancing by All of the Above Hip-Hop Academy, basketball shootouts hosted by Moneyball Sportswear, and youth vendor booths.

DAY 3: JUNETEENTH FESTIVAL

The 3rd Annual Juneteenth Festival takes place on S. Washington Ave in Lansing's REO Town, featuring thousands of attendees, over 80 Black-Owned business vendors and informational booths, food trucks and desserts, local and national live performances and bands, a fully-stocked Kidz Zone, dancing, and much more.

DAY 4: FATHER'S DAY BRUNCH

Father's Day always falls on our close-out event, and what better way to close out the celebration than to honor Black Fatherhood. The 2nd Annual Juneteenth Father's Day Brunch served 200 families in 2023 and plans to do the same in 2024. The event features a catered brunch, live jazz performances, and a guest keynote speaker.



517 HISPANIC HERITAGE

HISPANIC HERITAGE MONTH IN THE 517

The 517 Hispanic Heritage Weekend takes place during Hispanic Heritage Month with a weekend of fun, education, and entertainment in the Downtown District of Michigan's State Capital.

Every year, National Hispanic Heritage Month is observed from September 15th - October 15th through events, the celebration of culture, and educational opportunities. As Hispanic Heritage Month is meant to honor Hispanic and Latinx communities, Ourspace (517) seeks to highlight the diverse cultures represented as Hispanic/Latinx in Michigan.



4-DAY WEEKEND (EVENTS)

DAY 1: EDUCATION

Following the Juneteenth Weekend activation framework, the 517 Hispanic Heritage Weekend will kick off with a free educational program that delves into the uniqueness of Hispanic cultures and the intersections that connect cultures.

In addition to discussing the history of Hispanic Culture, this program will also explore the 8 Dimensions of Wellness, promoting health and wellness within Hispanic communities.

DAY 2: DANCE CLASS & MIXER

Day 2 of the Hispanic Heritage Weekend will feature the 2nd Annual Hispanic Dance Class & Mixer. Led by local Latin dance instructors, the class will offer free lessons in Salsa, Bachata, Cumbia, and Samba. Following the dance class, we will feature Latin DJ sets, food, and drinks for the mixer portion, allowing participants to put their new dance moves to practice!

DAY 3: A TASTE OF HISPANIC HERITAGE FESTIVAL

The 2nd Annual Hispanic Heritage Festival will take place on South Washington Square, shutting down the 100 and 200 blocks to traffic and filling the street with a wide range of Hispanic musical performances, dancing, over 50 Hispanic vendor booths, a variety of cultural cuisines in the Hispanic Heritage Food Court, a fully stocked Kidz Zone, and much more.

DAY 4: LATIN JAZZ NIGHT

The Hispanic Heritage Weekend's close-out event will feature the 2nd Annual Latin Jazz Night, featuring regional and national Latin Jazz bands, dancing, food, and drinks. In 2023, this event packed out Lansing Shuffle's patio, with hundreds dancing, singing, and enjoying live performances by the legendary Orquesta Ritmo.

OURSPACE'S 2023 PROGRAM WAS MADE POSSIBLE BY:







COMMUNITY FOUNDATION































































OURAUDIENCE

DEMOGRAPHICS, SOCIALGRAPHICS, AND INTERESTS

JUNETEENTH DEMOGRAPHICS

- African American or Black background (majority)
- Age range: 18-45
- Diverse socioeconomic backgrounds
- Urban and suburban residents
- Education levels vary from high school to college graduates
- Young families, couples, individuals, and children 0-12 years old
- Teenagers // Lansing School District students
- Employment includes a mix of professions and industries
- Residents of historically African American communities
- High number coming from outside of Lansing/Michigan

JUNETEENTH INTERESTS

Passion for African American history and heritage

- Interest in cultural arts, including music, dance, and visual arts
- Enthusiastic about traditional African American cuisine
- Appreciation for live performances, including live musical performances and live instrumentation
- Interest in historical and educational exhibits
- Supportive of local black-owned businesses
- Activism and involvement in community causes
- Appreciation for Afrocentric fashion and style
- Interest in discussions on diversity and inclusion
- Interested in economic mobility for Black and Brown communities
- Health & Wellness focused and conscious

JUNETEENTH SOCIALGRAPHICS

A strong sense of cultural pride and community

- Active on social media platforms such as Instagram, Twitter, and Facebook
- Engaged in community organizations and initiatives
- Likely to attend other cultural events and festivals
- Positive attitude towards social justice and community empowerment
- Likely to support culturally sensitive organizations and brands
 OR organizations that support diversity, equity, and inclusion
- Influenced by cultural and historical factors
- Trend-sensitive and fashion-conscious
- Family, friends, and community oriented
- Small business owners/supports local and small businesses

HISPANIC HERITAGE DEMOGRAPHICS

- Hispanic or Latino background (majority)
- Age range: 21-55
- Diverse socioeconomic backgrounds
- Many families that speak Spanish exclusively
- 1st generation American families (majority)
- Urban and suburban residents
- Education levels vary from high school to college graduates
- Families and individuals children and grand children
- LCC / MSU college students

HISPANIC HERITAGE INTERESTS

Strong connection to cultural roots and traditions

- Active on social media platforms, particularly Instagram and Facebook
- Involved in local Hispanic community organizations
- Likely to attend other cultural events and festivals
- Positive attitude towards multiculturalism and diversity
- Influenced by cultural and familial values
- Supports local organizations and groups

HISPANIC HERITAGE SOCIALGRAPHICS

Passion for Hispanic heritage, including history and traditions

- Enthusiastic about Latin music, dance, and visual arts
- Appreciation for diverse Hispanic cuisines
- Passionate about their own personal Hispanic culture
- Interest in folklore and traditional performances
- Supportive of local Hispanic-owned businesses
- Activism and involvement in community causes
- Appreciation for LatinX fashion, organizations, initiatives, and events
- Interest in discussions on immigration and cultural identity
- Interested in opportunities and economic mobility for Hispanic communities

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"ALL THE EVENTS Y'ALL ARE PUTTING ON IN THE COMMUNITY ARE SO AMAZING. I LOVE SEEING THE COMMUNITY COME OUT AND APPRECIATE ALL THESE EVENTS AND SEE THEM REACH MAX CAPACITY. Y'ALL PUT ON BETTER EVENTS THAN ANYONE ELSE DOING IT IN THE AREA. THEY SEEM BETTER ORGANIZED AND ATTENDED THAN ANYTHING ELSE."

strange matter coffee co. (owner) Hispanic Heritage sponsor (2023)

> TASTE OF HISPANIC HERITAGE FESTIVAL

VENDOR AVENUE

SPONSORSHIP OPPORTUNITIES

FOR THE 517 CULTURE SERIES (2024)

EXCLUSIVE BRANDING OPPORTUNITIES

CULTURE SPONSOR -EXCLUSIVE PRESENTING SPONSOR OF THE 517 CULTURE SERIES (BOTH FESTIVAL WEEKENDS)

OURSPACE is seeking one organization/corporation that's passionate about supporting diversity and culture in the Mid-Michigan Region to be the Presenting Sponsor of the Culture Series. This company will receive 30+ branding/recognition benefits each month over the course of the 7-month marketing campaign (Mar - Sep). The Presenting Sponsor receives the deepest integration opportunities, receiving seamless promotional exposure by aligning their brand with Ourspace as a top promotional partner across all events and channels.

The 50,000 + individuals who engage through social media platforms and the 10,000 + individuals who attend the programs will know that this organization was the driving force behind the celebrations of culture and community. So, will your business take center stage as the Presenting Sponsor of the 517 Culture Series? Join us on this extraordinary journey of cultural celebration and community connection. Be more than a sponsor; be an integral part of an experience that will resonate with the 517 community for years to come. Let's create something unforgettable together.

HERITAGE SPONSOR - CENTERING THE CELEBRATION OF HERITAGE IN THE 517 (2 AVAILABLE)

OURSPACE is seeking two companies to be the Heritage 517 Culture Series. Position your brand to have maximum exposure and engagement opportunities throughout the 7-month campaign (March - September). As the Heritage Sponsor, your brand will not just be a name on a banner or shirt but a vibrant participant in the cultural narrative of the 517 community. From the moment attendees click on the website, engage on social media, and step foot onto the festival grounds, your logo and brand will seamlessly be integrated into the visual tapestry and experience as an integral part of the immersive experience we create.

CATEGORY SPONSOR - EXCLUSIVE (CATEGORY) (CATEGORIES: AUTOMOBILE, BANK, BEVERAGE CO., CREDIT UNION, DEALERSHIP, HEALTHCARE SYSTEM, PHONE CARRIER

OURSPACE is seeking a pioneering Automobile Company, community and culture-driven Bank/Credit Union (one each), a Car Dealership that is passionate about creating mobile solutions that meets the needs of customers, a Healthcare System that values equity in Healthcare, and a Phone Carrier that's passionate about human connection and inclusion. One sponsorship opportunity is available for each category, and businesses will receive a 7-month marketing campaign for taking part (March - September).

These category-exclusive sponsors will be positioned as the region's choice Automobile, Bank, Credit Union, Dealership, Healthcare System, and Phone Carrier, receiving 15+ digital and physical branding opportunities each month, including video commercials, custom activations, the exclusive category title, and much more.

EXCLUSIVESPONSORS

CULTURE SPONSOR -

PRESENTING SPONSOR

\$50,000

BENEFITS:

- 7-MONTH MARKETING CAMPAIGN (MAR 2024 SEP 2024)
- 5 "PRESENTED BY" PROMO VIDEOS
- 3 RECAP VIDEOS "PRESENTED BY"
- 2 CUSTOM ACTIVATIONS AT EACH CULTURE FESTIVAL 4 ACTIVATIONS TOTAL (10% OF SPONSORSHIP COSTS GOES TO ACTIVATIONS)
- BRANDED TOTE BAGS FREE FOR 10,000 ATTENDEES TO SUPPORT LOCAL VENDORS
- BRANDED AS THE EVENT PRESENTER ON CHANNEL 6 (WLNS) 30 SECOND AND 15 SECOND COMMERCIAL SPOTS FROM MAR - JUN. COMMERCIALS AIR 5 TIMES/DAY, TOTALING 560 TIMES THE AD WILL BE RAN FEATURING YOUR COMPANY
- ALL PERFORMING ARTISTS ARE "PRESENTED BY" YOUR ORGANIZATION, BOTH ONLINE AND AT THE EVENTS
- ALL BANDS ARE "PRESENTED BY" YOUR ORGANIZATION, BOTH ONLINE AND AT THE EVENTS
- STAGE AT BOTH FESTIVALS NAMED AFTER YOUR COMPANY WITH EXCLUSIVE BRANDING
- LOGO ON PLASTIC CUPS IN REO TOWN AND DOWNTOWN SOCIAL DISTRICTS FOR 2
 MONTHS
- UP TO 10 LIVE READS/SHOUTOUTS EACH EVENT
- INCLUSION IN "OURSTORIES" CAMPAIGN. COMPLIMENTARY 90 SECOND COMMERCIAL
- DIGITAL: SOCIAL MEDIA INCLUSION, NEWSLETTER INCLUSION, WEBSITE INCLUSION, AND PAID AD INCLUSION FOR 7 MONTHS
- PHYSICAL: T-SHIRTS, HANDBILLS, POSTERS, VENUE BANNERS, VENUE FLAGS FOR 7
 MONTHS
- 20 VIP TICKETS FOR STAFF TO 4 SUPPORTING EVENTS (JUNETEENTH SEMINAR, FATHERS DAY BRUNCH, HISPANIC HERITAGE SEMINAR, AND LATIN JAZZ NIGHT)

HERITAGE SPONSOR -CENTERING THE CELEBRATION OF HERITAGE IN THE 517 \$30.000

BENEFITS:

- 7 MONTH MARKETING CAMPAIGN (MAR 2024 SEP 2024)
- 3 "PRESENTED BY" PROMO VIDEOS
- 1 RECAP VIDEOS "PRESENTED BY"
- 1 CUSTOM ACTIVATIONS AT EACH CULTURE FESTIVAL 2 ACTIVATIONS TOTAL (10% OF SPONSORSHIP COSTS GOES TO ACTIVATIONS)
- BRANDED AS THE HERITAGE SPONSOR ON CHANNEL 6 (WLNS) COMMERCIAL SPOT FROM MAR - JUN. COMMERCIALS AIR 5 TIMES/DAY, TOTALING 560 TIMES THE AD WILL BE RAN FEATURING YOUR COMPANY
- ALL DJs ARE "PRESENTED BY" YOUR ORGANIZATION UP TO 12 DJs
- HYDRATION STATION STOCKED WITH BEVERAGES, SPONSORED BY YOUR COMPANY
- UP TO 7 LIVE READS/SHOUTOUTS EACH EVENT
- INCLUSION IN THE "OURSTORIES" VIDEO CAMPAIGN. ONE COMPLIMENTARY 90 SECOND COMMERCIAL
- DIGITAL: SOCIAL MEDIA INCLUSION, NEWSLETTER INCLUSION, WEBSITE INCLUSION, AND PAID AD INCLUSION FOR 7-MONTHS
- PHYSICAL: T-SHIRTS, HANDBILLS, POSTERS, VENUE BANNERS, VENUE FLAGS FOR 7-MONTHS
- 15 VIP TICKETS FOR STAFF TO 4 SUPPORTING EVENTS (JUNETEENTH SEMINAR, FATHERS DAY BRUNCH, HISPANIC HERITAGE SEMINAR, AND LATIN JAZZ NIGHT)

CATEGORY SPONSOR - EXCLUSIVE (CATEGORY)
(CATEGORIES: AUTOMOBILE, BANK, BEVERAGE CO., CREDIT UNION, DEALERSHIP, HEALTHCARE SYSTEM, PHONE CARRIER

\$20,000

BENEFITS:

- 7 MONTH MARKETING CAMPAIGN (MAR 2024 SEP 2024)
- 2 "PRESENTED BY" PROMO VIDEOS
- 1 RECAP VIDEOS "PRESENTED BY"
- 1 CUSTOM ACTIVATION AT EITHER FESTIVAL (10% OF SPONSORSHIP COSTS GOES TO ACTIVATIONS)
- BRANDED AS THE EXCLUSIVE CATEGORY SPONSOR ON CHANNEL 6 (WLNS)
 COMMERCIAL SPOT FROM MAR JUN. COMMERCIALS AIR 5 TIMES/DAY, TOTALING 560
 TIMES THE AD WILL BE RAN FEATURING YOUR COMPANY
- 1 ZONE EXCLUSIVELY BRANDED BY YOUR COMPANY. ZONES INCLUDE: KIDZ ZONE, VENDOR AVENUE, RESOURCE ZONE, ENTRANCE, EXIT, AND BARS
- 1 SUPPORTING EVENT "PRESENTED BY" YOUR ORGANIZATION. SUPPORTING EVENTS INCLUDE SEMINARS, ICE CREAM SOCIAL, FATHERS DAY BRUNCH, DANCE CLASS, OR LATIN JAZZ NIGHT
- UP TO 5 LIVE READS/SHOUTOUTS EACH EVENT
- INCLUSION IN THE "OURSTORIES" VIDEO CAMPAIGN. ONE COMPLIMENTARY 90 SECOND COMMERCIAL
- DIGITAL: SOCIAL MEDIA INCLUSION, NEWSLETTER INCLUSION, WEBSITE INCLUSION, AND PAID AD INCLUSION FOR 7-MONTHS
- PHYSICAL: T-SHIRTS, HANDBILLS, POSTERS, VENUE BANNERS, VENUE FLAGS
- 10 VIP TICKETS FOR STAFF TO 4 SUPPORTING EVENTS (JUNETEENTH SEMINAR, FATHERS DAY BRUNCH, HISPANIC HERITAGE SEMINAR, AND LATIN JAZZ NIGHT)

COMMUNITY SPONSOR - \$10,000

BENEFITS:

- 7-MONTH MARKETING CAMPAIGN (MAR -SEP)
- 1 RECAP VIDEO "PRESENTED BY" YOUR ORGANIZATION
- SEMINAR KEYNOTE SPEAKERS, "PRESENTED BY" YOUR ORG
- LOCAL VENDORS AND INFO BOOTHS PRESENTED BY YOUR ORG ONLINE
- 30 SECOND COMMERCIAL HIGHLIGHT OR ORG
- VENDOR BOOTH INCLUSION (IF DESIRED)
- SOCIAL MEDIA INCLSUION
- NEWSLETTER INCLUSION
- WEBSITE INCLUSION
- T-SHIRT INCLUSION
- HANDBILL INCLUSION
- VENUE BANNER INCLUSION
- 3 LIVE READS AT EACH EVENT
- 5 VIP TICKETS FOR STAFF TO 4 SUPPORTING EVENTS (JUNETEENTH SEMINAR, FATHERS DAY BRUNCH, HISPANIC HERITAGE SEMINAR, AND LATIN JAZZ NIGHT)

517 SPONSOR -

\$5,000

BENEFITS:

- 7-MONTH MARKETING CAMPAIGN (MAR - SEP)
- VENDOR BOOTH INCLUSION (IF DESIRED)
- SOCIAL MEDIA INCLSUION
- NEWSLETTER INCLUSION
- WEBSITE INCLUSION
- T-SHIRT INCLUSION
- HANDBILL INCLUSION
- VENUE BANNER INCLUSION
- 1 LIVE READS AT EACH EVENT
- 3 VIP TICKETS FOR STAFF TO 4 SUPPORTING EVENTS (JUNETEENTH SEMINAR, FATHERS DAY BRUNCH, HISPANIC HERITAGE SEMINAR, AND LATIN JAZZ NIGHT)

NEIGHBORHOOD SPONSOR -

BENEFITS:

\$1,000

- SOCIAL MEDIA INCLSUION
- NEWSLETTER INCLUSION
- WEBSITE INCLUSION
- T-SHIRT INCLUSION
- HANDBILL INCLUSION
- VENUE BANNER INCLUSION
- 1 LIVE READS AT EACH EVENT
 1 VIP TICKETS FOR STAFF TO 4

À LA CARTE SPONSORSHIPS

- JUNETEENTH FATHER'S DAY BRUNCH / FOOD SPONSOR \$5,000
- 20 X 20 BRANDED "REST STATION" (BOTH FESTIVALS) \$5,000
- SPECIAL JUNETEENTH "SOUL LOUNGE EVENT EXCLUSIVE SPONSOR (JUNE 14TH, 2024) \$3,000
- EXCLUSIVE LOGO "3-POINT SHOOTOUT" IN KIDZ ZONE \$2,500
- 360 PHOTOBOOTH SPONSOR (ALL PHOTOS FOR BOTH FESTIVALS
 WILL HAVE YOUR EXCLUSIVE LOGO)
 \$2,000
- EVENT PROGRAM (PRINT) EXCLUSIVE SPONSOR INCLUSION
 \$2,000
- 10,000 HANDBILLS (PRINT) SPONSOR / LOGO INCLUSION
 \$1,500
- BRANDED NOTEPADS FOR BOTH SEMINARS (500 EACH) \$1,500
- HISPANIC HERITAGE FLAG SPONSOR (21 COUNTRIES) \$1,500
- VOLUNTEER AFTERPARTY SPONSOR (JUNETEENTH) \$1,500
- VOLUNTEER AFTERPARTY SPONSOR (HISPANIC HERIT.) \$1,500
- ATTENDEE EMAIL BLAST INCLUSION (3 TOTAL) \$1,500

- **\$750**

BRANDED PENS (1,000 TOTAL)

