



UPPERVILLE
—1853—
COLT & HORSE SHOW

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Welcome to

UPPERVILLE

—1853—

COLT & HORSE SHOW

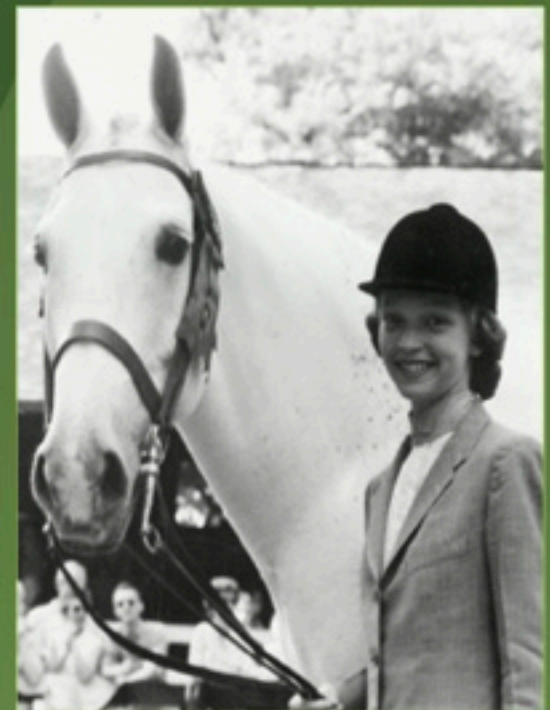
At Upperville riders mount up beneath the the shade of century old oak trees and enter storied rings to strive for trophies named for American patriots and trailblazers.

Now in its second century, this classic summertime event is an icon woven into the fabric of American horse sport — a fixture on the Nation's equestrian calendar.

Here riders don't simply compete, they make history...



AS THE OLDEST HORSE SHOW IN THE NATION, WE HAVE HISTORY ON OUR SIDE...



WE ALSO HAVE MOMENTUM



Located in an area recognized by Forbes Magazine as the most affluent in the nation. Four of the top 10 most affluent counties in the nation are located within an hour of the event site.



Proximity to nearby Salamander Resort & Spa is increasing both corporate groups and leisure visitors.



Close to the iconic town of Middleburg, Virginia where tourism continues to grow at a rapid rate.



A portfolio of customizable digital assets pushes branded content to attractive niche markets across top social media networks.

UPPERVILLE OVERVIEW



A world class, multi-ring facility with growing prize money is attracting big name competitors & supporters.



Loyal box & table holders, some dating back three generations, pay premium fees and want more shopping and sampling opportunities.

A VIBRANT WEEK OF EQUESTRIAN COMPETITIONS



CULMINATING IN A GRAND PRIX WEEKEND



THAT'S A CELEBRATION OF THE OUTDOOR LIFESTYLE IN THE HEART OF HORSE COUNTRY

2024 SCHEDULE HIGHLIGHTS

MONDAY – THURSDAY
JUNE 3-6

TOP HUNTERS & JUMPERS

8:00a-5:00p - All days & rings. A full day of competition including ponies, hunters & jumpers.

POWER & SPEED STAKES FEI CSI 4*

1:00p - (Thursday Only)
\$37,000 Jumper Class
An action-packed class showcasing the top competitors in a test of precision and speed.

INTERNATIONAL HUNTER DERBY

4:00p - (Thursday Only)
\$25,000
The best of the hunters take center stage Under the Oaks for this afternoon showcase.

HUNTER DERBY RECEPTION

4:00p - 6:00 - Friends Tent
Open to all — includes cocktails and hors d'oeuvres.

FRIDAY
JUNE 7

TOP HUNTERS & JUMPERS

8:00a-5:00p - All days & rings. A full day of competition including ponies, hunters & jumpers.

WELCOME STAKES FEI CSI 4*

3:00p - Grand Prix Ring
\$74,000 Jumper Class
A two-phase class used as a qualifier for the signature grand prix, offering a preview of the horse and rider teams likely to be seen on Sunday.

WELCOME STAKES RECEPTION

3:00p-5:00p - Exhibitor Tent over looking the Grand Prix ring — Open to all, includes cocktails and hors d'oeuvres.

SATURDAY
JUNE 8

WEEKEND KICKOFF

8:00a-5:00p - All days & rings. A Saturday for the whole family with signature classes including **Leadline** — featuring adorable kids and their ponies, elegant **Sidesaddle** riders, and the timeless **Family Class**. Hunter breeding. Best young horse will be judged in the Parker Ring

PET PARADE

11:30p - Parker Ring
Children get a chance to lead their pups in a parade for the crowd assembled for the upcoming Leadline Classes.

SPEED STAKES FEI CSI 4*

1:00p - Grand Prix Ring
\$37,000 Jumper Class
A display of ultimate speed as horses take on challenging jumps in an exciting race against the clock.

AMERICAN STANDARD GRAND PRIX

4:00p - Grand Prix Ring
\$30,000 Jumper Class
A two-phase class featuring many local equestrians. A real crowd pleaser!

AMERICAN STANDARD GRAND PRIX RECEPTION

4:00p-6:00p - Exhibitor Tent overlooking the Grand Prix ring — Open to all, includes cocktails and hors d'oeuvres.

SUNDAY
JUNE 9

GRAND PRIX SUNDAY

8:00a-5:00p - A signature day on the social calendar with food, fashion and fabulous cars.

HORSES & HORSEPOWER

9:00a-1:00p - Jumper Field
Rows and rows of gleaming entries from curvy muscle cars to refined classics. Vote for your favorite in the "People's Choice" award.

SHOPPERS ROW

9:00a-5:00p
Last chance to check out our more than 70 vendors on both sides of the show!

AWARDS PRESENTATIONS

2:00p - Grand Prix Ring Berm
President's, Randolph, Spirit of the Horse, & People's Choice. Followed by the national anthem

JUMPER CLASSIC - FEI CSI 4*

3:00p Grand Prix Ring
\$226,000 class where internationally ranked competitors clear the toughest of obstacles competing for top prizes.



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JUNE 3 -9 2024

A SPONSORSHIP OPPORTUNITY

171 YEARS IN THE MAKING

Sponsorship Outline

- ❖ Audience & Approach - 9
- ❖ Fast Facts & Demographics - 13
- ❖ Settings, Venues & Events - 15
- ❖ Approach, Levels & Opportunities - 29
- ❖ Contact - 34





AUDIENCE & APPROACH

WHERE WE ARE IS A BIG PART OF WHO WE ARE

Upperville reaches a desirable audience that has a deep appreciation of sophisticated brands and products.

Social interaction is central to the on site experience — we take care with that fact — so while the marketing at the event is effective it's also nuanced...

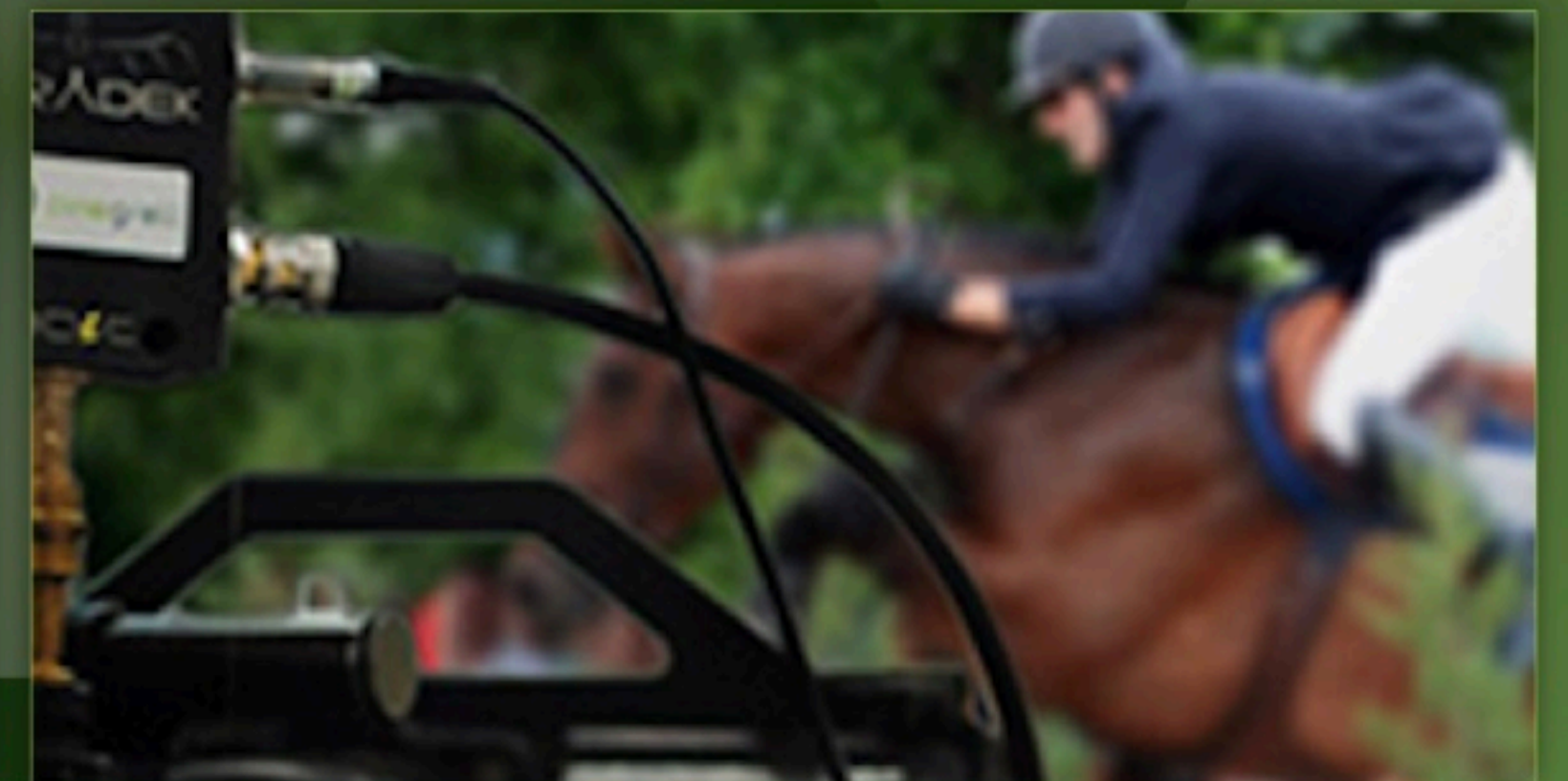




...Pointed at people's desire to explore, learn and interact — with each other and also with the right products and brands.



The experiences created onsite are also moved online, giving sponsors rich content for social media campaigns.



UPPERVILLE FAST FACTS

171
YEARS

THE OLDEST HORSE
SHOW IN THE
COUNTRY

1800
ENTRIES

HORSE AND RIDER
PAIRS FROM 40 US
STATES AND
INTERNATIONALLY

20,000+
FANS

ON-SITE OVER
THE WEEK AND
FOLLOWING
BY LIVE FEED

1400
HORSES

ONSITE. RIDERS,
TRAINERS GROOMS
BUY SUPPLIES ALL
WEEK

70
VENDORS

HIGH-END TACK AND
LIFESTYLE DISPLAYS —
JEWELRY, CLOTHING,
FOOD & BEVERAGE

2900
NIGHTS

8 INNS AND HOTELS IN
A MORE THAN A 20
MILE RADIUS SEE STAYS
OF 3 OR MORE DAYS

64,000
VIEWS

REAL TIME SOCIAL
MEDIA INFLUENCERS
HELP PUSH SHOW
CONTENT TO TOP
SOCIAL MEDIA SITES

\$500,000+
PRIZE \$

A WEEK OF TOUGH
COMPETITION ENDS
WITH \$226,000
INTERNATIONAL
GRAND PRIX



AVERAGE EQUESTRIAN PROFILE

28%

HAVE A NET
WORTH OVER \$2
MILLION



WEALTHY WITH
HIGH HOME VALUE

40%

OWN A FARM,
MOST OVER 10
ACRES



VERY WELL
EDUCATED

65%

TRAVEL FOR
MORE THAN 3
WEEKS



MANY OWN FOUR
OR MORE HORSES

58%

OWN THREE OR
MORE VEHICLES



SIGNIFICANT
YEARLY
SPENDING IN
PURSUIT OF THEIR
PASSION



VENUES & EVENTS

COLORFUL COMPETITIONS & A GRAND PRIX WEEKEND



Two Iconic Settings

Upperville offers two historic settings on the show grounds, each with unique charms — Grafton Farm to the south of Route 50 and Salem Farm to the north.

Grafton has the Hunter Rings, nestled amidst century-old oak trees, creating a picturesque and tranquil atmosphere. Salem hosts the show's Jumpers with a state-of-the-art Grand Prix ring and a 576-seat full service VIP pavilion that overlooks the majestic Blue Ridge mountains and serves up a vibrant social scene.

Both sides offer our sponsors a wide selection of events and showcases to choose from.

GRAFTON UNDER THE OAKS

A SETTING UNRIVALED IN HORSE SPORT



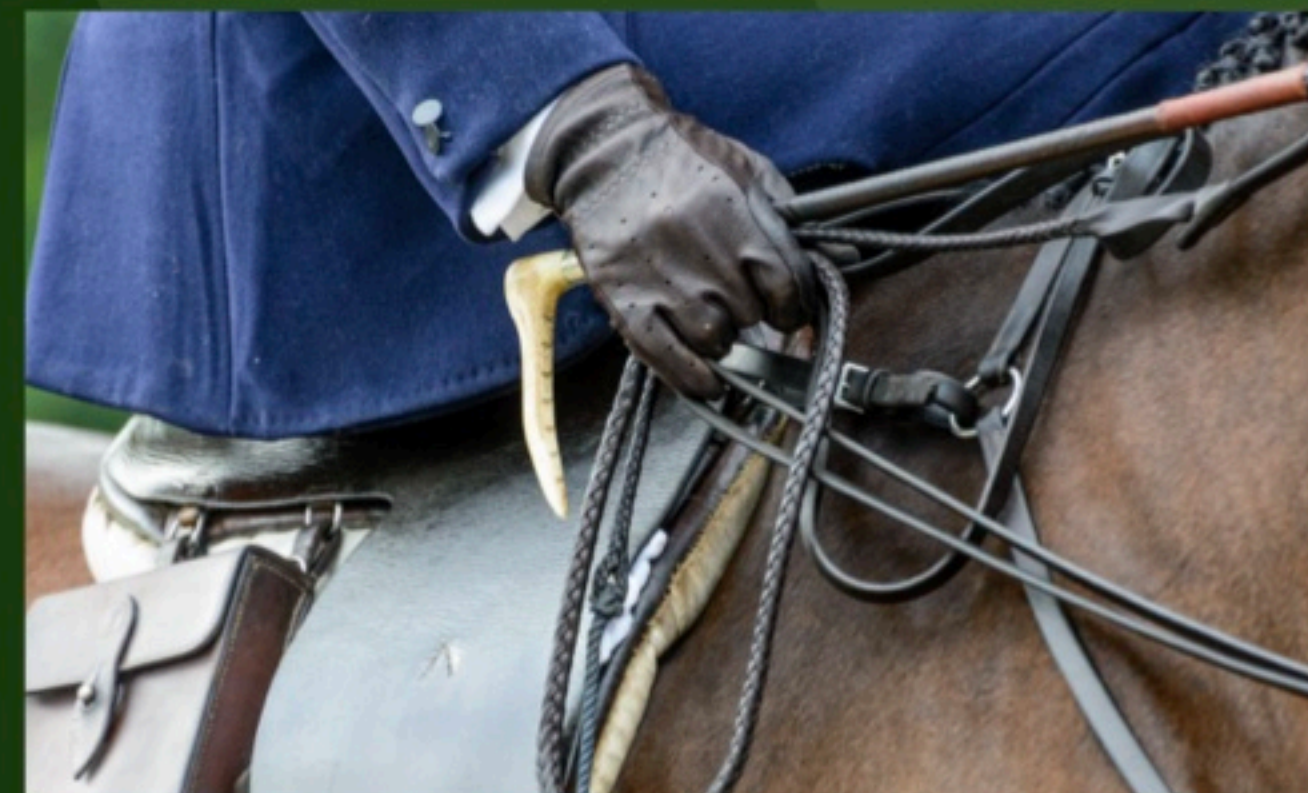
TOP HUNTERS



FAMILY CLASS



BREEDING



SIDESADDLE



HUNTER DERBY



LEADLINE

SALEM THE JUMPER SIDE

HOME OF GRAND PRIX WEEKEND



INTERNATIONAL GRAND PRIX



AWARDS & CEREMONIES



WELCOME STAKES



HORSES & HORSEPOWER



SHOPPERS ROW



1853 CLUB

1853 CLUB — OVERLOOKING THE GRAND PRIX RING — FULL SERVICE MONDAY - SUNDAY

At the Center of the Jumper Action

The top corporate and social entertainment spot on the show grounds — prime viewing for signature events including: The American Standard Grand Prix, The Welcome Stakes, Grand Prix Jumper Classic and more.

Food and beverage service Monday - Sunday

Venue features include:

- ❖ Reserved tables
- ❖ Multiple bars with mixologists
- ❖ Lounge furnishings and Wifi
- ❖ Merchandise
- ❖ CCTV Feed of Hunter Rings & Jumper II



1853 CLUB — OVERLOOKING THE GRAND PRIX RING — FULL SERVICE MONDAY - SUNDAY



THE JUMPER CLASSIC

AN INTERNATIONAL GRAND PRIX
SUNDAY



WELCOME STAKES

A PREVIEW TO THE GRAND PRIX
FRIDAY



HUNTER DERBY

A CLASSIC EVENING SHOWCASE
THURSDAY



LEADLINE

FASHION'S MANE EVENT
SATURDAY



FAMILY CLASS

ONE GENERATION TO THE NEXT
SATURDAY



SIDESADDLE

ALL ABOUT THE DETAILS
SATURDAY



BREEDING

COLTS, FILLIES AND MORE
SATURDAY & SUNDAY



HORSES & HORSEPOWER

START YOUR ENGINES
SUNDAY



SHOPPING & VENDORS

APPROACHABLE FESTIVAL-STYLE OFFERINGS
ALL WEEK



SPONSORSHIP APPROACH

An Integrated Promotional Platform

An iconic event staged in one of the world's wealthiest enclaves

Sponsor collaboration, sophisticated event management, professional webcast packaging and a growing set of marketing tools and technologies enable the show to reach an affluent audience and also deliver extensive sponsorship value onsite and online.



A Guaranteed Base of Promotional Value

At a prestigious show like Upperville, we ensure our sponsors receive a solid level of visibility across various assets, including signs, banners, jumbotron scrolls, web logos, PA announcements and more.

All of our sponsor packages, ranging from \$2500 - \$100,000+ provide the following baseline benefits and allow sponsors to build from there:

- *PA announcements throughout the week*
- *Onsite banner/brand placement*
- *Logo on jumbotron scroll*
- *Logo on website*
- *Inclusion in social media posts*
- *Ad in the UCHS digital prize list*
- *Ad in official Program*
- *Patron Parking*

* Additional features, prominence and frequency commensurate with dollar commitment

A SOLID BASE
GUARANTEED VISIBILITY &
SPONSOR VALUE



ENHANCED SPONSORSHIP

CUSTOMIZATION
AT EVERY LEVEL

Collaboration & Customization

We work alongside sponsors to take value to the next level by collaboratively crafting custom packages that align with their marketing goals. These tailored packages target on site and online audiences by blending show-wide assets, including:

- *Naming Rights for rings, venues, classes, receptions and more*
- *Presenting Rights for top classes and special awards*
- *Onsite hospitality, hosting & entertainment*
- *Onsite signage, ads, & announcements*
- *Brand activations, promos & product placement*
- *Online digital & livestream ads, videos, social media campaigns*

Our sponsors benefit greatly from this collaborative approach, working with us to create unique outreach, visibility, and direct-sales efforts that are staged in unique venues, and set against the distinctive lifestyle backdrop that is the essence of the Upperville show!



SAMPLE LEVELS & OFFERINGS

A SUMMARY BY AMOUNT

OAK - up to \$7,500

- Junior Popsicle Social
- Art Under The Oaks activity tent
- Branded Jump in Ring II
- Exhibitor Back Numbers
- Grooms Breakfast Hospitality
- Hydration Stations
- Presenting Sidesaddle
- Select class or division

BRONZE - up to \$25,000

- Jumper Schooling Ring
- Water Trucks
- Breeding Ring Sponsor
- Naming of Jumper Ring II
- Horses & Horsepower Auto Showcase
- Branded Jump Crew Shirts
- Jumper II Scoreboard
- Presenting FEI Jog
- FEI Stabling Sponsor
- Jumper Ring Drags
- Select class or division
- General Admission Parking

SILVER - up to \$40,000

- Scoreboard Sponsor
- Naming of Jumper Ring I
- Hunter & Jumper Riders' Lounges
- FEI CSI 4* Speed Stakes
- Giveaway Day in a Hunter Ring
- Presenting USHJA Intl.Hunter Derby
- Select class or division

GOLD - up to \$70,000

- Private Corporate Lounges
- FEI CSI 4* Welcome Stakes
- Enhanced 1853 Club Presence
- Presenting Webcast Sponsor

PLATINUM \$75,000+

- UCHS Show Presenting Sponsor
- FEI CSI 4* Upperville Jumper Classic
- 1853 Club Title Sponsor
- Grafton Grandstand Sponsor

ADDITIONAL OPPORTUNITIES

EVENTS, VENUES & PROMOTIONS

Venues & Events

- 1853 Club
- Eastside Overlook
- Westside Berm
- Hunter Grandstand
- Classic Car Paddock
- Charity Drives

Digital & Mobile

- Mobile Distribution Rights
- Database Mailings
- Clip My Horse QR Tags
- Live Stream Segment
- Social Media Take over
- Interviews & Custom Video

Experiences

- Olympic Rider Course Walk
- Horse and Rider Meet & Greet
- Blacksmith Lesson
- Award Presentations
- Classic Cars Tune Up

Promotions

- Exhibitor Bags
- VIP or FEI Wristbands
- On Site Sampling
- Take Home Awards





UPPERVILLE
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Customized sponsorship packages available at all levels. For further information contact:

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