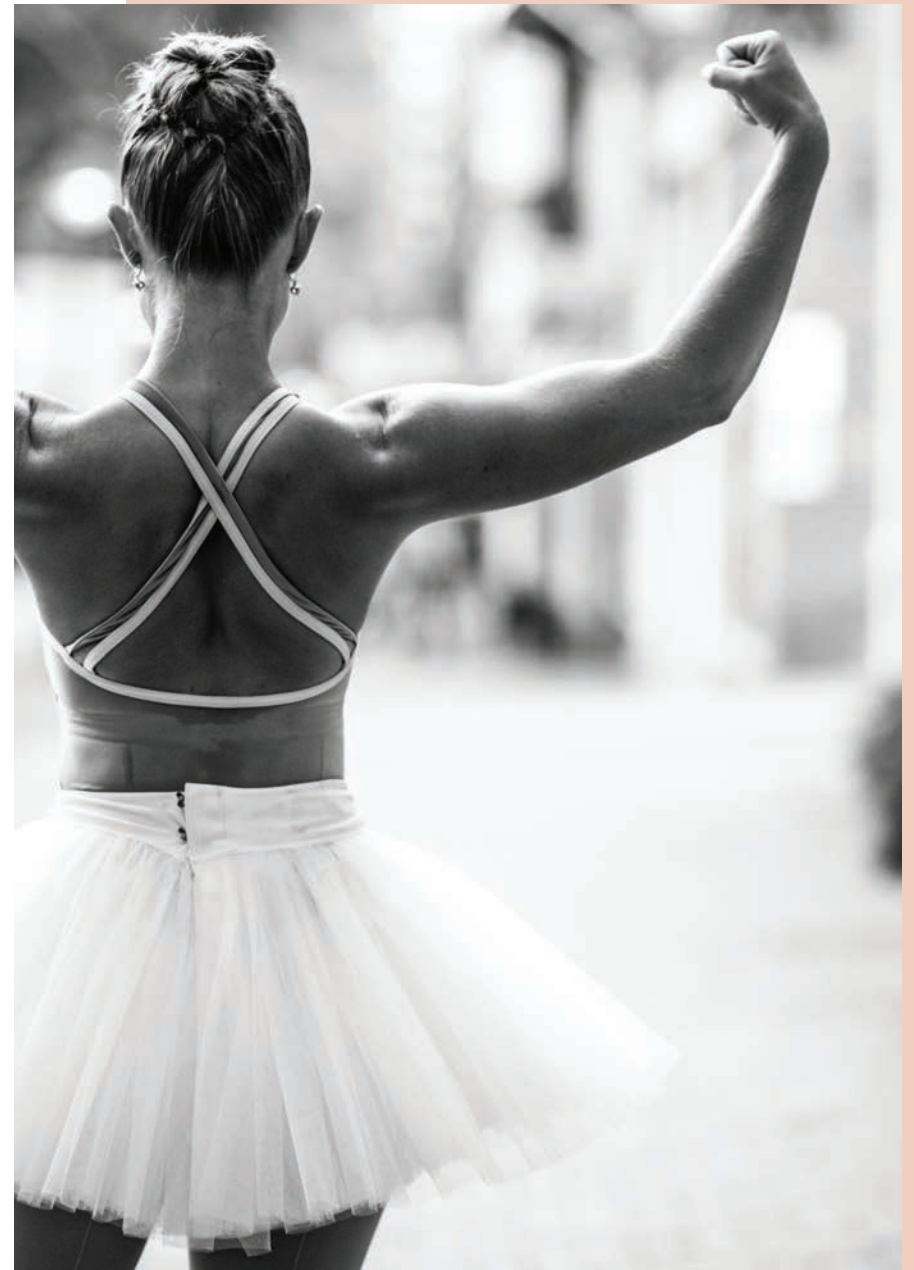




Our mission is
to elevate the
art of dance
through wellness,
performance,
education, and
community outreach.

Charlottesville Ballet is a professional ballet company, dance academy, and 501(c)3 nonprofit organization based in Charlottesville, Virginia. Founded in 2007 with a unique mission for dancer wellness, Charlottesville Ballet is the only professional dance company in the Lynchburg area and is led by Co-Directors Sara Clayborne and Emily Hartka.



About Us



THE PROFESSIONAL COMPANY is comprised of dancers from all over the United States and abroad, from Virginia to California to Brazil. The Company has been performing in Lynchburg since 2010, and is the Resident Dance Company at the Academy Center of the Arts.

CHARLOTTESVILLE BALLET ACADEMY (CBA), the official training school of Charlottesville Ballet, opened in July 2011 and is a nonprofit center for dance education serving over 600 students ages 1.5 to adult. CBA offers performance opportunities for young dancers in Lynchburg alongside the professional company and provides scholarships for summer dance camps to students across Central Virginia.

CB MOVES community engagement programming is an integral part of our mission. The Ballet is dedicated to bringing free educational performances to schools, libraries, and community centers in Lynchburg and across Central Virginia. In Charlottesville, we provide FREE weekly classes through *Chance To Dance*, *Movement For Parkinson's*, *Silver Swans*, and *Adaptive Dance* programs, ensuring that dance is for every body.

WE ARE DEEPLY COMMITTED TO INCLUSION, DIVERSITY, EQUITY, AND ACCESS AT ALL LEVELS OF THE ORGANIZATION IN ORDER TO REALIZE OUR VISION OF A COMPANY, ACADEMY, AND COMMUNITY THAT IS TRULY WELCOMING TO ALL.



Co-Founders/CoDirectors

*Sara Clayborne and Emily Hartka (Class of '05 -
E.C. Glass and Virginia School of the Arts)*



KEITH LEE, *RESIDENT CHOREOGRAPHER AND DIRECTOR OF DIVERSITY & INCLUSION, ARTIST LAUREATE OF THE CITY OF LYNCHBURG*

As the first Black soloist with the esteemed American Ballet Theatre, Mr. Lee had an illustrious career and has taught and choreographed with dance institutions across the U.S. He has played a pivotal role in our organization since its founding in 2007, and he helps continue our commitment to making the Ballet a diverse and inclusive organization.

Our Core Values

- **WELL-BEING** - with attention to the individual's physical & mental wellness through personalized training & support that is safe and effective, we actively seek to contribute to the community's well-being through acceptance, equity, and connection.
- **INCLUSIVITY** - we embrace the unique complexity & beauty of all individuals, each with different experiences, cultural and racial backgrounds, citizenship, creed, gender identity and expression, age, and abilities. Together, we enhance the Charlottesville Ballet family, the Central Virginia community, and the far-reaching world of dance.
- **ACCESSIBILITY** - for participants, we commit to high quality dance education for all those willing to learn regardless of age, gender, physical ability, or economic privilege, **AND** for patrons. Affordable access to performances will enrich our community as well as foster a love of the art of dance to ensure its sustainability for future generations.
- **INNOVATION** - with performances showcasing the versatility of our artists & choreographers, and in various settings & venues, we creatively explore and encourage the expression of life, emotion, and experience.

Corporate Sponsorship Opportunities



Our local businesses are valued partners in Charlottesville Ballet's artistic, educational, and outreach activities. A corporate contribution to Charlottesville Ballet is an investment in the cultural life of Central Virginia residents and visitors, as well as a commitment to our vibrant arts community.

By supporting Charlottesville Ballet, your business will connect to a desirable, local audience in a meaningful way. You will also receive valuable benefits, prominent recognition, and opportunities to partner with us on cross-promotional campaigns that highlight your company's products or services.

OUR AUDIENCE INCLUDES PATRONS FROM THE FOLLOWING DEMOGRAPHICS:

Average Patron Household Income:

- 43% have a household income above \$100,000
- 81% have a household income above \$50,000

Ticket Buyers:

- 2021-22 Season: 11,900 patrons served
- 80% Female | 20% Male

CHARLOTTESVILLE BALLET MARKETING REACH:

Television, Radio, and Print Advertisements:

- Reach over 500,000 seasonally

Email Marketing:

- Over 10,000 email subscribers

Strong Social Media Presence:

- Facebook: 4,000+ Followers
- Instagram: 2,200+ Followers

By becoming a sponsor of the Ballet, you invest in a vital part of the arts and economic community throughout Central Virginia.



Charlottesville Ballet has become a leading cultural institution in Central Virginia over the past fifteen years.

We are the Resident Dance Company at the historic Academy Center of the Arts in Lynchburg, and the professional company presents performances and events in Charlottesville, Lynchburg, and throughout the state of Virginia. Our professional productions and community engagement programming would not be possible without your support!

EARNED REVENUE (TICKET SALES AND TUITION) MAKES UP OVER 60% OF THE BALLET'S ANNUAL OPERATING BUDGET.

THE REMAINING 40% IS FROM CONTRIBUTED REVENUE LIKE GRANTS AND GIFTS FROM CORPORATIONS, FOUNDATIONS, AND GENEROUS PATRONS WHO SUPPORT OUR MISSION.

FOR MORE INFORMATION, VISIT WWW.CHARLOTTESVILLEBALLET.ORG/GIVING-LYNCHBURG

Individual Donor Benefits

Donations to the Ballet are tax-deductible and can be paid in any increment throughout the year. Individual sponsorships are designed for various levels of giving with tiered benefits at each donation level.

For more information, visit:

www.CharlottesvilleBallet.org/Contribute-Lynchburg

FRIEND (\$25 - \$49)

Recognition in
Printed Programs

CONTRIBUTOR (\$50 - \$199)

Previous Benefits +
Signed Ballet Shoes

DONOR (\$200 - \$499)

Previous Benefits +
Photo Opportunity with Dancers

PATRON (\$500 - \$999)

Previous Benefits +
VIP Passes to Open Rehearsals

SPONSOR (\$1,000+)

Previous Benefits +
Tickets to *The Nutcracker*

ARTIST CIRCLE (\$3,000+)

Previous Benefits +
Season Tickets + Invitation to Seasonal
Donor Events

CHOREOGRAPHER CIRCLE (\$5,000+)

Previous Benefits +
Open Invitation to Watch Company
Classes & Rehearsals

DIRECTORS' CIRCLE (\$10,000+)

Previous Benefits +
Private Reception with Co-Directors at
Select Season Performances

Foundation & Institutional Support



Charlottesville Ballet strives to enrich the cultural landscape of the Central Virginia region through numerous education and outreach programs. Foundation & Institutional donors provide critical funds that advance Charlottesville Ballet's mission to elevate the art of dance and enrich our community through a full range of education and outreach activities.

The support of foundations and government agencies enables the Charlottesville Ballet to achieve excellence in performance and to continue our education and outreach initiatives through some of the following programs:

Underwriting Artistic Programming, Live Music, and Commissioned Works

Financial Aid & Scholarships at Charlottesville Ballet Academy (CBA)

Dancer Diversity & Inclusion Initiatives

General Operating Support

CB Moves Community Engagement:

Once Upon A Ballet: Outreach Performances & Events

Chance To Dance (C2D) Outreach Program

Movement For Parkinson's and Senior Programming

Adaptive Dance Initiatives

- K-12 Schools
- Sensory-friendly Performances
- Underserved Youth
- Senior Homes or Assisted Living Groups
- Nonprofit Groups

To explore your opportunities and receive more information, contact Co-Director Emily Hartka:

Email: ehartka@charlottesvilleballet.org

Phone: 434.973.2555

Mail: Charlottesville Ballet | 1885 Seminole Trail, Suite 203
Charlottesville, VA 22901

Corporate Sponsor Levels

\$250 Bronze Circle

- 2 complimentary tickets to one Lynchburg event of your choice
- Advertisement airtime in Charlottesville Ballet's Digital Slideshow (like movie previews) while patrons enter the theater
- Quarter page ad in printed programs

\$500 Silver Circle

- 4 complimentary tickets to one Lynchburg event of your choice
- Advertisement airtime in Charlottesville Ballet's Digital Slideshows
- Half page ad in printed programs

\$1,000 Gold Circle

- 4 complimentary tickets to two season events of your choice
- Advertisement airtime in Charlottesville Ballet's Digital Slideshows
- Half page ad in printed programs

\$2,500 Platinum Circle

- 4 complimentary tickets to each season event
- Advertisement airtime in Charlottesville Ballet's Digital Slideshows
- Full page ad in printed programs
- Business logo on performance season website page
- Season sponsorship acknowledged in digital media
- Recognition from the stage at Lynchburg performances

\$5,000 Sapphire Circle

- 6 complimentary tickets to each season event
- Advertisement airtime in Charlottesville Ballet's Digital Slideshows
- Full page ad in printed programs
- Business logo on performance season website page
- Season sponsorship acknowledged in digital media
- Recognition from the stage at Lynchburg performances
- Customized social media marketing promoting specific business events or offerings on CB Facebook and Instagram

\$10,000 Diamond Circle

- Invitation to post-concert reception for you and up to 30 guests
- Recognition and thank-you from the stage at every performance/event
- 10 complimentary tickets to each season performance/event
- Advertisement airtime in Charlottesville Ballet's Digital Slideshows
- Full page ad with priority placement in printed programs
- Business logo on performance season website page
- Season sponsorship acknowledged in digital media
- Customized social media marketing promoting specific business events or offerings on CB Facebook and Instagram
- Your name on media and collateral communications including press releases to local media outlets; name and/or logo prominently displayed in media placement used to promote performance

\$15,000 Presenting Sponsor

- Includes all benefit levels above plus customized exposure to elevate your brand!

Corporate Sponsorship Materials



Sample Sponsor Slide in Charlottesville Ballet's "Digital Slideshow"

PLEASE SUBMIT ALL MARKETING MATERIALS ONLINE.

Questions? Emily Hartka, Co-Director/Co-Founder
ehartka@charlottesvilleballet.org

WHAT WE NEED FROM YOU:

1. LOGO

A high quality image of your business logo and any requested tagline information. The preferred format for logos is Adobe Illustrator EPS, but high resolution JPG or PDF files will work as well. For best results, supplied logos should be vector art or the highest resolution possible.

2. SUPPLIED AD ARTWORK

All program ads must be submitted in press-ready format (300 ppi with fonts embedded) in the following acceptable formats: .pdf, .eps, or .tiff at 100%. All advertising content is subject to final approval by Charlottesville Ballet.

- Full Page Ad - 5.0 x 8.0 inches
- Half Page Ad - 5.0 x 3.94 inches
- Quarter Page Ad - 2.44 x 3.94 inches

Digital Slideshow:

9 x 6.75 inches - Sponsor slides run like previews in the theater before select CB productions and in the Charlottesville Ballet Academy Lobby.

*Please make sure ads have legible fonts for long-distance viewing on a projector (we recommend 20pt font or higher).

3. SPONSORSHIP CONTACT FORM

Our digital form is available ONLINE at
www.CharlottesvilleBallet.org/Giving-Lynchburg

Thank you for your support!

