BOWIE BAYSOX BASEBALL CLUB

Join The Fun!

2024 PARTNERSHIPS GUIDE



Å







2023 DEMOGRAPHICS

Attendance for 2023 Season: 235,527 Average attendance per game for 2023 Season: 3,413

23%

8%

5%

Fan Base

Prince George's County 24% Anne Arundel County 38% Baltimore Metro Area 9% Southern Maryland 7% Montgomery County 9% Howard County DC/Northern Virginia Queen Anne's County Carroll/Frederick County 2% Out of Area (over 75 miles) 1%

Gender of Baysox Fans

Male Female

Average Household Income

| Avg Household Income: | \$12 |
|-----------------------|------------|
| Median Income: | \$99 |
| \$50,000 - \$60,000 | 7% |
| \$60,000 - \$75,000 | 10 |
| \$75,000 - \$100,000 | 14 |
| \$100,000 - \$125,000 | 11 |
| \$125,000 - \$150,000 | 9 % |
| \$150,000 - \$200,000 | 11 |
| \$200,000+ | 12 |

Age Breakdown

Under 18 18-24 25-34 35-44 45-54 55-64 65+

Ethnicity

White Black Latino Asian Other

48%

51%

ЗK

γK

Reasons for Attending

Interest in Baseball Promo Night Value Fireworks Kids Play Area Giveaway

| now fails fieal | about the Daysox |
|-----------------|------------------|
| Pocket Schedule | 41% |
| Other | 25% |

| 7% | Website | 15% |
|-----|-----------|-----|
| 5% | Marquee | 7% |
| .4% | Radio | 5% |
| .2% | Newspaper | 5% |
| 2% | TV | 2% |

How fans obtain tickets

| 41% | now lans obtain tickets | |
|-----------|-------------------------|-----|
| 34% | At the ballpark | 48% |
| 16% | Online | 22% |
| 10% 6% | Group Events | 17% |
| | Season Tickets | 9% |
| 3% | Phone | 4% |

43% Which Social Media Do Fans Follow 19% Facebook 58% 19% Twitter 30% 7% Instagram 12% 7%









OUTFIELD SIGNAGE



Brand Your Company on the Field

What better way to brand your company than with an Outfield Sign at Prince George's Stadium! This three-hour commercial will help spread your advertising message during all 69 home games and at every event hosted at Prince George's Stadium.

Pricing: Premium Outfield Signage: \$27,500 Standard Outfield Signage: \$16,500



Mil B

BAYSOX.com

CONCOURSE SIGNAGE



Brand Your Company inside the Stadium

Make that important first impression when Baysox fans enter the ballpark with your advertising message placed on one of our backlit signs in high traffic areas located around the main concourse.

Pricing: Investment Range \$2,500 - \$11,000 (based on sign and location)



ROUTE 301 MARQUEE SIGNAGE



Brand Your Company outside the Stadium

This unique backlit signage location on the Baysox Route 301 marquee will make your advertising message visible to over 100,000 people each day. More than 75,000 vehicles pass the marquee sign daily, making it one of the busiest intersections along the busiest stretch of state highway in Maryland. Signs available facing both the North and South sides of Route 301. Each sign measures approximately 16.9" x 3.95. Includes other in-stadium inventory.*

Pricing: \$22,000 (includes production)

BAYSOX.com

FAN ASSISTANCE CENTER



The Fan Assistance Center is located on the ballpark's main concourse and is the epicenter of activity on game day. During each game, hundreds of fans stop by this location to ask questions, pick up prizes, register for drawings, and more. You can brand your business with custom table covers and window clings that set this ballpark location apart from all the rest. Your business will also be highlighted in dozens of public announcements calling attention to your sponsorship of the Fan Assistance Center throughout each home game.

Pricing:

\$12,500





VIDEOBOARD OPPORTUNITIES



Left Field Ribbon Board - Inning Sponsorship

A great place to digitally advertise at the ballpark! The left field ribbon board sponsorship is a digital full color advertisement located on the scoreboard in left field. Advertisements are available for full innings, and call to the bullpen (home and away). Your business can also sponsor head shots for both teams, and a :30 videoboard commercial is also available.

Full Inning: \$8,000 Call to the Bullpen (home or away): \$5,500 Headshots: \$15,000 Videoboard Commercial: \$8,000



Double-A Affiliate 🎯

Pricing:





DIGITAL OPPORTUNITIES



Concourse Televisions

Enjoy the benefits of **eight** televisions placed near high traffic areas on the main concourse at Prince George's Stadium! These televisions offer a platform for your business through pre-recorded or static spots that run on a rotational basis during each Baysox home game.



Full Season Display: \$6,500 Player to Watch Sponsor: \$5,000 Weekend Display: \$3,800 Monthly Display: \$1,500

BAYSOX.com





PRINT OPPORTUNITIES



Let your business be seen by Baysox fans attending games each season with BayWatch the full-color game program of the Baysox. Tailor your promotional message throughout the season by changing your advertisement for each edition or keep it the same – it's your choice. More than 200,000 BayWatch programs are distributed FREE to adult Baysox fans each year.

Full Page: \$8,500 Pricing: Half Page: \$6,500 1/4 Page: \$4,000

Create a lasting impression with Baysox fans when you put your logo on one of the most popular giveaway items of every season. Magnet schedules are proudly displayed at home and at work, and have a long shelf life as they hold those special items on the refrigerator that kids bring home from school. Adorned with the current season's game schedule and photos of great players from the past, these magnets are collectible and highly visible all season and longer.



Jump on our back and promote your business with the #1 way fans find out about Baysox games each season. The Baysox distribute over 250,000 pocket schedules annually via hundreds of high traffic locations throughout the region, including the surrounding eight counties, and to fans attending Baysox games all season long.

> <u>\$8,500</u> **Pricing:**



Pricing:

Mil B

\$5,500

BAYSOX.com

PREMIER DESTINATIONS



Picnic Pavilion

Located on the third base side of the stadium concourse, our Picnic Pavilion is a prime outlet for your business message to be seen throughout the stadium. Your message will be branded around the structure of the deck on our blue drink tent and in all group sales marketing materials. With your creativity, we can do so much more!

Pricing: \$20,000

Kids' Park

The Kids' Park is one of the top destinations in the stadium at every Baysox game. Kids and parents flock to enjoy the carousel, inflatable games, bounce house, and more! Your company's message will be prominently displayed throughout the Kids' Park and in all related promotional and marketing materials, focusing on the Kids' Park as a destination at each home game and all outbound marketing to youthfocused groups and birthday party events.

Pricing: \$15,000



Pricing:

\$20,000

Diamond View Restaurant

Put your mark on the largest and most popular suite at the ballpark – the Diamond View Restaurant! The restaurant is located on the second level of the stadium, directly behind home plate, with great views of everything the ballpark has to offer. Area businesses, organizations, and individuals rent the space for various events, from company celebrations and birthday parties to membership and fundraising events, business meetings, and more. The Baysox will showcase your company's sponsorship of the Diamond View Restaurant inside and outside the ballpark in numerous ways, including web, print, public announcements, and <u>much more</u>.

BAYSOX.com



EVENT PROMOTIONAL OPPORTUNITIES



Pricing: \$4,500 - \$8,500



Pricing: WE: \$500; WD: \$250 <

Fan Interactive Games

Fan interaction is what Minor League Baseball is all about. Teams work to develop zany, interactive & crazy events to keep fans engaged & laughing throughout a baseball game. Have you ever seen kids riding inflatable horses down the baseline? All this and more is what makes a Baysox game fun for everyone. Your company will enjoy the affiliation and benefits of partnering with the team to create a contest to engage fans with your brand. Capitalize on your sponsorship by offering a prize to the contestants, a row of fans, a section of fans, or everyone in attendance.

Direct Marketing

Baysox games provide a personal opportunity to market your business directly to fans attending games through face-to-face marketing. Make a direct connection with potential customers when you engage Baysox fans at an in-stadium concourse marketing exhibit. Choose one game, a series of games, weekends, or a whole season, and let you or your staff interact with fans and interest them in your products or services.

REALIZATION OF CONTRACT OF CON

Pricing: \$7,500





Ail B

Premium Giveaways

Create a lasting impression with Baysox fans long after they attend the game by partnering with the Baysox to sponsor a premium giveaway! Each season, the Baysox host 5-10 premium giveaway events that put between 500 - 1,250 quality promotional items directly into the hands of eager fans. Many fans wait in line hours before the stadium gates open to get one of these great items. Premium giveaways have included Bobble Head & Garden Gnome collectibles of former Baysox players, celebrities, and historical personalities. Premium usable items have included T-shirts, socks, insulated coolers, texting gloves, winter beanies, and more!

FIREWORKS SPONSORSHIP



Make a Grand Slam Impression!

The Bowie Baysox have the best fireworks shows in the region. Your company can make a lasting impression with Baysox fans as a presenting sponsor of one or more of the spectacular shows on the biggest nights at the ballpark! The Baysox light up the sky over Prince George's Stadium at every Saturday night home game, many Friday home games, and on Independence Day. Fans will cheer for the show and your company's involvement as they go home with great memories of the event and your company's sponsorship of it.

Included in your Fireworks sponsorship:

- Five days prior to your game, sponsor will be displayed on our Route 301 Marquee (receives an estimated 70,000 drivers daily) and will receive all external exposure via social media
- Sponsor's logo will be displayed on the video board for the entire fireworks presentation
- Sponsor's name listed on Baysox website ticketing page for their sponsored game
- One pregame spot and two (2) inning spots on our video board and text displayed on our scoreboard. During those three innings a P.A. mention will be announced to the crowd
- Sponsor will have an opportunity to display signage on our concourse and the front entrance (Sponsor will need to supply materials)
- One direct marketing table to distribute information/sample to all fans entering and exiting the stadium
- Opportunity to generate direct return via distributing coupons to fans exiting stadium
- Ceremonial first pitch

Pricing: \$6,000





YOUTH CENTRIC OPPORTUNITIES



Baseball Camps

Pricing: \$5,000

League Night Out

Pricing: \$2,000

Field of Dreams





Baysox Kids Club

Pricing: Title Sponsor: \$7,000 Associate: \$3,500







| | C |
|---------------|----------|
| BAYSOX SEASON | SCHEDULE |

NAL

| le bar | | 118 | N. C. | N. | | | | × | | | | | | | |
|--------|-------------------|------------------|-------------------|-------------------|----------------|-------------------|---------------------------|---|------------------|-------------------|---------------------------|---------------------------|-------------------|--------------------------|-------------------|
| 2 | SUN | MON | TUE | WED | THU | FRI | SAT | 2 | SUN | MON | TUE | WED | THU | FRI | SAT |
| N | | 1.5 | 2 | 3 | 4 | 5 REA 7:05 | 6 REA 6:35 | Z | 1.1.1 | | | • ERI 11:05am | 2 ERI 6:35 | ³ ERI 7:05 | 4 ERI 6:35 |
| APRIL | 7 REA 1:05 | 8 OFF | 9 HFD | IO HFD | " HFD | 12 HFD | 13 HFD | ~ | 5 ERI 1:05 | ⁶ OFF | 7 AKR 6:35 | ⁸ AKR 12:05 | 9 AKR 6:35 | 10 AKR 7:05 | AKR 6:35 |
| | I4 HFD | 15 OFF | 16 ALT 6:05 | 17 ALT 11:05 | 18 ALT 6:35 | 19 ALT 7:05 | 20 ALT 6:35 | | 12 AKR 1:05 | ¹³ OFF | ¹⁴ BNG | 15 BNG | IS BNG | 17 BNG | 8 BNG |
| | 21 ALT 1:05 | 22 OFF | 23 RIC | ²⁴ RIC | 25 RIC | ²⁶ RIC | 27 RIC | | 19 BNG | 20 OFF | 6:05 | 11:05am | 6:35 | 7:05 | 25 RIC 6:35 |
| | 28 RIC | 29 OFF | 30 ERI 6:05 | | | | | | 26 RIC 1:05 | 27 OFF | ²⁸ SOM | ²⁹ SOM | ³⁰ SOM | 31 SOM | |
| MI | SUN | MON | TUE | WED | THU | FRI | SAT | - | SUN | MON | TUE | WED | THU | FRI | SAT |
| JUNE | | | | | | | ' SOM | TUL | | I RIC 6:35 | 2 RIC 6:35 | 6:35 | 4 RIC | ⁵ RIC | 6 RIC |
| F | ² SOM | ³ OFF | 4 BNG 6:35 | 5 BNG 6:35 | 6 BNG 6:35 | 7 BNG 7:05 | 8 BNG 6:35 | F | ⁷ OFF | 8 OFF | 9 ALT | IO ALT | ALT | 12 ALT | ¹³ ALT |
| | 9 BNG 1:05 | IO OFF | " HBG | 12 HBG | 13 HBG | I4 HBG | 15 HBG | | ALT | | IG OFF | | | 7:05 | 20 HFD 6:35 |
| | IE HBG | 0 OFF | 6:35 | 6:35 | 20 ALT 6:35 | 7:05 | 22 ALT 6:35 | | 21 HFD 1:05 | | | | 25 AKR | 26 AKR | 27 AKR |
| | 23 ALT 1:05 | 24 OFF | 25 REA | 26 REA | 27 REA | 28 REA | 29 REA | | 28 AKR | 29 OFF | ³⁰ SOM 6:35 | 31 SOM 12:05 | | | |
| | ³⁰ REA | | | | | | | 1.000 | | | | | | | |
| 1 | SUN | MON | TUE | WED | THU | FRI | SAT | - | SUN | MON | TUE | WED | THU | FRI | SAT |
| N | | | | | 1 SOM 6:35 | 2 SOM 7:05 | 3 SOM 6:35 | Å | ' AKR | ² OFF | 3 HBG 6:35 | 4 HBG 6:35 | 5 HBG 6:35 | 6 HBG 7:05 | 7 HBG 6:35 |
| August | 4 SOM 5:05 | ⁵ OFF | 6 HBG 6:35 | 7 HBG 6:35 | 8 HBG 6:35 | 9 HBG 7:05 | ¹⁰ HBG 6:35 | N. | 8 HBG 1:05 | 9 OFF | IO ERI | " ERI | 12 ERI | ¹³ ERI | 4 ERI |
| A | HBG 1:05 | 12 OFF | ¹³ ALT | ALT | 15 ALT | 16 ALT | n ALT | | 15 ERI | 16 | 17 | 18 | 19 | 20 | 21 |
| | 18 ALT | 19 OFF | 20 ERI 6:35 | 21 ERI 6:35 | 22 ERI 6:35 | 23 ERI 7:05 | 24 ERI 6:35 | | 1 | 13 | 1. | 1 | S | chedule Subject | To Change |
| | 25 ERI 1:05 | 26 OFF | | 28 AKR | | | | SOUTHWEST DIVISION: AKR: Akron RubberDucks (Cleveland) | | | | | | | |
| | E | Ģ | | | | HOME | AWAY | -30- | B | OW: BOW | IE BAYSO | X (Oriole | s) | 4.4 | 1.49 |
| | Y. | | 5 | | | | | 東ノ市 | • H | BG: Harri | | nators (W | ashingto | n) Francisco) | |
| | ~ | 2 | | | | | | 121 | K | C. Rich | monu Fly | ing squiff | eis (San | rancisco) | 1975 |

MiLB

DOUBLE A AFFILIATE

Mil B

NORTHEAST DIVISION:

BNG: Binghamton Rumble Ponies (NY Mets) HFD: Hartford Yard Goats (Colorado)

BAYSOX.com

- New Hampshire Fisher Cats (Toronto) NH:
- POR: Portland Sea Dogs (Boston) REA: Reading Fightin Phils (Philadelphia) SOM: Somerset Patriots (NY Yankees)

Baysox.com | 301-805-6000

A & O O

Double-A Affiliate 🎯

G

BOWIE BAYSOX BASEBALL CLUB Join The Fun!

CONTACT:

Patient First CLUTTERY

Matt McLaughlin Director of Partnerships Direct: (301) 464-4875 Email: MMcLaughlin@baysox.com

Sydney Armbrister Partnerships Account Executive

Direct: (301) 464-4853 Email: SArmbrister@baysox.com

4101 Crain Hwy. Bowie, MD 20716 https://www.milb.com/bowie

Mil B

BAYSOX.com