BETTER CHINATOWN USA

14th Autumn Moon Cultural Festival & Lantern Parade

Saturday Sept 10, 2016

NYC Chinatown-Mott St (Between Canal and Bayard Sts) (Heart of Chinatown- next to Little Italy)

Sunday Sept 18, 2016

Leif Ericson Park
65th-67th St. 8th Ave, Brooklyn, NY
Lantern Parade 65th St to 49th St on 8th Ave
Along with

State Senator Marty Golden's Office
State Assemblyman Peter Abbate's Office

*Sports Invitation: Soccer, Volleyball

Sponsorship Opportunities Booth Rentals

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Co-Organizer: Better Productions

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I. <u>Introduction</u>

The N.Y.C. Autumn Moon Cultural Festival Ceremony is the largest AMCF public event in New York's. Last year, the event attracted 50,000 spectators in Brooklyn, and 30,000 spectators in New York City. A cultural celebration of color, culture and spectacle, the events were covered by domestic and international media, including the Associated Press, Reuters, USA Today, New York Times, MSNBC, TVB Hong Kong, CCTA (China's Central TV), and all Chinese American Media outlet, among many others. Last year we expanded this exciting Lantern Parade event into Brooklyn NY, which attracted 50,000 community spectators.

The largest pan-Asian event on the East Coast, this colorful spectacle features traditional lion and dragon dances, riddle (poetry) contest, autumn moon cake tasting, beautiful Chinese traditional lantern exhibit, beauty queens, clowns and cultural performers from all across the world, including but not limited to China, Hong Kong, Bolivia, Mexico, Columbia, Japan, Korea, Taiwan, Malaysia, Singapore, Thailand, Vietnam and others. Started in 2003 to promote traditional culture within the Chinese American community, the festival has evolved into one of the city's major community and tourist attractions with cultural performances, social service information, educational, food booths, food tasting, free gift give-away booths with extensive worldwide media coverage.

Last year, with joint efforts with State Senator Marty Golden and Assemblyman Peter Abbate's office, our co organizer, our promotional sponsors TVB. World Journal, China Press, our honorary Sponsor Delta, AT&T, McDonald's, Western Union, Money Gram and many community business and community leaders to make this event a success. Last year we partnered with State Senator Marty Golden's office, State Assemblyman Peter Abbate's office and other closely knit community groups, to organize a colorful parade. These organizations have a mailing list of over 10,000 families and still adding new organizations and growing, to make this event a huge success. We expect this year's attendance to be 80,000-100,000 spectators from all over the metropolitan area.

This year, as with last year, the Chinese Overseas Agency in China donated hundreds of colorful, traditional autumn moon lanterns and a thousand children's lanterns, traditional gowns & cultural dresses to the organizer and a multi talented cultural troupe to perform and march in the parade to make this event even more colorful and attractive.

This year's unique event provides a terrific opportunity for your corporation to gain maximum exposure on a local, national and international level. By participating as a sponsor, you will reach a wide selection of emerging and niche markets, the fastest growing diverse middle-class in NYC's Manhattan, Brooklyn (Sunset Park, Bensonhurst, Bay Ridge and Sheepshead Bay section with the fastest growing newest Asian Americans and main-stream community) which includes the Chinese American and Asian American markets, the New York City tourism market, metro area consumers and China. Absolutely no other event in New York provides direct

access to these important consumer segments like the Autumn Moon Festival and China Week Festival

Your corporation's participation at the Autumn Moon Festival and China Week is a great way to show their support of the Asian American community (particularly in lower Manhattan/Chinatown, which was greatly impacted following the events of September 11th) diversity at the workplace and cultural events in New York City.

Your support with this cultural event, at this time of unstable financial, natural disaster, and political crisis that affects us all, will bring a feeling of hope, relief and happiness. It will help bring families together, which is the best support one can live for.

II. What is Autumn Moon?

About Autumn Moon

The Autumn Moon Festival is on the 15th day of the 8th lunar month. It's also known as the Mid-Autumn Festival. At this time, the moon is at its fullest and brightest, marking an ideal time to celebrate the abundance of the summer's harvest.

The Mid-Autumn Festival is one of the two most important holidays in the Chinese calendar & Asia (the other being the Lunar New Year). Farmers celebrate the end of the summer harvesting season on this date. Traditionally, on this day, Chinese and Asian family members and friends will gather together for reunions. When the full moon rises, families get together to watch the moon, eat moon cakes, and sing moon poems. It's similar to Thanksgiving for most Asian families.

It is also a romantic holiday. Lovers spend such a romantic night together tasting the delicious moon cakes, listening to stories and watching the full moon. Traditionally, brightly lit animal and fruit lanterns are often paraded around by children.

About Sports Invitational

To promote the use of athletic sports activities during this family holiday period to bring friends and families together in a healthy competition spirit.

III. 14th Autumn Moon, 4th Sports Invitational

2016 Events as follows:

14th Autumn Moon Festival & Lantern Parade

1. Cultural Festival- NYC Chinatown Mott St Heart of Chinatown, next to Little Italy

Saturday, 9/10/16 (12:00 pm - 5:00 pm)
Stage with Cultural Performance, Arts & Craft, community services information, Food & Promotional gifts booths and more...
Expected attendance: 40,000

2. Lantern Parade - Leif Erickson Field (66-49 St. 8th Ave, Brooklyn, NY)

Sunday, 9/18/16 (1:00 pm - 3:00 pm)

5,000 colorful Lanterns distributed to participating children

Expected attendance: 80,000-100,000 spectators

Cultural Festival - Leif Erickson Field (66th St 8th Ave. Brooklyn, NY)

Sunday, 9/18/16 (12:00 pm - 5:00 pm)

3. Sports Events: Volleyball and Soccer Invitation

Sunday, 9/18/16 (9:00 am - 7:00 pm)

4. Festival Celebration and Award Banquet (Location TBA)

Friday, 9/23/2016 (7:00 pm - 10:00 pm)

EVENT ACTIVITIES

Event's FREE admission with diverse cultural performance: singing, dancing, street dancing, martial arts, cultural costumes, modeling performance ages 4-80, lion's troupe, arts and crafts, calligraphy, social information booths, food, children's lantern making, promotional free gifts booths and much more. Free children's lantern for parade, balloons, cotton candy, popcorn, and more

IV. About the Organizers

Better Chinatown USA (Event Organizer)

Founded in 2001, Better Chinatown USA is a volunteer-based organization dedicated to the improvement of New York's Chinatown and Lower East Side. The society seeks to build community solidarity and generate greater awareness of Chinatown and Lower East Side, the Asian-Chinese American culture by organizing special activities and events that bring the people of Chinatown and Asian Americans together while also attracting tourists and main stream visitors. In addition to the huge annual Lunar New Year Parade & Firecracker Ceremony, the Better Chinatown Society also organizes the annual Autumn Moon Festival & Children Lantern Parade, the Chinatown Independence Day Parade & Festival, Atlantic City Lunar New Year Boardwalk Parade, Easter Family Festival, Christmas Senior & Children Free Gifts and Clothing Festival along with numerous sports tournaments and many other community social events.

The Better Chinatown USA has also created a Autumn Moon Festival & China Week in New York Celebration Committee which includes numerous Chinese American community organizations, NY official leaders and numerous main stream American organizations who serve as our leader's volunteers and advisors. Their combined efforts will make this event one of the most successful and popular fall attraction in NYC.

- **NYC & Company** is the N.Y.C. tourism agency that helps to promote this event throughout the US and worldwide media network.
- Chinatown Advisory Committee a community board comprised of Chinese-American businesses, community leaders community residents, cultural groups and elected officials.
- M. Silver Associate
- L.S. Public Relations is a public relations agency specializing in publicity/promotion/marketing in all areas of the entertainment industry.

Events

- Summer and Christmas Festivals in Little Italy
- Pro Wrestling League
- World S.U.M.O. Challenge
- Los Angles Feast Of St. Gennaro
- United Nations World Music Project
- Lunar New Year Celebration 2002-2016
- Celebrity & theatrical events, cable and network T.V., restaurants & clubs, specials, live concerts, feature films and much more

V. The Opportunity

By participating as a sponsor, you will reach a wide section of emerging and niche markets, fastest growing multi diversify middle class residential neighborhood in lower Manhattan. This includes the Chinese American and Asian American markets, the New York City tourism market, metro area consumers, and most importantly, brand recognition in China's fast growing market.

China

New York's Chinatown and Sunset Park, 8th Ave. has long been a gateway into the American market for China based companies and brands. With global interest in the Chinese market at an all-time high, many domestic corporations are now looking towards Chinatown as a threshold into China. This is not surprising when you consider the facts: (1) a large percentage of Chinese-American residents travel to China on a regular basis, (2) most residents call China on a weekly basis, (3) Chinatown is a must-see destination for Chinese expatriates and tourists, and (4) Based newspapers work closely with their main bureaus in Hong Kong, Beijing and Shanghai. (5) Tourists from China into New York and the U.S. are growing at a welcoming rapid record pace.

Star Attractions

*** For September 18, 2016 event-we are working with China Guangdong Cultural Ministry to bring a top martial arts and cultural troupe to perform in festival and participate in parade.

- In 2016 over 30 unique exotic cars participated in the Lunar new Year Parade
- In 2015 for the first time, colorful parade floats participated in the Lantern Parade
- 2014 the top 20 East Coast Chinese American Beauty Pageant winners from past and present served as parade princess's
- In 2013 Autumn Moon Festival & China Week, with cooperation and support from China's Cultural Ministry, Tourism Dept., Guangdong T.V. and numerous top China East Coast cultural troupes, artists and food experts were invited from China and NYC to perform and demonstrate arts & crafts, and share their culture.
- "Good Will Princess": International & NYC Asian American Model Pageant contestants will be modeling traditional Chinese evening gowns and cultural dresses during festival.
- Performances from top Beijing Acrobatic and Dance Troupes in 2012
- 2012 TLC "Cake Boss" TV Show participate in our 13th Lunar New Year Parade by making a "dragon" cake, for 1000 people to march & tasting it after parade.

- 2012 230 Junior High School Students from 5 Beijing Schools participated in our 13th Lunar New Year Parade.
- 2011 The Cirque Du Soleil from Las Vegas marched in our parade & performed in our festival.
- 2011 with China's Cultural Ministry support We invited the top Inner Mongolian Musician Troup to perform their traditional music with traditional instruments.
 Shanxi Art & Craft Artists demonstrated their crafts in our Autumn Moon Festival.
- In 2009 we sponsored China's National Acrobatic & Cultural troupe to march with us in the Lunar New Year Parade and perform at award banquet dinner.
- In 2008, for the first time we invited one of the most famous T.V. / movie star entertainers of Hong Kong, China/Asia Ms. Nancy Sit to serve as our 1st ever Honorary Good Will Ambassador. This created huge coverage & interest about our event throughout the U.S. and Asia. Along with her presence leading the parade, she performed to a sold out banquet dinner.
- In 2007 we sponsored China's Guangzhou National Cultural Puppet Troup to perform in our New Year event and throughout the Chinese American community for a great cultural diverse experience. We received wide media attention in China on their sponsored cultural tour to New York.

VI. Brooklyn

Four years ago we organized events in the fastest growing, most diverse NYC boroughs, especially in Sunset Park, Bay Ridge, Cobble Hill, Bensonhurst, Sheepshead Bay, and of course Brooklyn's metropolitan area of Chinese Americans coming to the United States. We also see residents from our neighboring borough of Staten Island and Queens come across the bridge for the diversity in our areas. Last year our festival in Brooklyn attracted over 30,000 spectators and 50,000 parade spectators, consisting of mostly middle income families ranging in ages of 25-50 years old.

This year on Feb 28, 2016, with the support of the China Cultural ministry and the expanded route for parade /festival along 8th Ave., a Lantern festival was held with a turnout of over 30,000 spectators lining the streets from 53rd St to 55th Sts 5,000 free children's lantern distributed to children 12 years old and under for participating.

VII. Past Sponsors

McDonald's Disney Radio

MetLife Fortune Furniture

Verizon U.S.A. Int'l Beauty School

Delta Air Harbin Lager Beer / Anheuser Busch

Coca-Cola ABC TV

AT&T NYCFC

Toyota Con Edison

Wal-Mart Burger King

China Southern Air Haagen Dazs

State Farm Fidelis Care

SimulTV CPLDC

Western Union U S Census 2010
Air China Money Gram
American Airlines H & R Block

Empire City Casino Miss New York Chinese Pageant

I.B.M FM 92.3 Nissan CBS

Health Plus Multi-Media Sino-TV
New York Life Affinity Health Plan
ZTE USA Washington Mutual

Bank of America C.C.B.A. Chinese Community Center

Allstate On Leong Merchants Assoc.

Volvo Cars Fukien Association of America

China Moutai Hong Kong Business Association

T D Bank CenterCare

Harrah's Entertainment Empire State Development Co
Oxford-United Health New York Chinese Business Assoc.

Emblem HealthSinovisionTwin Marquis FoodPearl River MartCommerce BankChina Southern T.V.New York Daily NewsHong Kong TVB

New York Post New York Business Association

New York Times Care Plus
Sing Tao Daily Health First
World Journal Cathay Bank
Cirque Du Soleil from Las Vegas China Press

Resort World Casino Everlasting Distributors

VIII. Sponsorship Levels and Benefits

Becoming a sponsor of the 14th Autumn Moon Festival & Children's Lantern Parade, 5th China Week in New York is a great way to promote your brand to the fast growing diverse population in NYC, lucrative Asian American community, the high-spending New York City tourism market, the metro consumer market and China. In addition to providing our sponsors with top-line exposure at the event, we will also publicize your corporate involvement through advertisements, promotional materials (i.e. posters) and our media outreach campaign.

Below are the different sponsorship levels and benefits for 9/10/16 and 9/18/16 events:

**** Special Early Commitment discount sign up by 6/15/2016****
If paid by 6/28/2016 -15% discount plus category, parade and site position priority on a first committed basis

***Any Feb 2016 Lunar New Year sponsors will receive additional 15% early commitment discount

***If a sponsor also elects to sponsor the Sept 18, 2016 Lantern Festival at Brooklyn Bridge Park, NY- can receive special 40% discount on any sponsor package fees

Title Sponsor \$30,000

- Company category name designated as Presenting Sponsor for our major Events
- First rights as Title sponsor for the next three years
- Designation as Title Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal, billboards, if available)
- Designation as Title Sponsor and corporate logo on all press materials (media alerts, press releases)
- One color page advertisement, on cover page of 2016-2017 special journal with logo display
- One (1) 8'x30' parade float holds up to 50 people, with basic colorful decorations and logo design included
- Distinguished logo displayed as Title Sponsor on posters and on front of program
- ❖ 3'x16' banner display at mid- point of parade's VIP reviewing station including 10'x10' booth at reviewing site
- ❖ Title sponsor will <u>receive exclusive category</u> rights at opening ceremony, press conference and festival stage signage (banner provided by sponsor)
- ❖ Presenting sponsor has right to bring in their own company tent

^{**} Categories exclusive and Title sponsorships- available

^{**}Deadline 8/10/2016 For regular sponsorship

- Prominent signage at Press Conferences
- Speaking opportunity at press conference
- Year round company logo display on our web-site throughout the year 2016-2017
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (if newspaper,T.V. sponsor obtained)
- Lions Troupe and volunteers can wear company T-shirt in opening ceremony (provided by sponsor)
- Event posters throughout the Lower East Side, Chinatown, Brooklyn & other NYC Chinese-American Communities
- ❖ On site: decorative Lanterns(10) with company logo or name
- Company banners displayed at all sports events (3'x12')
- Representatives invited as VIP for opening ceremony of the Lions Troupe Feed and to make opening speeches
- Receive VIP Award as our Presenting sponsor at award banquet
- ❖ VIP tickets to award celebration banquet, best viewing table (for 10)
- VIP opening kick-off at all sporting events
- Top VIP seating (20) at Cultural Festival
- 10'x30' tent(booth) opportunity, with 10 chairs, 5 tables and electricity provided if needed

Presenting Sponsor

\$18,000

- Company category name designated as Presenting Sponsor for our major Events
- First rights as Presenting sponsor for the next three years
- Designation as Presenting Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal, billboards, if available)
- Designation as Presenting Sponsor and corporate logo on all press materials (media alerts, press releases)
- One (1) 8'x30' parade float holds up to 50 people, with basic colorful decorations and logo design included
- One color page advertisement, on back page of 2016-2017 special journal with logo display
- Distinguished logo display as Presenting Sponsor and on posters distributed throughout NYC
- Presenting sponsor will receive exclusive category rights at opening ceremony, press conference and festival stage signage (banner provided by sponsor)
- ❖ 3'x10' banner display at mid- point of parade's VIP reviewing station
- Presenting sponsor has right to bring in their own company tent
- Prominent signage at Press Conferences
- Speaking opportunity at press conference

- Year round company logo display on our web-site throughout the year 2016-2017
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (if newspaper, T.V. sponsor obtained)
- ❖ Lions Troupe and volunteers can wear company T-shirt in opening ceremony (provided by sponsor- only if there is no Title Sponsor)
- Event posters throughout the Lower East Side, Chinatown, Brooklyn & other NYC Chinese-American Communities
- ❖ On site: decorative Lanterns(8) with company logo or name
- Company banners displayed at all sports events (3'x12')
- Representatives invited as VIP for opening ceremony of the Lions Troupe Feed and to make opening speeches
- ❖ Receive VIP Award as our Presenting sponsor at award banquet
- ❖ VIP tickets to award celebration banquet, best viewing table (for 10)
- VIP opening kick-off at all sporting events
- Top VIP seating (20) at Cultural Festival
- 10'x30' tent(booth) opportunity, with 10 chairs, 5 tables and electricity provided if needed

Honorary Sponsor

\$12,000

- Company name designated as Honorary Sponsor for our major events
- First rights as Honorary sponsor for the next three years
- Designation as Honorary Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal)
- Designation as Honorary Sponsor and corporate logo on all press materials (media alerts, press releases)
- One (1) 8'x30' parade float holds up to 50 people, with basic colorful decorations and logo design included
- One color page advertisement, on 2nd or 3rd page of special journal with logo display
- ❖ Honorary sponsor has right to bring in their own company tent
- Prominent signage at Press Conferences
- Speaking opportunity at press conference
- Year round company logo display on our web-site throughout the year 2016-2017
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (if newspaper, T.V. sponsor obtained)
- Event posters throughout the Lower East Side, Chinatown & other NYC Chinese-American Communities
- Representatives invited as VIP for opening ceremony of the Lions Troupe Feed
- VIP tickets to celebration banquet, (6)
- VIP opening kickoff at all sporting events

- VIP seating (10) for Cultural Festival
- 10'x 20' tent(booth) opportunity, with 6 chairs, 4 tables and electricity provided if needed
- On site: decorative Lanterns(6) with company logo or name
- Company banners displayed at all sports events (3'x10')
- Company logo in event program

Diamond Sponsor

\$8,000

- Company name designated as Diamond Sponsor for our four major events
- First rights as Diamond sponsor for the next three years
- Designation as Diamond Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal)
- Designation as Diamond Sponsor and corporate logo on all press materials (media alerts, press releases)
- One color page advertisement, on inside page of 2016-2017 special journal with logo display
- Special discount for parade float or antique convertible car
- Diamond sponsor has right to bring in their own company tent
- Prominent signage at Press Conferences
- Speaking opportunity at press conference
- Year round company logo display on our web-site throughout the year 2016-2017
- Company logo in event program (10,000 copies)
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (if newspaper, T.V. sponsor obtained)
- Event posters throughout the Lower East Side, Chinatown & other NYC Chinese-American Communities
- Representatives invited as VIP for opening ceremony of the Lions Troupe Feed
- VIP tickets to celebration banquet, (4)
- VIP opening to all sporting events
- VIP seating (6) for Cultural Festival
- ❖ 10'x 20' tent(booth) opportunity, with 3 chairs & 2 tables
- On site: decorative Lanterns(3) with company logo or name
- Company banners displayed at all sports events (3'x6')

- Company name designated as Platinum Sponsor for our four major events
- Designation as Platinum Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal)
- Designation as Platinum Sponsor and corporate logo on all press materials (media alerts, press releases)
- Special discount for parade float or antique convertible car
- One color page advertisement, on inside page of special journal with logo display
- Platinum sponsor has right to bring in their own company tent
- Prominent signage at Press Conferences
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (If newspaper, T.V. sponsor obtained)
- Event posters throughout the Lower East Side & other NYC Chinese-American Communities
- VIP tickets to celebration banquet (2)
- VIP opening at all sporting events
- VIP seating (4) for Cultural Festival
- ❖ 10'x 10' tent(booth) opportunity, with 3 chairs & 2 tables

Gold Supporter

\$4,000

- Company name designated as Gold Sponsor for our four major events
- Designation as Gold Sponsor and corporate logo on all promotional material (e.g. advertisements, posters, t-shirts, programs, special journal)
- Designation as Gold Sponsor and corporate logo on all press materials (media alerts, press releases)
- Special discount for parade float or antique convertible car
- 2 week advertisement in the Chinese American Newspaper & major magazine or major newspaper and T.V. advertisement with company logo (if newspaper, T.V. sponsor obtained)
- Event posters throughout the Lower East Side, Chinatown & other NYC Chinese-American Communities
- ❖ 1/2 color page advertisement, on inside page of 2015-2016 special journal with logo display
- VIP tickets to celebration banquet (2)
- VIP seating (2) for Cultural Festival
- ❖ 10'x 10' tent(booth) opportunity, with 2 chairs & 1 table
- Company banner displayed prominently at all events

IX. Booth Rentals

Below are the rates for booth rental: Generator rentals available

Corporate Booth:

For each date:

10' x 20' \$ 980 10' x 10' \$ 600

For both dates:

10' x 20' \$1388 10' x 10' \$ 900

Community/ Education/ Government, Food Booths:

10' x 20' \$700 10' x 10' \$400

Two tables and 4 chairs will be provided for 10'x20', 1 table & 2 Chairs for 10'x10'. Additional space can be arranged.

Requirements:

Organizations interested in renting a community booth must be a certified non-profit entity to secure the discounted rate.

Float Rental: Sept 18, 2016 \$3,800

Multi colorful 8'x30' float can hold up to 50 people with all basic logo work display on sides, front and backboard included

Generator with gas: \$ 140

Sound system with DJ on float: \$500

Culteral Performers/ models on float - can be arranged for additional fee

