

THE U.S. AIR FORCE BAND of MID-AMERICA



Starlifter

Sponsorship Guide



www.bandofmidamerica.af.mil



A NOTE TO OUR SPONSORS

Thank you for partnering with us to bring the United States Air Force Band of Mid-America to your community. It takes a lot of work to have a successful event which is why we greatly appreciate your commitment and contributions to this endeavor. We have developed this sponsorship guide to assist you in preparing for this community event. Your partnership enables us to maximize our connection with your community during our concert. This guide is designed to bring your ideas and ours together to ensure a successful event. Thank you for having us in your community, and we look forward to working with you!



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STARLIFTER

The United States Air Force Band of Mid-America's group, Starlifter, is a seven-piece group of talented Airmen-musicians. The group performs virtually every musical idiom, from rock and pop to jazz and country, to great contemporary and traditional patriotic songs. Starlifter features the best in popular music from the 1970's to the most current sounds at the top of today's charts.

Because of their unique and diverse programs, the musicians of Starlifter are in great demand both at home and abroad. This group was an overwhelming success in a recent three month deployment to South West Asia in support of Operations Enduring Freedom and New Dawn. They visited six countries, entertaining and raising the morale of United States service men and women, coalition forces and civilians. Starlifter also went on a four-month humanitarian and civic assistance deployment to seven Central and South America and Caribbean countries. They performed for more than 34,000 people in over 90 performances.

Starlifter is a component of the Band of Mid-America, which is the musical ambassador of Air Mobility Command. The Band of Mid-America was established in 1942 at Jefferson Barracks, Missouri. In 1960, the band began working from its present home at Scott Air Force Base, Illinois, as the principal representative of the Military Air Transport Service and Military Airlift Command, both predecessors of Air Mobility Command. In any given year, the Band of Mid-America and its component units perform more than 400 engagements for over one million people.

Starlifter's musical versatility provides an exciting event for audiences overseas, our nation's top leaders, festivals, or enthusiastic crowds at a summer park concert. In the tradition of their namesake, the C-141 Starlifter transport jet, this combo's high-energy music transports its listeners to a higher plain.



Captain Jason S. Plosch is the Commander of the United States Air Force Band of Mid-America, Scott AFB, Illinois.

Captain Plosch was born and raised in Clinton, Iowa. He attended the University of Iowa in Iowa City, Iowa, where he graduated with honors and received his Bachelor of Music degree in 1995. In 1998, he acquired a Master of Music degree from Penn State University, State College, Pennsylvania.

Captain Plosch enlisted in the United States Air Force in July 2001 and began his first assignment as a trumpeter with the USAF Band of Flight, Wright-Patterson

AFB, Ohio in September 2001. As an enlisted member of the USAF Band of Flight, he performed in seven different ensembles and was versatile in all styles of music. He was a member of the first USAF brass ensemble, Hot Brass, to deploy to Southwest Asia in support of Operation Iraqi Freedom and Operation Enduring Freedom. In 2008, Captain Plosch was commissioned through the Officer Training School at Maxwell AFB, Alabama where he was a Distinguished Graduate. After attending OTS, Captain Plosch served as deputy commander, and later as commander, of the United States Air Force Academy Band in Colorado Springs, Colorado. He was selected to command The USAF Band of the Golden West, Travis AFB, California, in July 2012.

Captain Plosch's professional credits include work with the San Francisco Symphony, the St. Louis Symphony and the Los Angeles Philharmonic as well as work at Disneyland, Anaheim, California and Tokyo Disneyland, Tokyo, Japan. He also performed with Princess Cruise Lines as well as serving as a high school instrumental director in Centerville, Iowa for three years. He has performed with such artists as Steve Martin, Aretha Franklin, Jane Monheit, The Manhattan Transfer, Bernadette Peters, Lou Rawls, Byron Stripling and many others.

Captain Plosch's military awards and decorations include the Meritorious Service Medal, the Air Force Commendation Medal with two Oak Leaf clusters, the Air Force Achievement Medal, the National Defense Service medal, the Global War on Terrorism Expeditionary Medal, and the Global War on Terrorism Service Medal. He was named the 2013 Headquarters Air Mobility Command Public Affairs Company Grade Officer of the Year and selected as the Headquarters United States Air Force Academy Company Grade Officer of the Year in 2009.



Technical Sergeant Keisha Gwin is a vocalist with the United States Air Force Band of Mid-America. She currently serves as the NCOIC of Starlifter and Assistant Director of Operations.

Sergeant Gwin joined the Air Force in 1997 and was stationed at Headquarters Air Force Special Operations Command (AFSOC) at Hurlburt Field, FL where she served as a logistics technician in the 16th Helicopter Generation Squadron. In 1999 she performed on a one year tour with the Air Force entertainment group Tops in Blue.

Following Tops in Blue, Sergeant Gwin

auditioned for the U.S. Air Force Bands and Music program and was stationed with the Air Force Band of Liberty at Hanscom Air Force Base, Massachusetts.

In 2004, she deployed to southwest Asia for the Air Force Band's career field first-ever deployment under OIF/OEF. In 2005, Sergeant Gwin was reassigned to the U.S. Air Forces in Europe Band, Sembach Air Base for three years where she had the privilege of serving and taking the Air Force message throughout Europe. Sergeant Gwin arrived at the Band of Mid-America in 2008. In 2009, she deployed on a joint humanitarian mission with the USNS Hospital Ship Comfort, another first for the Air Force Band's career field. In 2014, Sergeant Gwin deployed in support of Operation Enduring Freedom. Throughout her career with the band, Sergeant Gwin has proudly served as: Public Affairs Representative, Unit Deployment Manager, Finance Clerk, Operations Representative, Commander's Support Staff, and Marketing NCOIC.

Sergeant Gwin studied voice with Berklee College of Music voice professors, Jan Shapiro and Charles Sorrento, as well as Janice Borla, professional vocalist and voice professor at North Central College in Naperville, IL. As a musician, Sergeant Gwin has developed competence as a vocalist and is versatile in style, singing jazz, rock, pop, blues and ballads. As a recording artist, she was featured on six United States Air Force Band recording projects and a handful of demos including Stone Crazy by the J. Geils Band.

In her time with the Air Force Band, Sergeant Gwin performed with Jamie O'Neal, Lee Greenwood, John Popper and Latin pop stars Melina Leon and Juanes.

TOUR MANAGER

Once a performance has been approved...

The Tour Manager will:

- Ensure the venue is appropriate for the band's needs (stage size, stage accessibility, etc)
- Discuss the band's requirements at the venue (lighting, dressing rooms, case storage, etc.)
- Coordinate with you regarding all logistical details of the day of the performance
- In addition, the Tour Manager may wish to make a personal visit weeks ahead of the performance to meet you and see the venue

The Tour Manager will put you in contact with the band's Marketing Specialist, the other key individual with him you will work. The Marketing Specialist will partner with you in executing a successful marketing campaign to ensure the performance is well-advertised and well-attended.

MARKETING SPECIALIST

The Marketing Specialist will:

- Provide overall advertising guidance
- Provide graphics to use in advertisements you may wish to create
- Design advertisements for you to distribute
- Guide execution of a successful social media campaign
- Advertise through the Band of Mid-America website, FaceBook, Twitter and Instagram sites
- If available, incorporate logos and graphics from local sponsors and venues in our advertisement and program designs

OVERVIEW

All USAF Band of Mid-America Concerts must be free and open to the public.

These concerts are presented as a public service to the community FREE OF CHARGE. They are open to the general public regardless of race, color, or national origin. The Band of Mid-America will not participate in any event that directly or indirectly benefits or appears to benefit or favor any private individual, sect, political or fraternal group, or is associated with solicitation of funds or solicitation of votes in an election. Unless discussed and authorized prior to a performance, fundraising activities or other collections in connection with the Band of Mid-America Concerts are strictly prohibited.



Whenever appropriate and possible, we would like our sponsors to:

- **Provide a concert venue with a minimum stage area 20 feet wide by 14 feet deep.** Starlifter is very versatile in the types of venues they can play. A covered stage is preferred for outdoor venues but uncovered stages will be considered. Concert sites with a smaller performing area will also be considered. Concert venues can often be scheduled a year in advance, so it is important that the site be reserved as soon as possible.
- **Execute a publicity campaign sufficient to provide a capacity audience for the concert.** Publicity materials and recommendations for publicizing the concert are included in this guide. We are happy to provide publicity assistance.
- **Be available to meet the band and provide access to the venue** approximately five hours prior to the downbeat.
- Provide water for the band before, during, and after the show.

EXPENSES

There is no fee for the Band of Mid-America. The United States Air Force pays all expenses incurred for travel including transportation and housing.

Any other costs, such as auditorium rental, lighting, heating, publicity, janitorial fees and the cost of hiring union labor when required, **are the responsibility of the local authorities or sponsor.** Often, companies will donate these services in support of a free community event.

TECHNICAL REQUIREMENTS

AUDIO/ELECTRICAL CIRCUITS

We require three separate 20-amp, 120V grounded A/C circuits on individual breakers. They must be placed on or near the stage. Additionally, these circuits must be dedicated and not tied to stage dimmers, house lighting, food warmers, refrigerators, etc.

SOUND

- The sound technician will use an area 8 feet wide by 5 feet deep in the middle of the venue (in full view of the stage).
- The band requires a closed-house sound check two hours prior to performance.

AUDIO SNAKE

The band's audio snake will run from the stage to the console mixing area through the house seating area. For the safety of our audience members, every effort will be made to keep the snake taped to the floor and, if possible, out of sight.

HOUSE SOUND SYSTEM

At the discretion of the band's audio engineer, if a house sound system exists, it may be used to augment the audio equipment the band carries. The band's audio engineer may contact the house audio engineer in advance of the performance date to discuss requirements/availability.

LIGHTING REQUIREMENTS

- Overhead white light on stage should be suitable to read music and make all band members visible to the audience.
- A stage manager who can run additional lighting during the concert provides a more impactful and impressive product.
- Any special lighting requirements will be coordinated with the band's tour manager.
- For maximum effect, reduce house/audience lights during the show.

EQUIPMENT

- The band will have one 34 foot truck with approximately 3000 lbs of equipment packed in wheeled tour cases.
- In the interest of crew safety, moving equipment up and down stairs should be avoided.
- The band members will load and unload all equipment.

STAGE AREA

- Minimum stage dimensions of 20 feet wide by 14 feet deep are required.
- Please ensure the space is clear and unobstructed prior to the band's arrival.
- Any wing space should be cleared of props, boxes, etc. to ensure the band's safety while entering and exiting the stage. Additionally, adequate and secure case storage must be made available off stage.
- Truck loading area needs to be as close as possible to the stage and to be as level as possible for the safety of band members loading and unloading equipment.

LOAD-IN

- The performance hall should be available five hours prior to the scheduled performance.
- The exact set-up time will be determined at least two weeks prior to our concert.
- A facility manager must be present at the facility from the beginning of the load-in through the end of the load-out.
- The facility manager should be aware of the stage's AC circuit layout and be able to point out separate circuits to the Audio Engineer.

DRESSING ROOMS

- Two secured dressing rooms, in close proximity to the stage area, are needed to accommodate males and females. Please inform the Tour Manager of any rules concerning smoking, eating, etc.
- Any rooms that provide coat racks, mirrors, tables, and have access to restrooms are extremely helpful. Whenever possible, the rooms should be available exclusively to the performers.

PARKING

- Parking spaces are required for band vehicles at the venue. The band uses one 15 passenger van and one truck, 34' long by 13' high.

Suggested Marketing Plan

Tips for maximizing concert attendance

The Band of Mid-America Marketing Representative is available to guide you through the marketing process and suggested timeline. The band can also provide assistance with producing specific event marketing and advertising materials, and can provide assistance with utilizing electronic and social media.

While publicity campaigns will vary based on local needs, there are some standard marketing and media techniques to notify the general public of the event and assure it is well-attended by your community. The following methods are time-tested and effective:

NEWSPAPER & LOCAL MAGAZINES - often will donate ad space, provide a feature story, or serve as a co-sponsor of the event; we recommend 2-3 half to full page ads per the suggested timeline

BROADCAST MEDIA - radio, television network, cable stations; news programs often announce events based upon press releases; may schedule a broadcast interview opportunity

INTERNET - web site, online event calendars, newsgroups/forums, Facebook, Twitter, Instagram, email

FIELD PROMOTIONS - flyers, posters, cards displayed at local businesses and in prominent areas

DIRECT MAIL - use a mailing list to notify regular patrons/community supporters/VIPs; mailing lists may be obtained from organizations such as the Chamber of Commerce, School System, or Veteran's groups

ORGANIZATION "WORD-OF-MOUTH" - provide flyers or postcards to community organizations to distribute to their membership. Examples: Community bands, Veteran's groups, Senior Centers, Downtown Alliances, PTAs, etc.

RECOMMENDED TIMELINE

| DATE RANGE | MARKETING TACTIC |
|------------------|--|
| 3-6 Months prior | <ul style="list-style-type: none"> •Begin preparing press releases and media advisories •Begin preparing invitations, fliers and posters •Compile list of prominent local social media sites, ie; Chambers of Commerce, events pages, schools |
| 6-8 Weeks prior | <ul style="list-style-type: none"> •Make inquiries for interviews - TV, radio, cable; BE PERSISTENT; try to contact show host(s) •Send initial press release •Contact newspapers for ads/stories; make multiple contacts (Calendar Editor, Features Editor, Entertainment Editor, Music Editor, etc.) |
| 5 Weeks prior | <ul style="list-style-type: none"> •Send out mailing (postcards work well) to mailing lists: local schools, veterans groups, Chambers of Commerce, VIPs |
| 4 Weeks prior | <ul style="list-style-type: none"> •Send email of event - save the date notice •Send follow-up press releases •Send date/event listings to calendars •Run 1st ad in local papers •Notify local businesses; post fliers |
| 2 Weeks prior | <ul style="list-style-type: none"> •Run 2nd ad in papers •Make Social Media push |
| 1 Week prior | <ul style="list-style-type: none"> •Follow up press releases with call to media •Encourage coverage of the event in local paper/on local TV |
| 3 Days prior | <ul style="list-style-type: none"> •Feature story in local papers/local TV; mention that non-ticket holders may be seated 10 minutes before down beat if seats are available |
| 1 Day prior | <ul style="list-style-type: none"> •Reminder ad on entertainment page with all concert details •Make Social Media push |

Types of Performances

For the types of genres and show Starlifter plays the volume could be loud in many types of settings. There are general volume levels next to each following type of performance as a reference for what might be needed for the venue and audience.

National Anthem - 70dB

This would happen at the beginning of the event. It will be performed by one of the vocalist.

Background Music - 70dB

This can be done in a few different ways. Music from an MP3 player, a piano player or a small band combo would accomplish this task.

Acoustic Strolling - 70dB

Starlifter is able to do a non-amplified acoustic show. They are able to walk around and perform for small groups of people.

Acoustic Amplified - 90dB

This is an amplified show that will be just like a rock band show but will be played on acoustic instruments. This show could be performed for up to 500 people with our sound system.

Dance/Indoor - 100dB

Starlifter will play in a traditional party band setting here. Can be played in an auditorium, gym, banquet hall, etc. The set can be tailored towards a dance or towards a normal rock concert. This type of show could be performed for up to 1,000 people with our sound system. Anymore than this, Starlifter would need provided sound from the venue.

Outdoor - 110dB

The band will play in a typical amphitheater-type setting. A provided stage would be preferred in order for the group to have a flat surface in order to safely perform. The band would need enough provided power for all of the gear (Please see "Technical Requirements"). Also, a rain plan is strongly suggested. In case of inclement weather, it is convenient for the show to not get cancelled or moved to a later date. This type of show could be performed for up to 1,000 people with our sound system. Anymore than this, Starlifter would need provided sound from the venue.

RESERVED SECTION FOR SPECIAL GUESTS: We encourage you to designate a special section of reserved seating for certain dignitaries (i.e. senator, mayor, military members). The larger the section is the more difficult it is to control.

INTRODUCTION OF THE BAND: Since the band has a special opening production there is no requirement for an introduction by a local personality. However, if you would like to introduce us, you are welcome to do so.

PRESENTATION OF THE COLORS: Our performances could include the National Anthem. Occasionally there may be a local Veterans or Scouting Group who would like to present the colors. We welcome and encourage their inclusion in our concert! Please coordinate this with the Tour Manager.

PUBLIC THANK YOU: The band would like to recognize our community sponsors during the performance. Please let us know the names and titles of the people to be recognized so that we may publicly thank them during the concert.

PHOTOGRAPHS: We encourage you to take photographs of the band during performances. We would appreciate copies (preferably in digital format) of any pictures that are taken. Please also encourage local newspapers to take a photograph at the event and publish if the next day as a community interest item

SOCIAL MEDIA: The USAF Band of Mid-America is active on several social media sites and would love to connect with you and your community. Join the conversation using #StarlifterRocks



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USAF Band of Mid-America



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IN CLOSING

Thank you for your decision to sponsor The United States Air Force Band of Mid-America's pop group, Starlifter. You are providing a valuable public service for the citizens of your community, and we sincerely appreciate your support.

The success of our performance depends on good communication and cooperation between you, the Tour Manager and the Marketing Specialist. Please feel free to contact us with any questions or concerns you may have. We hope this guide will help make the concert and our partnership a great success!

Band of Mid-America
900 Chapman Drive
Scott AFB 62225
618-229-8188

www.bandofmidamerica.af.mil

