

# MUSIC BIZ

2023

POWERED BY MUSIC BUSINESS ASSOCIATION

**Nashville | May 15-18**

# Where the Waves of Industry Change Are Born

**For more than six decades, the Music Biz Conference has been the point of origin for ideas and partnerships that have transformed the ways our industry conducts business. Collaboration during the event's educational panels, networking opportunities and private meetings causes a ripple effect of conversations and ideas that positively impact the global industry throughout the rest of the year.**

As we prepare for Music Biz 2023, May 15-18 at the JW Marriott Nashville, we're thrilled that we can once again gather our global community for the industry-defining conversations and business opportunities you've come to expect from our Association.





# Our Member Community

**We know when we work together, our industry, your business and your people will be stronger as a result.**

We at Music Biz believe that collaboration is the key ingredient for success across the collective music industry. Thanks to the year-round involvement from the more than 400 companies in our global member community, the positive ripple effect of our Annual Conference continues to impact how we do business 365 days a year.



[CLICK HERE FOR FULL MEMBER LIST](#)

# Who Attends?

The Annual Music Biz Conference hosts

**2,100+**

industry power players from

**750+**

companies across

**30+**

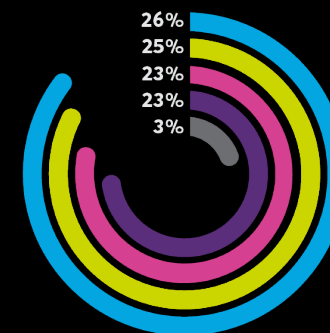
countries, representing all business segments!

## Industry Power Players

Year after year, the Annual Music Biz Conference hosts important conversations between high-level music power players that lead to industry-advancing deals and innovations.

### Attendee Job Titles

- C-Suite, President, Owner
- EVP, SVP, VP, GM
- Sr. Manager, Manager, Lead
- Sr. Director, Director
- Coordinator, Assistant, Junior Staff



## More Than 30 Countries!

As a forum for the entire global industry, the Music Biz Conference sees healthy representation from major industry hubs in the U.S., as well as from international entities including:

- Australia
- Austria
- Brazil
- Canada
- China
- Colombia
- Czech Republic
- Denmark
- Dominican Republic
- Egypt
- Finland
- France
- Germany
- India
- Israel
- Italy
- Japan
- Mexico
- Netherlands
- Norway
- Poland
- Puerto Rico
- Singapore
- Slovenia
- Spain
- Sweden
- Switzerland
- United Kingdom



# Sponsorship Levels

★ Platinum	★ Gold	★ Silver	★ Bronze
<b>\$20,000+</b>	<b>\$12,500</b> - <b>\$19,999</b>	<b>\$6,500</b> - <b>\$12,499</b>	<b>\$3,500</b> - <b>\$6,499</b>

## Type of Opportunities:

### Events



### Activations



### Branding



### Programming



## Events

# Awards Dinner

*featuring the Bizzy Awards*

The prestigious **Bizzy Awards** ceremony was revamped in 2023 to celebrate those in our membership who have made extraordinary contributions in our industry during the past year. New award categories focus on celebrating companies & executives who work tirelessly to both achieve financial excellence and improve working conditions across the industry worldwide. A formal dinner program with live music rounds out the evening.

### Cocktail Party

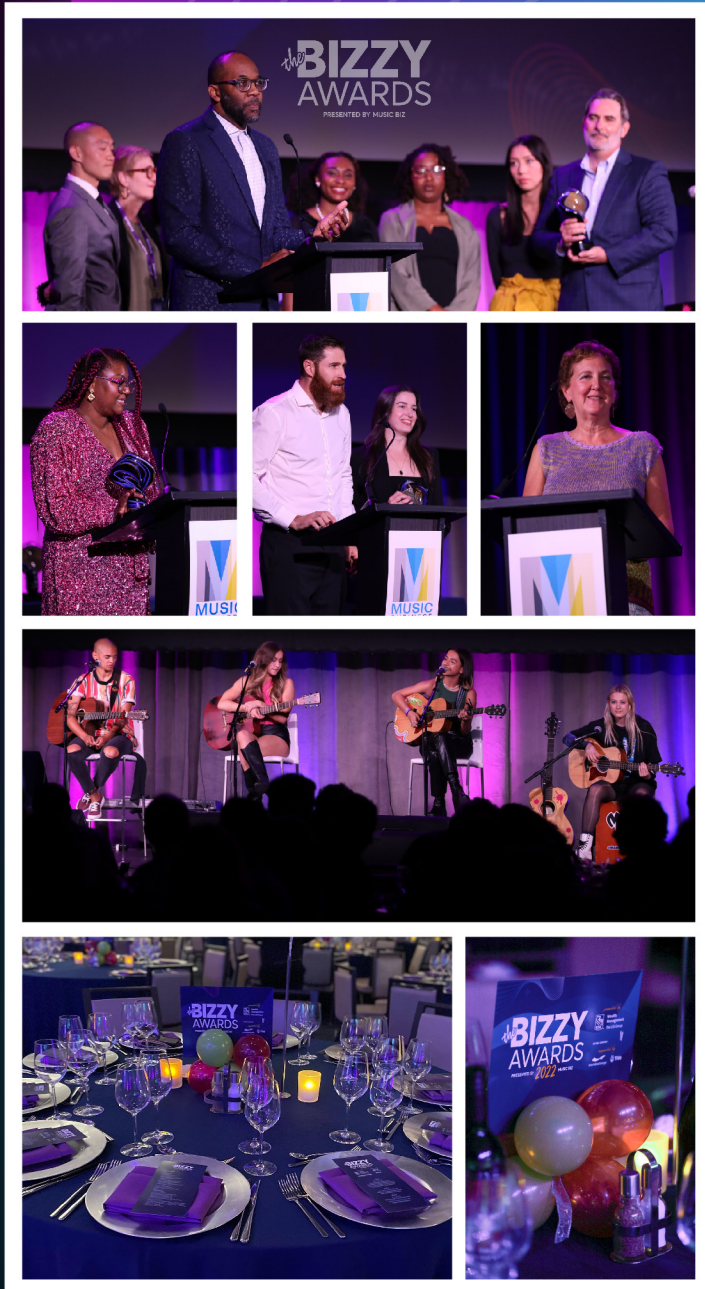
**\$50,000**

- Custom activation
- Logo on all conference materials
- Beverage provided by Music Biz
- 6 Badges to Music Biz 2023
- Table for 10 at Awards Dinner
- Custom WebEx sponsor page
- Rotating WebEx banner

### Dinner

**\$25,000 - \$100,000**

- Custom Signage & Audio/Video Display
- Table for 10 at Dinner
- Food & beverage provided by Music Biz
- Logo on all conference materials
- Logo on all Awards Dinner promotions & dinner program
- Custom WebEx sponsor page
- Rotating WebEx banner





# Events

## Partner Events

Planning an off-site, after-hours event and want to attract Music Biz conference attendees? We'll add your event to the official schedule to spread the word.

**Starting at \$5,000**

- Event listed on Official Music Biz Schedule.  
*\*Sponsor assumes all responsibility in planning, executing and staffing their event.*
- 2 Badges to Music Biz 2023
- Logo on all conference materials
- Logo on WebEx Sponsor Page



# Activations

## Music Biz 2023 Floor Map



View our most updated map of available spaces for the 2023 conference:

[CLICK HERE](#)





# ⋮ Activations

## Official Conference Networking Lounge (Space 15)

Give attendees a place to take a break between programming. Whether it's sitting with a new partner to talk business, plugging in to check email, or meeting a group of old friends before lunch, make the Official Conference Lounge a destination for all Music Biz 2023 attendees. Brand the space as you desire to give conference-goers a peak into what your business is all about.

**\$40,000**

- Exclusive sponsorship of two (2) areas (*Symphony Ballroom Pre-Function East & Northeast Areas*) that make one large Lounge area at Music Biz 2023.
- Branding of 2 columns within the space
- Logo on all conference materials
- 10 badges to Music Biz 2023
- Custom WebEx sponsor page
- Rotating WebEx banner
- Custom ad in final email to all conference speakers



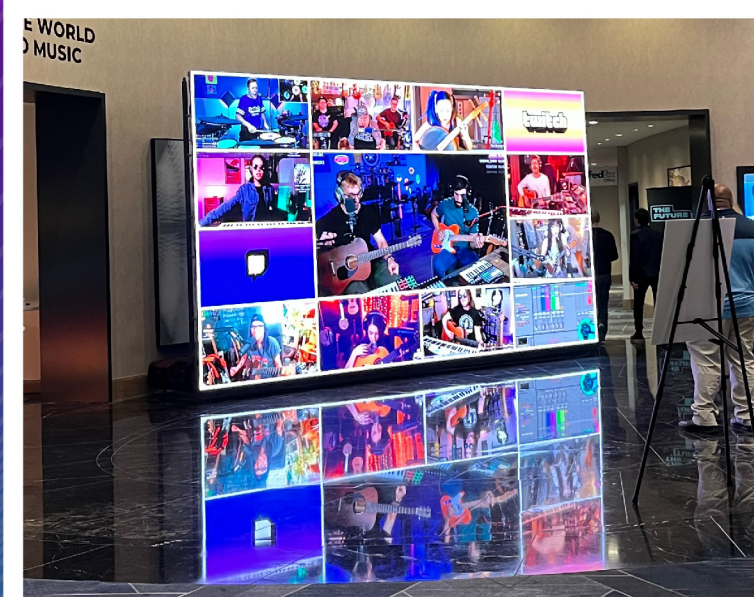
## ⋮ Activations Speakers' Greenroom

Our speakers are known for being the cream of the crop and that's why we give them a special place to grab some snacks, meet with their panel, or sit for a quiet moment to prepare to take the stage. Get in front of the conference's brightest by branding our Speakers' Greenroom.

**\$30,000**

- Exclusive *"Powered by"* naming rights to official Speakers' Greenroom
- Area within Greenroom to meet with speakers & invited partners
- 2 vertical pullup banners with logo outside of room
- 1 custom vinyl wall banner within room
- Use of TV in space for promo loops
- Snacks & refreshments for speakers
- Logo on all conference materials
- 6 badges to Music Biz 2023
- Custom WebEx sponsor page
- Rotating WebEx banner
- Custom ad in final email to all conference speakers





## ⋮ Activations Spaces 1 - 3

**1: Experiential Marketing Welcome Display**  
**\$20,000**

**2: Activation + Meeting Area**  
**\$15,000**

**3: "The Nook"**  
**\$12,500**

### **All Above Spaces Include:**

- Exclusive rights to activation space branding
- 3 Badges to Music Biz 2023
- Logo on all conference materials
- Logo on WebEx's Activation Listing Page



## ⋮ Activations Spaces 4, 12 - 14

### 4: Corner Activation

**\$10,000**

### 12: Grand Pre-Function Activation

**\$15,000**

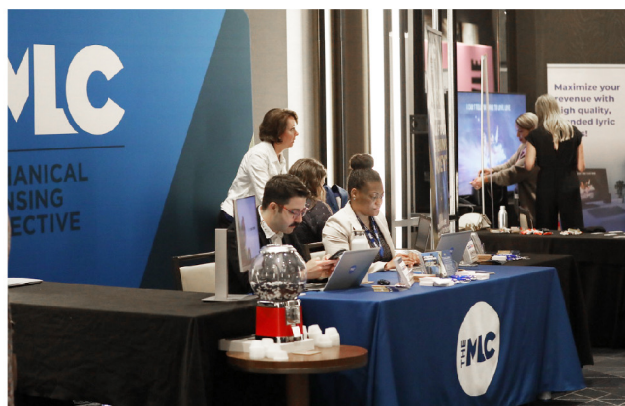
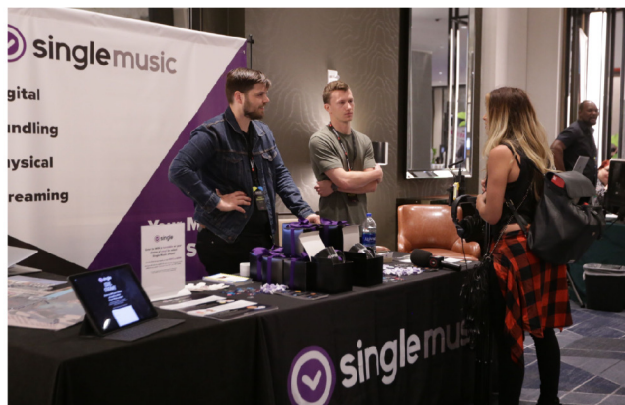
### 13 + 14: Grand Pre-Function Activation

**\$10,000**

#### All Above Spaces Include:

- Exclusive rights to activation space branding
- 3 Badges to Music Biz 2023
- Logo on all conference materials
- Logo on WebEx's Activation Listing Page





# Activations Spaces 5 - 11

## Griffin Pre-Function North \$7,500

- Exclusive rights to activation space branding
- 2 Badges to Music Biz 2023
- Logo on all conference materials
- Logo on WebEx's Activation Listing Page



## ⋮ Activations Community Hub

Get to know Music Biz's diversity, equity & inclusion and mental health & wellness partners that will each be setting up displays. Grab a quick breakfast or lunch and avoid the crowds at the restaurant in the hotel lobby. Or, charge your devices. The Community Hub will be bustling with attendees throughout the duration of the conference. Put your branding on the Hub and be there to welcome attendees and tell them more about your company.

**\$15,000**

- Exclusive rights to activation space branding
- 4 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx's sponsor page
- Rotating WebEx banner





# Activations Registration Area + Lobby Bar

## Registration Area + Window Branding

**\$18,000**

- Exclusive rights to activation space branding
- 4 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page
- Rotating WebEx banner

## Lobby Bar

**\$10,000**

- Exclusive rights to activation space branding
- 3 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page

# : Branding Rotating Doors + Room Keys

## Revolving Entry Doors

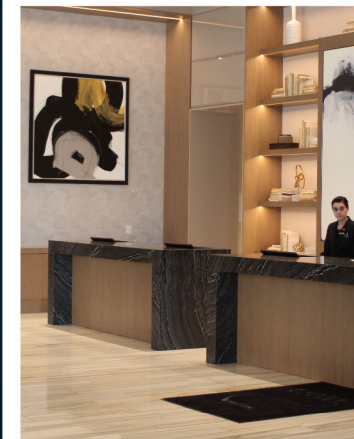
**\$20,000**

- Exclusive branding on hotel entry
  - 1st activation conference attendees see
- 4 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page
- Rotating WebEx banner

## Room Keys

**\$12,500**

- Exclusive branding on all hotel keys during event
- 3 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page
- Rotating WebEx banner





# : Branding Escalator Branding

**\$20,000**

- Exclusive sponsor of escalator branding including:
  - 1 floor banner + 18 wall posters
- 4 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page
- Rotating WebEx banner



# : Branding T-Shirts, Badges + Lanyards

## Volunteer T-Shirts

**\$7,500**

- Exclusive branding on back of volunteer t-shirts
- 2 Badges to Music Biz 2023
- Logo on all conference materials
- Logo on WebEx Sponsor Page

## Badges

**\$20,000**

## Lanyards

**\$15,000**

- Exclusive branding of badges or lanyards
- 4 Badges to Music Biz 2023
- Logo on all conference materials
- Custom WebEx sponsor page
- Rotating WebEx banner







# ⋮ Programming Conversations That Matter

## Price Dependent on Event

- Logo on all conference materials
- Badges to Music Biz 2023
- Logo on all event materials as either "Presenting Sponsor" or "Supporting Sponsor"
- Speaking Opportunity at Sponsored Event
- WebEx Branding Opportunities

## Events Available May Include:

- Metadata Summit
- #NEXTGEN\_NOW
- Music Biz LIVE
- Brand Summit
- Podcast Summit
- + More!

# Tailor-Made Solutions

**Feel free to reach out to our sponsorship team to discuss a custom activation solution that meets your company's particular needs while maximizing your brand's exposure at the 2023 conference!**

To activate your sponsorship today, contact one of our Music Biz staff members:



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**Nicole Hennessey**

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