

## **DBO – WHO WE ARE**

Unique, loud, fun, casual, lively, exciting, memorable &....more!

World's Only Combined ATP 250 Tour Event & Legends Event

33<sup>nd</sup> Anniversary in 2025

60,000+ Fans

**Televised Nationally & Internationally in over 75 Countries** 

**Dozen+ Hospitality & Special Tennis Events** 

Unique Promotions & Offers for Seniors, Kids, Ladies, Military, LBGTQ+ & more groups.

#### **JOIN THE DBO FAMILY!**















## WHY GET INVOLVED

# All About the Parties & Food – SOLD OUT are two of our Favorite Words

**BOX SERIES RECEPTION/CHAMBER BASH.** Guests enjoy complimentary food & beverage tastings from local restaurants.

**BURGERS, BOURON & BREW**- Sample some of the best burgers this town has to offer while enjoying beer, wine and bourbon cocktails from Redwood Empire Whiskey.

GAME, SET, POUR. Ultimate pairing event for 375+ featuring the best beer, wine & food around! SOLD OUT in '24.

LADIES LUNCHEONS. 300+ ladies over the two-day affair. Gather and gab with your girlfriends while enjoying Stoli Cocktails, Bloody Mary's provided by The Bloody Mary Experience, and sipping wines provided by Raeburn Winery. SOLD OUT in '24.

TACO'S, TEQUILA & TENNIS. Presented by Dano's Tequila. A match made in heaven featuring local restaurants to see who has the best taco & beverage pairing. SOLD OUT in '24.

VIP RECEPTION - It's all about the food and drinks! Culinary delights provided by VIP Caterers featuring spirit partners: Stoli Vodka, Raeburn Winery and Dano's Tequila.









**DelrayBeach**OPEN









## **DON'T FEEL LEFT OUT!**

#### **Something for Everyone - Special Events & Offers**

ATP Pro-Am - Once-in-a-lifetime opportunity to see if amateurs have what it takes to beat an ATP Pro.

Clinics Galore - Over 100 participants enjoyed the Legends Clinic, Delray Beach Clinic, Love Serving Autism Clinic, ACEing Autism Clinic and Delray Beach Youth Foundation Clinic.

Food Drive - Over 500lbs donated to local organizations.

Ladies Night - Multiple tennis leagues celebrating a special night out.

Pride Night – Annual Pride Night to support Delray Beach Pride

**Senior Day** - BOGO specials on multiple days; we love our Seniors!

Tennis Legends & Clinic - Featuring former tennis greats on Opening Weekend; don't miss the Autograph sessions & Legends Clinic!

**USTA Florida Kids Day - Kids having a blast = smiles!** 

Wheelchair Showcase - Annual event held on Show Court #1.



















"The Delray Beach ATP Event was televised on the Tennis Channel and the exposure that PBC has received is tremendous. Mark Baron and his entire team are to be congratulated for executing another successful event in PBC." - Executive Director, Tourist Development Council PBC

BEACH

"Thank you. It was an awesome week, and I really enjoyed the tournament. You and the staff work so tirelessly, and it shows. Everything was wonderful. Your staff gives 150% in all you do. THANK YOU!" - Executive Director, USTA Florida

"It was a great luncheon today and great tennis. I love this event because my teammates and I get to spend some time together outside of our own tennis matches and practice and have some fun!

Congratulations to you and your group for being so well organized and putting on a great event!" - President, South Palm Beach County WTA

**TESTIMONIALS** 

"Thank you for another great Chamber Bash. It was an excellent program, bringing together businesspeople from all South Palm Beach County. Your hospitality shined and I'm sure all the guests will spread the word on the special jewel (Delray Beach Open) available in their backyard. Thank you for bringing the championships to our city and the opportunity to share the message of who we are with many outside visitors as well as the players." - President, GDB Chamber of Commerce

DE AYBE

"We are so grateful to you and your team for hosting ACEing Autism, and for making us feel very welcome and a firm fixture at The Delray Beach Open. So, thank you very much! Our team had a blast too!" - Chief Marketing Officer, ACEing Autism "The Delray Beach Open continues to be one of the most aggressive and innovative ATP tournaments in terms of marketing. The events' calling card is its location along the Atlantic Ocean seashore. It's (promotions) will no doubt make the event instantly recognizable to

ATP fans throughout the world."Mark Young, ATP Tour, Chief Legal & Administrative Officer



DelrayBeach

**OPEN** 

#### **2024 CHAMPIONS**

Singles: #1 seed Taylor Fritz, #9 in the world

**Doubles: #3 seed, Julian Cash/ Robert Galloway** 

<u>Legends Event</u>: Featuring the Bryan Brothers, Kevin Anderson, Tommy Haas, Jensen Brothers, Sam Querrey, Ivo Karlovic &

Jesse Levine











# **GET INVOLVED**



#### **On-Site: Enjoy the Grounds**

**Best Seats in the House** - There's nothing like the experience of sitting on Stadium Court a few feet from a 130 mph serve.

**Courtyard & Court 9 Seating:** On-site seating for DBO fans, don't miss out on a point as Video Boards are displayed on a few steps away.

**Dano's Tequila Den**. Dano's Tequila Den features tequila cocktails such as the spicy marg or the Paloma. Can you say delish!

Fast Serve Cage - Think you can serve faster than an ATP Pro?!

**Food Courtyard** – Don't miss a beat of the match while you enjoy our culinary delights.

**Mark's Bistro.** For fans looking for a delectable dining experience, enjoy table-side service at the event's on-site restaurant!

Publix Lounge. Spacious seating for anyone wanting to relax outside the Stadium Court.

**Stoli Bar.** Featuring the Signature Event Cocktail, the Stoli Slice.

**Exhibitor Row** - Tennis fans stopped by for complimentary goodies & to purchase DBO Merch.

Dano's Tequila Cantina. Fixed mixed beverages in a social setting.

**VIP Clubhouse Lounge -** Sponsors & Series Holders enjoy a private getaway including daily drink specials.











# IN THE COMMUNITY

We love Delray Beach!



**ATP Pros vs Beach Tennis Pros** 

**Complimentary Tickets for Delray Beach Residents** 

**Cooking Competition at Akira Back Restaurant** 

**Delray Beach Youth Foundation Clinic** 

**Fast Serve Cage benefiting Local Tennis Programs** 

**Food Drive sponsored by South Florida BMW Centers** 

**Toy Drive sponsored by Baptist Health** 















# **ALL ABOUT THE VIDEOS**

#### **ATP Stars Behind the Camera**

- ATP Pros vs Beach Tennis Pros
- ATP Pro Ride Along With Adrian Mannarino
- ATP Pros: Behind the Scenes
- Burgers, Bourbon & Brew
- BMW Legends Red Carpet Treatment
- Finals Tease
- GAME, SET, POUR Tasting Event
- Ladies Luncheon
- Matija Pecotic: Makes 1st ATP Tour Main Draw at 33
- Semifinals Tease
- Taco's Tequila & Tennis
- Tennis Talk w/Tommy Paul (Guest Appearance from Frances Tiafoe)
- <u>Taylor Fritz Autograph Session</u>
- Valentine's Day Love from the DBO

















#### **MEDIA EXPOSURE**

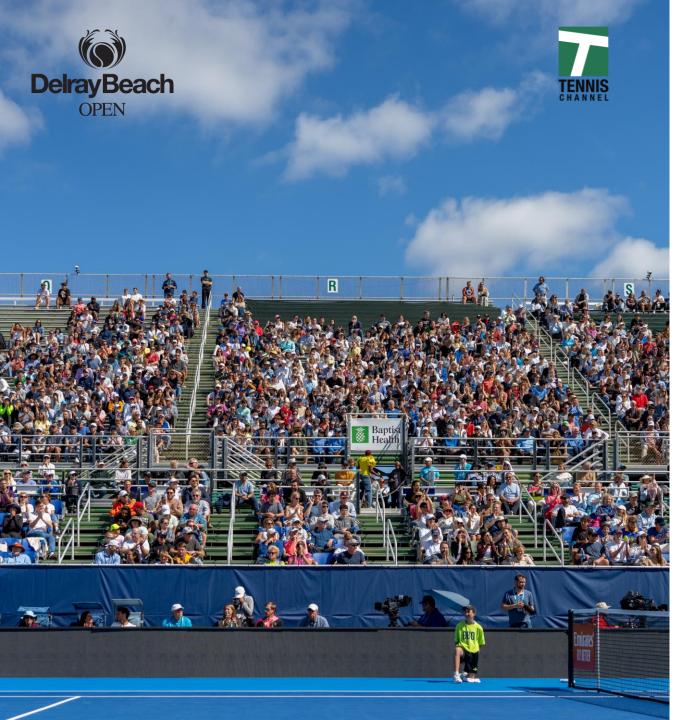








An integrated Public Relations and Advertising campaign, which included TV, radio, newspaper articles, magazine features, blogs, printed materials, email blasts, and more, marketed the Delray Beach Open, the players, special events, functions, programs and sponsors to local, national and international audiences.



#### TV~ NATIONAL / INTERNATIONAL

**Tennis Channel** caters to a highly-coveted audience with a viewership equally comprised of men and women (50% - 50%) and a median household income of \$90,800; 48% of the channel's audience are regular tennis players – A viewer participation rate unmatched by any sports network.

The high repetition of Delray Beach programming combined with the number of devoted viewers resulted in an impactful and comprehensible presentation of Delray Beach Open's partnering brands.

- Delray Beach Open broadcast TV coverage were viewed over seven days / nights in over 75 countries worldwide.

#### **DBO TV COMMERCIALS**

DBO TV commercials were aired / streamed on Comcast/Xfinity (ie ESPN, ESPN2, MTV, HGTV, Food Network, TLC, AMC, TBS, BET, Lifetime, Travel Channel, USA, History Channel, Discovery Channel, Animal Planet, Bravo, Hallmark, TBS & more.)

#### **DEMOGRAPHICS - DBO**

• **Gender**: Male – 55.8%, Female – 40.4% (margin of 3.8%)

• Age Segment: 51.1% (50-69), 21.2% (35-50), 13.1% (18 – 34), 12.9% (70+), 1.7% (17 or

younger)

• **Mean Income**: \$123,500

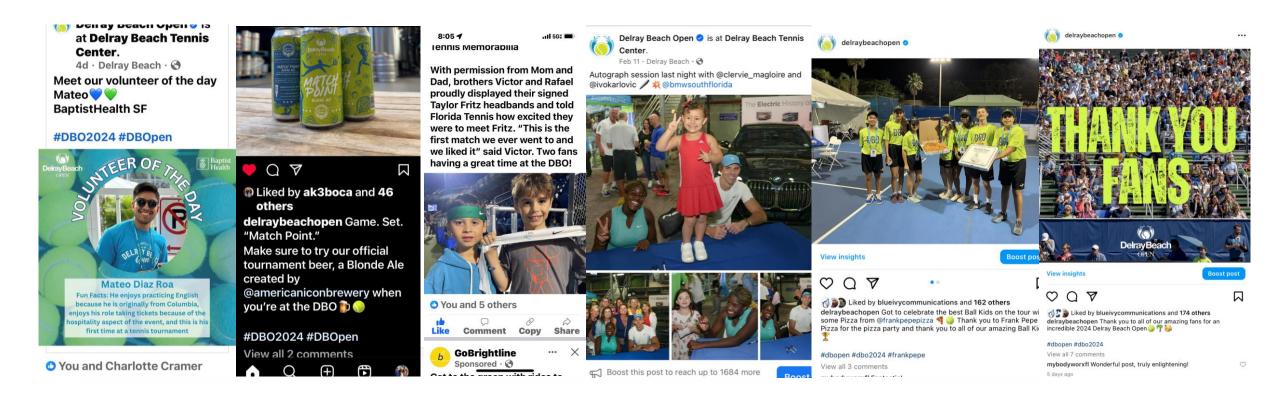
# DelrayBeach OPEN

#### **DEMOGRAPHICS – TENNIS INDUSTRY GROWTH**

- **23.6mm** play tennis in the U.S., increase of 5.9mm since 2020, more than the combined number of people playing pickleball (8.9 M), badminton (6.5 M), racquetball (3.5 M), and squash (1.2 M).
- **Gender**: Male 53.8%, Female 46.2%
- Age Segment: 20-30 (36%), 30-40 (31%), 40+ (30%)
- Race: White (72.8%), Black/African American (8.9%), Hispanic/Latino (7.5%)
- Education: 36.9% (Grad School), 29% (College), Some College (21%), High School (10%)
- **Black/African-American** participation increased by 46 percent over the last three years, with 2.3 million players in 2022.
- **Hispanic/Latino** participation with 3.8 million players in 2022, representing a 90 percent increase over the last three years.
- **Asian/Pacific Islander** participation has increased by 37 percent over the last three years, with 2.4 million players in 2022.
- Tennis has been shown to have a significant **positive impact** on the health of participants. Tennis players on average lived an additional 9.7 years than sedentary individuals. This figure ranked highest among all sports, beating out soccer by 5 years (4.7), cycling by 6 years (3.7), swimming by 6.3 years (3.4) and jogging by 6.5 years (3.2).
- Participation in racquet sports, including tennis, reduces risk of all-cause mortality by 47 percent and cardiovascular-related death by 56 percent.







SOCIAL MEDIA



Followers: 14.5K



Followers: 150K



Followers: 11.7K

**E-NEWSLETTERS** Over 30 E-newsletters were distributed annually to an audience of over 22,000 per.

#### Media Coverage (ATP Matches Excluded): TV Segments (Live and Taped), Newspaper Articles, Online Articles, Magazines and Radio

- Total Online News Audience: 2,699,843,579
- Total Online News Publicity: \$54,534,364
- Total National TV Audience: 6,388,789
- Total National TV Publicity: \$918,634
- Total Local TV Audience: 4,118,175
- Total Local TV Publicity: \$679,268
- Total Radio Audience: 957,333
- Total Media Placements: 2,297
- Coverage News, Weather, On-site Promos, etc.: WPTV (NBC), WPBF (ABC), WFLX (Fox), WPEC (CBS), WTVX (CW), etc.
- Source (Digital/Print): Yahoo! Sports, Palm Beach Post, Yahoo! News, Miami Herald, Sun-Sentinel, Sports Illustrated, Sacramento Bee, Tacoma News, Charlotte Observer, Idaho Statesman, Durham Herald, KansasCity.com, NewsBreak, Yahoo! Sports UK and Ireland, Sportskeeda.com, The Real Deal, France24, etc.











# **Marketing Samples**















WPTV NEWSCHANNEL 5

WPTV NEWSCHANNEL 5 | AT 6PM

THE 31ST DELRAY BEACH OPEN











**GET TICKETS** @ DELRAYBEACHOPEN.COM

DELRAY BEACH



# **National and Local** Media Samples



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Delray Beach Open to get upgrades to facilities, hospitality area



#### The Palm Beach Post

#### Delray Open rolls out new VIP. hospitality areas, food options

DELRAY REACH - For the past 31 years, the Delray Beach Open has brought South Florida hundreds of thousands of visitors. This year, the tournament will bring that growing

list of spectators some facility upgrades.
The tournament, which is Feb. 9-18 at the Delray

Beach Tennis Center, will have an expanded hospitality area, more VIP events, a women's tennis challenge, more food and drink options and upgrades to facilities. watch the matches from a live feed. year," Adam Baron, the tournament's executive direct

tor said. "We are always focused on improving the fan experience with more events, more space, and more food and beverage options."

#### What's new for the 2024 Delray Beach Open

· An expanded hospitality area with more seating 21,000 square feet of hospitality space onsite. Attend

station provided by waterdrop, upgrad ed guest bathrooms, a VIP lounge, ur e stadium club seating and an ex-

 More food and beverage offerings:
 New this year are A Kitchen Empanadas and The Knosh, which offers bit outh sandwiches, deli-style. They'l mouth sandwiches, deli-style. They il oin the usual line-up of Guaca Go, Proper Ice Cream, That's Amore Pizza, Subculture Coffee and Mark's Bistro. • The '24 Stoli Slice: This year's offi-

prope of the 2024 Delray Beach cial beverage of the 2024 Defray Beach Open will have a new look and taste. The '24 Stoli Slice features Stoli vodka, strawberry lemonade and a splash of club soda.

• On-court innovation: LED signage boards will be featured on all four sides of Stadium Court, for viewers to have better on-court entertainment. Players also will have access to on-court hydra

#### Special events for the 2024

- Women's Tennis Challenge: This year's tournament will have a women's tennis challenge, featuring former Wimbledon finalist Genie Bouchard from Canada, and reigning Wimbledon junior champion Clervie Ngounoue, from the U.S. The match is at 8 p.m. Saturday, Feb. 10. Traditionally, it has been a men's event.
- Ladies Day luncheons: The Ladies Day luncheons offer guests more than just lunch. Tickets start at \$95 and include Stadium Court seats to the day's matches, a luncheon, wine, cocktails affle prizes and gift bags. They'll be held on Wednesday, Feb. 14, and Thursday, Feb. 15., from II a.m. to 12:30 p.m. Tickets can be found at yellowtennis ball.com/en/ladies-days-luncheons.
- Burgers, Bourbon and Brew: The inaugural event will offer burgers, beer wine and bourbon cocktails. It will take place Wednesday, Feb. 14, from 6-8 p.m. Tickets start at \$95 and can be

third annual PRIDE Night will feature a DJ, celebrations and beverages from Stoli Vodka. It will serve as a kickoff for the Clay Court Classic, an official Gay & Lesbian Tennis Alliance (GTLA) tournament which will be in Fort Lauder dale from Feb. 15-19. PRIDE Night will take place on Wednesday, Feb. 14, at

• Tacos, Tequila and Tennis: The second annual event is presented by Dano's Tequila and offers guests samples of tacos, tequila cocktails and tennis. It will take place on Feb. 15, from 6-8 p.m. Tickets start at \$115 and can be found at am.ticketmaster.com/matchpoint/TTT24. A portion of the proceeds will go to local nonprofit Love Serving Autism, which specializes in therapeutic tennis and pickleball.

. Game, Set. Pour: Now in its fifth year, the event will feature beer, wine, spirits and food from local South Florida restaurants and bars. The lineup will include American Social Bar & Kitchen, Proper Ice Cream, Windy City Pizza, American Icon Brewery, Dano's Tequila and South Beach Brewing Company. It will be held on Friday, Feb. 16, from 5:45-8 p.m. Tickets start at \$120 and can be found at am ticketmaster.com. matchpoint/GSP24. The event's charity partner is Boca Raton-based non-

profit Kula Cares Inc., which provides

· Championship weekend brunches: Preceding the tournament's championship matches, the events will offer guests an upscale brunch featuring an omelet station, charcuterie table, raw bar, gourmet salad bar and bottomless select brunch cocktails. The brunches will take place on Saturday, Feb. 17, and Sunday, Feb. 18, from 11 a.m. to 12:30 p.m. Tickets start at \$150 and can be found at am.ticketmaster.com/ matchpoint/cb24. Guests must have a stadium court ticket to enter.

#### **About the Delray Beach Open**

The Delray Beach Open started in Coral Springs. It's the only tournament in the world that features an ATP Champions Tour event and an ATP Tour event in the same week and at the same venue.

The tournament will be televised nationally on the Tennis Channel and internationally in more than 100 countries. The combined ATP 250 and ATP Champions Tour Legends event hosts more than 60,000 spectators each year.

2/22/24, 10:36 AM

Champion Taylor Fritz defends his Delray Beach Open title - Florida Tennis



NEWS CONTACT





Champion Taylor Fritz defends his Delray Beach Open title

### **WEST BOCATIMES**

#### Delray Open adding to fan experience for 2024 tournament

By Gary Curreri

The Delray Beach Open will be celebrating its 32nd overall event Feb. 9-18 at the Delray Beach Stadium 8 Tennis Center, 201 W. Atlan

tic Ave.
The Delray Beach stop on the global ATP Tour annu-ally plays in front of over 60,000 fans in addition to reaching television audiences in over 100 countries over the course of 10 days. To ensure the visitors ge the most out of their expe-rience, tournament officials have added some perks for

the upcoming event.

Delray Beach Open an expanded hospitality area, more VIP events and food options, and upgraded

"The Delray Beach Oper continues to grow every Guests take in last year's social events at the Delray Beach year," said Adam Baron, poen. They are, from left, Lauren Aza, Sam Kerrigan, Nancy Gesecutive director of the Kerrigan and Melissa Perinan, DELRAY OPEN/COURTESY Delray Beach Open. "We are

The Delray Beach Open is the only tournament in the world featuring an ATP Champions Tour event for hospitality area that the same week at the same week at the same vene free ATP Tour s'first North American hard court event of the outdoor season is one of 10 ATP Tour events. The ATP constricted LED video with the water of the outdoor season is one of 10 ATP Tour events. For those interested in For those interested in Singles and doubles main.

in the United States.

The three-day, ATP expanded food and beverage cevent is in its 15th year and was the first ATP Champion.

Singles and doubles main displayed and the first property of the ATP concludes with the finals on was the first ATP Champion.

that all of our guests can be enjoy at this year's tournament will support the throughout the property and more), and The Knosh, and the season and mere), and The Knosh, and The Knosh, and The Knosh, and the season and reserved the year's tournament the year's tournament the Judge of the Judge of the year's tournament the Judge of th

was the first ATF Champi-non Tour event played on Proper Ice Cream, That While Vernada series which we will be considered to share a watery of new coprenences that all of our guests can that all of our guests can elloy at this year yourna-tappy Truck (amoothing Seasts in the Bloose, Court-Guest Court Player).



geoptions.
The Delray Beach Open early, and the only tournament in There will also be an a better fan experience and an advertise transcription.

Feb 20 2024







## **MARKETING OPPORTUNITIES**

## **Something For Everyone!**

CO – TITLE SPONSOR

PRESENTING SPONSOR

DIAMOND SPONSOR

**PLATINUM SPONSOR** 

**GOLD SPONSOR** 

PREMIER PATRON

PATRON SPONSOR

**EXHIBITION BOOTH** 

**CORPORATE CLUB** 

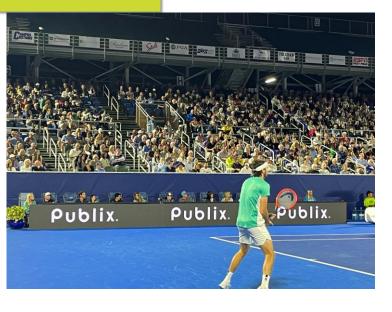


















# MARKETING OPPORTUNITIES









# **2024 MARQUEE SPONSORS**

Title Sponsor

Official Auto Partner







Your South Florida BMW Centers BMWSFL.com

Official Airline Partner



Official Healthcare Partner



Official Hydration Partner





# **2024 PLATINUM SPONSORS**









# **2024 GOLD SPONSORS**



































#### **2024 PREMIER PATRON SPONSORS**













#### **2024 PATRON SPONSORS + EXHIBITORS**

Accelerated Business Solutions | Acentria Insurance | American Icon Brewery | Benchmark Painting & Carpentry | Blonde Alchemy | Blue Gallery | Carlton Fields | City of Delray Beach | Choice Mortgage – Jim Pappas| Delray Beach CRA | FAU MBA in Sport Management | Hannah Daye | Harvest Seasonal Grill & Wine Bar | On the Spot Ads | Palm Beach International Academy | RIA Eyewear | South Florida BMW Centers | Swinton Pickleball | The Pomp | UNIQ Jewelry | USTA | USTA Florida | Waterdrop | Vitality International



# **2024 TOURNAMENT PARTNERS**

- ACEing Autism
- Bank of America
- Carlton Fields
- Christmas Designers Inc.
- Coca-Cola Beverages
   Florida, LLC.
- Funclick
- Frank Pepe
- Greater Boca Raton
   Chamber of Commerce

- Greater Delray Beach Chamber of Commerce
- Guaca Go
- Infiniti Wireless Solutions
- Love Serving Autism
- Saygo Studios
- Silverball Pinball Museum
- Sun Sentinel
- Tennis Channel
- That's Amore Pizzeria

- United States Tennis
   Association (USPTA)
- USTA Florida
- USTA

## **DBO STAFF**



#### **True Team Effort!**

**ATP REFEREES / STAFF.** ATP certified staff assist with the scheduling, chair umpires & more.

**BALL KIDS** - 100+ ball kids celebrated their 10-day event with a pizza, cake party with guest appearances from ATP Pros.

**COURT CRUSADERS**(Age 60+) - 10+ Volunteers who oversee Stadium Court & Show Court 1 supplies.

**VOLUNTEERS** – 300+. The lifeline of the event, the best around!

**RESTAURANT PARTNERS** – Over 20 local restaurants involved with multiple hospitality events.

**MEDICAL STAFF.** Multiple Baptist Health medical staff and trainers to assist with player's health.

**MISC.** Television, catering, rental cos., maintenance, and the City of Delray Beach Parks & Rec are 2<sup>nd</sup> to none!

**OPERATIONS.** The heart and soul of making sure the site, vendors, fans & everyone involved have everything they need.

**SECURITY.** Making sure fans and players safety is the priority.

**VALET & VIP PARKING.** All lots withing a few blocks of the event.















# BE INVOLVED – DON'T MISS OUT ON THE FUN!

February 7 – 16, 2025

Delray Beach, FL

**DelrayBeachOpen.com** 

561-330-6000

As of 4.11.24





