

# BUSINESS/ PARTNERSHIP

**OPPORTUNITIES** 



















ONE TIME BRITIS

# **ROLL OF** HONOUR



fter relocating from the neighbouring town of Solihull in 2000, the Coventry Blaze have gone from strength to strength. From fourth division obscurity, the Blaze have risen up through the leagues to become one of the most successful ice hockey teams in the country's top division, the Elite League.

The club's management team have decades of experience running professional ice hockey as a fast and furious, family focused sporting entertainment and have City Ambassadors, Community Champions, Great Britain team management and Governing Body officials amongst their ranks.

The club has one of the largest community programmes of any sports team in the country, working with hundreds of schools, charities and groups throughout every season. This outstanding contribution to the local area has been recognised by several high profile awards.

2005-06 TEAM OF THE YEAR AWARD AT BBC MIDLANDS SPORTS A WARDS

2005-06 RUNNER-UP - ELITE LEAGUE CHALLENGE CUP

E COVENTRY SOLIHULL

2006-07 CHAMPIONS - BMIBABY ELITE ICE HOCKEY LEAGUE (EIHL)

"WE ALWAYS STRIVE TO CHASE THE EDGE & ARE PROUD TO REPRESENT OUR REGION THE NEXT DECADE WILL BE AN EXCITING CHALLENGE AS WE LOOK TO MAINTAIN OUR POSITION AS ONE OF THE MOST SUCCESSFUL HOCKEY TEAMS IN THE U.K."

2008-09 WINNERS. ELITE ICE HOCKEY LEAGUE CHARITY SHIELD

BMIBABY ELITE ICE HOCKEY LEAGUE CHARITY SHIELD

2009-10 WINNERS, ELITEICE HOCKEY LEAGUE (EIHL)

1 2014-15 CHAMPIONS-EIHL PLAY-OFFS

ANDY BUXTON DIRECTOR

Blaze have been the UK's representative in the European Continental Cup no less than five times, a competition which has seen them take on the national champions of Italy, France, Slovenia, Austria and Denmark to name just a

With a remarkable 16 major titles since the move to the Skydome Arena in 2000, the Blaze are undoubtedly the most successful professional sports team representing the region.

S-BMIBABY ELITEICE HOCKEY LEAGUE (EIHL)

BRITISH KNOCKOUT CUP

2007-08 CHAMPIONS-B 2007-08 WINNERS-E

WARIVALLED SUCCESS 2004-05 CHAMPIONS - ELITE ICE HOCKEY LEAGUE (EIHL) 2000-2001 TEAM RE-LOCATES: SOLIHULL TO COVENTRY 2003-04 TEAM JOINS THE ELITE ICE HOCKEY LEAGUE 2001-2002 RUNNER UP-RUNNER UP-FINDUS CUP 4999-2000 TEAM JOINS BRITISH NATIONAL LEAGUE 2002-03 CHAMPIONS - BRITISH NATIONAL LEAGUE
PLAY-OFF CHAMPIONSHIP ONAL LEAGUE





## **DEMOGRAPHICS**

THE "AVERAGE" BLAZE FAN IS HUGELY LOYAL AND TAKES IN 87% OF UP TO 32 HOME LEAGUE, CUP & PLAY-OFF FIXTURES WITH AN AWAY TRAVELLING SUPPORT OF 12%.

**oventry Blaze** fans are fiercely loyal and follow their team passionately, cramming in ice hockey every Saturday and Sunday from August to the end of March, including some midweek games too! With 56 league games and up to a further 15 competition fixtures their dedication to the team is unquestionable.

Home crowds have increased consistently since the relocation from Solihull to Coventry

**BLAZE CORE FANS:** 18-65 YEARS **AVERAGE AGE: 32 YEARS,** 2 CHILDREN AGED UNDER 20

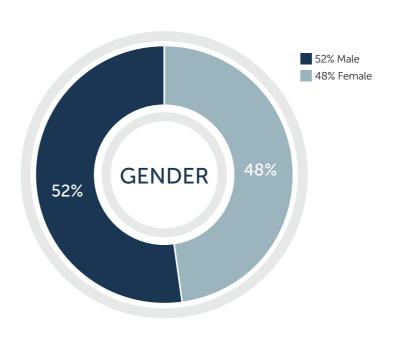
**MALE:** 52% **FEMALE**: 48% in 2001 and feature a growing number of families with young children and adult groups too.

85% of **Blaze** fans come from CV postcoded areas including Rugby, Warwick, Kenilworth and Learnington with a growing number from Birmingham and Leicestershire regions.

The match night atmosphere at the Skydome is unrivalled, with music, crowd interaction, prizes, competitions and of course the ice hockey - an all round excellent night out.

**HOUSEHOLD INCOME:** £57,000 SEMI-DETACHED PROPERTY OWNER ONE HOUSEHOLD CAR ONE HOLIDAY PER ANNUM (EUROPE)

















### LOCATION:

85% WITHIN CV POSTCODE 9% B (BIRMINGHAM) 4% LE (LEICS) REMAINING WITHIN ONE HOUR DRIVE TIME OR AWAY FANS

# BRANDING

THE BLAZE OFFER AN EXCITING VARIETY OF BRANDING. ADVERTISING. ONLINE MARKETING AND PROMOTIONAL OPPORTUNITIES.

f your brand supports the Blaze, fans, players and all others associated will support yours too. Each season we sell hundreds of replica jerseys, up to 100 game-worn shirts, including special designs for Christmas, Halloween and Valentine's Day. Plus, the Coventry Blaze store offers a range of other memorabilia which could have YOUR brand on.

### TITLE SPONSOR

The highest level of sponsorship offered by the Coventry Blaze, the Title Sponsorship sees your brand partnering the club right from your logo emblazoned across the breast of playing & replica shirts through to club stationery.

### KIT BRANDING

You can choose to place your logo on sleeves, shoulder blades, shorts, socks, helmets and the netminder's pads & blocker! Benefit from high visual branding locally and nationally, with all packages supported by marketing activation programmes.









CHRISTMAS
THEMED SHIRT SHIRT



### HELMET

Offers up to three sponsors the opportunity to place their logo to the front and sides of all player headwear. A key kit branding opportunity for any sponsor with an opportunity to take branding to another level.



### SHIRT FRONT TITLE

Reserved for the team Title Sponsor, this position offers unparalleled visibilty on match nights, replica and game worn shirts and photographic and television coverage.



### **SHOULDER**

Be Shoulder to Shoulder with the **Blaze**. Prominent position of logo on one side front or both top of



### SHIRT SLEEVES

Prime branding opportunity to have your logo included on both shirt sleeves



### SHOULDER BRANDING REVERSE

This position is ideal for either portrait or landscape logo's as there is no limit to logo shape, in fact the more creative, the better!



stretches right across the back and gives maximum impact.



### **SHORTS**

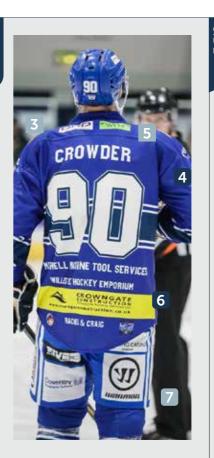
Up to ten positions to choose from, each position gives high brand exposure and results show these positions generate the second largest return on investment though media coverage.



### **SOCK BRANDING**

A new opportunity created by the Blaze to take full advantage of a clean line of advertising space. Position is available to front only.







# MEDIASUMMARY

ince relocating to Coventry the **Blaze** have enjoyed extensive exposure through print, television, radio and online.

Particularly, **Blaze** are well covered by local newspapers such as the Coventry Telegraph and Observer, and have a high profile on local BBC radio stations, including Coventry and Warwickshire and FreeRadio.

The Elite League and the **Blaze** feature on various national TV channels such as the BBC and FreeSports..

**SOCIAL MEDIA OVERVIEW:** 

**TWITTER:** 30,000 FOLLOWERS ACROSS @COVBLAZEHOCKEY AND @COVBLAZELIVE 35,000,000 IMPRESSIONS DURING SEASON 2018/19 - THAT'S NEAR 4 MILLION A MONTH!

**FACEBOOK:** 13,500 LIKES TO OUR PAGE - REACH OF UP TO 250,000 VIEWS PER MONTH!

**INSTAGRAM: 7,500 FOLLOWERS** 

YOUTUBE: 200,000 VIEWS OVER THE 2018/19

SEASON









EACH WEEK, THE BLAZE ENJOY EXTENSIVE MEDIA EXPOSURE THROUGH PRINT, TELEVISION, RADIO, THE CLUB WEBSITE AND SOCIAL MEDIA.

BLAZE RECEIVE STRONG
SUPPORT FROM THE BBC
FEATURING REGULARLY
ON BBC COVENTRY AND
WARWICKSHIRE LOCAL RADIO,
THE BBC SPORT WEBSITE AND
ON BBC MIDLANDS TODAY TV.







NATIONAL FREE-TO-AIR
CHANNEL **FREESPORTS** SHOW
UP TO 20 LIVE ELITE LEAGUE
GAMES EACH SEASON WITH
A HIGHLIGHTS PROGRAMME
FEATURING THE BLAZE EVERY
SINGLE WEEK.



THE BLAZE FEATURE HEAVILY IN LOCAL NEWSPAPERS SUCH AS THE COVENTRY TELEGRAPH AND COVENTRY OBSERVER, AND HAVE ALSO BEEN COVERED IN NATIONAL BULLETINS SUCH AS THE DAILY MAIL.





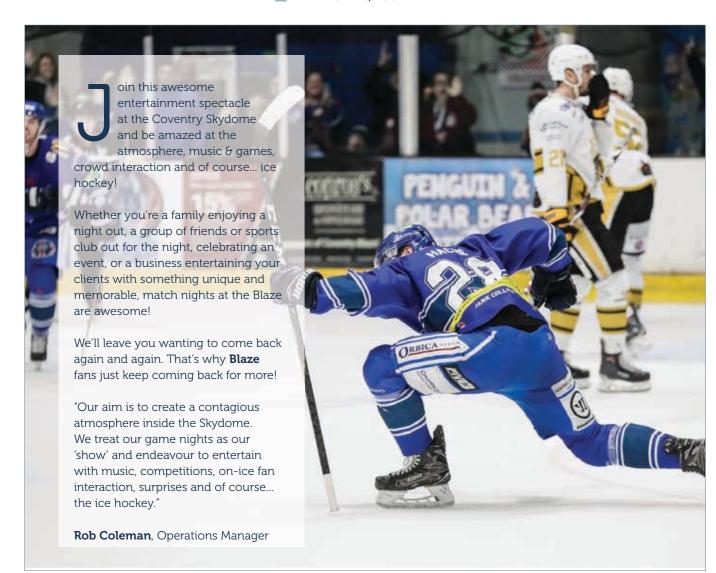
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# MATCH NIGHT

## **EXPERIENCE**

"MY FRIENDS AND I ALL WENT TO A GAME IN DECEMBER. **OMG WHAT A NIGHT!** WE'VE ALREADY BOOKED TO COME AGAIN!."

**EMMA SANDS, RUGBY** 



















# **MATCH SPONSORSHIP**

ake sure that your company is the headline act on a Blaze match night. Match sponsorship includes many great benefits, including PA announcements throughout the game, promotion of your sponsorship and

company before and after the game on all of our web platforms, presentation of the Man of the Match awards and the very best seats in the house!! With increasing demand for our Match Sponsorship packages, make sure you book quickly!

### A MATCH SPONSORSHIP INCLUDES:

- Eight tickets for the VIP Crowngate
  SkyLounge with a sensational view of the ice or a 10-person private SkySuite
  Executive Box
- Additional SkyLounge places can be booked at a cost of £30 plus VAT
- Welcome drink on arrival (if choose SkyLounge seating)
- Social Media announcements of sponsorship prior to game
- PA announcements
- Presentation of Man of the Match (digital photos provided for your personal use)
- Opportunity to promote your brand within arena during the game (sales/promo stand, data capture, competitions etc)

- Company Logo on all team sheets
- Complimentary copies of our official monthly magazine OnFire
- Complimentary Tea & Coffee
- Fully stocked and manned private bar facility (payable separately)
- Private toilet facilities

### Cost from: £500 plus VAT

To book a Match Sponsorship package, please call the **Blaze** office on **02477 719919** or e-mail: **office@coventryblaze.co.uk** 









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COVENTRY BLAZE ICE HOCKEY • BUSINESS/PARTNERSHIP OPPORTUNITES



# CORPORATE HOSPITALITY VIP CROWNGATE SKYLOUNGE

here's simply nothing to compare with watching all the action, excitement, thrills and spills of a Genting Casino Coventry Blaze ice hockey battle from the comfort of our hospitality suite – the Crowngate SkyLounge.

Offering breath taking views of the ice, a gamenight spent in the SkyLounge will provide you with an evening to enjoy and remember for a long time. After a welcome drink on arrival, it will be time to take your seats for the main event – a high octane professional ice hockey match between two of the top teams in the United Kingdom.

Complimentary tea and coffee is available throughout the game and there is a dedicated cash bar, just for guests in the SkyLounge. Food can be purchased from around the Arena and brought to the SkyLounge to enjoy from the comfort of your seat, or table space set behind the front seating. Private toilet facilities are also available.

After the final buzzer, you will have a final chance for a drink and a chat before the SkyLounge closes approximately 45 minutes after the end of the game.

With team sheets and a guide to the game provided for every guest as well as the opportunity to meet and chat with the Blaze Directors, a night as our guests in the SkyLounge will leave you wanting more!

An evening in the SkyLounge costs £30 per person, and tickets can be purchased online. Just choose the game, and click on the SkyLounge from the arena map.

Group Booking or Exclusive Corporate Use.

A discount may be given for group bookings of 12 or more. Please contact the Blaze office to find out more.

Bookings can be made as far in advance as required for any game on our fixture list.

For exclusive corporate use of the SkyLounge, meaning the suite will be yours alone, a minimum of 35 and a maximum of 40 quests must be booked.

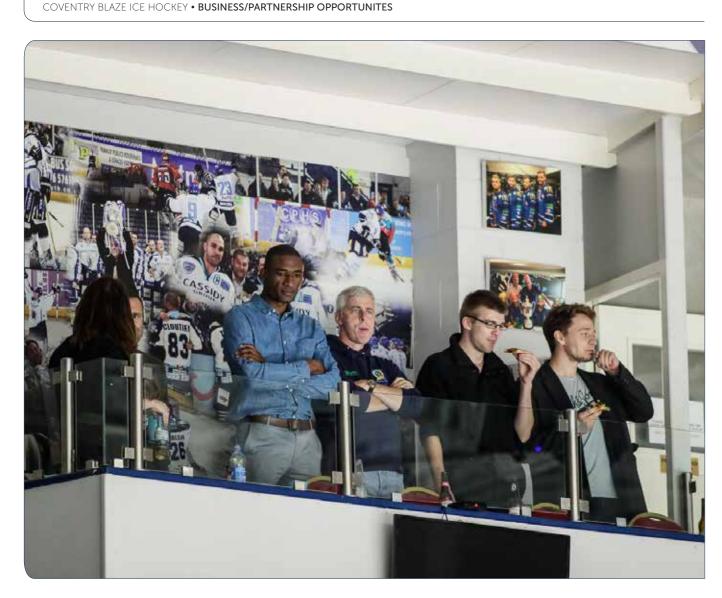
For further information, to check availability or to make a booking, please call the Blaze office on **02477 719919** or email **office@coventryblaze.co.uk** 







COVENTRY BLAZE ICE HOCKEY • BUSINESS/PARTNERSHIP OPPORTUNITES



# **SKYSUITES** and **SKYBOXES**

range of private corporate hospitality boxes, holding between 6 and 16 people are available for every Blaze home game.

Each SkySuite or SkyBox is supplied with a fully stocked drinks fridge and benefits from direct service by staff from the Arena bar. All consumption is paid for at the end of the evening.

Complimentary self serve tea and coffee is included, as are team sheets for the evening's game and copies of our official monthly magazine OnFire.

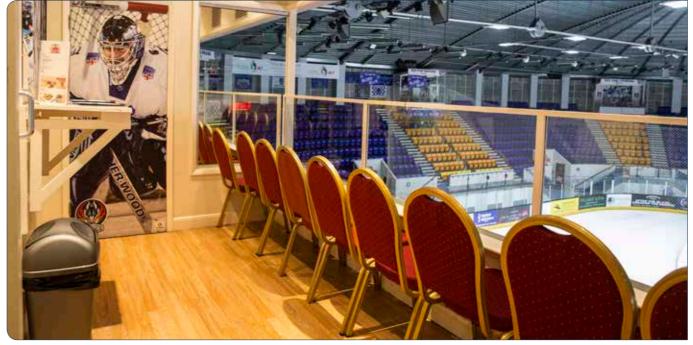
Food to be enjoyed in your SkySuite or SkyBox can be ordered from Papa John's Pizza, or from one of the other catering outlets from around the arena at the time of booking, or during the game. Free car parking in the adjacent SkyDome multistorey car park is also included. You will receive a pass on the night from one of our hosts.

And that's not all – Guests in SkyBoxes and SkySuites will, subject to his availability, also be greeted and entertained during the game by our resident match-night host and incredible magician, Jester Styles - Prepare to be amazed!

Boxes for between 6 and 16 people cost between £150 and £400 plus VAT per game.

For further information, to check availability or to make a booking, please call the **Blaze** office on **02477 719919** or email **office@coventryblaze**. **co.uk** 









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# CORPORATE SEASON TICKETS

njoy your **Blaze** experience from premium seats in the Arena - prime location at centre ice!!

Seats have padded seat cushions and back rests and are located behind and between the two team benches for an up close and personal view of the action!

£460 plus VAT includes all pre-season games, a guaranteed 27 league fixtures, plus four Challenge Cup encounters. If **Blaze** qualify, quarter and semi-final Cup games are also included along with a potential Play-off quarter-final game.





# MATCH NIGHT PROMOTIONS



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atch night promotions at **Coventry Blaze** games allow sponsors to promote services and products to up to 3,000 spectators. This can be via a promo/sales stand or in-game competition/giveaway for example.

Our loveable but mischievous mascot is always happy to help with promotions to help you generate the highest exposure possible.



# ADVERTISING &

## **PUBLICATIONS**



### **BLAZE WEBSITE:**

AVERAGE 800,000 HITS PER MONTH

### **ONFIRE MAGAZINE:**

MONTHLY MAGAZINE - APPROX. 1,000 COPIES SOLD EVERY MONTH.

1/8. 1/4. 1/2 OR FULL PAGE ADVERTISEMENT OPPORTUNITIES AVAILABLE.



# SIGNAGE PERIMETER BOARDS, BENCHES, GOALS, PENALTY BOXES

### ARENA BOARDS

• UNIQUE IN THAT THEY ARE ACTUALLY PART OF THE PLAYING SURFACE! ARENA ADVERTISING IS AN EFFECTIVE, AWARENESS

GENERATING MEDIUM THAT LINKS SPONSORS WITH THE SPECTATORS. YOUR COMPANY SIGN COULD ALSO BE FRONT AND CENTRE OF ONE OF

OUR SKYBOXES OR SKYSUITES. UP TO 4 METRE BOARDS ARE AVAILABLE STARTING FROM £1000 + VAT.







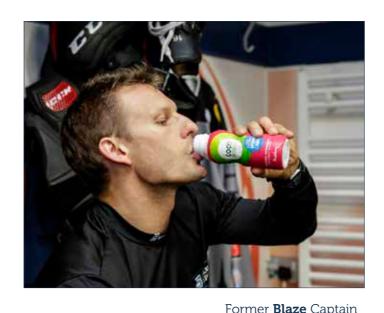




# PARTNER SERVICES & SOCIAL MEDIA WORK

e take our partnerships extremely seriously and will continuously do our utmost to promote your company and brand.

For example, the **Blaze** are the only club in the Elite League to have a 'Directory of Partner **Services'** with each of our associated companies having their own customisable page on the Blaze website. This allows us to easily promote offers, hold competitions and generally advertise services to our huge following on social media. If you support the Blaze, our fans, sponsors, players and staff will support you! Visit: coventryblaze.co.uk/ partners/directory-partner-services



Jordan Pietrus

on social media.

promoting the Coco

Fuzion brand for use

### Print and Design



Services



Graphic Design - Creative inspired brand

unications ideas an





copying services as well as

High Quality Fine Art. Printing, 3D Lenticular

# GOAL **POSTS**

oal post branding offers your company a primary focal point, not only for spectators in attendance but also for visual media coverage.

With your brand 'wrapped' around the posts of both goals, your company is guaranteed to feature in the very best **Blaze** photographs which appear in local newspapers, on our website and all forms of social media.





## **HOME AND AWAY** PENALTY BOX

our company name will always be heard by the crowd and **Blaze TV** viewers as they give their full attention to the corporate announcement accompanying each player's entry into the penalty box (approx. 12 per game).

# POWERPLAY, PENALTY KILL, **EVEN STRENGTH GOAL**

ach time **Blaze** receive a powerplay, go on the penalty kill or score a 5-on-5 even strength goal, your company name could be associated with it as the announcement is read out over the PA system and on social media.





# ICE LOGOS

ave your logo in full view of near 3,000 **Blaze** supporters every week, plus thousands more who watch our highlights on Blaze **TV**, and skate during the week at Planet Ice, Skydome.

Your brand, permanently painted under the ice -taking centre stage with the players. Available from £1,500 + VAT.



## **RAFFLES**

very Blaze game, we run two popular raffles: **Shirt off the back:** The winner takes home a game-worn jersey, presented on the ice by the particular player after the game.

**50/50:** The winner receives half of the raffle takings, presented on the ice by their chosen player after the game. Your company could be linked with either in social media, website and in-game announcement promotion.





## PLAYER OF THE MONTH

oted for by the fans, presented to the winning player on ice by the sponsor – it could be you!

Your company will be promoted as part of the voting process and presentation of the award.





## **PUCKS**

very Blaze puck will carry your company branding throughout the entire season. Collected by fans and presented to those who carry out the ceremonial puck-drop, along with in-game announcements throughout every match, your company name will always be heard.





# PLAYER SPONSORSHIP

ead and associate **Blaze**player sponsorship is
available, meaning your
company will be partnered
with a top-level sportsman from
the most successful professional
sports team in the region.

Your company name will be widely used and heard by up to 3,000 supporters each match-night as the player takes part in the action, whether it's a goal scored, assisted or a penalty received for example.

With your company name prominently displayed on every jersey worn by your sponsored player through the season, your brand will feature heavily in media images used in local newspapers, on our website and widely on social media.

At the beginning of the season, you will receive a game-issue version of the jersey to be worn by your sponsored player. This will be presented to you at our Sponsors Night where you will get the chance to meet and network with our other partners, and be introduced to your sponsored player.

Your company logo will feature on the front page of the **Blaze** website, on graphics associated with your player in our #BlazeLive Twitter Updates and in our significantly promoted Directory of Partner Services.

Your company logo will feature on all **Blaze TV** features that involve your associated player, including match highlights watched by thousands of fans each week.

Available from £850 + VAT.







# VITAL STATISTICS

over
500,000
visitors
to the
Skydome
Arena
every year

200,000
radio
listeners
across
BBC
Coventry
and
Warwicks
and
FreeRadio

16 Champior -ships since 2000 100,000
readers
of Blaze
stories
in the
Coventry
Telegraph
and
Coventry
Observer
every day

30,000 followers on Twitter and 35,000,000 impressions on Twitter per seasor 22%
of
audience
profile are
season
ticket
holders

52%-48% male to female fan ratio

24,000 views on YOU TUBE each month

13,500 likes on acebook over 800,000 hits to Blaze web site per month

over 100 hours of live web casting or BLAZE TV 72,000
school schildren engaged on our award winning community programme

3.2 minutes average time spent on-line per web site visit

More than 1,000,000 people watch Elite League hockev

STATISTICS COMPILED JULY 2019

7,500 followers on Instagram Live games and weekly highlights show on national freeto-air channel FreeSports

## **ATTENDANCES**

ON AVERAGE 2,300 PEOPLE ENJOY THE **BLAZE** HOCKEY EXPERIENCE EVERY HOME GAME..

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# BLAZE IN THE COMMUNITY

he **Blaze** are one of the most active sports clubs in the local community engaging with over ½ million children & young adults every year. Activites range from school assemblies encouraging healthy lifestyles, delivered by the **Blaze** players, to charity collections and visits.





"WE ARE INCREDIBLY PROUD OF THE WORK THAT WE DO IN THE COMMUNITY FROM SUPPORTING LOCAL SCHOOLS AND CHARITY INITIATIVES TO ARRANGING PLAYER VISITS TO DROP OFF PRESENTS TO CHILDREN IN HOSPITAL FOR EXAMPLE."

CRAIG SUMMERTON

MARKETING AND MEDIA MANAGER

# WE CAN MEET YOUR NEEDS!



A wide range of customisable opportunities are available, designed to meet YOUR needs, including sponsorship of the following:

Our mischievous mascot Scorch

**Player Cards** – around 20 single cards each handed out to up to 3,000 people

Blaze cars – our players could drive around with your branding

The popular Blaze webcast – watched by hockey fans around the globe

Blaze TV YouTube – near 24,000 views a month

#BlazeLive – Match Night Twitter Updates

Centre-ice Clock branding

Become the **Title Sponsor** of our home, the **Skydome Arena** 

If you haven't found something perfect for your company in this brochure – contact us!

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### **NEXT STEPS...**



## CONTACT THE BLAZE OFFICE: office@coventryblaze.co.uk

COVENTRY BLAZE ICE HOCKEY CLUB SKYDOME ARENA CROFT ROAD COVENTRY CV1 3AZ

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