VAFW3 2009

October 25-31

❖ Splash Model Management introduced the first "Virginia Fashion Week" November 2007 presenting NY style fashion shows to standing room only crowds. The event featured 16 spectacular designers, 45 models, and a professional creative team rivaling that of NY Fashion Week.

❖ For 2008, VA Fashion Week expanded to include shows in four cities. The entire event had a "Green" focus to promote environmental awareness. We offered a "Playbill" styled keepsake program for more prominent and long-term advertising.

❖This year's program will be expanded into a full magazine to include fashion spreads, articles, and more space for advertising and will be available for free in stores, restaurants, and offices throughout the region.

❖For 2009 VA Fashion Week is proud to partner with the Food Bank of Southeastern VA and the SPCA. A percentage of proceeds will be donated to these organizations and they will be prominently featured in our events.

❖Favorite designers from past years including Project Runway's Zulema Griffin, Matthew Cashe, VA favorites "Foxers" by April Spring, "Michael Taylor Couture", "Maya Couture" and "Vintage Hazel" by Stephon Stallings will return with all new lines as well as new designers for 2009 including celebrity designer Lili Forrest, "S.Benedit" and local award winner "Noihsaf" by Brehon.

❖We are offering a unique opportunity for our marketing partners to be a key element of our extensive 2009 campaign covering internet, radio, television, magazines, newspapers, printed media, and specialized promotions.







PLANNED EVENTS OCTOBER 25-31 2009

Check our website www.vafashionweek.net for more details and updates!

Exact days/times/venues may be subject to change

Sunday October 25; **2-4pm Foodbank of Southeastern VA** The official launch of VA Fashion Week 3 will take place at the Foodbank Warehouse in Norfolk, VA with a preview fashion show, press conference, meet & greet, and cocktail party.

Sunday October 25; 6-9pm Richmond Convention Center Richmond VA Special preview fashion show featuring several top emerging designers showing fashions ranging from urban to couture.

Monday October 26; 6-8pm Queen's Chambers Boutique Norfolk VA Special boutique "in house" fashion show featuring several unique designer lines carried by Queen's Chambers and benefiting the House of Esther Ministries.

Tuesday October 27: 6-8pm Jody G at Pizazz Virginia Beach VA Boutique show featuring a special showing of the unique West Coast based lines carried exclusively in this area by Jody G.

Tuesday October 27: 7-9pm Roanoke VA Boutique show featuring a special showing of the Johnathan Kayne Prom & Pageant Line. This show is a benefit for www.ltsMyProm.org

Wednesday Evening October 28, 6-9pm Central 111 Virginia Beach: Hairstylist competition & hair fashions show followed by after party

Thursday October 29: 7-9pm Spring Street Charlottesville VA Soho styled fashions presented in a special runway show to be held in Charlottesville's most stylish Main Street Boutique. This is a benefit for the Spring Street Foundation for Cats and Dogs.

Friday Evening October 30, 6-9pm Sheraton Virginia Beach Oceanfront: VAFW celebrates up and coming designers in a series of fashion shows. The SPCA will be a special benefactor of Friday's shows with "live" pet adoptions. The runway finale will feature pets from the SPCA available for adoption!

Saturday October 31, Noon Sheraton Virginia Beach Oceanfront : Student designer competition & judging.

Saturday October 31, 1:00-6pm Sheraton Virginia Beach Oceanfront: Designer Showcase continues spotlighting couture and ready-to-wear designers from VA, the US and abroad. Shows will feature an entire spectrum of fashion. Highlights will include celebrity designers. The event will open with cocktails and giveaways, designer shows will begin at approximately 1:45. There will also be several "intermissions" between shows where guests will be directed to sample food/beverage offerings and visit exhibitors.

9:00pm-Midnight Sheraton Virginia Beach Oceanfront: Special Halloween after party for models, designers, producers, sponsors, press, and invited guests will be a costume ball! Come as a ghoulish goth, a colorful character, or a fabulous fashionista!





































THE VA FASHION WEEK TEAM

- Ann Leister is the owner and director of Splash Model Management and has produced or coproduced multiple bridal fashion shows; a fashion show for Operation Smile, featuring gowns donated by designers including Versace, Missoni, and Moschino; as well as fashion shows for various organizations in Southeastern VA. In addition, she has cast actors and models in regional and national commercials, TV shows, magazines and ad campaigns. She has a BA from The College of William & Mary and experience in real estate, advertising, human resources, video production, and the arts. Having attended and studied fashion events in New York including Mercedes Benz Fashion Week, Washington DC, Las Vegas, Los Angeles, and Miami, Ann created the concept that has become VA Fashion Week as a way to bring NY style fashion shows to the Hampton Roads area and to spotlight the design talent that calls this region home. For 2009, Ann is taking the creative reigns and working with each designer to make every show a unique experience and every featured designer a "star"!
- **Ron Cooke** is a nationally recognized fashion coordinator and stylist to celebrities having produced fashion shows during New York's Fashion Week as well as in DC, Atlanta, and other regions. His company Rogue Productions has worked with world renown designers, politicians, athletes, musicians, and actors. He is also an established stylist having dressed an assortment of today's hottest celebrities for various national magazines, commercials, and events. Ron will be producing and coordinating the Richmond shows, several of the VA Beach shows, as well as working with Ann on many other aspects of VA Fashion Week.
- Lilly Rusco Lilly Rusco is founder and CEO of ECS Events Limited, a full-service marketing and special events firm. "We service clients throughout Hampton Roads and the Commonwealth, and other states, offering special event design and production-for large scale production and smaller gatherings-including corporate affairs and meetings, product launches, charity galas and private social events, all with imaginative decor, customized gourmet cuisine and unparalleled service." Lilly and Ann have worked together on previous fashion events including the 2007 VA Fashion Week. Lilly will be involved both in the set-up and planning as well as the backstage organization
- Chris Wilmer has been in the entertainment and fashion industry for over 20 years, working and residing in over 26 cities around the world. He has appeared in movies, television, magazines, catalogs, billboards, store fronts, commercials, music videos, and runways worldwide. He is also Style Editor for "V Magazine for Women" and Director of Miss Virginia United States. Chris will be coordinating individual boutique shows in Charlottesville and Roanoke during VA Fashion Week.
- Maria Boren is a style expert, personal brand consultant & fashion brand developer with a special talent for helping fashion designers in every stage of business build strong brands based on proven business strategies. Maria has a BS in Business Management and an MBA with a focus on entrepreneurial marketing. Maria has served as the VP of Marketing for Cornerstone Realty, a NYSE traded company Real Estate Investment Trust and has performed public speaking for a collection of industries including politics, fashion, US defense, technology, real estate, retail & finance/banking. In 2008 Maria launched Life Simplified (www.4simplicitysake.com), taking her love of practical and smart living to another level by helping people who feel stuck in their seemingly dead end lives make smart changes Maria has appeared in Vogue, Fortune, Entertainment Weekly, USA Today, the NY Times, TV Guide and was on NBC, ABC, Fox, E Entertainment News, & the Bravo Channel, and had a long run on the 2nd Season of The Apprentice with Donald Trump.

PARTIAL LIST OF DESIGNERS

Lili Forrest



Lili Forrest began her career with the very successful label "Deviations Dress in Peace" and has conducted business worldwide counting various celebrities as her clientele including Beyonce, Kendra from "The Girls Next Door", Paris Hilton, Cher, Pamela Anderson, Diana Ross, Pink, Usher, Mandy Moore to name a few. She has had clients on the red carpet at the Grammy's, the Emmy's, the MTV Music Video Awards as well as having her designs worn in TV series from "Ugly Betty" to "Beverly Hills 90210" and "Melrose Place" and in numerous music videos, magazine editorials and movies. Her "Lili Forrest" combines her love of design at it's most challenging level while her "I'm Adored" line is a celebration of all that is fun and daring in a woman. After over 20 years in Los Angeles, Lili moved to Virginia for a more tranquil lifestyle. VA Fashion Week is delighted to be working with Lili Forest in producing a show that will be unique, bold and spectacular!

Zulema Griffin



Zulema Griffin began her career as a model with the prestigious Ford Agency, gracing the pages of Bazaar, Essence, Interview, magazines to name a few. With her training at Parson's School of Design, and an affinity towards fashion, Zulema was discovered by a film director and has worked with actors Adrian Grenier, Emily Deschanel, Douglas Smith, and Willie Garson just to name a few. In 2005, she appeared as a contestant on Season II of **PROJECT RUNWAY**. Gaining the favor of the show's judges Heidi Klum, Michael Kors, Diane Von Furstenburg, and Nina Garcia, Zulema's skill kept her in the competition until near the end. She won a design challenge which resulted in a garment worn by World Champion skater Sacha Cohen. Zulema has continued her work as a costume designer as well as created her own collections. In 2008, Zulema became the first designer to present her collections via digital media for fashion week using a film/video format. Since then, this format has grown in popularity and is embraced by independent and major designers alike. Her latest project is feature length documentary titled Ink Bleach. The trailer for Inc Bleach will debut in NY during New York Fashion Week and also screened at VA Fashion Week. In addition Zulema will be presenting her Spring 2010 collection.

Karen Domino White



Born with grace, savvy and style, Karen Domino White is the daughter of the legendary Rock 'n Roll Hall of Famer, Fats Domino. In conjunction with being a talented gospel vocalist/song writer Karen has now entered into the World of Fashion with the launching of her company, "Jean Therapy". The clothing line consists of unique and exotic denim wear suited for any occasion. Jean Therapy also includes very unique denim handbags which are a hot ticket item! Karen's clientele loves the personal quality added to her designs. Each creation is custom designed and one of a kind. For VA Fashion Week 2009 Karen's latest looks will be featured in a brand new customized show!

April Spring "Foxers"

Clothing design and manufacturing have been a lifelong dream for April. In 2004 she followed her husband to Malaysia and used the opportunity to study fashion illustration. While in Malaysia, April was invited to show her first collection at Silk Week in Hang Zhou, China. In addition to her couture collection, April created "Foxers" women's underwear with the waistband design from men's boxer shorts. Essentially they serve as a way for women to have the comfort and style of boxer shorts but still look and feel sexy. In a little over a year, "Foxers" has gone from start-up to national distribution, making it's launch in Nationwide Dillard's stores as well as being the exclusive outfitter for the Lingerie Football League! Celebrity fans include Beyonce, the Backstreet Boys, and Jordin Sparks.



Michael Taylor

"Michael Taylor Couture" was born in Richmond, VA when its 2006 spring collection was unveiled. The business sprang forth from 7th Avenue in New York City where owner Michael Taylor spent 16 years at his previous fashion firm specializing in women's and men's custom fit designer garments in outerwear, sportswear, active sportswear, suiting, and evening/special occasion. Recently Michael had the privilege of outfitting several prominent women for the 2009 Presidential Inauguration and Ball. Michael has an extensive background in fashion and has served as an adjunct professor at Parsons School of Design, the Fashion Institute of Technology, VCU, and now at VSU. His currently creates his couture gowns in his studio and shop in Richmond.



Matthew Cashe

"Matthew Cashe is an award winning, Trinidadian born designer specializing in Men and Women's day and evening wear using only the finest mix of fabrics with the detailing and finishes of a master tailor. His garments are exquisite and defy description, his client list is a who's who in Hollywood! . The actress Dalia Phillips (Akeelah and the Bee) wore one of his elegant designs to the 2006 Oscars. His designs have graced many "red carpet" events. Be prepared to be amazed by one of the greater New York area's best kept secrets in haute couture.

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ECONOMIC BENEFITS FROM VA FASHION WEEK

Immediate Benefits

- Of the expected 25+ designers, approximately 75% will come from outside the Hampton Roads area and will stay in local hotels, dine at local restaurants, and shop in local stores.
- Boutique owners, retail buyers, and press from the mid-Atlantic region and beyond will be invited to attend also bring dollars to local hotels, restaurants, and shops. Customized invitations will be sent to approximately 500 store owners, buyers, and press.
- Consumers interested in fashion will be encouraged to attend, many also coming from outside the Hampton Roads area again staying at local hotels, dining at local restaurants and spending dollars in area stores. With our projected advertising goals, we anticipate consumer attendance of 4-6000 over the course of the event. We would estimate about 25% of these attendees being from outside the Hampton Roads Area.
- The event will spotlight Virginia based models, make-up artists, and production staff as well as give many regional businesses the opportunities to promote their services.

Charity Benefits

- The entire event this year will be a partnership with the Food Banks of Virginia and the SPCA with profits from sponsor funds as well as all of the funds from raffles and auctions going to these organizations.
- VA Fashion Week established in 2008 a scholarship program for a deserving design student to be determined through a student designer competition which will continue for 2009. Students will have the opportunity to apply for the program in the months prior to the event with the finalists selected by a panel of judges. Finalists will show their creations at VA Fashion Week with the winner determined by a team of judges including top fashion designers.
- In 2008 donations were made from the Richmond show to the YWCA, from the Charlottesville show to the Spring Street Foundation for Cats & Dogs, and from a sponsor of the Norfolk show to the Children's Hospital of the Kings Daughters.

Long Term Benefits

- Designers, retailers, and business owners will be able to see the Hampton Roads area and consider this region for future business including the opening of new retail, manufacturing, or marketing facilities as well as a location for shooting films, catalogs, and hosting promotional events.
- Press coverage of this event will promote the area as a great destination for fashion, shopping, and the arts increasing tourist revenues.
- Designers from this area will get national exposure and expand their brands into many more markets further expanding this regions reputation as a credible center for fashion and the arts.

THE GREENING OF FASHION!

- Eco-Friendly designers will be featured as a prominent part of the event: Designers using organic and/or recycled fabrics, environmentally friendly manufacturing and presentation will be given the opportunity to show at a reduced cost. We are especially interested in profiling couture lines produced using environmentally friendly fabrics and manufacturing techniques.
- Hair & makeup: We will make the special effort to use brands containing natural ingredients and that do not test on animals.
- Recycling Receptacles will be available throughout the event so all paper products, cans and bottles can be properly recycled.
- Organic food products will be spotlighted: Caterers/food venders offering organic and natural selections will be given a priority. We also will be encouraging all food/beverage venders to avoid Styrofoam products, instead opting for bio-degradable materials.
- Tips for a "Green" lifestyle will be offered in the program and during the event.
- Recycled paper goods will be used in making the program and most of the printed materials.

PRESS COVERAGE:

- For 2009 our program will be included as an integral part of "VA Fashion Magazine" a "Playbill" sized (5.5"x8.5") magazine containing collectible editorial and advertising content, valuable discounts, an editorial fashion spread featuring VA Fashion Week designers and models as well as interesting articles including coverage of NY Fashion Week shows at Bryant Park. The magazine/program will be distributed in stores, restaurants and various business locations throughout the region as well as at the actual event. We will continue to distribute the magazine after the event as well as making the full magazine available as an online download. In keeping with our "green" focus, it will be printed on Recycled 80 lb. Text with Aqueous Coating. .
- VA Fashion Week 2009 started its marketing strategy early in the year with months of promotion prior to each event for MORE PRESS, MORE MEDIA, MORE BUZZ! In January 2009, VA Fashion Week's partnership with the Foodbank of Southeastern VA was covered by ABC affiliate WVEC-TV in a segment featuring a clip from last years runway show. VA Fashion Week is also partnering with the Virginia Beach SPCA and will feature pets available for adoption in a very special runway presentation.
- Advertising has been greatly increased for 2009! Flyer distribution, organized PR, web promotions and special event promotions began early in the year with radio, TV, and print campaign increasing closer to the actual events! A minimum of \$100,000 in advertising will be devoted to promoting VA Fashion Week. HOT 100.5 FM will begin giving away tickets and offering discounts on ticket sales in early August and continue in October. In addition, our partner organizations, the Food Bank of Southeastern VA and the SPCA, will be including VA Fashion Week in their advertising as well. Look for a major ad and editorial spread in the August/September issue of "VA Beach Woman". More press coverage as well as TV/Radio will follow.
- The official website www.vafashionweek.net is up and running. Hits to the website during our major promotional events average between 800 and 1000 per day. Logos and links to all our sponsors are featured on the website. Also www.myspace.com/vafashionweek is up as well showing pictures and video and promoting the sponsors, designers, and contributors. We are also now on facebook: www.facebook.com/splashvafashionweek and on twitter: www.twitter.com/splashvafashnwk. By August, 2009 www.vafashionweek.net/tv will be up featuring a series of short video presentations promoting the 2009 event as well as videos of shows from previous seasons.
- Local, regional, and national press will be present at events throughout the year. Press coverage of the 2007 & 2008 events included "The Virginian Pilot", "Link 757", "V Magazine for Women" "Hampton Roads Magazine" "WVEC", "Teen News Now", "Blu Monkey TV", "HamptonRoads.TV", "Metromix", "MIX", "PortFolio", "Versus", "Premier" and other regional and national media. Coverage of the event can still be found on many online blogs and channels. Many of the press clippings are also viewable on the website www.vafashionweek.net. For 2009, we are establishing more media partners in multiple markets.
- Fashion buyers can also apply by email for a free pass to many events. Buyer's will need to
 provide the name and location of the retail store they will be representing. Special invitations
 will be sent to prominent regional buyers and boutique owners.

VA Fashion Magazine Advertising! Special Rates!

MAGAZINE/PROGRAM ADS

For 2009 our program will be included as an integral part of "VA Fashion Magazine" a "Playbill" sized (5.5"x8.5") magazine containing collectible editorial and advertising content, valuable discounts, an editorial fashion spread featuring VA Fashion Week designers and models as well as interesting articles including coverage of NY Fashion Week shows at Bryant Park. The program will be distributed in stores, restaurants and various business locations throughout the region as well as at the actual event. We will continue to distribute the magazine after the event as well as making the full magazine available as an online download. In keeping with our "green" focus, it will be printed on Recycled 80 lb. Text with Aqueous Coating. The deadline for ad copy is September 12 as the program will be distributed and available free of charge beginning early October. During the month of August we are offering a size upgrade/discount to all advertisers. All buyers of half page or larger ads will receive everything in the "Friends Sponsor" package at no additional costs!

- 1. Small Logo Ad: Approximately 1.9" x 1" \$125.
- 2. Medium Ad: Approximately the size of a business card, can run horizontal or vertical. \$300.
 - August Special \$200
- 3. Quarter Page: Approximately 2.5"x4" or 1.25 " x 8" \$400
 - August Special \$250
- 4. Half Page: Approximately 5" x 4" horizontal or 2.5" x 8" vertical. \$750
 - August Special \$400
- 5. Two Thirds Page: Approximately 4 x 6.5 vertical \$900
 - August Special \$600
- 5. Full Page: Approximately 5" x 8". \$1000.
 - August Special \$750
- 6. Inside Front, Inside back or Back Cover \$1400.
 - August Special \$900
- 7. Double Page or Spread: Approximately 8.5" x 11" \$1500.
 - August Special \$1000

Prices for addition ad sizes will be quoted upon request. We can be flexible in layout to accomidate the dimentions of any current prepared ad copy you may have. Sponsors can supply artwork or we can produce for a fee. Sponsors buying ads of a half page or larger will get a basic "Friends of Fashion" sponsorship at no additional charge and be able to have their coupons or flyers available to guests of all events..

OTHER SPONSORSHIP OPTIONS

BASIC "FRIENDS OF FASHION" SPONSOR \$250 (24 Available):

- NAME OR LOGO Inclusion:Website
- NAME LISTED (up to 3 lines if requested) ON SPONSOR PAGE in Program
- PERMISSION to Distribute Literature & Promotional items
- 2 VIP Access to all events including private parties

Total Value: \$500+ Total Investment: \$250

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GOLD/SILVER/BRONZE SPONSORSHIP

GOLD SPONSOR \$5000 (3 Still Available):

- YEAR ROUND CORPORATE NAME/LOGO/Link Inclusion: Flyers, Website, Myspace, Posters, Major Print Ads
- SPECIFIC CATEGORY EXCLUSIVITY
- BANNER Placement at all relevant Venues
- LOGO on 100 special VA Fashion Week T-Shirts for giveaways and sales
- PROMINENTLY PLACED TABLE OR PRODUCT DISPLAY FOR TWO days if desired
- EVENT PROGRAM (1 Half Page advertisement)
- NUMEROUS mention throughout event,
- SLIDESHOW continuously playing several slides of Ads/Logos in rotation
- PERMISSION to Distribute Literature & Promotional items
- AFTERPARTY co-promoted by sponsor
- 10 VIP Access to events including private parties

GOLD SPONSOR TO PROVIDE:

· Company Banners for placement/Display Materials

Total Value: \$9,000+ Total Investment: \$5,000

SILVER SPONSOR \$2500 (5 Still Available):

- LOGO Inclusion: Flyers, Website, Myspace, Posters, Major Print Ads
- EXHIBITOR TABLE FOR TWO DAYS if desired
- EVENT PROGRAM (1 Quarter Page advertisement)
- NUMEROUS mentions throughout event, 10 Minutes of Floor/Microphone time if desired
- SLIDESHOW continuously playing 3-5 slides of Ads/Logos in rotation
- PERMISSION to Distribute Literature & Promotional items
- 6 VIP Access to events including private parties

SILVER SPONSOR TO PROVIDE:

Display for exhibit/Personnel to manage booth exhibit

Total Value: \$4,200+ Total Investment: \$2,500

BRONZE SPONSOR \$1500: (3 Still Available):

- LOGO Inclusion:Website, Posters
- EXHIBITOR TABLE for two days if desired
- EVENT PROGRAM (1 Business Card sized advertisement)
- SLIDESHOW continuously playing 1 slide of Ads/Logos in rotation
- PERMISSION to Distribute Literature & Promotional items
- 4 VIP Access to events including private parties

BRONZE SPONSOR TO PROVIDE:

Display for exhibit/Personnel to mind booth

Total Value: \$2,400+ Total Investment: \$1,500

One Day Exhibitor Space Only: Sponsor will have exhibitor space for one day. Includes the "Friends Package!" \$500.

Two Day Exhibitor Space Only: Sponsor will have exhibitor space for both days in the Oceanfront Sheraton. Includes the "Friends Package!" \$900.

www.vafashionweek.net info@vafashionweek.net



SPONSORSHIP AGREEMENT

VA Fashion Week/Splash 3419 Virginia Beach Blvd. # 149 Virginia Beach, VA 23452 FAX: 757.282.7669

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