### Commissioners Mike Pries | Chad Saylor | George P. Hartwick, III

#### DauphinCounty.gov







Dauphin County Parks and Recreation elevates the region making it a better place to live, work, and play by preserving and protecting natural, cultural, and historic resources and recreation opportunities.

### ELEVATE

We elevate the community by leveraging public-private partnerships that are forward thinking.

### **ENHANCE**

We enhance the health and wellness of our community and enrich the lives of residents through diverse, innovative, and inclusive parks, arts, recreation, education, and cultural programming.

### **PRESERVE & PROTECT**

We serve an essential role in preserving historic resources, protecting conservation habitat, and providing public open space for current and future generations to enjoy.

For additional information on how you can engage your community, please contact:

Michelle McKeown, *Program Manager* mmckeown@dauphincounty.gov | 717-599-5188 ext. 2117





Pictured from left to right: Mike Pries, George P. Hartwick, III, Chad Saylor

## Parks & Recreation Department Staff

Anthea Stebbins Director

Janet Reed Administrative Assistant Matt Purkins Fiscal Manager

**Program Staff:** Michelle McKeown *Program Manager* 

Nancy Gates Asst. Program Manager **Operations:** Russ Corkle *Operations Manager* 

Shawn Legge Greg Motter Scott Spidle Luke Tharpe Ryan Underkoffler *Park Maintenance* 

**Fort Hunter Park Staff:** Julia Hair *Fort Hunter Park Manager* 

Kelly Vanderpoel Fort Hunter Mansion Manager Northern Dauphin County Parks Staff: Kayla Harbert N. Dauphin County Parks Manager

Wildwood Park Staff: Chris Rebert Wildwood Park Manager

Richelle Corty Environmental Educator

#### Dear County Partners,

Dauphin County works hard to keep its reputation as a tourism hub with a variety of leisure and entertainment opportunities for residents and visitors. Dauphin County's Parks and Recreation Department is proud to offer another diverse schedule of events and programs for 2023 to meet the interests of every pleasure-seeker.

On tap for 2023, we have award-winning entertainers and performance acts, savory food and drinks, nature experiences, and self-help and wellness activities – all offered at beautiful and accommodating venues. The board of commissioners have a steadfast commitment to presenting a wide range of activities that can be enjoyed by families, friends, co-workers, and neighbors.

Our events are enjoyed and acclaimed by the more than 286,000 citizens of Dauphin County, and far beyond – with some visitors traveling from across the country!

Presenting these wide-ranging and professional events comes with associated costs. We encourage you to explore our sponsorship book to learn more about our upcoming events and how your organization can promote its brand and purpose by partnering with us. The Parks and Recreation Department offers multiple levels of sponsorships to accommodate your budget and areas of interest.

Your engagement as a sponsor will help subsidize fees so we can continue to offer options for leisure and entertainment to visitors of all ages. Our department is always available and willing to answer any questions about the sponsorship process.

Thank you for your consideration and for your continued support of Dauphin County programs.

Commissioner Mike Pries

Commissioner Chad Saylor

Commissioner George P. Hartwick, III



### BLACK HISTORY CELEBRATION Attendance 1,600 (Student & Public Program) February 2023 | Various Times

Partnering with Dauphin County Parks & Recreation, Gamut Theatre Group and Sankofa African American Theatre Company will present *Voices of the Eighth Chronicles II: Stories from Harrisburg's Old Eighth Ward* in February of 2023. The play is adapted by Sharia Benn and utilizes professional performer and designer talent from Dauphin County. Teaching students and residents about local black history that is not frequently taught, the program will be held for both local students and the general public.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$10,000	PRESENTING \$7,500	EVENT \$5,000	SUPPORTING \$2,500
Verbal acknowledgement at performances	>	>	>	<b>~</b>
Acknowledgment on Dauphin County Parks & Rec. website	>	>	>	<b>~</b>
Org. logo/name used in all print, web and social media promotions	>	>	>	
One page ad in program booklet	>	<b>&gt;</b>		
On-site promotional opportunities before performances	~			
Opportunity to address the crowd before the show	~			



PARK Rx Attendance 5,000 | Various Dauphin County Parks February – November 2023

Park Rx strives to benefit all age groups from children to seniors. With more than 100 programs planned for 2023, programs are created that appeal to a wide range of health and wellness interests



and improve cognitive, emotional, social, and educational development. This program creates a positive experience with nature that leads to a lifelong commitment for caring and conserving natural resources.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$10,000	PRESENTING \$5,000	SUPPORTING \$2,500
Verbal acknowledgement at program	<b>&gt;</b>	<	<b>~</b>
Acknowledgment on Dauphin County Parks & Recreation and other park websites	>	>	~
Org. logo/name used in all print, web and social media promotions	>	<	
Logo displayed on event signage	<b>~</b>		
Promotional opportunities	<b>~</b>		



### MAPLE SUGAR FESTIVAL Attendance 1,500 | Fort Hunter Park Sunday, March 5, 2023 | 12:00 PM – 4:00 PM

This sweet, hands-on event is free for everyone – a familyfavorite! Children will enjoy special activities. They can tap a tree, eat real maple syrup on ice cream, and see and learn the mysteries of maple syrup making. Taste different types



of maple syrup, watch a great movie on maple sugar activities, and shop for delicious Pennsylvania maple products.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$1,000	EVENT \$500
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	>	>	>
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>&gt;</b>	<b>~</b>	
½ page ad in event program	<b>~</b>		
On-site promotional opportunity at event	<b>~</b>		



DAUPHIN COUNTY COMMUNITY GARDENS 200 Gardeners each year & their families and friends Community Gardens on Elmerton Ave. | *April – November 2023* 

The Dauphin County Community Gardens have been a staple in Dauphin County since 1974. Each year, we welcome over 200 gardeners to our land in hopes that they will use this space to build a sense of community, grow a hearty garden to share with their family and friends, and improve their health and wellbeing. Sponsorships help to offset the cost to maintain and beautify the space.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation website	<b>~</b>	>	<b>~</b>
Organization logo/name used in all print, web and social media promotions.	~	~	
1⁄2 page ad in quarterly newsletter	<b>~</b>		

### ART IN THE WILD Attendance 65,000 | Wildwood Park April 2 – September 30, 2023

Now in its 11<sup>th</sup> year, this original outdoor art exhibit continues to draw visitors from near and far. Made mostly of natural materials, the installations can be colorful, humorous, mysterious, or lively. Sitting along the Park's wandering trails and water pools, this playful, ephemeral art delights, confounds or gives pause to the viewer.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$5,000	PRESENTING \$2,500	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Wildwood Park website	~	~	>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	~	~	<b>~</b>	~
Company Logo on each installation sign	~	~	>	
Invitation to Artist Reception for 10 guests	~	<b>&gt;</b>		
On-site promotional opportunities during Wetlands Festival & Celebrate Wildwood	~			

### WETLANDS FESTIVAL Attendance 2,000 | Wildwood Park Saturday, April 29, 2023 | 10:00 AM – 4:00 PM

Celebrate Wildwood Park's treasured wetlands with a day of free, educational activities. Enjoy musical entertainment and get to know the animals of Wildwood with animal programs. Attendees participate in children's activities, enjoy delicious food, and explore creative exhibitor displays and unique vendors.



SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$2,000	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Wildwood Park website	>	<	<b>~</b>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>~</b>	~	<b>~</b>	
On-site promotional opportunities at event	~	<		
Verbal acknowledgement at event during programs	<b>~</b>			



GARDEN FAIRE Attendance 2,500 | Fort Hunter Park Sunday, May 7, 2023 | 10:00 PM – 4:00 PM

Relax at scenic Fort Hunter while taking in a free event with a Victorian accent. Stroll through the plant sale and craft show. Watch displays of Victorian dancing and learn about Victorian daily life. Try tasty food at the Café and walk through the art



show and sale. Garden chats and children's activities are offered as well as live music.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$2,000	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	>	~	>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>&gt;</b>	~	<b>&gt;</b>	
On-site promotional opportunities at event	~	~		
½ page ad in program guide	<b>~</b>			
Verbal acknowledgement at event during programs	~			

SUNSET MUSIC & MOVIE SERIES Attendance 5,000 | Fort Hunter Park Fridays, June – August 2023 7:00 PM – Musical Performances | 8:30 PM – Movies

The FREE Sunset Music & Movie Series consists of 13 weeks of free performances and outdoor family movies at Fort Hunter Park. Guests bring their blankets,



picnic baskets, and family and friends for an evening everyone will enjoy.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$15,000	PRESENTING \$10,000	EVENT \$7,500	SUPPORTING \$5,000
Verbal acknowledgement at performances/movies	<b>~</b>	>	<b>~</b>	~
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	<b>~</b>	~	<b>~</b>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>~</b>	>	<b>~</b>	
Logo displayed on event signage at entrance	<b>~</b>	>		
Video promotion before movies	<b>~</b>	~		
On-site promotional opportunities before performance/movie	<b>~</b>			
Opportunity to address the crowd before each performance/movie	<b>v</b>			

### PROUDLY PA Attendance 2,500 | Fort Hunter Park Saturday, June 10, 2023 | 1:00 PM – 8:00 PM

Enjoy a beautiful day along the Susquehanna River and celebrate all that Pennsylvania has to offer! In partnership with the Central PA Music Hall of Fame, the day will be filled with live music from



bands who got their start right here in PA! Sip your favorite wine, beer, and distilled spirits and savor locally sourced foods. Your passport to a perfect day in PA awaits you!

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$20,000	PRESENTING \$15,000	EVENT \$10,000	SUPPORTING \$5,000
Verbal acknowledgement at event	~	~	~	<b>~</b>
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	~	~	~	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	>	~	~	
Logo displayed on event signage at entrance	>	~		
Logo on Commemorative Glasses	~	~		
On-site promotional opportunities	~			
Opportunity to address the crowd	~			

BREWFEST Attendance 1,250 | Fort Hunter Park Saturday, July 15, 2023 | 3:00 PM – 7:00 PM

Taste the best brews in Central PA and beyond! Bring friends to our 11<sup>th</sup> annual BrewFest. Taste specialty brews from local, regional, and national brewing companies. Listen to great folk and rock music at beautiful and historic Fort Hunter Park.



SPONSORSHIP LEVELS One of Each Level Available	TITLE \$10,000	PRESENTING \$7,500	EVENT \$5,000	SUPPORTING \$2,500
Verbal acknowledgement at event	<b>&gt;</b>	<b>&gt;</b>	<b>~</b>	~
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	<b>~</b>	~	~	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>~</b>	~	~	
Logo displayed on event signage at entrance	>	>		
Logo on Commemorative Glasses	<b>&gt;</b>	>		
On-site promotional opportunities	<b>~</b>			
Opportunity to address the crowd	~			

### CULTURAL FEST Attendance 7,000 | Downtown Harrisburg Saturday, August 19, 2023 | 5:00 PM – 10:00 PM

17 3/10

The Commissioners and the County's Cultural Celebration Task Force extend a warm invitation to a free, open air street festival celebrating cultural diversity in Dauphin County.



The festival offers national and local recording artists, ethnic foods, crafts, special children's activities, and more. This is a great sponsorship opportunity for a company whose mission is cultural diversity.

SPONSORSHIP LEVELS	TITLE \$20,000 (1 available)	PRESENTING \$15,000 (1 available)	CHILDREN'S CORNER \$10,000 (1 available)	SUPPORIING \$5,000 (5 available)	COMMUNITY \$2,500 (5 available)
Logo placed on event stage banner	<b>~</b>	✓	✓	✓	~
Verbal acknowledgement at event	<b>&gt;</b>	>	>	>	<b>&gt;</b>
Acknowledgment on Dauphin County Website	~	~	>	>	
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	~	>	>	>	
On-site promotional opportunities	~	~	<b>~</b>		
Opportunity to address the crowd	~	~			
Logo on sleeve of Event T-Shirts	~				

FARM TO RIVER Attendance 250 | Fort Hunter Park Sunday, August 20, 2023 | 5:00 PM – 8:00 PM

The Friends at Fort Hunter host an annual fundraising event to raise money to preserve and restore the unique historical assets of Fort Hunter Mansion and Park. This signature fundraiser takes place amid the historic grounds and buildings of the Fort Hunter estate, one of the region's foremost heritage tourism and history education centers.

on centers.			
SPONSORSHIP LEVELS	TITLE \$5,000 (2 available)	TABLESTATION \$2,500 (10 available)	GENERAL \$1,500 (Unlimited)
Acknowledgment on Fort Hunter Park website	~	<b>~</b>	<b>~</b>
Name/Logo included in Fort Hunter Quarterly Newsletter	>	>	~
Org. logo/name used in all print, web and social media promotions.	~	~	
Organization logo on invitation	~		
Opportunity to supply items for swag bag	~		
Verbal acknowledgement at event during presentation	~		
Tickets to the event	8	6	4
Tickets to tour the Fort Hunter Mansion	8	6	4

FARM~TO~RIVER

### RUN WILD FOR WILDWOOD 5K | 10K Attendance 250 | Wildwood Park Saturday, August 26, 2023 | 8:30 AM – 11:00 AM

Join Wildwood Park for the 4<sup>th</sup> annual Run Wild for Wildwood 5K | 10K. This scenic run/walk will take you on the Wildwood Way Trail around the lake and the Towpath Trail along the Pennsylvania Canal! Bring your friends and family to show your support for Wildwood Park and the community.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$2,000	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Wildwood Park website	>	>	<b>~</b>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	>	>	<b>~</b>	
On-site promotional opportunities at event	<b>&gt;</b>	~		
Verbal acknowledgement at event during programs	~			

## Interested in Additional Opportunities to Engage and Elevate Your Community?

Dauphin County Parks & Recreation offers additional sponsorship opportunities that assist in furthering our mission, such as:

- School Field Trips
- Summer Camps
- Scout Programs
- Passport Experiences
- History & Environmental Lectures
- Habitat Development
- Volunteer Appreciation Event
- Olewine Nature Center Exhibit Hall

With your help, we will enhance, expand, and sustain programs and services for the benefit of the public.

For additional information on how you can enhance your community, please contact:

Michelle McKeown, *Program Manager* mmckeown@dauphincounty.gov | 717-599-5188 ext. 2117





### DAUPHIN COUNTY JAZZ & WINE FESTIVAL Attendance 6,000 | Fort Hunter Park

### Saturday, September 9 – Sunday, September 10, 2023 | 4:00 PM – 9:00 PM

Guests from all over the country, including the Baltimore and Philadelphia markets, will travel to beautiful Fort Hunter Park for the 16<sup>th</sup> Annual Dauphin County Jazz & Wine Festival. This two-day festival brings the best of jazz to Harrisburg, PA and is the perfect sponsorship



opportunity for your company. Offering private corporate tents at each festival for your sponsorship, we provide a great opportunity to say thank you to your clients and employees while enjoying great music and wine.

### **CORPORATE TENT OPPORTUNITIES - \$3,500**

Want to wine and dine your guests? Consider participating in the Corporate Tent Sponsorship Program. Enjoy a private 20'x20' tent where you can entertain your employees and clients. Each corporation will receive 40 tickets to the event as well as on stage recognition at the event.





	SPONSORSHIP LEVELS One of Each Level Available	TITLE \$20,000	PRESENTING \$15,000	EVENT \$10,000	SUPPORTING \$5,000
	Verbal acknowledgement at event	<b>~</b>	<b>&gt;</b>	<b>~</b>	~
	Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	~	~	~	~
	Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	~	~	~	
	Logo displayed on event signage at entrance	~	<b>&gt;</b>		
	Logo and video montage displayed on large scale video screens	~	~		
	Opportunity for Corporate Tent	<b>~</b>	~		
	Logo on Commemorative Glasses	<b>~</b>			
F	On-site promotional opportunities	<b>v</b>			
	Opportunity to address the crowd	<b>~</b>			

### FORT HUNTER DAY Attendance 6,000 | Fort Hunter Park Sunday, September 17, 2023 | 10:00 AM – 4:00 PM

Celebrating its 66<sup>th</sup> year, Fort Hunter Day is a free outdoor fall festival on FORT highlighting old-time ways of life along the Susquehanna River. Enjoy such favorites as hayrides, old-time children's games, children's crafts,



demonstrations of the 1700/1800's life, strolling musicians, an arts and craft show, Mansion tours, and exhibits. The Susquehanna Folk Music Society presents local musicians playing a rich variety of Americana music on the Corncrib Stage throughout the day.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$7,500	PRESENTING \$5,000	EVENT \$2,500	SUPPORTING \$1,000
Verbal acknowledgement at event	<b>&gt;</b>	<b>&gt;</b>	>	~
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	<b>~</b>	~	<b>&gt;</b>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	>	~	>	
Logo displayed throughout the event	>	>		
On-site promotional opportunities	>			
Opportunity to address the crowd	<b>v</b>			

### **CELEBRATE WILDWOOD** Attendance 1,500 | Wildwood Park Saturday, September 23, 2023 | 11:00 AM – 4:00 PM

Help Celebrate Wildwood Park with a nature-themed afternoon! Learn about butterflies, birds, reptiles and more. Participate in pumpkin painting, children's crafts, live musical entertainment, guided walks and more!



SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$2,000	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Wildwood Park website	<b>~</b>	~	<b>~</b>	~
Org. logo/name used in all print, web and social media promotions. Radio promotions as allowed.	<b>~</b>	>	<b>~</b>	
On-site promotional opportunities at event	<b>~</b>	~		
½ page ad in program guide	<b>&gt;</b>			
Verbal acknowledgement at event during programs	<b>~</b>			



### DAUPHIN COUNTY COMMISSIONERS' CHARITY GOLF OUTING Attendance 150 | Dauphin Highlands Golf Course *Tuesday, October 3, 2023* | 8:30 AM – 3:30 PM

In its 27<sup>th</sup> year, the Annual Dauphin County Commissioners' Charity Golf Outing raises money for various charity organizations in Central PA. In 2022, \$50,000 was given to organizations such as Boys and Girls Club of Central PA, Vickie's Angels, American Red Cross of the Susquehanna Valley, Crime Stoppers of Dauphin County, and more. Throughout the history of this event, the Commissioners have raised over \$860,300!

• Par - \$750



#### SPONSORSHIP LEVELS

- Outing \$5,000
- Eagle \$1,500
- Birdie \$1,000
- Cart Sponsor \$500
  Individual Golfers \$125

Please contact Michelle McKeown at <u>mmckeown@dauphincounty.gov</u> to be added to the invitation list.

HISPANIC HERITAGE CELEBRATION Attendance 300 | The National Civil War Museum *Friday, October 6, 2023 | 11:30 AM – 1:30 PM* 

In honor of Hispanic Heritage Month, the Dauphin County Commissioners will celebrate with festivities that highlight the rich food, music and culture of Hispanic Americans to the history, culture, and achievements for the United States.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$5,000	PRESENTING \$2,500	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County website	>	>	>	~
Org. logo/name used in all print, web and social media promotions.	>	<b>&gt;</b>	>	
On-site promotional opportunities at event	>	>		
½ page ad in program guide	>			
Verbal acknowledgement at event	~			
Opportunity to speak at event	<b>~</b>			

### TRICK OR TREAT TREK Attendance 2,000 | Fort Hunter Park Sunday, October 29, 2023 | 2:00 PM – 5:00 PM

Calling all ghosts and ghouls! Come in costume to Fort Hunter Park for the Trick or Treat Trek. Follow the clues to keep your search on track. Your reward? Goodies at each stop along the way! This adventure is for those ages 12 and younger.

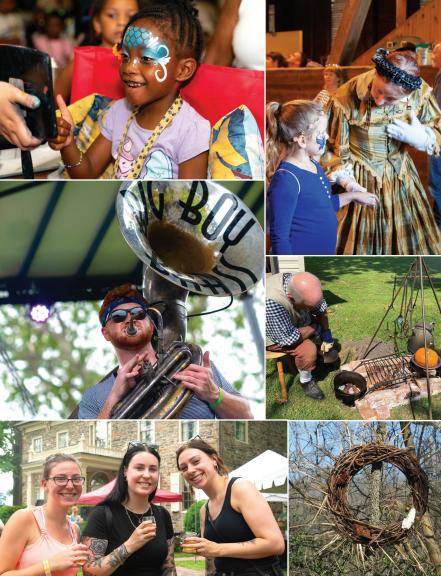


SPONSORSHIP LEVELS One of Each Level Available	TITLE \$2,500	PRESENTING \$2,000	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	~	~	>	~
Org. logo/name used in all print, web and social media promotions.	>	<b>~</b>	>	
On-site promotional opportunities at event	~	~		
½ page ad in program guide	<b>~</b>			

### CHRISTMAS AT FORT HUNTER Attendance 10,000 | Fort Hunter Park November 25 – December 23, 2023 | Saturdays & Sundays

An annual tradition, Christmas at Fort Hunter offers many free activities for the entire family! Enjoy a Toy Train Exhibit of HO gauge trains. View the Annual Festival of Trees and Fort Couture exhibits. Shop for the holidays at the Kids Only Holiday Shop and our annual Craft Reunion. Tour the Mansion decorated for Christmas, enjoy clear Toy Candy making, participate in a Victoria Tea, and meet Mrs. Santa and Santa's Reindeer.

SPONSORSHIP LEVELS One of Each Level Available	TITLE \$5,000	PRESENTING \$2,500	EVENT \$1,000	SUPPORTING \$500
Acknowledgment on Dauphin County Parks & Recreation and Fort Hunter Park website	>	>	>	~
Org. logo/name used in all print, web and social media promotions.	>	>	>	
On-site promotional opportunities at event	>	>		
1⁄2 page ad in program guide	<b>~</b>			



# 2023 Event Highlights

February	Black History Month
February – November	Park Rx
March 5	Maple Sugar Festival
April – November	Dauphin County Community Gardens
April 2 – September 30	Art In The Wild
April 29	Wetlands Festival
May 7	Garden Faire
June – August	Sunset Music & Movie Series
June 10	Proudly PA
July 15	BrewFest
August 19	Cultural Fest
August 20	Farm to River
August 26	Run Wild for Wildwood
September 9 & 10	Dauphin County Jazz & Wine Festival
September 17	Fort Hunter Day
September 23	Celebrate Wildwood
October 3	Dauphin County Commissioners' Charity Golf Outing
October 6	Hispanic Heritage Celebration
October 29	Trick or Treat Trek

*November 25 – December 23* Christmas at Fort Hunter



## Thank You to Our 2022 Sponsors & Media Partners!



Commissioners Mike Pries | Chad Saylor | George P. Hartwick, III