



3rd ANNUAL
JOINT CONFERENCE & TRADE SHOW
SEPTEMBER 20-23, 2020
Richmond, BC

2020

Sponsor + Exhibitor Guide

PARTNERS:



Sponsor Guide

2020



SEPTEMBER 20-23, 2020

RICHMOND TRADE & CONFERENCE CENTRE

Our conference is a three-day event of presentations and panels featuring over 70 presenters from across North America, attended by up to 500 municipal leaders and decision makers in Public Works and Occupational Safety complemented by a dynamic trade show with over 100 exhibitors.

The education program at the conference provides a dynamic forum for information exchange and it is divided into four streams: Public Works, Safety, Utilities and Leadership. Our goal is to provide delegates with a diverse range of topics to optimize their learning experience, take advantage of emerging technologies, understand and prepare for challenges that lie ahead, and provide better services to their organizations and communities.

Why Sponsor?

- You will connect with industry leaders and decision makers from local government across the province while building brand recognition.
- Improve your business visibility and profile in the government sector.
- Our sponsors consistently tell us how much they appreciate the valuable relationships they have made through our event.
- An opportunity for efficient lead generation by creating relationships with your target audience.
- Demonstrate your support and contribute to a successful conference.
- Network and create new professional relationships.
- Complimentary tabletop booth for the two-day trade show in a prominent sponsor only location or one-day indoor Heavy Equipment booth.



3+

Innovative
Education
Streams



40+

Technical
Breakouts



3+

Post Conference
Education
Sessions



**2020 JOINT ANNUAL
CONFERENCE & TRADE SHOW**



Sponsorship Opportunities



Gold Sponsor \$3,500

Benefits and value proposition:

- ✓ Complimentary tabletop booth for the two-day tradeshow in a prominent sponsor only location or one-day indoor Heavy Equipment booth
- ✓ Your organization will receive verbal recognition of company sponsorship at the event
- ✓ Digital Reach:
 - ✓ A minimum of one acknowledgement on conference social media accounts #2020JAC
 - ✓ Your logo will be up on both association websites until the end of 2020
 - ✓ Your logo will be prominently displayed on our conference mobile app
 - ✓ Official acknowledgement will be provided in the Conference e-newsletter which reaches over 2,500 municipal decision makers
- ✓ Branding on the Day of Event: Signage, Banners, Conference material branding, video display, Branding Panels, Opportunity to display promotional material inside delegate bags
- ✓ One complimentary full conference registration
- ✓ **Food and refreshments will be available during peak trade show hours**



Silver Sponsor \$2,500

Benefits and value proposition:

- ✓ Complimentary tabletop booth for the two-day tradeshow in a prominent sponsor only location or one-day indoor Heavy Equipment booth.
- ✓ Your organization will receive verbal recognition of company sponsorship at the event
- ✓ Digital Reach:
 - ✓ A minimum of one acknowledgement on conference social media accounts #2020JAC
 - ✓ Your logo will be up on both association websites until the end of 2020
 - ✓ Official acknowledgement will be provided in the Conference e-newsletter which reaches over 2,500 municipal decision makers
- ✓ Branding on the Day of Event: Signage, Banners, Conference material branding, video display, Branding Panels
- ✓ **Food and refreshments will be available during peak trade show hours**



Bronze Sponsor \$1,500

Benefits and value proposition:

- ✓ Complimentary booth for the one-day tradeshow
- ✓ Your organization will receive verbal recognition of company sponsorship at the event
- ✓ Digital Reach:
 - ✓ A minimum of one acknowledgement on conference social media accounts #2020JAC
 - ✓ Your logo will be up on both association websites until the end of 2020
 - ✓ Official acknowledgement will be provided in the Conference e-newsletter which reaches over 2,500 municipal decision makers
- ✓ Branding on the Day of Event: Signage, Banners, Conference material branding, video display, Branding Panels
- ✓ **Food and refreshments will be available during peak trade show hours**



Stand Alone or Sponsorship Add On

- ✓ **Sunday Presidents Reception \$2,500**
- ✓ **Monday Social Event \$4,500**
- ✓ **Tuesday Awards Night Dinner \$4,500**
- ✓ **Breakfast - Monday or Breakfast - Tuesday \$1,500**

Timetables

2020



Conference Schedule

Monday September 21, 2020

08:00 – 09:30	Keynote Speaker
09:30 – 10:00	Coffee Break
10:00 – 11:30	Breakout Sessions
11:30 – 13:00	Lunch
13:00 – 14:00	Breakout Sessions
14:00 – 14:30	Coffee Break
14:30 – 16:00	Breakout Sessions

Tuesday September 22, 2020

08:00 – 09:15	Keynote Speaker
09:15 – 09:45	Coffee Break
09:45 – 12:00	Breakout Sessions
12:00 – 13:00	Lunch
13:00 – 14:00	Breakout Sessions
14:00 – 14:30	Coffee Break
14:30 – 16:40	Breakout Sessions
18:00 – 19:00	Cocktail Reception
19:00 – 21:30	Awards Banquet

Wednesday September 23, 2020

08:00 – 16:00	Post Conference Training & Tour
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Trade Show Schedule

MOVE IN/SET UP Sunday September 20, 2020

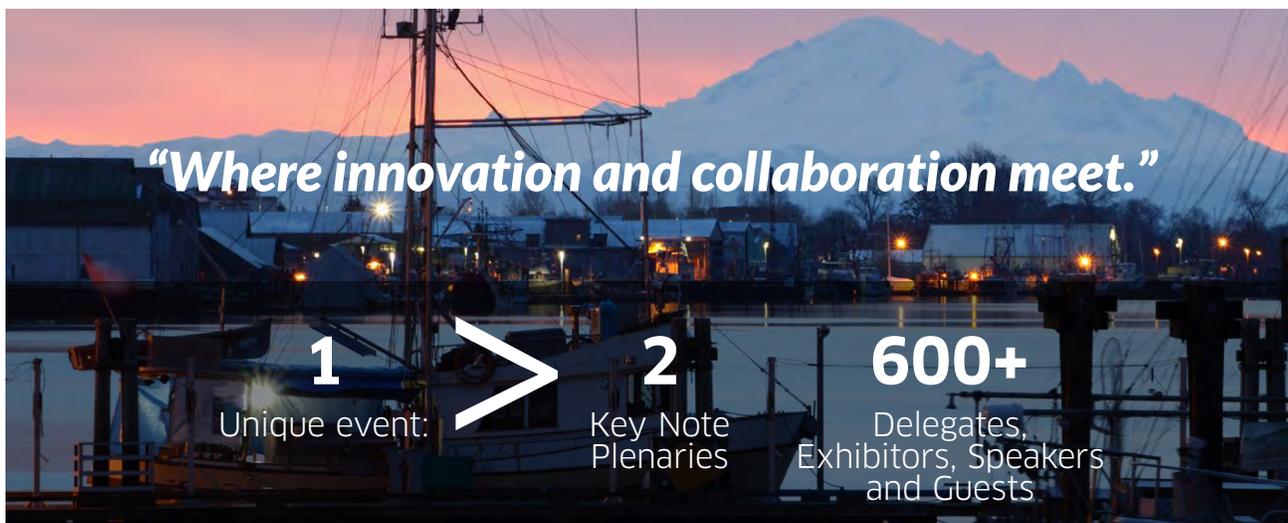
*Note: Appointment only set up spots will be arranged on Saturday September 19, 2020 for indoor Heavy Equipment Sponsor Spaces

MONDAY TRADESHOW

09:30 – 17:30	Conference Attendees
14:00 – 17:30	Open to the Public
18:00 – 20:00	Move Out

TUESDAY TABLE TOP SPONSOR ONLY TRADE SHOW

09:30 – 16:30	Conference Attendees
17:00 – 18:00	Move Out



Exhibitor Guide

2020



SEPTEMBER 20-23, 2020

RICHMOND TRADE & CONFERENCE CENTRE

Exhibitor Benefits

Increase your profile, demonstrate your business and promote your organization, product or service to public works and safety professionals from across British Columbia.



8'x2' Table Top
\$895



8'x10' Booth
\$995 Includes an 8' high back wall and 3' high sidewalls



Heavy Equipment
\$2500 20' x 20' Indoor main ballroom Gold or Silver Sponsor

\$1495 34' x 24' Outdoor front of building with indoor tabletop

\$1295 20' x 16' Outdoor rear of building with indoor tabletop

Each exhibitor space includes the following:

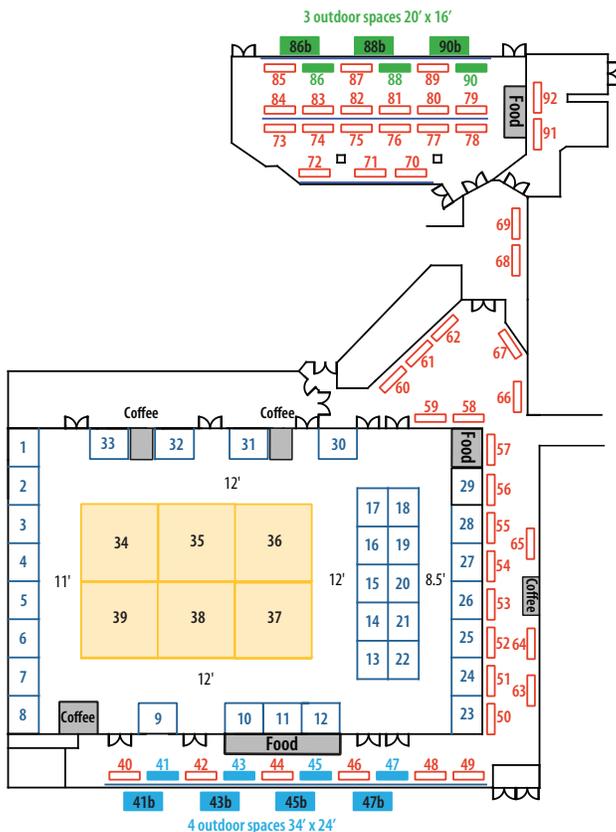
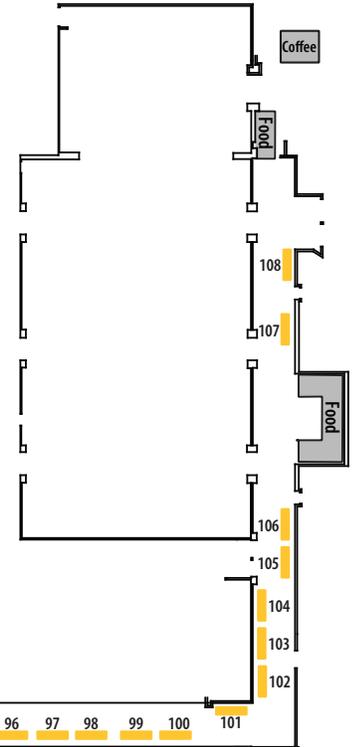
- Two (2) trade show passes for booth personnel per booth purchase;
- Lunch and refreshments;
- One 6' skirted table and two chairs;
- One 750 watt electrical outlet
- Free wifi



Purchase your exhibitor registration online:

events.eply.com/2020SponsorsExhibitors

Trade Show Map



Conference Registration

HOTEL LOBBY

- 8'x2' Tabletops
- 8'x10' Booths
- 20'x20' Gold/Silver Sponsors
- 8'x2' Table Top Gold/Silver Sponsors
- 34'x24' Outdoor front of building with indoor tabletops
- 20'x16' Outdoor rear of building with indoor tabletops

Additional Info

2020



Accommodation

Special rates have been secured for stays at the following hotels.

**RICHMOND SHERATON
VANCOUVER AIRPORT**
7551 Westminster Hwy.
Richmond, BC V6X 1A3

Room rate: from \$229 + taxes

Booking: call Reservations line directly at 1-800-663-9400 and identify yourself as being with the PWABC & BCMSA Joint Conference and Trade Show

[ONLINE BOOKING](#)

Multimedia Release

Please be advised that there will be videographers/photographers onsite who will take photographic or video images connected to the Annual Conference and Trade Show. As part of the registration process, you will be asked to grant PWABC and BCMSA permission to use these materials in all forms of media, in connection with promotion of our associations, or the public works and safety sectors generally.

Terms and Conditions

- All exhibitor registrations and sponsorships are subject to 5% GST
- Payments can be made by VISA, Mastercard, AMEX and by cheque
- Full payments must be received by August 1, 2020
- Refunds are available until July 17, 2020 less a \$100 processing fee
- Exhibitor representatives names must be finalized by September 4, 2020

REQUIREMENT: CERTIFICATE OF INSURANCE

Under the terms and conditions of this contract for services, the contractor, consultant, vendor or exhibitor is required to show evidence of adequate general liability insurance coverage by furnishing to the American Public Works Association (APWA) and the BC Municipal Safety Association (BCMSA) a Certificate of Insurance.

The Certificate(s) of Insurance issued to the APWA and BCMSA must include the following information and be in force for the full duration of the contract.

1. Include the name of the insured, the insurance producer and the insurance company affording the coverage.
2. Evidence of general liability coverage with limits of \$1,000,000 each occurrence, \$2,000,000 aggregate.
3. Include policy numbers and effective and expiration dates of each policy.
4. Provide for thirty (30) days advance written notice to APWA/BCMSA of cancellation of any of the insurance coverage.
5. Be issued to American Public Works Association (APWA) and BC Municipal Safety Association (BCMSA) and emailed to Christine Zielke (czielke@bcmsa.ca).

Get in touch with us



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