

# ERAPPA

# 2020

September 27<sup>th</sup>–30<sup>th</sup>, 2020 • Saint John, NB • Canada



Sponsorship  
& Exhibitor  
Package

BE A VISIONARY

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## Dear Business Partner,

The Atlantic Chapter of APPA (AAPPA), is pleased to host the annual Eastern Regional (ERAPPA) conference, taking place at the Saint John Convention Centre in Saint John, New Brunswick, Canada, September 27-30, 2020.

We have an exciting array of educational programs and activities planned. ERAPPA which includes Ontario and all provinces east of Ontario down through Maryland/Washington, D.C., consists of facility management professionals from universities, colleges, community colleges and private K-12 institutions. This event provides an excellent opportunity for your representatives to network and discuss face-to-face issues involving the future of higher education facilities today and what services or products your company can provide to help solve these issues.

We invite you to join us at Vision 2020 for the many networking opportunities. As a participating Business Partner, you have the opportunity to become a sponsor of exceptional conference events, providing great exposure for your company to facility professionals. These unique sponsorships are available at various levels of support. Our business partners will be provided numerous occasions to interact with institutional members, allowing representatives to reinforce existing relationships and initiate new ones.

We are excited about coming together with our partners to deliver a program that reflects a vision for growth not only for the Association but also for our partners and stakeholders.

We hope to see you in Saint John, New Brunswick and thank you for your consideration to support our event.

Sincerely,

**Darrell Boutilier**

Business Partner Co-chair  
[darrell.boutilier@dal.ca](mailto:darrell.boutilier@dal.ca)

**Leon MacLellan**

Business Partner Co-chair  
[lmaclell@stfx.ca](mailto:lmaclell@stfx.ca)

Each sponsorship level and exhibit booth includes a mandatory Harmonized Sales Tax (HST). This tax is related only to the value of the exhibit booth.

## COMMITTEE

### Conference Co-chairs

**Greg Clayton,**  
University of Prince Edward Island  
[gclayton@upe.ca](mailto:gclayton@upe.ca)

**Kevin Simpson,**  
University of New Brunswick,  
Saint John  
[kevin.simpson@unb.ca](mailto:kevin.simpson@unb.ca)

### Finance Chair

**Marina Clayton-Theriault,**  
Dalhousie University  
[Marina.Theriault@dal.ca](mailto:Marina.Theriault@dal.ca)

### Professional Development Co-chairs

**Neil MacEachern,**  
Mount Allison University  
[nmaceachern@mta.ca](mailto:nmaceachern@mta.ca)

**Nicola Embleton-Lake,**  
Dalhousie University  
[Nicola.Embleton-Lake@dal.ca](mailto:Nicola.Embleton-Lake@dal.ca)

### Technology Chair

**Tom Gilmore**  
University of New Brunswick,  
Fredericton  
[Tom.Gilmore@unb.ca](mailto:Tom.Gilmore@unb.ca)

# VISIONARY PARTNER

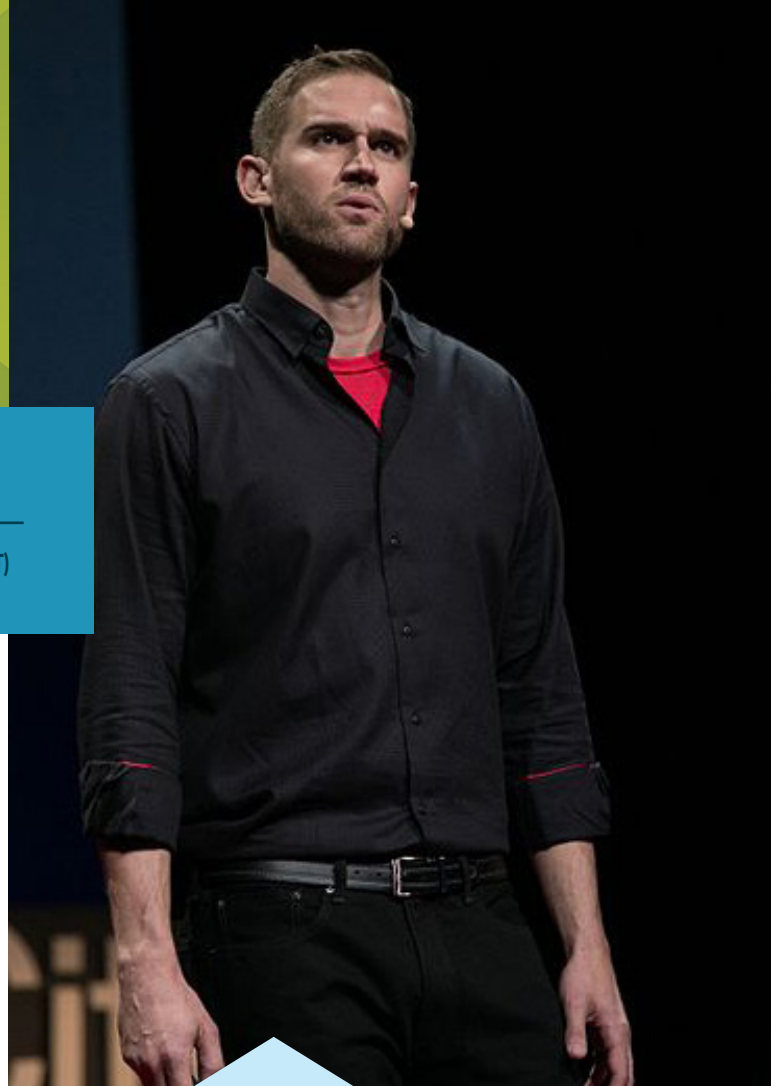
## 1 Opportunity

**\$15,000** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$15,750** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Identified as Visionary Partner on all printed media, including conference program, table cards, and recognition signage
- Three full business partner registrations for the conference
- Three tickets for the Monday night networking event and the Tuesday night annual awards banquet
- Opportunity to introduce Keynote speaker, company logo on signage at entrance to presentation room and highlighted in conference app
- Receipt of registered attendee list one month prior to conference
- Opportunity to have two pop-up banners provided by partner placed for high visibility in the conference venue, locations determined by conference organizing committee
- Partner pull-through ad on the event website, ad provided by partner
- Opportunity to provide one piece of collateral and or promotional item to be included in delegate bag, must be approved by committee
- Company logo cycles on the ERAPPA2020 home page
- One exhibit booth in premier location
- Verbal recognition from the stage (minimum of six times)



## Keynote Speaker LANCE ALLRED

Born with 80% hearing loss within a polygamist commune before he escaped at age 13, Lance Allred is the first deaf player in NBA History. He is also a best-selling author and TEDx star with over 4.6 million views.

Lance speaks on Leadership, Perseverance and Grit, and is the first outside speaker the Federal Bureau of Investigation has ever brought in for group training and consultation on leadership development.

As an international inspirational speaker, Lance's story of being an underdog is for anyone who has ever felt a dream was just out of reach. Lance's keynote will empower the ERAPPA 2020 audience to step beyond their comfort zones and be leaders of their own lives.



# SAINT AWESOME PARTNER

## 4 Opportunities

**\$12,000** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$12,750** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Identified as the Saint Awesome Sponsor on all printed media, including conference program, table cards, and recognition signage
- Two full business partner registrations for the conference
- Two tickets for the Monday night networking event and Tuesday night annual awards banquet
- Receipt of registered attendee list one month prior to conference
- Opportunity to provide one piece of collateral and or promotional item to be included in delegate bag, must be approved by committee
- Company logo cycles on the ERAPPA2020 home page
- One exhibit booth in premier location
- Highlighted on conference app.
- Verbal recognition from the stage (minimum of four times)

### Each Saint Awesome Partner

will be exclusively associated with one of the opportunities below. *Commit early, as these will be assigned on a first come/first served basis.*

#### PLENARY SPEAKER ONE (1) OPPORTUNITY

Podium recognition on Tuesday; company name and logo at entrance to room, on stage, on table cards.

#### CONFERENCE BAGS ONE (1) OPPORTUNITY

Company name and logo on conference bags provided to all attendees.

#### CONFERENCE LANYARDS/BADGES ONE (1) OPPORTUNITY

Company logo on the lanyards for all attendees.

#### CONFERENCE ROOM KEYS ONE (1) OPPORTUNITY

Company logo on the hotel keycards for all attendees.



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# CRYSTAL PARTNER



**7 Opportunities**

**\$8,000** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$8,750** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Identified as the Crystal partner on all printed media, including conference program, table cards, and recognition signage
- Two full business partner registrations for the conference
- Choice of two tickets for the Monday night networking event or Tuesday night annual awards banquet
- Receipt of registered attendee list one month prior to conference
- Opportunity to provide one piece of collateral and or promotional item to be included in delegate bag, must be approved by committee
- One exhibit booth in premier location
- Verbal recognition from the stage (minimum of two times)

### Each Crystal Partner

will be exclusively associated with one of the opportunities below. Commit early, as these will be assigned on a first come/first served basis.

#### SCHEDULE AT A GLANCE ONE (1) OPPORTUNITY

Company name and logo on pocket schedule for all attendees

#### GUIDEBOOK APP SPONSOR ONE (1) OPPORTUNITY

Company logo on the Splash page of the APP and recognition sign with company name and logo at registration area

#### MONDAY EVENING SPECIAL EVENT ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on food/ beverage tables and 2 tickets to the event

#### HALL OF RESOURCES GRAND OPENING RECEPTION ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on food/ beverage tables

#### TUESDAY EVENING AWARDS DINNER ONE (1) OPPORTUNITY

Awards Dinner entertainment - Recognition sign with company name and logo at entry to room and on tables and 2 tickets to the Awards Dinner

#### TUESDAY EVENING COCKTAIL RECEPTION ONE (1) OPPORTUNITY

Recognition with company name and logo at entry to room and on food/beverage tables and 2 tickets to the Awards Dinner

#### PRESIDENT'S RECEPTION ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entrance to reception and one invitation to reception

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# FUN'DER PARTNER

**15**  
**Opportunities**

**\$5,000** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$5,750** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Identified as a Fun'der partner on all printed media, including conference program, table cards, and recognition signage
- Two full registrations for the conference
- Receipt of registered attendee list one month prior to conference
- Opportunity to provide one piece of collateral and or promotional item to be included in delegate bag, must be approved by committee
- One exhibit booth in premier location
- Verbal recognition from the stage (minimum of one time)

### Each Fun'der Partner

will be exclusively associated with one of the opportunities below. Commit early, as these will be assigned on a first come/first served basis.

#### EDUCATION TRACK 1 ONE (1) OPPORTUNITY

Recognition sign, session presented by... with company name and logo outside session room Monday & Tuesday

#### EDUCATION TRACK 2 ONE (1) OPPORTUNITY

Recognition sign, session presented by... with company name and logo outside session room Monday & Tuesday

#### EDUCATION TRACK 3 ONE (1) OPPORTUNITY

Recognition sign, session presented by... with company name and logo outside session room Monday & Tuesday

#### EDUCATION TRACK 4 ONE (1) OPPORTUNITY

Recognition sign, session presented by... with company name and logo outside session room Monday & Tuesday

#### EDUCATION TRACK 5 ONE (1) OPPORTUNITY

Recognition sign, session presented by... with company name and logo outside session room Monday & Tuesday

#### SUPERVISOR TOOLKIT ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entrance to session from Friday-Tuesday

#### ATTENDEE BREAKFAST MONDAY ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on tables

#### ATTENDEE BREAKFAST TUESDAY ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on tables

#### BANQUET COCKTAILS ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on tables

#### ATTENDEE LUNCH MONDAY ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on tables

#### ATTENDEE BUSINESS LUNCH TUESDAY ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entry to room and on tables

#### EDUCATION SESSION BREAKS

Recognition sign with company name and logo at entry to space

**Monday** Morning & Afternoon Educational Session Break

**OR**

**Tuesday** Morning & Afternoon Educational Session Break

#### TUESDAY EVENING AFTER PARTY ONE (1) OPPORTUNITY

Recognition with company name and logo at entry to room and on beverage tables and 2 tickets to the Awards Dinner

#### FIRST-TIME ATTENDEE RECEPTION ONE (1) OPPORTUNITY

Recognition sign with company name and logo at entrance to reception one invitation to reception



# DISCOVER PARTNER

## 10 Opportunities

**\$3,525** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$4,275** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Recognition by ERAPPA for contribution to its scholarship fund
- Two full registrations for the conference
- Receipt of registered attendee list one month prior to conference
- One exhibit booth

## EXHIBIT ONLY SPONSORSHIP

## 50 Opportunities

**\$3,000** USD (+ \$450 HST)  
ERAPPA MEMBER

**\$3,750** USD (+ \$562.50 HST)  
NON-MEMBER

## Benefits

- Two full registrations for the conference
- Receipt of registered attendee list one month prior to conference
- One exhibit booth

## General

- Exhibit booth size is 8'x10'. Booth fee includes pipe and drape, one 6' draped table, two side chairs, 1 wastebasket, and 7"x44" one line ID sign.
- Premier booth location is based on sponsorship level and date of receipt of payment.
- The Saint John Convention Centre WILL NOT accept materials or shipments sent directly to the Convention Centre. Shipping instructions will be provided.
- Costs of the use of any AV equipment are not included in the booth price and must be ordered separately.
- ERAPPA reserves the right to change the floor plan without notice.
- ERAPPA reserves the right to accept or reject any application at its sole discretion.
- Full conditions of participation are listed on the conference website [www.ERAPPA2020.org](http://www.ERAPPA2020.org).

# FLOOR PLAN

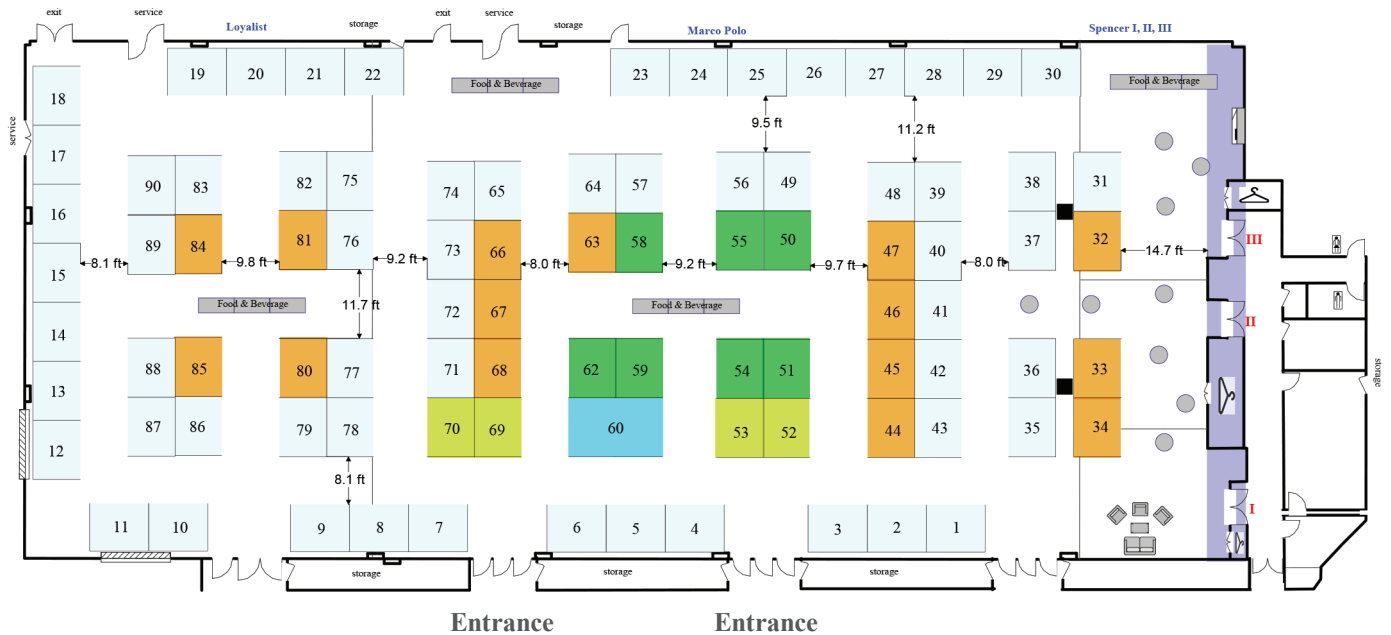


## ERAPPA 2020

September 27<sup>th</sup> - 30<sup>th</sup>, 2020

Saint John Trade & Convention Centre  
Saint John, NB

90 - 10' wide x 8' deep booths



### PARTNER LEVELS

Visionary

Saint Awesome

Crystal

Fun'der

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