WHAT'S NEXT?
ERAPPA 2022
Turning Stone Resort, New York

SPONSOR + EXHIBITOR PROSPECTUS

September 18-21, 2022
Turning Stone Resort
Verona, NY

www.erappa2022.org

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Dear Business Partner,

With the speed in which COVID-19 arrived, it brought upon a major shift in the way that we all work and carry out our daily lives; and the subsequent development of several successful vaccines to help keep us all safe, you may now be asking yourself "What's Next?"

The next generation of technological solutions and techniques to help us combat and contain the virus arrived into the marketplace at a feverish pace, and these types of advances are helping us all hit back with that "next wave" of ingenuity. Even with all of these wonderful things taking place, you may be thinking about what may be your "next move." Regardless of the path that your organization chooses to take, you will need to up your game to that "next level."

"Next up" to help you do that, the New York Chapter (NYAPPA) of the Eastern Region of APPA (ERAPPA), is pleased to be hosting the 2022 annual Eastern Regional Conference at the Turning Stone Resort in Verona, New York. The conference will take place from September 18th – 21st, 2022, and will include both new and emerging products & services, as well as a fantastic lineup of educational programs and networking opportunities alike, with colleagues in various facilities related disciplines.

ERAPPA members include facility management professionals from public and private colleges, universities, and community colleges from across New York State, as well as from Eastern Canada and all over the Northeastern United States (Maine to Washington D.C.). The annual conference provides unique opportunities for our Business Partners to interact with institutional members, such as the call for presentations, in which a Business Partner could team up with an institution to provide valuable learning opportunities and educational content as well as to build new relationships and reinforce existing ones.

Your support of ERAPPA is extremely important to our members who rely on business partners daily to successfully address the needs of their institutions. As a Business Partner Sponsor, your company's representatives will have access to all of the educational sessions of this magnificent conference, as well as have many opportunities to network, interact, and gain valuable face time with institutional decision makers.

We are looking forward to engaging with institutional members and business partners alike in the spirit of collegiality to advance our common interests, and invite you to consider supporting our 2022 event as we all look forward to "What's Next."

We hope to see you at the Turning Stone Resort in 2022!

Sincerely,

Gary N. Goss Jr., The College of Saint Rose
Business Partners Committee Co-Chair

Nicholas R. Cerro, C&S Companies
Business Partners Committee Co-Chair

NEXT GENERATION SPONSOR

One (1) Opportunity
$15,000 Member / $15,750 Non Member
Booth # 119

BENEFITS:

- Identified as Next Generation partner on all media Conference APP, 2022 newsletter, 2022 website and recognition signage
- Three (3) full business partner registrations for the conference
- Three (3) tickets for the Monday night networking event and the Tuesday night annual awards banquet
- Opportunity to introduce the Keynote speaker. Your company logo placed on the presentation room signage and highlighted in the Conference APP
- Provided a 20-minute Table Top Session in the Hall of Resources during exhibiting hours
- Video vignette: a maximum 1-minute video or slide show presentation providing an opportunity to tell the story about your company, products, and services to members of your target audiences on an on-going basis.
- Opportunity to provide one piece of collateral and/or promotional item to be included in delegate bag, must be approved by committee
- Receipt of registered attendee list one month prior to conference
- Company logo cycles on the ERAPPA 2022 home page
- Company highlight in the monthly ERAPPA 2022 newsletter
- One exhibit booth in premier location
- Verbal recognition from the podium

NEXT WAVE SPONSOR

Three (3) Opportunities
$10,000 Member/ $10,750 Non Member
Booths: 47, 90, 140

BENEFITS:

- Identified as Next Wave sponsor on all media Conference APP, 2022 newsletter, 2022 website and recognition signage
- Two (2) full business partner registrations for the conference
- Two (2) tickets for the Monday night networking event and Tuesday night annual awards banquet
- Provided a 20-minute Table Top Session in the Hall of Resources during exhibiting hours
- Video vignette: a maximum 1-minute video or slide show presentation providing an opportunity to tell the story about your company, products, and services to members of your target audiences on an on-going basis.
- Opportunity to provide one piece of collateral and/or promotional item to be included in delegate bag, must be approved by committee
- Receipt of registered attendee list one month prior to conference
- Company logo cycles on the ERAPPA 2022 home page
- Company highlight in the monthly ERAPPA 2022 newsletter
- One exhibit booth in premier location
- Verbal recognition from the podium

Each Next Wave sponsor 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

CONFERENCE BAGS
One (1) Opportunity
Company name and logo on conference bags provided to all attendees

CONFERENCE APP
One (1) Opportunity
Company logo on the Splash page of the App and recognition signage and mention from the podium

NEXT MOVE SPONSOR

Six (6) Opportunities
$8,000 Member / $8,750 Non Member
Booths: 51, 53, 88, 90, 95, 120

BENEFITS:

- Identified as a Next Move sponsor on all media Conference APP, 2022 newsletter, 2022 website and recognition signage
- Two (2) full business partner registrations for the conference
- Provided a 20-minute Table Top Session in the Hall of Resources during exhibiting hours
- Video vignette: a maximum 1-minute video or slide show presentation providing an opportunity to tell the story about your company, products, and services to members of your target audiences on an on-going basis.
- Opportunity to provide one piece of collateral and/or promotional item to be included in delegate bag, must be approved by committee
- Receipt of registered attendee list one month prior to conference
- Company logo cycles on the ERAPPA 2022 home page
- Company highlight in the monthly ERAPPA 2022 newsletter
- One exhibit booth in premier location
- Verbal recognition from the podium

Each Next Move sponsor 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.

CONFERENCE LANYARDS
One (1) Opportunity
Company logo on the lanyards for all attendees.

CONFERENCE ROOM KEYS
One (1) Opportunity
Company ad on the hotel room keycards for all attendees. Committee to approve.

HALL OF RESOURCES GRAND OPENING RECEPTION
One (1) Opportunity
Recognition sign with company name and logo at entry and on food/beverage tables.

MONDAY EVENING SPECIAL EVENT
One (1) Opportunity
Recognition with company name and logo at entry to room and on cocktail tables and two (2) tickets to the event.

TUESDAY EVENING AWARDS DINNER
One (1) Opportunity
Recognition with company name and logo at entry to room and on tables and two (2) tickets to the Awards Dinner.

NEXT LEVEL SPONSOR

Fifteen (15) Opportunities
$6,000 Member / $6,750 Non Member
Booths: 10, 23, 35, 40, 42, 46, 58, 83, 99, 101, 106, 117, 121, 131, 139

BENEFITS:

- Identified as a Next Level sponsor on all media Conference APP, 2022 newsletter, 2022 website and recognition signage
- Video vignette display to be highlighted during the conference
- Two full business partner registrations for the conference
- Provided a 20 -minute Table Top Session in the Hall of Resources during exhibiting hours
- Opportunity to provide one piece of collateral and/or promotional item to be included in delegate bag, must be approved by committee
- Receipt of registered attendee list one month prior to conference
- Company logo cycles on the ERAPPA 2022 home page
- Company highlight in the monthly ERAPPA 2022 newsletter
- One exhibit booth in premier location
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VIDEO VIGNETTE DISPLAY:

A maximum 1-minute video or slide show presentation providing an opportunity to tell the story about your company, products, and services to members of your target audiences on an on-going basis. The Video Vignette displays will be played on a continuous loop on the monitors provided throughout exhibition hall and conference space. The Video Vignette displays will be limited to 25 sponsorship opportunities allowing your video to play once every 25 minutes to attract attention to your company. Videos will be played within the exhibition hall and are required to be provided in PowerPoint or video format. Videos will be required to be submitted **30 days in advance of the conference (August 15)** to ERAPPA for approval and will arbitrarily truncated.

Each Next Level sponsor will be exclusively associated with one of the following opportunities on the next page. Commit early, as these will be assigned on a first come/first served basis.

NEXT LEVEL SPONSOR

EDUCATIONAL TRACK 1
One (1) Opportunity
Recognition sign, session presented by.... with company name and logo outside session room Monday & Tuesday

EDUCATIONAL TRACK 2
One (1) Opportunity
Recognition sign, session presented by.... with company name and logo outside session room Monday & Tuesday

EDUCATIONAL TRACK 3
One (1) Opportunity
Recognition sign, session presented by.... with company name and logo outside session room Monday & Tuesday

EDUCATIONAL TRACK 4
One (1) Opportunity
Recognition sign, session presented by.... with company name and logo outside session room Monday & Tuesday

EDUCATIONAL TRACK 5
One (1) Opportunity
Recognition sign, session presented by.... with company name and logo outside session room Monday & Tuesday

EDUCATION SESSION BREAKS
Two (2) Opportunities
Recognition sign with company name and logo at entry to space
Monday Morning & Afternoon Educational Session Break (located in the Hall of Resources)
OR
Tuesday Morning (located in the Hall of Resources) & Afternoon (located near sessions) Educational Session Break

LEADERSHIP ACADEMY
One (1) Opportunity
Recognition sign with company name and logo at entrance to session Saturday - Tuesday

ATTENDEE BREAKFAST MONDAY
One (1) Opportunity
Recognition sign with company name and logo at entry to room

ATTENDEE LUNCH MONDAY
One (1) Opportunity
Recognition sign with company name and logo at entry to room

ATTENDEE BREAKFAST TUESDAY
One (1) Opportunity
Recognition sign with company name and logo at entry to room

ATTENDEE BUSINESS LUNCH TUESDAY
One (1) Opportunity
Recognition sign with company name and logo at entry to room

FIRST-TIME ATTENDEE RECEPTION
One (1) Opportunity
Recognition sign with company name and logo at entry to room and one (1) invitation to reception.
We have approximately 100 guests at this reception.

PRESIDENT'S RECEPTION
One (1) Opportunity
Two invitations to reception Saturday evening and recognition from the podium and signage

TUESDAY EVENING AFTER PARTY
One (1) Opportunity
Recognition sign with company name and logo at entry to room and one (1) ticket to the Awards Dinner

NEXT UP SPONSOR

As a new initiative this year, ERAPPA 2022 is offering 20-minute Tabletop presentations to our Business Partners and Vendors. Limited to 4 sessions at a time dispersed throughout the exhibit hall during open hours, Tabletop presentations are exactly that: presentations that take place on a table using your preferred presentation methods – laptop or monitor display, demonstration, or simply talking to your audience.

Fifteen (15) Opportunities
$5,000 Member / $5,750 Non Member
Booths: 1, 22, 18, 16, 27, 29, 48, 93, 96, 112, 114, 123, 125, 129, 138

BENEFITS:
- Identified as an Next up sponsor on all media Conference APP, 2022 newsletter, 2022 website and recognition signage
- Two (2) full business partner registrations for the conference
- Provided a 20 -minute Tabletop Session in the Hall of Resources during exhibiting hours
- Opportunity to provide one piece of collateral and/or promotional item to be included in delegate bag, must be approved by committee
- Receipt of registered attendee list one month prior to conference
- Company logo cycles on the ERAPPA 2022 home page
- Company highlight in the monthly ERAPPA 2022 newsletter
- One exhibit booth in premier location
- Verbal recognition from the podium

TABLETOP PRESENTATION DETAILS

What's included:
- A standard booth size table with cloth covering
- Access to power

What do I need to bring?
- Any presentation materials you deem appropriate (laptop, monitor, presentation boards, tools/ equipment)
- Your expertise, enthusiasm, and vision!

Please note:
- In order to minimize distraction from our loyal booth exhibitors, no amplified audio or seating will be permitted.
- Please do not bring anything that does not fit on a tabletop.
- In order to accommodate all timeslots, sessions will begin and end promptly. Please be ready to set up and break down efficiently.
- Tabletops will not be juried, however content should reflect industry appropriate material and be in keeping with the ERAPPA code of conduct.

How will people know I'm there?
- The Tabletop presentation schedule will be listed on the website and in the full program and indicated on the schedule at a glance.
- We encourage all presenters to let their clients and colleagues know.

How do I reserve my spot?
- Reserve your timeslot when you book your sponsorship and reserve your booth.

AMBASSADOR SCHOLARSHIPS

Ten (10) Opportunities
$3,525 ERAPPA Member / $4,450 Non Member
Booths: 11, 24, 49, 54, 87, 92, 97, 108, 122, 136

BENEFITS:

- Recognition by ERAPPA for the contribution to its scholarship fund
- Two (2) full business partner registrations for the conference
- One (1) invite to First Time Attendee Reception
- Receipt of registered attendee list one month prior to conference
- One exhibit booth in premier location

Attending an annual ERAPPA Conference is one of the most rewarding learning experiences for educational facilities professionals. The conference learning experience begins with the conference registration and never ends as attendees meet business partners, attend educational sessions, and engage in socialization activities. This experience allows them to bring back a wealth of information to their campuses. Attending an annual conference is a fulfilling experience. However, there is never enough funding for everyone and sometimes the facilities employees must wait until it is their turn to attend the annual conference. For the last 8 years, Business Partners have sponsored the Ambassador Scholarship Program. This highly successful program has created opportunities for the newest professionals to attend the Annual ERAPPA Conference.

EXHIBIT ONLY SPONSOR

Fifty-Six (56) Opportunities
$3,000 Member / $4,250 Non Member

BENEFITS:

- Two (2) full business partner registrations for the conference
- Receipt of registered attendee list one month prior to conference
- One exhibit booth

GENERAL INFORMATION:

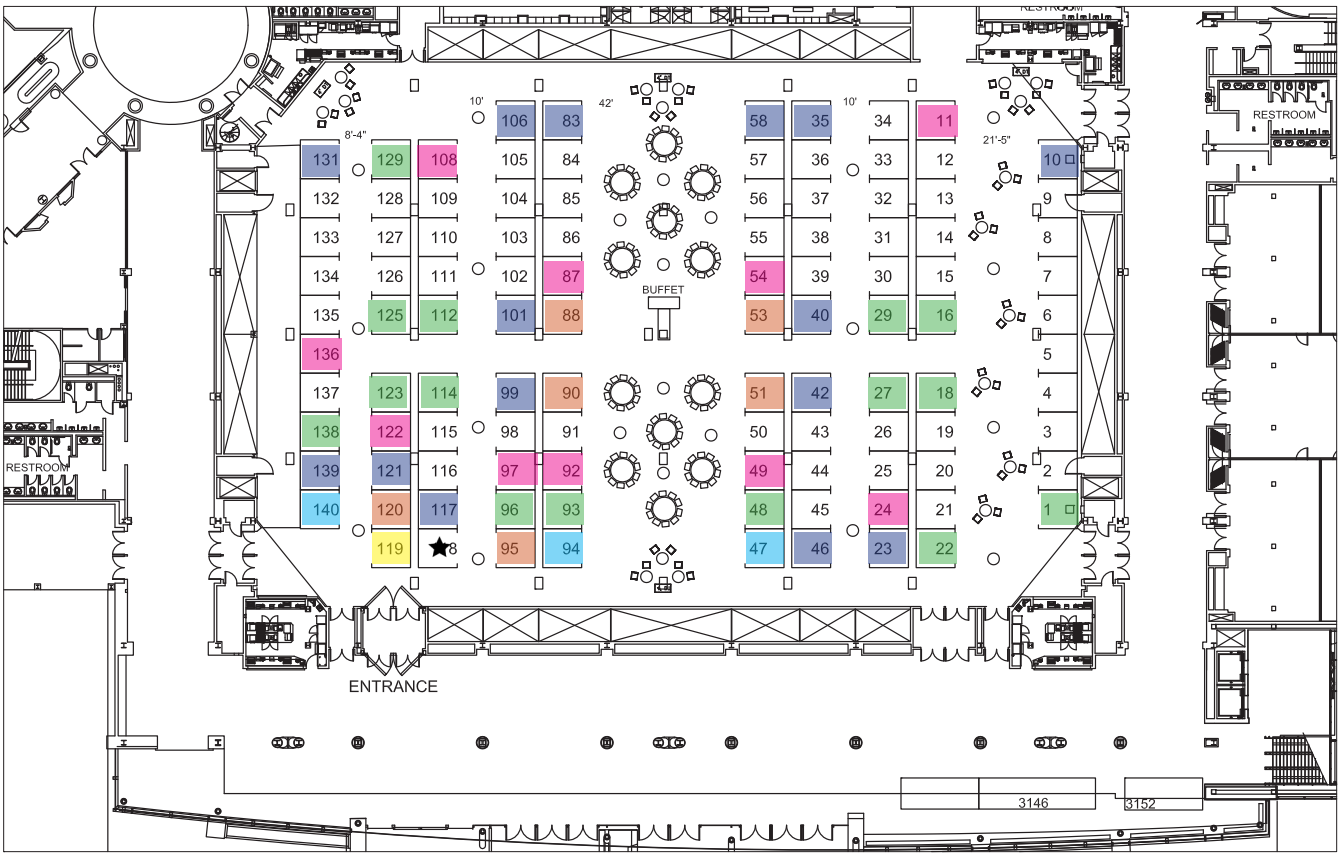
- Exhibit booth size is 10'x10'. Booth fee includes pipe and drape, one 6' draped table, two chairs, 1 wastebasket, and 7"x44" one-line ID sign.
- Premier booth location is based on sponsorship level and date of receipt of payment.
- The Turning Stone Resort WILL NOT accept materials or shipments sent directly to the Resort. 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.
- Electrical (120V) is included in booth price. Electrical order forms will be supplied in the Exhibitor Kit for additional power needs.
- 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.ERAPPA2022.org**.

SCHEDULE OF TABLE TOP SESSIONS:

Four (4) Sessions during each time slot will be available (40 sessions).

Monday, September 19: 9:35 - 9:55 a.m.
Monday, September 19: 10:05 - 10:25 a.m.
Monday, September 19: 11:35 - 11:55 a.m.
Monday, September 19: 12:05 - 12:25 p.m.
Monday, September 19: 12:30 - 12:50 p.m.
Monday, September 19: 2:05 - 2:25 p.m.
Monday, September 19: 2:35 - 2:55 p.m.
Tuesday, September 20: 8:05 - 8:25 a.m.
Tuesday, September 20: 8:35 - 8:55 a.m.
Tuesday, September 20: 9:05 - 9:25 a.m.

FLOOR PLAN



SPONSORSHIP LEVELS:

- Next Generation
- Next Wave
- Next Move
- Next Level
- Next Up
- Ambassador
- ★ ERAPPA

ERAPPA 2022 COMMITTEE

CO-CHAIRS
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John Moore, Rochester Institute of Technology

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Nicholas Cerro, C&S Companies

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WWW.ERAPPA2022.ORG