



Powering Strong Communities

STAND OUT.

SPONSOR AND EXHIBIT AT THE **2019 PUBLIC POWER LINEWORKERS RODEO**

INDOOR VENDOR EXPO DURING RODEO REGISTRATION

March 29
The Broadmoor
Colorado Springs, Colorado

OUTDOOR VENDOR EXPO DURING RODEO COMPETITION

March 30
Rock Ledge Ranch Historic Site
Colorado Springs, Colorado

2019
**PUBLIC
POWER
LINEWORKERS
RODEO**

HOSTED BY



Colorado Springs Utilities
It's how we're all connected

REACH PUBLIC POWER DECISION-MAKERS



500+

ELECTRIC SUPERINTENDENTS,
LINEWORKERS, AND SAFETY PERSONNEL

85+

UTILITIES



25+

STATES



STAND OUT.

WHAT IS THE AMERICAN PUBLIC POWER ASSOCIATION?

We are the voice of not-for-profit, community-owned utilities that power 2,000 towns and cities nationwide. We represent public power before the federal government to protect the interests of the more than 49 million customers that public power utilities serve, and the 93,000 people they employ. Our association advocates and advises on electricity policy, technology, trends, training, and operations. Our members strengthen their communities by providing superior service, engaging citizens, and instilling pride in community-owned power.

WHAT IS THE PUBLIC POWER LINeworkERS RODEO?

Hosted by Colorado Springs Utilities, the 2019 Public Power Lineworkers Rodeo is the place for journeyman and apprentice lineworkers to compete for professional recognition and to learn about the latest safety products and services.

AS A SPONSOR AND VENDOR, YOU WILL:

- Interact with 500+ electric superintendents, lineworkers, and safety personnel.
- Create brand awareness with more than 85 utilities.
- Meet with decision-makers and influencers.
- Network with customers and prospects who need your products and services.
- Get a leg up on the competition.

THANK YOU 2018 SPONSORS!

ELITE SPONSOR



COMPETITION SPONSOR



HARD HAT SPONSOR



AWARDS BANQUET SPONSORS



HOST SPONSORS



INKIND SPONSORS



STAND OUT.



GET ADDITIONAL EXPOSURE AT THE ENGINEERING & OPERATIONS TECHNICAL CONFERENCE

Extend your stay in Colorado Springs! Sponsor and exhibit at public power's Engineering & Operations Technical Conference, where you'll meet decision-makers who design, develop, and maintain the nation's electric system.

Learn more at www.PublicPower.org/EandO.

BECOME A CORPORATE ASSOCIATE MEMBER

Corporate associate membership distinguishes your company as a supporter of public power. As a corporate associate member, you'll save money on sponsor and vendor fees and receive tangible benefits that get your company in front of the nation's 2,000 community-owned electric utilities.

Visit www.PublicPower.org/Join for details.

QUESTIONS?

Haley Herbst

202.467.2944

HHerbst@PublicPower.org

SPONSORSHIP OPPORTUNITIES

STAND OUT.

ELITE SPONSOR

Limited to one sponsor.

ELITE CORPORATE ASSOCIATE MEMBER: \$6,000

CORPORATE ASSOCIATE MEMBER: \$7,000

NONMEMBER: \$14,000

Benefits

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee e-mails and phone numbers.
- Opportunity to host a hospitality event in the conference headquarters facility
Only conference sponsors are permitted to host an event at this location. Event may not conflict with official conference functions. Sponsors are responsible for all arrangements, promotion, and costs associated with hosting a function.
- Logo on branded hotel key cards, distributed to all Rodeo participants
- Logo on the Rodeo competitors shirt
Must commit to sponsorship by January 18 to ensure inclusion.
- Logo on the Rodeo registration bags
Must commit to sponsorship by January 18 to ensure inclusion.
- Logo featured prominently on all Rodeo pages on www.PublicPower.org
- Logo on signs during Rodeo registration
- Logo and description in conference mobile app
- Logo featured in the onsite program
- Full-page ad (provided by sponsor) in the onsite program
- Exhibit table at the Indoor Vendor Expo
- Exhibit space (tent or trailer) at the Outdoor Vendor Expo
- Four VIP tickets to the Awards Banquet
- Recognition from the stage at the Awards Banquet
- First right of refusal for the 2019 Public Power Lineworkers Elite Sponsorship

COMPETITION SPONSOR

ELITE CORPORATE ASSOCIATE MEMBER: \$3,500

CORPORATE ASSOCIATE MEMBER: \$4,500

NONMEMBER: \$9,000

Benefits

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee e-mails and phone numbers.
- Opportunity to host a hospitality event in the conference headquarters facility
Only conference sponsors are permitted to host an event at this location. Event may not conflict with official conference functions. Sponsors are responsible for all arrangements, promotion, and costs associated with hosting a function.
- Logo on the Rodeo competitors shirt
Must commit to sponsorship by January 18 to ensure inclusion.
- Logo on the Rodeo registration bags
Must commit to sponsorship by January 18 to ensure inclusion.
- Logo on all Rodeo pages on www.PublicPower.org
- Logo on signs during Rodeo registration
- Logo and description in conference mobile app
- Logo in the onsite program
- Full-page ad (provided by sponsor) in the onsite program
- Exhibit table at the Indoor Vendor Expo
- Exhibit space (tent or trailer) at the Outdoor Vendor Expo
- Four VIP tickets for the Awards Banquet
- Recognition from the stage at the Awards Banquet

AWARDS BANQUET SPONSOR

ELITE CORPORATE ASSOCIATE MEMBER: \$2,500

CORPORATE ASSOCIATE MEMBER: \$3,500

NONMEMBER: \$7,000

Benefits

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee e-mails and phone numbers.
- Opportunity to host a hospitality event in the conference headquarters facility
Only conference sponsors are permitted to host an event at this location. Event may not conflict with official conference functions. Sponsors are responsible for all arrangements, promotion, and costs associated with hosting a function.
- Logo with hyperlink on the Rodeo Events/Courses page on www.PublicPower.org
- Logo and description in conference mobile app
- Logo on signs at the Awards Banquet
- Logo on table signs at the Awards Banquet
- Logo in the onsite program
- Half-page ad (provided by sponsor) in the onsite program
- Exhibit table at the Indoor Vendor Expo
- Exhibit space (tent or trailer) at the Outdoor Vendor Expo
- One reserved table with eight tickets at the Awards Banquet
- Recognition from the stage at the Awards Banquet

EVENT SPONSOR

Limited to one sponsor per event.

ELITE CORPORATE ASSOCIATE MEMBER: \$1,500

CORPORATE ASSOCIATE MEMBER: \$2,500

NONMEMBER: \$5,000

Benefits

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee e-mails and phone numbers.
- Opportunity to host a hospitality event in the conference headquarters facility
Only conference sponsors are permitted to host an event at this location. Event may not conflict with official conference functions. Sponsors are responsible for all arrangements, promotion, and costs associated with hosting a function.
- Logo with hyperlink on the Rodeo Registration page on www.PublicPower.org
- Logo on sign at the event(s) you sponsor
- Logo and description in conference mobile app
- Logo in the onsite program
- Exhibit table at the Indoor Vendor Expo
- Exhibit space (tent or trailer) at the Outdoor Vendor Expo
- Two tickets to the Awards Banquet
- Recognition from the stage at the Awards Banquet

SPONSOR COMMITMENT FORM

PUBLIC POWER LINEWORKERS RODEO

MARCH 29-30, 2019 ● COLORADO SPRINGS, COLORADO



Company Information

Please make sure your representative-in-charge handles all behind the scenes arrangements. All sponsor logistics information will be emailed to this person.

Representative-in-charge

Title

Company

Address

City

State

Zip

Telephone

Email

Website

Sponsorship Eligibility

Sponsorship at the 2019 Public Power Lineworkers Rodeo is only for those entities that offer products and services to electricity and telecommunications utilities. The American Public Power Association shall have the sole right to determine the eligibility of sponsors at this event.

Sponsorship Cancellation

Once the American Public Power Association receives the sponsor commitment form, benefits will start. Cancellation must be made in writing to Haley Herbst at Hherbst@publicpower.org. Sponsors who cancel by March 1 are liable for 50% of the sponsorship fee. Sponsors who cancel after March 1 are liable for 100% of the sponsorship fee. If full payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued.

Agreement

I understand and agree to comply with the sponsorship eligibility, payment, and cancellation policies. I understand that contributions or gifts made to this association are not deductible as charitable contributions for federal income tax purposes. I also understand that by providing my email and contact information that I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Rep-in-charge

Title

Signature

Date

SPONSOR COMMITMENT FORM

PUBLIC POWER LINEWORKERS RODEO

MARCH 29-30, 2019 ● COLORADO SPRINGS, COLORADO



Fees	Elite Corporate Member	Corporate Member	Nonmember
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<input type="checkbox"/> Elite Sponsor ()	\$6,000	\$7,000	\$14,000
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We will provide a full-page ad for the onsite program. ☐ Yes ☐ No

We want four VIP tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

We want space for **one of the following** at the Outdoor Vendor Expo:

☐ A complimentary 10x10 tent provided by the Association

☐ Our tent. Its dimensions are ____x ____ft.

☐ Our trailer. Its dimensions are ____x ____ft.

☐ We will need electricity: breaker size_____ voltage requirement_____

If possible, please do not locate us near these companies_____

<input type="checkbox"/> Competitive Sponsor ()	\$3,500	\$4,000	\$8,000
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We will provide a full-page ad for the onsite program. ☐ Yes ☐ No

We want four VIP tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

We want space for **one of the following** at the Outdoor Vendor Expo:

☐ A complimentary 10x10 tent provided by the Association

☐ Our tent. Its dimensions are ____x ____ft.

☐ Our trailer. Its dimensions are ____x ____ft.

☐ We will need electricity: breaker size_____ voltage requirement_____

If possible, please do not locate us near these companies_____

<input type="checkbox"/> Awards Banquet Sponsor ()	\$2,500	\$3,500	\$7,000
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We will provide a half-page ad for the onsite program. ☐ Yes ☐ No

We want one reserved table with 8 tickets at the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

We want space for **one of the following** at the Outdoor Vendor Expo:

☐ A complimentary 10x10 tent provided by the Association

☐ Our tent. Its dimensions are ____x ____ft.

☐ Our trailer. Its dimensions are ____x ____ft.

☐ We will need electricity: breaker size_____ voltage requirement_____

If possible, please do not locate us near these companies_____

<input type="checkbox"/> Event Sponsor	\$1,500	\$2,500	\$5,000
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Please rank your top three event choices in order of preference:

____Journeyman Hurtman Rescue	____Apprentice Hurtman Rescue
____Journeyman Alley Arm Insulator Change Out	____Apprentice 3-Phase Fuse Replacement
____Journeyman 12kV Single Phase Pole Transfer	____Apprentice Service Connection
____Journeyman Arrestor Change Out	____Apprentice Load Transfer
____Journeyman URD Event Install	____Apprentice Written Test

We want two complimentary tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

We want space for **one of the following** at the Outdoor Vendor Expo:

☐ A complimentary 10x10 tent provided by the Association

☐ Our tent. Its dimensions are ____x ____ft.

☐ Our trailer. Its dimensions are ____x ____ft.

☐ We will need electricity: breaker size_____ voltage requirement_____

If possible, please do not locate us near these companies_____

SPONSOR COMMITMENT FORM

PUBLIC POWER LINEWORKERS RODEO

MARCH 29-30, 2019 ● COLORADO SPRINGS, COLORADO



Payment Information

Fifty percent of the sponsorship fee is due upon commitment. Full payment is due March 1. All fees to be paid in U.S. funds. To qualify for the member rate, the sponsoring company must be a member. Individual members cannot receive the member discount on behalf of a sponsoring company that is not an Association member.

- ☐ Enclosed is a check payable to **American Public Power Association**.
- ☐ Please bill me for payment (Members only). PO# (optional) _____.
- ☐ I am paying via Wire/ACH payment. Please have an Association finance employee contact me.
- ☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

_____/_____
Card number Exp. date

\$ Amount to charge to card Name as it appears on card

Cardholder signature

For Association use: Order ID/Event

If you're paying via credit card, Wire/ACH payment, or electing to be billed, please email (HHerbst@PublicPower.org) the completed sponsor commitment form.

If you're paying via check, please email (HHerbst@PublicPower.org) the completed sponsor commitment form and then mail a copy of it with your payment to American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

INDOOR AND OUTDOOR VENDOR EXPOS

PUBLIC POWER LINEWORKERS RODEO

INDOOR VENDOR EXPO DURING RODEO REGISTRATION

Space will be assigned on a first-come, first-served basis. All exhibits and displays must fit on the 6' x 24" table provided. This is strictly a tabletop show.

When

March 29

Where

The Broadmoor
Colorado Springs, Colorado

Expo Schedule

- 9:30 to 11:30 a.m., Vendor setup*
- 11:30 a.m. to 3:00 p.m., Expo
- 3:00 p.m., Vendor teardown

*Lunch is not provided. Please be sure to pick up lunch prior to the expo opening.

Fees

By March 8

Elite Corporate Member	Corporate Member	Nonmember
\$450	\$550	\$1,100

After March 8

Elite Corporate Member	Corporate Member	Nonmember Member
\$550	\$650	\$1,300

Fees Include

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.
- Company name and hyperlink on the Rodeo Expo homepage on www.PublicPower.org
- Logo and description in the Rodeo mobile app show guide
- 6' skirted table and two chairs
- Two vendor badges

OUTDOOR VENDOR EXPO AT THE RODEO COMPETITION

Location will be assigned on a first-come, first-served basis. Fees do not include tent, chairs, or tables. Information on renting these items will be provided. Please note—No vendor-operated vehicles are permitted to transport Rodeo attendees around the Rodeo grounds.

When

March 30

Where

Rock Ledge Ranch Historic Site

Expo Schedule

March 28

- 7 a.m. to 5 p.m., Vendor setup, for those with trailers/trucks

March 29

- 7 a.m. to 5 p.m., Vendor setup, for those with trailers/trucks

March 30

- 6 a.m. to 7:30 a.m., Vendor setup, for those with tents
- 7:30 a.m. to 2 p.m., Expo
- 2 p.m. to 5 p.m., Vendor teardown, for those with trailers/trucks and tents

March 31

- 5 a.m. to Noon, Vendor teardown, all trucks/trailers must be removed

Fees

By March 8

Elite Corporate Member	Corporate Member	Nonmember
\$700	\$800	\$1,600

After March 8

Elite Corporate Member	Corporate Member	Nonmember Member
\$800	\$900	\$1,800

Fees Include

- Pre- and post-conference attendee lists in Excel
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.
- Company name and hyperlink on the Rodeo Expo homepage on www.PublicPower.org
- Logo and description in the Rodeo mobile app show guide
- Space for tent or trailer
- Electrical hookup, if requested

QUESTIONS?

Contact Haley Herbst
202.467.2944
Hherbst@publicpower.org

PARTICIPATE IN BOTH EXPOS FOR THE MOST EXPOSURE!

Indoor Vendor Expo & Outdoor Vendor Expo Fees

By March 8

Elite Corporate Member	Corporate Member	Nonmember
\$1,000	\$1,100	\$2,200

After March 8

Elite Corporate Member	Corporate Member	Nonmember Member
\$1,100	\$1,200	\$2,400

INDOOR AND OUTDOOR VENDOR EXPOS CONTRACT

PUBLIC POWER LINEWORKERS RODEO

MARCH 29-30, 2019 ● COLORADO SPRINGS, COLORADO



Company Information

Please make sure your representative-in-charge handles all behind the scenes arrangements. All expo logistics information will be emailed to this person.

Representative-in-charge

Title

Company

Address

City

State

Zip

Telephone

Email

Website

Fees

By March 8

By March 8

	Elite Corporate Member	Corporate Member	Nonmember	Elite Corporate Member	Corporate Member	Nonmember
<input type="checkbox"/> Indoor Vendor Expo (6658)	\$450	\$550	\$1,100	\$550	\$650	\$1,300
If possible, please do not locate us near these companies _____						
<input type="checkbox"/> Outdoor Vendor Expo (6659)	\$700	\$800	\$1,600	\$800	\$900	\$1,800
We want space for one of the following at the Outdoor Vendor Expo:						
<input type="checkbox"/> A rental tent. Please provide us with rental options.						
<input type="checkbox"/> Our tent. Its dimensions are ____x ____ft.						
<input type="checkbox"/> Our trailer. Its dimensions are ____x ____ft.						
<input type="checkbox"/> We will need electricity: breaker size_____ voltage requirement_____						
If possible, please do not locate us near these companies _____						
<input type="checkbox"/> Indoor & Outdoor Vendor Expos (6660)	\$1,000	\$1,100	\$2,200	\$1,100	\$1,200	\$2,400
We want space for one of the following at the Outdoor Vendor Expo:						
<input type="checkbox"/> A rental tent. Please provide us with rental options.						
<input type="checkbox"/> Our tent. Its dimensions are ____x ____ft.						
<input type="checkbox"/> Our trailer. Its dimensions are ____x ____ft.						
<input type="checkbox"/> We will need electricity: breaker size_____ voltage requirement_____						
If possible, please do not locate us near these companies _____						

INDOOR AND OUTDOOR VENDOR EXPOS CONTRACT

PUBLIC POWER LINEWORKERS RODEO

MARCH 29-30, 2019 ● COLORADO SPRINGS, COLORADO



Agreement

I have read and agree to comply with the vendor expo information and policies in this prospectus. I understand that by providing my email address and contact information I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Rep-in-charge	Title
Signature	Date

Payment Information

Fifty percent of the expo fee is due upon contract submittal. Full payment is due March 15. All fees to be paid in U.S. funds. To qualify for the member rate, the exhibiting company must be a member. Individual members cannot receive the member discount on behalf of an exhibiting company that is not an Association member.

- ☐ Enclosed is a check payable to **American Public Power Association**.
- ☐ Please bill me for payment (Members only). PO# (optional) _____.
- ☐ I am paying via Wire/ACH payment. Please have an Association finance employee contact me.
- ☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number	Exp. date
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\$ Amount to charge to card	Name as it appears on card
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Cardholder signature

For Association use: Order ID/Event

If you're paying via credit card, Wire/ACH payment, or electing to be billed, please email (HHerbst@PublicPower.org) the completed sponsor commitment form.

If you're paying via check, please email (HHerbst@PublicPower.org) the completed sponsor commitment form and then mail a copy of it with your payment to American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

VENDOR INFORMATION AND POLICIES

WHO MAY PARTICIPATE

The 2019 Public Power Lineworkers Rodeo Vendor Expos are only for those entities offering products and services to the electric and telecommunications utility industries. The Association shall have the sole right to determine the eligibility of exhibits, including, but not limited to: companies, products, systems, services, graphics, and printed matter distributed at the Expos, souvenirs, giveaways, and all other Expo features and activities.

ASSIGNMENT OF EXHIBIT SPACE

Each vendor will be assigned space on a first-come, first-served basis and as much in accord with the vendor's wishes as is reasonably feasible. Only one company shall occupy exhibit space. There is no sharing of exhibit space. The Association reserves the right to modify the floor plan to accommodate space sales or make changes, as necessary, to avoid conflicts. If conditions dictate, the Association reserves the right to relocate vendors, as necessary, after consultation with affected vendors.

CANCELLATION POLICY

Cancellation must be made in writing to Haley Herbst at Hherbst@publicpower.org. Vendors who cancel by March 16 are liable for 50% of the booth fee. Vendors who cancel after March 16 are liable for 100% of the booth fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued. The American Public Power Association reserves the right to cancel the Public Power Lineworkers Rodeo Vendor Expos if a minimum number of booths are not sold or the Rodeo is delayed or cancelled. In this circumstance, vendors will be fully refunded their booth fee.

NON-LIABILITY

It is expressed, understood, and agreed by each and every contracting vendor, its agents, and its guests that the Association, its employees, its contractors, or operator of the Expo premises, its agents, or its employees shall not be liable for loss or damage to the goods or properties of vendors. At all times, such goods and properties remain in the sole possession and custody of each vendor. Upon signing the Public Power Lineworkers Rodeo Expos contract,

vendor agrees to defend and indemnify the Association its management, officers, members, sponsors, employees, and agents and to hold them harmless from all claims, demands, actions, complaints, suits, or liability for any property damage, personal injury, or other damages sustained by any individual or entity, including the vendor and its agents or employees, on or about the vendor's display space or otherwise arising out of the vendor's participation in the exposition, including such injury or damage of any nature that may result, in whole or in part, from the negligence of any of the employees or agents of the vendor.

INSURANCE

Each vendor will, at the Association's request, furnish a certificate of comprehensive general liability insurance coverage, including but not limited to contractual liability coverage of \$200,000/\$500,000 for bodily injury and \$50,000 property damage; and workers' compensation with employer's liability coverage of \$100,000. The Association reserves the right to make additional conditions, rules, and regulations as it deems necessary to enhance the Expo's success and to decline or prohibit any exhibit, which in the Association's judgment, is out of keeping with the character of the conference, this reservation being all-inclusive as to persons, things, printed matter, products, and conduct.

SECURITY SERVICES

Vendors are solely responsible for the security of their display and its contents.

SAFETY, FIRE, AND HEALTH REGULATIONS

Vendors shall assume and bear full responsibility for the compliance with any and all local, city, state and federal, safety, fire, building code and health laws, ordinances and regulations regarding the installation and operation of the exhibit.

INSTALLATION AND DISMANTLE HOURS

During the installation and dismantle hours, only individuals 18 years or older will be admitted to the Indoor and Outdoor Vendor Expo areas. No exceptions will be made.