



# STAND OUT.

SPONSOR AND EXHIBIT AT THE  
**ENGINEERING & OPERATIONS  
TECHNICAL CONFERENCE  
& VENDOR EXPO**

THE BROADMOOR • COLORADO SPRINGS, COLORADO  
CONFERENCE VENDOR EXPO  
MARCH 31 - APRIL 3, 2019 APRIL 1 - APRIL 2, 2019

## **REACH PUBLIC POWER DECISION-MAKERS**

- 450+ ENGINEERING & OPERATIONS PROFESSIONALS
- 180+ UTILITIES
- 35+ STATES

REACH PUBLIC POWER DECISION-MAKERS



450+

ENGINEERING & OPERATIONS  
PROFESSIONALS

180+

UTILITIES



35+

STATES





# STAND OUT.

## **WHAT IS THE AMERICAN PUBLIC POWER ASSOCIATION?**

We're 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 ENGINEERING & OPERATIONS TECHNICAL CONFERENCE?**

It's public power's conference for professionals who design, develop, and maintain a significant portion of the nation's electric system. Through pre-conference seminars, keynote addresses, and breakout sessions, the conference provides education on the critical issues facing the people most responsible for keeping the lights on.

## **WHY SHOULD MY COMPANY PARTICIPATE?**

You'll enjoy exclusive branding and networking opportunities with people who make and influence purchasing decisions for communications and control, environmental services, generation and fuel, physical and cyber security, system planning, supply management, and transmission and distribution.

# THANK YOU 2018 SPONSORS!

## ELITE SPONSOR



## DIAMOND SPONSORS



## PLATINUM SPONSOR



## GOLD SPONSORS



## SPONSORSHIP LEVELS

# STAND OUT.

### ELITE SPONSOR

#### Limited to one sponsor

ELITE CORPORATE ASSOCIATE MEMBER: \$7,000

CORPORATE ASSOCIATE MEMBER: \$8,000

NONMEMBER: \$16,000

#### Benefits

- Opportunity to present a 25-minute session at the Industry Spotlight Series track
- One 10x10 or 10x20 booth at the Engineering & Operations Technical Conference Vendor Expo  
*Sponsors who don't want to participate in the Expo can opt for an additional conference registration instead of a booth.*
- 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.*
- Five conference registrations, which enable your representatives to attend all conference sessions and social events
- 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 featured prominently on all Engineering & Operations Technical Conference pages on [www.PublicPower.org](http://www.PublicPower.org)
- Logo on the cover of the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on branded hotel key cards, distributed to all conference attendees
- Logo on the cover of the conference onsite program
- Logo on all onsite conference signs
- Logo on table signs at the Welcoming Reception
- Logo and description in conference mobile app
- Logo featured prominently on the conference entrance display
- Logo featured prominently on the expo entrance display
- One display table in the registration area throughout the conference
- Identifying sponsor ribbon on your representatives' name badges
- First right of refusal for 2020 Engineering & Operations Technical Conference Elite sponsorship

### DIAMOND SPONSOR

#### Limited to one sponsor

ELITE CORPORATE ASSOCIATE MEMBER: \$5,000

CORPORATE ASSOCIATE MEMBER: \$6,000

NONMEMBER: \$12,000

#### Benefits

- Opportunity to present a 25-minute session at the Industry Spotlight Series
- One 10x10 or 10x20 booth at the Engineering & Operations Technical Conference Vendor Expo  
*Sponsors who don't want to participate in the Expo can opt for an additional complimentary conference registration instead of a booth.*
- 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.*
- Four conference registrations, which enable your representatives to attend all conference sessions and social events
- 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 all Engineering & Operations Technical Conference pages on [www.PublicPower.org](http://www.PublicPower.org)
- Logo on the cover of the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on the cover of the conference onsite program
- Logo on sign at the APPA registration desk throughout the conference
- Logo and description in conference mobile app
- Logo featured on the conference entrance display
- Logo featured on the expo entrance display
- One display table in the registration area throughout the conference
- Identifying sponsor ribbon on your representatives' name badges

## SPONSORSHIP LEVELS

# STAND OUT.

### PLATINUM SPONSOR

ELITE CORPORATE ASSOCIATE MEMBER: **\$4,000**

CORPORATE ASSOCIATE MEMBER: **\$5,000**

NONMEMBER: **\$10,000**

#### Benefits

- One 10x10 or 10x20 booth at the Engineering & Operations Technical Conference Vendor Expo  
*Sponsors who don't want to participate in the Expo can opt for an additional complimentary conference registration instead of a booth.*
- 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.*
- Three conference registrations, which enable your representatives to attend all conference sessions and social events
- 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 Engineering & Operations Technical Program page on [www.PublicPower.org](http://www.PublicPower.org)
- Logo in the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on in the conference onsite program
- Logo on signs during all refreshment breaks
- Logo and description in conference mobile app
- Logo on the conference entrance display
- Logo on the expo entrance display
- Identifying sponsor ribbon on your representatives' name badges

### GOLD SPONSOR

ELITE CORPORATE ASSOCIATE MEMBER: **\$3,500**

CORPORATE ASSOCIATE MEMBER: **\$4,500**

NONMEMBER: **\$9,000**

#### Benefits

- One 10x10 at the Engineering & Operations Technical Conference Vendor Expo  
*Sponsors who don't want to participate in the Expo can opt for an additional complimentary conference registration instead of a booth.*
- 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.*
- Two conference registrations, which enable your representatives to attend all conference sessions and social events

- 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 Engineering & Operations Technical Conference Registration page on [www.PublicPower.org](http://www.PublicPower.org)
- Logo in the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on in the conference onsite program
- Logo on signs at the Welcome Reception
- Logo and description in conference mobile app
- Logo on the conference entrance display
- Logo on the expo entrance display
- Identifying sponsor ribbon on your representatives' name badges

### MOBILE APP SPONSOR

ELITE CORPORATE ASSOCIATE MEMBER: **\$3,000**

CORPORATE ASSOCIATE MEMBER: **\$4,000**

NONMEMBER: **\$8,000**

#### 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.*
- One conference registration, which enables your representative to attend all conference sessions and social events
- 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 Engineering & Operations Technical Conference Hotel page on [www.PublicPower.org](http://www.PublicPower.org)
- Logo in the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on in the conference onsite program
- Logo on the mobile app splash screen  
*Must commit by March 1 to ensure inclusion.*
- Logo and description in conference mobile app
- Logo on the conference entrance display
- Logo on the expo entrance display
- Identifying sponsor ribbon on your representatives' name badges



## SILVER 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.*
- One conference registration, which enables your representative to attend all conference sessions and social events
- 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 Engineering & Operations Technical Conference Hotel page on [www.PublicPower.org](http://www.PublicPower.org)
- Logo in the conference marketing brochure  
*Must commit by November 27 to ensure inclusion.*
- Logo on in the conference onsite program
- Logo on signs at the Expo Opening Reception
- Logo and description in conference mobile app
- Logo on the conference entrance display
- Logo on the expo entrance display
- Identifying sponsor ribbon on your representatives' name badges



### GET ADDITIONAL EXPOSURE AT THE PUBLIC POWER LINeworkERS RODEO

Come to Colorado Springs a little early to sponsor and exhibit at the 2019 Public Power Lineworkers Rodeo. Hosted by Colorado Springs Utilities, it's **the place** for journeyman and apprentice lineworkers to compete for professional recognition and to learn about the latest safety products and services.

**For more information on this event and the opportunities that exist, please visit [www.PublicPower.org/Rodeo](http://www.PublicPower.org/Rodeo).**

**SAVE MONEY ON THIS EVENT!**  
BECOME A CORPORATE ASSOCIATE MEMBER.



**STAND OUT.**

**SAVE MONEY ON THIS EVENT!**  
**BECOME A CORPORATE ASSOCIATE MEMBER.**

Corporate associate membership distinguishes your company as a lead supporter of public power and provides tangible benefits that get your name in front of the nation's 2,000 community-owned electric utilities. We offer two levels – standard and Elite – to fit your needs and budget. Both options provide your employees with significant benefits, but with an Elite membership you are given extensive branding and networking opportunities. Learn more at [www.PublicPower.org/Join](http://www.PublicPower.org/Join).

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**Learn more at**  
**[www.PublicPower.org/EandO](http://www.PublicPower.org/EandO)**  
**or contact:**

*Sponsorship, Vendor Expo,  
and Membership*  
Haley Herbst  
[Membership@PublicPower.org](mailto:Membership@PublicPower.org)

*Speaking Opportunities*  
Heidi Lambert  
[EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org)



# SPONSOR COMMITMENT FORM

## ENGINEERING & OPERATIONS TECHNICAL CONFERENCE

MARCH 31 - APRIL 3, 2019 ● THE BROADMOOR ● 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		

	Elite Corporate Member	Corporate Member	Nonmember
<input type="checkbox"/> <b>Elite Sponsor (7387)</b> Select one: <input type="checkbox"/> One complimentary 10x10 booth at the Expo <input type="checkbox"/> One complimentary 10x20 booth at the Expo <input type="checkbox"/> One additional complimentary conference registration	\$7,000	\$8,000	\$ 16,000
<input type="checkbox"/> <b>Diamond Sponsor (7388)</b> Select one: <input type="checkbox"/> One complimentary 10x10 booth at the Expo <input type="checkbox"/> One complimentary 10x20 booth at the Expo <input type="checkbox"/> One additional complimentary conference registration	\$5,000	\$6,000	\$ 12,000
<input type="checkbox"/> <b>Platinum Sponsor (7389)</b> Select one: <input type="checkbox"/> One complimentary 10x10 booth at the Expo <input type="checkbox"/> One complimentary 10x20 booth at the Expo <input type="checkbox"/> One additional complimentary conference registration	\$4,000	\$5,000	\$ 10,000
<input type="checkbox"/> <b>Gold Sponsor (7390)</b> Select one: <input type="checkbox"/> One complimentary 10x10 booth at the Expo <input type="checkbox"/> One additional complimentary conference registration	\$3,500	\$4,500	\$ 9,000
<input type="checkbox"/> <b>Mobile App Sponsor (7391)</b>	\$3,000	\$4,000	\$ 8,000
<input type="checkbox"/> <b>Silver Sponsor (7392)</b>	\$2,500	\$3,500	\$ 7,000

# SPONSOR COMMITMENT FORM

## ENGINEERING & OPERATIONS TECHNICAL CONFERENCE



MARCH 31 - APRIL 3, 2019 ● THE BROADMOOR ● COLORADO SPRINGS, COLORADO

### Sponsorship Eligibility

Sponsorship at the 2019 Engineering & Operations Technical Conference 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 [Membership@PublicPower.org](mailto:Membership@PublicPower.org). Sponsors who cancel by February 2 are liable for 50% of the sponsorship fee. Sponsors who cancel after February 2 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.

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Representative-in-charge

Title

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Signature

Date

### Payment Information

Fifty percent of the sponsorship fee is due upon commitment. Full payment is due February 28. 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

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Card number

Exp. date

---

\$ Amount to charge to card

Name as it appears on card

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Cardholder signature

---

For Association use: Order ID

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

If you're paying via check, please email ([Membership@PublicPower.org](mailto:Membership@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 EXPO

## ENGINEERING & OPERATIONS TECHNICAL CONFERENCE VENDOR EXPO

APRIL 1 - APRIL 2, 2019 ● THE BROADMOOR ● COLORADO SPRINGS, COLORADO



Visit [www.PublicPower.org/EandO/Expo](http://www.PublicPower.org/EandO/Expo) to view the floor plan and make your booth selection.

### NETWORK WITH PUBLIC POWER DECISION-MAKERS

- 450+ Engineering & operations professionals
- 180+ Utilities
- 35+ States

#### Sunday, March 31

Move-in: 4 to 7 p.m.

#### Monday, April 1

Move-in: 8 a.m. to 1 p.m.  
 Show Hours: 3:30p.m. to 4:30p.m. Expo Preview Hours  
 Show Hours: 4:30 to 6:30 p.m., Opening reception

#### Tuesday, April 2

Show Hours: 7:30 to 8:30 a.m., Breakfast and sponsor presentations in the expo hall.  
 Show Hours: 9:45 to 10:45 a.m., Closing coffee break, door prizes, and sponsor presentations in the expo hall.  
 Tear-down: 10:45 a.m.

### VENDOR EXPO FEES

	By March 8			After March 8		
	Elite Corporate Member	Corporate Member	Nonmember	Elite Corporate Member	Corporate Member	Nonmember
10x10 Booth	\$745	\$845	\$1,690	\$845	\$945	\$1,890
10x20 Booth	\$1,100	\$1,200	\$2,400	\$1,200	\$1,300	\$2,600

### Vendor Expo 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.*
- Logo and description in the conference mobile app show guide
- One, 6' skirted table and two chairs (per 10x10)
- Three booth worker badges (per 10x10)  
*Booth worker badges do not afford access to non-Expo related portions of the conference. Booth workers are welcome to attend conference sessions and events, but must register additionally for the conference and pay the conference registration fee.*