



# Distinguish Yourself.

## SPONSOR THE **CUSTOMER CONNECTIONS CONFERENCE**

**EXPANDED SPONSOR BENEFITS!**

NOVEMBER 4-7, 2018  
WALT DISNEY WORLD AND SWAN RESORT  
ORLANDO, FLORIDA

### REACH PUBLIC POWER DECISION-MAKERS



**400+**

Customer service, energy services, key accounts, marketing, communications, public relations professionals



**135+**

Utilities



**40+**

States

Distinguish yourself.

*customer service, energy services, key  
accounts, marketing, communications,  
public relations professionals*

400+

### **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 CUSTOMER CONNECTIONS CONFERENCE?**

It's public power's annual meeting for 400+ senior utility professionals in customer service, energy services, key accounts, marketing, communications, and public relations.

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

As a sponsor, you'll have access to and visibility with key public power decision makers and influencers. Conference sponsors receive many valuable branding and networking opportunities. From interactive breakout sessions to informal roundtables and receptions, you'll have many opportunities to spread the word about your products and services.



Distinguish yourself.

*Utilities*

135+

# THANK YOU 2017 SPONSORS!



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

Corporate associate membership distinguishes your company as a supporter of public power and provides tangible benefits that get your name in front of the nation's 2,000 community-owned electric utilities. Learn more at [www.PublicPower.org/Join](http://www.PublicPower.org/Join).

## QUESTIONS?

Sponsorship & Membership - [Membership@PublicPower.org](mailto:Membership@PublicPower.org)  
Speaking Opportunities - [EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org)

Distinguish yourself.

*States*

40+

# SPONSORSHIP OPPORTUNITIES

## Elite Sponsor

Limited to one sponsor

Elite Corporate Associate Member: \$5,000

Corporate Associate Member: \$6,000

Nonmember: \$12,000

## BENEFITS

- Logo featured prominently on all Customer Connections Conference pages on [www.PublicPower.org](http://www.PublicPower.org) – **NEW**
- Logo featured prominently in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo on branded hotel key cards  
*Commit by July 6 to ensure inclusion.*
- Logo on the cover of the conference onsite program  
*Commit by September 28 to ensure inclusion.*
- Logo on all onsite conference signage – **NEW**
- Logo and description in conference mobile app
- 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 display table in the registration area throughout conference
- One exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- Five conference registrations, which enable your representatives to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' name badges
- First right of refusal for the Customer Connections Conference 2019 Elite Sponsorship

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown

# SPONSORSHIP OPPORTUNITIES

## Diamond Sponsor

Elite Corporate Associate Member: \$4,000

Corporate Associate Member: \$5,000

Nonmember: \$10,000

### BENEFITS

- Logo on all Customer Connections Conference pages on www.PublicPower.org – **NEW**
- Logo in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo in the onsite conference program  
*Commit by September 28 to ensure inclusion.*
- Logo on signs at the conference registration desk throughout the conference
- Logo and company description in the conference mobile app
- 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 display table in the registration area throughout the conference
- One exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- Four conference registrations, which enable your representatives to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' nametags

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown



# SPONSORSHIP OPPORTUNITIES

## Platinum Sponsor

Elite Corporate Associate Member: \$3,500

Corporate Associate Member: \$4,500

Nonmember: \$9,000

### BENEFITS

- Logo on the Customer Connections Conference Program page on [www.PublicPower.org](http://www.PublicPower.org) – **NEW**
- Logo in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo in the onsite conference program  
*Commit by September 28 to ensure inclusion.*
- Logo and company description in the conference mobile app
- Logo on table signs at the Tuesday evening Reception
- Logo on signs during at the Tuesday evening Reception
- 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 exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- Three conference registrations, which enable your representatives to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' nametags

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown

# SPONSORSHIP OPPORTUNITIES

## Gold Sponsor

Elite Corporate Associate Member: \$3,000

Corporate Associate Member: \$4,000

Nonmember: \$8,000

### BENEFITS

- Logo on the Customer Connections Conference Registration page on [www.PublicPower.org](http://www.PublicPower.org) – **NEW**
- Logo in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo in the onsite conference program  
*Commit by September 28 to ensure inclusion.*
- Logo and company description in the conference mobile app
- Logo on signs at the Welcome Reception
- 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 exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- Two conference registrations, which enable your representatives to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' nametags

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown

# SPONSORSHIP OPPORTUNITIES

## Mobile App Sponsor

Elite Corporate Associate Member: \$2,500

Corporate Associate Member: \$3,500

Nonmember: \$7,000

### BENEFITS

- Logo on the Customer Connections Conference Hotel page on [www.PublicPower.org](http://www.PublicPower.org) – **NEW**
- Logo in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo in the onsite conference program  
*Commit by September 28 to ensure inclusion.*
- Logo and company description in the conference mobile app
- Logo on the conference mobile app splash screen
- 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 exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- One conference registration, which enables your representative to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' name badges

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown

# SPONSORSHIP OPPORTUNITIES

## Silver Sponsor

Elite Corporate Associate Member: \$2,000

Corporate Associate Member: \$3,000

Nonmember: \$6,000

### BENEFITS

- Logo on the Customer Connections Conference Hotel page on [www.PublicPower.org](http://www.PublicPower.org) – **NEW**
- Logo in the conference marketing brochure  
*Commit by May 18 to ensure inclusion.*
- Logo in the onsite conference program  
*Commit by September 28 to ensure inclusion.*
- Logo and company description in the conference mobile app
- Logo on signs at the refreshment breaks
- 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 exhibit table at the Sponsor Showcase
- Opportunity to host a hospitality event in the conference headquarters hotel  
*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.*
- One conference registration, which enables your representative to attend all conference sessions and social events
- Identifying sponsor ribbon on your representatives' name badges

### SPONSOR SHOWCASE SCHEDULE

#### Sunday, November 4

2 to 4:30 p.m. .... Sponsor Setup

5 to 6:30 p.m. .... Welcome Reception/Sponsor Showcase

#### Monday, November 5

7 to 8 a.m. .... Attendee Breakfast/Sponsor Showcase

9 to 9:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

10:45 to 11 a.m. .... Attendee Refreshment Break/Sponsor Showcase

3 to 3:30 p.m. .... Attendee Refreshment Break/Sponsor Showcase

#### Tuesday, November 6

7:30 to 8:30 a.m. .... Attendee Breakfast/Sponsor Showcase

10 to 10:30 a.m. .... Attendee Refreshment Break/Sponsor Showcase

2:45 to 3:15 p.m. .... Attendee Refreshment Break/Sponsor Showcase

3:15 to 5 p.m. .... Sponsor Teardown

# SPONSOR COMMITMENT FORM

## 2018 CUSTOMER CONNECTIONS CONFERENCE

NOVEMBER 4-7, 2018 | WALT DISNEY WORLD AND SWAN RESORT | ORLANDO, FLORIDA



### 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 \_\_\_\_\_

	<b>Elite Corporate Associate</b>	<b>Corporate Associate</b>	<b>Nonmember</b>
<input type="checkbox"/> <b>Elite Sponsor (7782)</b> We want a display table in the registration area all week <input type="checkbox"/> Yes <input type="checkbox"/> No We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$5,000</b>	<b>\$6,000</b>	<b>\$12,000</b>
<input type="checkbox"/> <b>Diamond Sponsor (7783)</b> We want a display table in the registration area all week <input type="checkbox"/> Yes <input type="checkbox"/> No We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$ 4,000</b>	<b>\$ 5,000</b>	<b>\$10,000</b>
<input type="checkbox"/> <b>Platinum Sponsor (7784)</b> We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$ 3,500</b>	<b>\$ 4,500</b>	<b>\$9,000</b>
<input type="checkbox"/> <b>Gold Sponsor (7785)</b> We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$ 3,000</b>	<b>\$ 4,000</b>	<b>\$8,000</b>
<input type="checkbox"/> <b>Mobile App Sponsor (7786)</b> We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$ 2,500</b>	<b>\$ 3,500</b>	<b>\$7,000</b>
<input type="checkbox"/> <b>Silver Sponsor (7787)</b> We want an exhibit table at the Sponsor Showcase <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>\$ 2,000</b>	<b>\$ 3,000</b>	<b>\$6,000</b>

If possible, please do not locate my exhibit table near these companies: \_\_\_\_\_

\_\_\_\_\_

# SPONSOR COMMITMENT FORM

## 2018 CUSTOMER CONNECTIONS CONFERENCE

NOVEMBER 4-7, 2018 | WALT DISNEY WORLD AND SWAN RESORT | ORLANDO, FLORIDA



### Sponsorship Eligibility

Sponsorship at the American Public Power Association 2018 Customer Connections Conference is only for those entities that offer products and services to electricity and telecommunications utilities. The 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 September 7 will be liable for 50% of the sponsorship fee. Sponsors who cancel after September 7 will be 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.

---

Representative-in-charge

Title

---

Signature

Date

### Payment Information

Fifty percent of the sponsorship fee is due at upon commitment. Full payment is due October 5. 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 ([Membership@PublicPower.org](mailto:Membership@PublicPower.org)) or fax (202.495.7503) the completed sponsor commitment form.

If you're paying via check, please email ([Membership@PublicPower.org](mailto:Membership@PublicPower.org)) or fax (202.495.7503) 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.