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2nd ANNUAL
JOINT CONFERENCE & TRADE SHOW
SEPTEMBER 15-18, 2019
PENTICTON, BC

2019

Sponsor + Exhibitor Guide

PARTNERS:



V4 190826

Sponsor Guide

It Starts Here



September 15-18, 2019

PENTICTON TRADE & CONFERENCE CENTRE

PWABC and BCMSA are pleased to deliver this joint conference. The benefits include more presentations in key topic areas including safety, public works, utilities and leadership; a larger trade show; and more opportunities to network with municipal leaders and industry professionals from across BC. Combining the key strengths and areas of expertise of each of our associations elevates the quality and value of your conference experience.

Why Sponsor?

- Our inaugural 2018 joint conference in Sun Peaks included 48 technical presentations, 90 exhibitors, and 270 delegates representing over 130 municipalities, districts, towns, First Nations, government agencies, and private companies. Exhibitors are an integral part of this premier professional development and networking opportunity for safety and public works professionals in British Columbia.
- Unique opportunity to partner with BCMSA & PWABC.
- Research shows that sponsorship is a cost-effective marketing tool.
- Increase your profile, demonstrate your business and promote your organization, product or service to public works and safety professionals from across BC.
- Network with, and market to, your target audience.
- Demonstrate your support and contribute to a successful conference.
- Create new professional relationships.

2018 trade show feedback:

"I enjoyed Confined Space Rescue, exhibitors also had solutions that worked in conjunction with these workshops."

"Great selection of exhibitors and products"

The exhibitors I talked with were all engaged and had lots to offer."



[View 2018 in Sun Peaks](#)

Sponsorship is available for purchase online:
events.eply.com/2019SponsorsExhibitors

- All exhibitor registrations and sponsorships are subject to 5% GST
- Payments can be made by VISA, Mastercard, AMEX and by cheque
- Full payments must be received by August 1, 2019
- Refunds are available until July 15, 2019 less a \$100 processing fee
- Exhibitor representatives names must be finalized by September 5, 2019

2019 JOINT ANNUAL
CONFERENCE & TRADE SHOW



SPONSORSHIP OPPORTUNITIES

GOLD (4)

\$3,500

- One (1) complimentary registration
- Booth or tabletop to promote your company
- Verbal recognition of company sponsorship at the event
- Company logo on the sponsor board
- Company logo in the program
- Official acknowledgement in Conference E-Newsletter
- Company logo linked to your website for remainder of 2019
- Delegate bag insert

SILVER (8)

\$2,500

- Booth or tabletop to promote your company
- Verbal recognition of company sponsorship at the event
- Company logo on the sponsor board
- Company logo in the program
- Official acknowledgement in Conference E-Newsletter
- Company logo linked to your website for remainder of 2019

BRONZE (15)

\$1,500

- Verbal recognition of company sponsorship at the event
- Company logo on the sponsor board
- Company logo in the program
- Official acknowledgement in Conference E-Newsletter
- Company logo linked to your website for remainder of 2019

\$4,500 (1)

Tuesday Banquet Dinner at
Penticon Trade & Convention
Centre Ballroom

SOLD OUT

\$2,500 (1)

Sunday Meet 'n' Greet Social at
Penticon Trade &
Convention Centre

SOLD OUT

\$2,000 (1)

Cocktail Reception at
Trade Show (Monday)

SOLD OUT

\$1,500 (2)

Breakfast - Monday
or
Breakfast - Tuesday

Conference Schedule

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SUNDAY SEPTEMBER 15

3:00pm - 8:00pm	Registration
11:30am - 6:00pm	Golf Tournament
7:00pm - 9:00pm	Meet 'n Greet Social Penticton Trade & Convention Centre

MONDAY SEPTEMBER 16

8:00am - 9:30am	Keynote Speaker
9:30am - 10:00am	Coffee Break
9:30am - 5:30pm	Trade Show
10:00am - 11:30am	Concurrent Sessions
11:30am - 1:30pm	Lunch
1:30pm - 2:30pm	Concurrent Sessions
2:30pm - 3:00pm	Coffee Break
3:00pm - 4:30pm	Concurrent Sessions
4:30pm - 6:00pm	Cocktail Reception at the Trade Show with Prize Raffle

TUESDAY SEPTEMBER 17

8:00am - 9:15am	Keynote Speaker
9:15am - 9:45am	Coffee Break
9:45am - 12:00pm	Concurrent Sessions
12:00pm - 1:00pm	Lunch in Ballroom and Trade Show in North Lobby
1:00pm - 2:00pm	Concurrent Sessions
2:00pm - 2:30pm	Coffee Break
2:30pm - 4:45pm	Concurrent Sessions
4:45pm	Raffle Prizes
6:00pm - 7:00pm	Cocktail Reception
7:00pm - 9:30pm	Awards Banquet

WEDNESDAY SEPTEMBER 18

8:00am - 4:00pm	Post Conference Training & Tour
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about Penticton

Nestled between the Okanagan Lake to the north and Skaha Lake to the south, Penticton is a vibrant Rocky Mountain city offering no shortage of things to do, from hiking or biking the Kettle Valley Trail to skiing Apex Mountain to climbing the Skaha Bluffs. Penticton boasts 28 golf courses, including 7 championship courses.

Along with all of the year-round recreational activities available, Penticton is home to over 80 wineries, 5 craft breweries and 3 distilleries all within easy distance of the downtown core.

2019 JOINT ANNUAL CONFERENCE & TRADE SHOW



Exhibitor Guide

It Starts Here



SEPTEMBER 15-18, 2019

PENTICTON TRADE & CONFERENCE CENTRE (PTCC)

Exhibitor Benefits

Increase your profile, demonstrate your business and promote your organization, product or service to public works and safety professionals from across British Columbia.

Booths 1-53 / Booths L1 - L21 (74)

MONDAY ONLY
EXHIBITOR BOOTH
BALLROOM / SOUTH LOBBY

Monday, September 16
9:30am - 5:30pm

Set up: Sunday 8:00am - 3:00pm
Take down: Monday 5:30pm

\$895

- 8 x 10 booth (L1-L9)
- 10 x 10 booth (1-53, L10-L21)
- Two representatives
- Sunday reception
- Monday breakfast & lunch
- 8 ft high drape back wall
- 3 ft high drape side wall
- One 750 watt electrical outlet
- One 6 ft skirted table
- Two chairs
- Free WIFI
- Additional representative \$100

Booths 101 - 110 (10)

MONDAY ONLY
HEAVY EQUIPMENT EXHIBITOR
BALLROOM

Monday, September 16
9:30am - 5:30pm

Set up: Saturday 2:00pm - 6:00pm
Take down: Monday 5:30pm

\$1095

- 20 x 20 space
- Two representatives
- Sunday reception
- Monday breakfast & lunch
- Tuesday breakfast
- One 750 watt electrical outlet
- One 6 ft skirted table
- Two chairs
- Free WIFI
- Additional representative \$100

Booths A - Q (16)

MONDAY & TUESDAY
EXHIBITOR TABLE TOP
NORTH LOBBY

Monday, September 16
7:30am - 4:30pm

Tuesday, September 17
7:30am - 3:00pm

Set up: Sunday 8:00am - 3:00pm
Take down: Tuesday 3:00pm

available to Gold & Silver sponsors

- Table space
- Two representatives
- Sunday reception
- Monday breakfast & lunch
- Tuesday breakfast
- 8 ft high drape back wall
- One 750 watt electrical outlet
- One 6 ft skirted table
- Two chairs
- Free WIFI
- Additional representative \$150

Should you require additional booth services, contact the show supplier:

Showtime Event & Display
Toll Free: 1-800-721-0029
infodesk@showtimedisplay.com

Purchase your exhibitor registration online:
events.eply.com/2019SponsorsExhibitors

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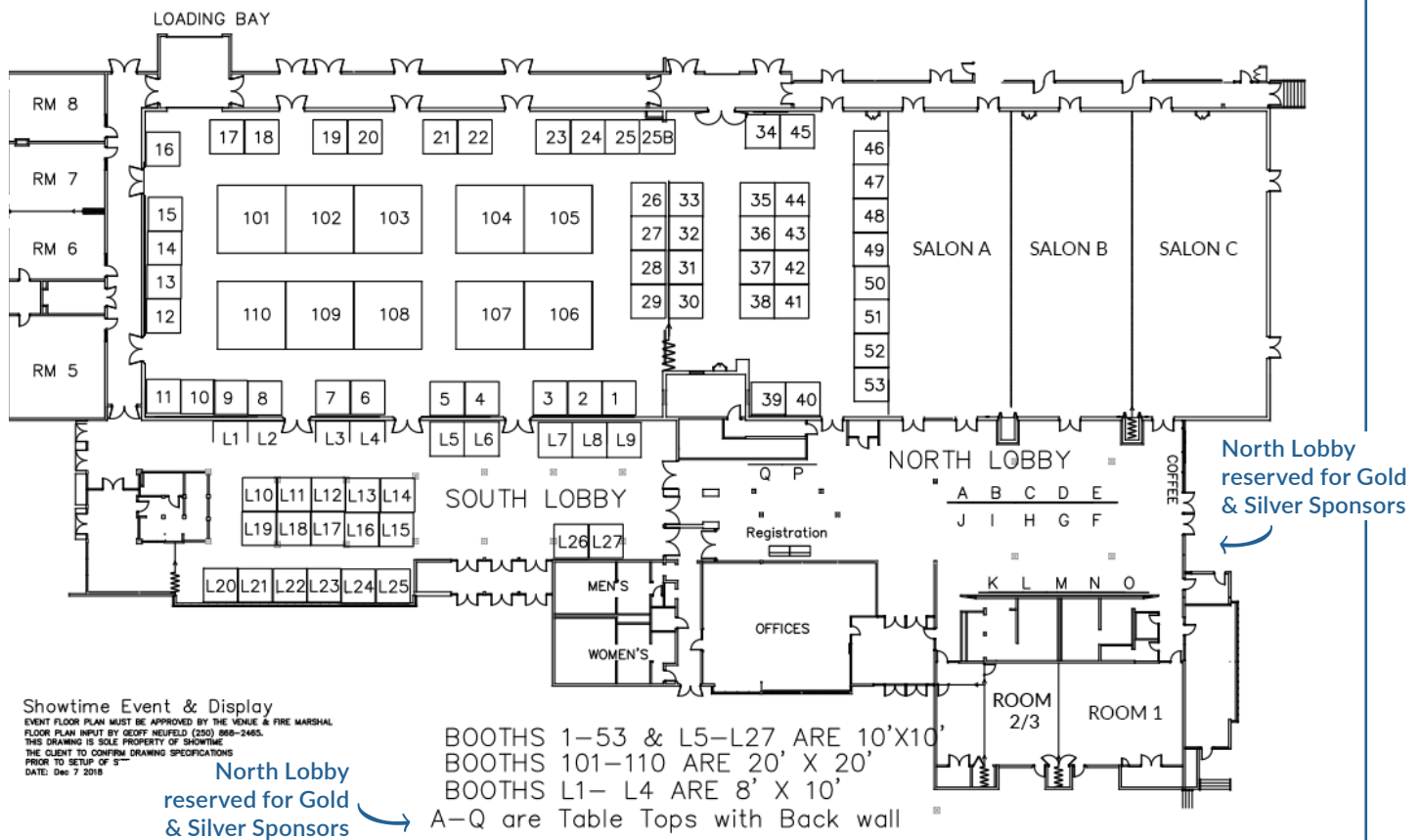


TRADE SHOW LAYOUT

Booth assignments are handled in the following order and will be confirmed upon payment of fees.

1. Sponsors
2. Returning Exhibitors
3. New Exhibitors

PENTICTON TRADE AND CONVENTION CENTRE



REQUIREMENT: CERTIFICATE OF INSURANCE

Under the terms and conditions of this contract for services, the contractor, consultant, vendor or exhibitor is required to show evidence of adequate general liability insurance coverage by furnishing to the American Public Works Association (APWA) and the BC Municipal Safety Association (BCMSA) a Certificate of Insurance.

The Certificate(s) of Insurance issued to the APWA and BCMSA must include the following information and be in force for the full duration of the contract.

1. Include the name of the insured, the insurance producer and the insurance company affording the coverage.
2. Evidence of general liability coverage with limits of \$1,000,000 each occurrence, \$2,000,000 aggregate.
3. Include policy numbers and effective and expiration dates of each policy.
4. Provide for thirty (30) days advance written notice to APWA/BCMSA of cancellation of any of the insurance coverage.
5. Be issued to American Public Works Association (APWA) and BC Municipal Safety Association (BCMSA) and emailed to Dale Seth (dsseth@bcmsa.ca).

Additional info

It Starts Here



Accommodation

Special rates have been secured for stays at the following hotels.

PENTICTON LAKESIDE RESORT

21 Lakeshore Drive West
Penticton, BC

Room rate: from \$196 + taxes

Booking: call Reservations line directly at 1-800-663-9400 and identify yourself as being with the PWABC & BCMSA Joint Conference

Online Booking: enter the group code "PWAMSA" in as the Promo Code to get the group rate

PENTICTON RAMADA

1050 Eckhardt Avenue West
Penticton, BC

Room rate: from \$134.00 on Sun/Mon/Tues and \$189.00 on Sat + taxes

Booking: call 250-492-8926 Ext 0 and quote the group code CGPW19

Online Booking: not available

COAST PENTICTON HOTEL

950 Westminster Avenue West
Penticton, BC

Room rate: from \$147 + taxes

Booking: call 1-800-665-5177 (Speak with the front desk) and quote the group code CPH-GF315

Online Booking: not available

Multimedia Release

Please be advised that there will be videographers/photographers onsite who will take photographic or video images connected to the Annual Conference and Trade Show. As part of the registration process,

you will be asked to grant PWABC and BCMSA permission to use these materials in all forms of media, in connection with promotion of our associations, or the public works and safety sectors generally.

Get in touch with us



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