



*Join us for Ontario's Premier Event for Local Government
Managers*

The 81st Annual AMCTO Conference

June 9th to 12th 2019

at Deerhurst Resort, Huntsville, Ontario

SPONSOR / EXHIBITOR Package



Showcase your organization at...

AMCTO's 81st Annual Conference

The Annual AMCTO Conference is Ontario's leading professional development and networking event for local government managers, and attracts almost 500 delegates from municipalities large and small across the province. The AMCTO Conference features world renowned keynote speakers, and high quality workshops on new legislation, emerging issues, and key strategic management issues affecting the local government sector. AMCTO (Association of Municipal Managers, Clerks and Treasurers of Ontario) is Ontario's premier municipal staff association, with approximately 2,200 members representing expertise in all facets of municipal management and leadership, who make or influence, key decisions impacting the operation of government and their communities.

AMCTO's 81st Annual Meeting and Professional Development Institute is being held at Deerhurst Resort in Huntsville, Ontario June 9th to 12th 2019. **Whether as an Exhibitor or a Sponsor, take advantage of this prime opportunity to showcase your organization to excited and energized municipal professionals.**

Consider the options outlined in this prospectus as a guideline for your involvement, and we will gladly discuss your needs to ensure that your participation brings results!

What Exhibitors at previous AMCTO Conferences have said...

- *"Well organized, great venue & good atmosphere!"*
- *"We attend many conferences each year and find this is one of the best organized events- well done!"*
- *"Provided the opportunity to meet with key decision makers in the municipal market."*
- *"Lots of opportunity for interaction. Everything was run very smoothly!"*

Why you should be at AMCTO Conference 2019:

- ☑ ***Our members are the key decision-makers in Ontario's 444 municipalities,***
- ☑ ***Our members have a collective buying power of over \$15 billion annually; and,***
- ☑ ***Our members do the research, feasibility studies, Requests For Proposals and make the final recommendations to Council regarding the purchasing of products and services***

For more information on participation in the Trade Show or as a Sponsor, please contact:

Craig Wellington

AMCTO, Director, Programs & Services

2680 Skymark Avenue Ste. 610

Mississauga, ON L4W 5L6

Ph: (905) 602-4294 ext. 224

Fax: (905) 602-4295

email: cwellington@amcto.com

AMCTO Annual Conference – June 9th to 12th, 2019

Sponsorship Categories & Benefits

GOLD \$5,000 to \$10,000

In addition to the benefits relevant to each individual item you sponsor, if your total sponsorship investment falls within the Gold level you receive the following benefits:

- ☑ 1 Exhibit Booth space in the Conference Trade Show in a high profile reserved area with exhibit listing highlighted in the conference program
- ☑ Acknowledged as the Gold sponsor of an event in the conference program and on all related signage and print using your corporate logo
- ☑ 2 full delegate passes & 4 tickets to your sponsored event, or an event of your choice (excluding optional events)
- ☑ Corporate logo on AMCTO's conference website
- ☑ Full colour full page ad in the conference program
- ☑ Corporate promotional material in the delegate kit

SILVER \$3,000 to \$4,999

In addition to the benefits relevant to each individual item you sponsor, if your total sponsorship investment falls within the Silver level you receive the following benefits:

- ☑ Acknowledged as the Silver sponsor of an event in the conference program and on all related signage and print using your corporate logo
- ☑ 1 full delegate pass & 3 tickets to your sponsored event, or an event of your choice (excluding optional events)
- ☑ Corporate logo on AMCTO's conference website
- ☑ Full colour 1/2 page ad in the conference program
- ☑ Place your corporate promotional material in the delegate kit
- ☑ Sponsor recognition on AMCTO's official website

BRONZE \$2,000 to \$2,999

In addition to the benefits relevant to each individual item you sponsor, if your total sponsorship investment falls within the Bronze level you receive the following benefits:

- ☑ Acknowledged as a Bronze sponsor in the conference program and on all related signage and print using your corporate logo
- ☑ Full colour 1/4 page ad in the conference program
- ☑ Sponsor recognition on AMCTO's conference website

Supporting Sponsor \$1,000 to \$1,999

In addition to the benefits relevant to each individual item you sponsor, if your total sponsorship investment falls within the Supporter level you receive the following benefits:

- ☑ Business card size ad in the conference program
- ☑ Sponsor recognition on AMCTO's conference website

2019 AMCTO Conference

Sponsorship Opportunities

All sponsorship amounts shown are for exclusive event sponsorship. Joint or partial sponsorship is also available to purchase for all events. Please contact Craig Wellington to discuss your preferred option and to discuss bundled sponsorship opportunities, or sponsorships tailored to your specific needs..

Please indicate your preferred sponsorship option.

Gold Opportunities (\$5,000 - \$10,000)

(includes reserved exhibit booth space)

- **Gala Dinner & Entertainment - Tuesday - \$8,000**
- **Hotel Guest Room Key Cards - \$8,000**
- **Buffet Luncheon - Tuesday - \$6,000**
- **Delegate Bags - \$8,000**
- **Delegate Name Badge Lanyards - \$7,000**
- **Opening Reception – Sunday - \$6,000**
- **Gala Reception – Tuesday - \$5,000**
- **Monday Night Beach BBQ - \$6,500**
- **Luncheon Monday in Trade Show - \$5,500**
- **Hospitality Suites Sunday or Monday - \$6,000**

Silver Opportunities (\$3,000 - \$4,999)

- **Conference Program back page ad (full colour) - \$4,500**
- **Golf Tournament & Reception - Sunday - \$4,500**
- **Breakfast in the Trade Show – Monday - \$4,500**
- **Opening Ceremonies – Monday - \$4,000**
- **Opening Keynote Speaker & Plenary – Monday - \$4,000**
- **Annual General Meeting – Monday - \$3,500**
- **Closing Lunch - Wednesday - \$4,500**
- **Closing Keynote Address – Wednesday - \$3,500**

Sponsorship Opportunities (Cont.)

Bronze Opportunities (\$2,000 - \$2,999)

- Past President's Lunch - \$2,500
- An Education Session - \$2,500
- Conference Website 2019 Photo Gallery - \$2,500

Supporter Opportunities (\$1,000 - \$1,499)

- Closing Lunch Wrap-up Prize - \$1,000 (can be prize donation of equivalent value)
- Secret Exhibitor Prize - \$1,500
- A Refreshment Break - \$1,500

Customize a Package

Bundle any of the above sponsorship opportunities to reach a desired sponsorship level based on your total investment. Let us work with you to provide you with the highest possible corporate profile.

Please attach your business card

Or Provide Full Business Contact Info

Company: _____
 Address: _____
 City/Prov/Code: _____
 Contact Name: _____
 Email: _____
 Tel: _____ Fax: _____
 Website: _____

Payment: Cheque Enclosed: Yes No

MasterCard or Visa

Expiry Date: _____

Name on

Card: _____

Signature: _____

2019 AMCTO EXHIBITOR CONTRACT

Location: Deerhurst Resort

TRADE SHOW hours (times are approximate and subject to change until final program is complete) are Sunday, June 9th – 6:30 pm – 10:00 pm and Monday, June 10th – 7:00 am – 2:00 pm. Set-up is Sunday – 1:00 pm – 5:00 pm. Teardown is Monday – 2:00 pm – 4:00 pm.

The Trade Show will attract *over 450 senior municipal officials* who make key buying decisions for their municipalities. Tickets may be purchased at the registration desk for additional networking opportunities.

Exhibit space is allocated on a 1st paid, 1st reserved basis. RESERVE NOW!

Exhibit Fee: - Up to February 5th, 2019 early bird rate of \$1,600 + HST
- After February 5th, 2019 regular rate applies of \$1,900 + HST

- Please send us a 35 word description of your company and its products/services along with your completed form, for inclusion in our Conference program.
- Please indicate if you would like to donate a prize for door prizes/raffles, etc.

Your Exhibit Fee includes:

- 8' X 10' Exhibit space
- 1 X 6' table
- 2 chairs
- 1 X 15 amp electrical outlet
- 1 free listing and up to 35 word description in the 2019 Conference Program

OF EXHIBIT SPACES: _____ PAYMENT: CHEQUE ENCLOSED: YES NO

VISA / MASTERCARD # _____ EXPIRY DATE: _____

NAME ON CARD: _____ SIGNATURE: _____

___ Yes I would like to donate a prize/s for door prizes/raffles, etc.

IMPORTANT! Read the AMCTO EXHIBITION CONTRACT CONDITIONS

I have read and accepted the notes, terms and conditions of this AMCTO Contract.

NAME: _____ SIGNATURE: _____

DATE: _____

Company Name: _____ Contact Name: _____

Address: _____ City/Prov/Code: _____

Email: _____ Tel: _____ Fax: _____

Website: _____ OnSite Contact: _____

Return completed forms to: Craig Wellington by Fax: (905) 602-4295 or by email: cwellington@amcto.com

AMCTO EXHIBITION CONTRACT CONDITIONS

1. Payment **MUST** accompany registration form in order for the space to be considered “RESERVED”.
2. Registration by fax or email will be considered “RESERVED” only if completed with credit card information or when cheque is received.
3. All Exhibitor names, and/or revisions, additions to Company name must be received by April 1st, 2019 for processing and inclusion in the Conference Program.
4. **You will be provided with 3 complimentary badges. Additional badges are \$75 each.**
5. “RESERVED” Exhibitors will be forwarded an Exhibitor Confirmation with final move-in/out information and order forms for contracted services from our Show Services suppliers after April 1st, 2019.
6. If an Exhibitor cancels within 90 days of the Exhibition (on or after Mar. 8th, 2019), the Exhibitor is liable for 50% of the total contracted space and will be refunded accordingly. Within 60 days, there will be no refund. Failure to appear at the Exhibition does not release the Exhibitor from responsibility for full payment.
7. The Exhibitor is responsible for obtaining Insurance related to their participation in the Exhibition. All of the Exhibitor’s property at the Exhibition shall be at the sole risk of the Exhibitor. Neither AMCTO or Deerhurst Resort assume any responsibility for loss or damage.
8. AMCTO reserves the right to reject Exhibits that it deems unsuitable.
9. Exhibitors will be liable for storage and handling charges, including charges resulting from failure to remove material from the Exhibition at the conclusion. There will be no storage on the Exhibition floor.
10. The Exhibitor agrees to abide by all rules and regulations adopted by AMCTO. AMCTO shall have the final decision regarding any rule or regulation during the Exhibition, set-up and tear down.
11. In the event that the facility in which the Exhibition is to be held, is destroyed or becomes unavailable for occupancy, and AMCTO is unable to permit the Exhibitor to occupy the facility, AMCTO will not be responsible for any Exhibitor loss of business, loss of profits, damage or expense.
12. The Exhibitor agrees to indemnify and hold harmless AMCTO and Deerhurst Resort, their respective officers, agents, and employees against all claims, costs and charges of every kind resulting from occupancy of the exhibit space or its environs.



2019 AMCTO Annual Conference Exhibitor Booth Worker Form

Company Name:

Contact Name:

Telephone:

NAMES OF BOOTH WORKERS (3 COMPLIMENTARY PER EXHIBITOR):

Name:

Name:

Name:

(Additional Name Badges will be charged at \$75 each)

Name:

Name:

Name:

April 1st, 2019 - SUBMISSION DEADLINE

In order to produce the mandatory Name Badges (3 COMPLIMENTARY PER EXHIBITOR), we require your Exhibitors' Names. Additional Name Badges will be charged at \$75 each. If you plan to change personnel at your exhibit, we suggest you have the Company Name printed on the Badge and insert your business card in the holder when you are on-site.

Please note that if we do not receive this completed form by April 1st, 2019 we will not be able to provide personalized exhibitor badges.

Please fax or mail this completed form to:

AMCTO
Attn: Craig Wellington
Fax: (905) 602-4295
2680 Skymark Avenue Suite 610
Mississauga, ON L4W 5L6