Maximizing the Return on Your Sponsorship Investment
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Thank you for Sponsoring ACE 2020!

ACE Sponsors are vital to our ability to continue the now-113 year tradition of providing meaningful and insightful technical programming and networking opportunities for generations of environmental professionals. Your support helps to defray the many costs associated with presenting ACE 2020, enabling advancement of our mission:

To lead in the professional development and critical environmental decision-making of our members, and provide a neutral forum for exchanging information.

The sponsor recognition program at ACE 2020 uses a two-pronged approach designed to meet and support your specific marketing communication needs, and position your organization as a leader in the environmental industry. Thus, we offer a package of Core Benefits and Premium benefits tailored to the level of sponsorship.
Sponsor Core Benefits: *Brand Visuals*

1. Company logo w/hyperlink on the conference website HOME and SPONSORS page(s)
2. Company description w/hyperlink on the SPONSOR PROFILES page
3. Company logo and brief company description in the printed and digital conference final program
4. Company logo in pre-conference communications
5. Onsite signage with company logo where applicable
Claiming Sponsor Core Benefits

- **SUBMIT a High-Resolution digital logo.** Sponsors logo appears on the HOME and SPONSORS page(s) of the conference website (with hyperlink to sponsor website). The format—.eps, .ai; .png, etc.—may vary but must be at least 300 pixels per inch (ppi) for the highest quality image. And, because the logo displays from submission through the end of the conference cycle, sponsors are encouraged to submit their logo early on.

- **SUBMIT a Brief Company Description.** The description, not to exceed 50-words, provides attendees a snapshot of the sponsors history, markets, goods and services. Submission should be arranged as early as possible, although can be edited if necessary until a month or so before the conference when the final program goes to print. The logo, website URL, and description appear in the printed and electronic (PDF) final program.

- Company descriptions may be submitted by email to [jschurman@awma.org](mailto:jschurman@awma.org). The sooner we receive the logo the sooner sponsor core benefits kick in.
Sponsor Premium Benefits

- Complimentary Conference Registrations
- Recognition at Sponsored Event or Item of Choice
- Discount on an Exhibit Booth Space
- Final Program Ad
- EM Magazine Ad
- Recognition at Keynote Session
- Recognition at Honors & Awards Ceremony

**BRONZE SPONSORS AND HIGHER RECEIVE ADDITIONAL Premium Benefits\(^*\)**

* Benefits vary by sponsorship level
# Sponsorship Packages At-a-Glance*

<table>
<thead>
<tr>
<th>Sponsorship Levels</th>
<th>General Conference</th>
<th>Diamond</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>Supporting</th>
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<tbody>
<tr>
<td>Cost (US Dollars)</td>
<td>Customizable</td>
<td>$20,000</td>
<td>$15,000</td>
<td>$10,000</td>
<td>$6,500</td>
<td>$4,500</td>
<td>$2,500</td>
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<tr>
<td>Core Benefits</td>
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<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Complimentary Conference Registrations</td>
<td>Customizable</td>
<td>10</td>
<td>7</td>
<td>5</td>
<td>3</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Recognition at Sponsored Event or Item of Your Choice</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Discount on Your Exhibit Booth</td>
<td>Customizable</td>
<td>20%</td>
<td>20%</td>
<td>10%</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Final Program Ad</td>
<td>Full-Page Color</td>
<td>Full-Page Color</td>
<td>Half-Page Color</td>
<td>Half-Page Color</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EM Magazine Ad</td>
<td>Full-Page Color</td>
<td>Full-Page Color</td>
<td>Half-Page Color</td>
<td>Half-Page Color</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Keynote Session and Honors &amp; Awards Recognition</td>
<td>✔</td>
<td>✔</td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

* Benefits vary by sponsorship level
Claiming Sponsor Premium Benefits

- Complimentary Conference Registrations
- Recognition at Sponsored Events or Item of Choice
- Discount on Exhibit Booth Space
- Final Program Advertisement
- Advertising Submission Instructions
- EM Magazine Advertisement
- Recognition at Keynote Session and Honors & Awards Ceremony
Complimentary Full-Conference Registrations (Bronze and above)

- Complete and return one (1) Sponsor Complimentary Conference Registration Form for each eligible attendee (available on the Sponsor page). The PDF has form-fill capabilities to minimize duplication of attendee information. Attendee contact information will appear in pre- and post-conference Attendee List(s).
- Attendees may pick up their name badges at the Registration Desk upon arriving at the conference facility.
- Complimentary Registration forms may be submitted by email to jschurman@awma.org or registrar <garmstrong@awma.org>.
Claiming Premium Benefits (cont.)

Item or Event Sponsorships (Bronze and above)

**Diamond Sponsor**
- Honors and Awards Ceremony and Luncheon
- Networking Reception in the Exhibit Hall
- Or Selection of a Platinum-Bronze Item/Event

**Platinum Sponsor**
- Networking Reception in the Exhibit Hall
- Conference Proceedings
- Attendee Badge Holder
- Or Selection of a Gold-Bronze Item/Event

**Gold Sponsor**
- Exhibit Hall Grand Opening Ribbon Cutting
- Tuesday or Wednesday Breakfast in the Exhibit Hall
- Exhibition Showcard and Booth Crawl
- Or Selection of a Silver-Bronze Item/Event

**Silver Sponsor**
- Critical Review
- Student Awards Ceremony
- Technical and Student Poster Session
- Or Selection of a Bronze Item/Event

**Bronze Sponsor**
- Environmental Challenge (ECi)
- Student Welcome Reception
- Young Professional Mentor Breakfast
- Technical Program Session (choice of one)

Please email Item/Event Sponsorship selection to jschurman@awma.org
Exhibit Booth Space Discount (Silver and above)

- A Chart of Exhibit Space discounts appears nearby.
- To claim the benefit, sponsors may enter the discounted booth space fee in the “Build your booth” section of the same, or separate Sponsor-Exhibitor Agreement form.
- Exhibit space registrations may be submitted by email to jschurman@awma.org.

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Discount Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>Customizable</td>
</tr>
<tr>
<td>Diamond</td>
<td>20%</td>
</tr>
<tr>
<td>Platinum</td>
<td>20%</td>
</tr>
<tr>
<td>Gold</td>
<td>10%</td>
</tr>
<tr>
<td>Silver</td>
<td>10%</td>
</tr>
</tbody>
</table>
Final Program Advertisement  (Gold level and above)

- Please notify A&WMA staff at least 60 days prior to the conference that you will be providing artwork for an advertisement. Send notification to the email address below.

- Sponsor may place an advertisement in the Conference Final Program. Please refer to the Advertising Submission Instructions on the next page (Sec. 5, Pg. 6).

- Email artwork to jschurman@awma.org by Monday, May 10, 2020.
Advertising Submission Instructions

- URL must accompany all ads.

- Ad artwork must be submitted to A&WMA by May 10.

- Ad Size Specifications:
  - Full-page ad trim size: 8.5"W x 11"H, adding 1/8" all the way around for a full-page bleed
  - Half-page ad trim size: 6.5"W x 4.25"H (half-page ads are non bleed)
  - Text margins (all ad sizes) at least .375" away from the TRIM edges of the advertisement

- Please submit files by email to PParise@awma.org, or by Dropbox (yours or ours) or a similar file sharing and storage solution. If using your Dropbox, please send email authorizing file sharing access to jschurman@awma.org; if using our Dropbox send email address requesting an invitation to share file(s) to jschurman@awma.org.

- Please supply only a print-ready PDF file. We cannot accept any native application file formats (no MS Word, InDesign, Publisher, etc.) or any other file format. PDF must be a high resolution, print-ready file. All raster images should be 300 dpi. All fonts must be embedded. Do NOT include printer’s marks (crop marks, registration marks, etc.) in the file submission.

- All colors should be RGB. We cannot guarantee an exact color match.

- The publisher is not responsible for publishing errors due to incorrect file preparation. We use an on-screen softproofing process. You are not required to send a printed proof.

- All content is subject to approval by A&WMA Executive Director. A&WMA reserves the right to refuse advertising.

Artwork and materials contact: Paige Parise | phone: (412) 904-6002 | email: PParise@awma.org
Claiming Premium Benefits (cont.)

**EM Magazine Conference-Edition Advertisement**  (Gold level and above)

- The EM Magazine advertisement process is the same as the Final Program Advertisement specifications in the nearby subsection with the exception of the submission deadline. Please submit ad artwork no later than April 25, 2020.

**Keynote Session and Honors & Awards Ceremony Recognition**  (Diamond level and above)

- This benefit applies only to General and Diamond Sponsors, and involves recognition from the podium. No additional sponsor action is required.
Contact for Additional Information:

Jeff Schurman
Business Development Manager

412-904-6003
- or -
jschurman@awma.org