



SPECIALTY MEETINGS
SPONSORSHIP PACKAGE

INTERNATIONAL ASSOCIATION OF VENUE MANAGERS





International Association of Venue Manager Speciality Meetings

SPONSORSHIP PACKAGE

With support of our current active and allied membership and associated providers in the form of service, donations and sponsorships, meetings and events throughout IAVM are made possible. The planning committees ask that you review the attached package outlining our program and sponsorship opportunities in the hope for your support. We would like to work with you to find the most suitable pairing for you and/or your firm or organization. If you have any questions, please contact Brenda Pennington, IAVM Sponsorship Manager via phone at 972.538.1013 or email at brenda.pennington@iavm.org

Who is IAVM? - Founded in 1924 and representing public assembly facilities from around the globe and organized in 8 districts, International Association of Venue Managers (IAVM) Active members include managers and senior executives from auditorium, arenas, convention centers, exhibit halls, stadiums, performing arts theaters, and amphitheatres. Member facilities represent huge expenditures of public and private funds. They attract millions of patrons to an astonishing variety of events from football to basketball, from baseball to hockey, from rock concerts to conventions, conferences, ballets...the list is almost endless.

IAVM also counts more than 400 Allied companies among its members. These companies provide products and services used by these organizational managers. Through their IAVM membership, these Allied members are able to present their products to this vast market.

The IAVM Vision – The International Association of Venue Managers, having significant influence in a global industry, is the acknowledged organization providing superlative leadership, cutting-edge innovation, advanced education, supportive advocacy, opportunities for networking and connection to other venue professionals around the world. Committed to international membership growth and development, IAVM is the preeminent source for all public assembly related research, information, services, and life-safety issues worldwide. IAVM provides unprecedented member value and is endowed with unlimited opportunities to partner and embrace industry affiliations.

The IAVM Mission: To educate, advocate for, and inspire public assembly venue professionals, worldwide.

“IAVM sponsorships are an important means of generating business for BPI. The association doesn’t take sponsorships for granted. Instead, IAVM exceeds expectations by promoting sponsoring companies through multiple channels. I’ve never regretted a single dollar spent with IAVM.”

Kevin Murphy, President – Basketball Products International.

MEETING DESCRIPTIONS

University Venue Management Conference – UVMC: Held at the beginning of the Annual Conference, UVMC provides valuable programming for venue managers on college and university campuses.

Arena Management Conference – AMC: This conference focuses on issues relevant to arenas; such as increasing attendance, upcoming concert tours and new shows, publicity and advertising, merchandising, ethics, safety, and additional revenue sources.

International Convention Center Conference – ICCC: The International Convention Center conference has a rich history of bringing convention center management professionals together with representatives of related industry groups to share ideas, concerns and solutions to the challenges they face.

“As an IAVM sponsor for the past 10 years, we see benefits firsthand. We find that our brand recognition has increased as part of sponsoring IAVM functions because it provides us with the opportunity for face to face marketing and nothing is more valuable to us than the personal relationships that have formed through IAVM.”

Brent Stevens, Regional Sales Manager – Daktronics, Inc.



International Crowd Management Conference – ICMC: ICMC addresses crowd management techniques and issues at public events, a topic of critical importance to managers of public assembly venues.

Performing Arts Managers Conference – PAMC: This conferences focuses on the unique challenges faced by manages in performing arts venues. It seeks to bring all facets of the industry together to create dialogue and find effective operating practices.

International Stadium Management Conference – ISMC: ISMC is dedicated to the education and professional development of stadium managers throughout the world. Issues from all types of stadiums are covered.

“We value our IAVM sponsorship because it directly connects us with some of our most important industry friends. It gives us great visibility but also allows us to support all the wonderful programs IAVM offers.”

Gina Leo-Stingley, Brand Manager - Populous

SPONSORSHIP MENU

Title Sponsor	\$15,000
Opening Dinner / Reception (ICCC)	\$15,000
Cocktail Hour (ICCC)	\$5,000
Audio/Visual	\$5,000
Boot Camp Title Sponsor (Where applicable)	\$5,000
Receptions (vary by meeting)	\$5,000
ASTC Session - PAMC	\$5,000
Lunches (vary by meeting)	\$4,500
Keynote Session	\$4,000
Meeting Transportation	\$4,000
Refreshment Breaks with snack and beverage	\$4,000
Refreshment Breaks beverage only	\$3,000
Educational Sessions	\$2,500
Student Scholarship (PAMC)	\$2,000
General Sponsorship	\$1,650

Technology Showcase (ICMC / AVSS)			
Activity	Regular	Try 1	Try 2
Discount	20%	30%	40%
ICMC	\$500	\$400	\$350
AVSS February	\$350	\$280	\$210

Exclusivity Benefits Varies by Event

“As a vendor to the public assembly industry, I consider our association with IAVM a critical element in our relationship with this industry. We have come into contact with decision makers at all levels at the various IAVM programs that we attend and/or sponsor.”

David Schwartz, President – ABI, Inc.

SPONSORSHIP BENEFITS

Title Sponsorship

- Up to six (6) free registrations for your company
- Company name and logo on print pieces if print deadline is met
- Company name and logo with web link on iavm.org website
- Color ad on back page of conference program
- Short loop on buses during travel if permitted by transportation company



- Daily recognition as Title Sponsor
- Signage at IAVM Registration desk noting Title Sponsorship
- Banner ad on IAVM Career Opportunities – six (6) issues
- Ability to display additional signage/product in IAVM Registration area – provided by sponsor



Opening Dinner/Reception – ICCV Only

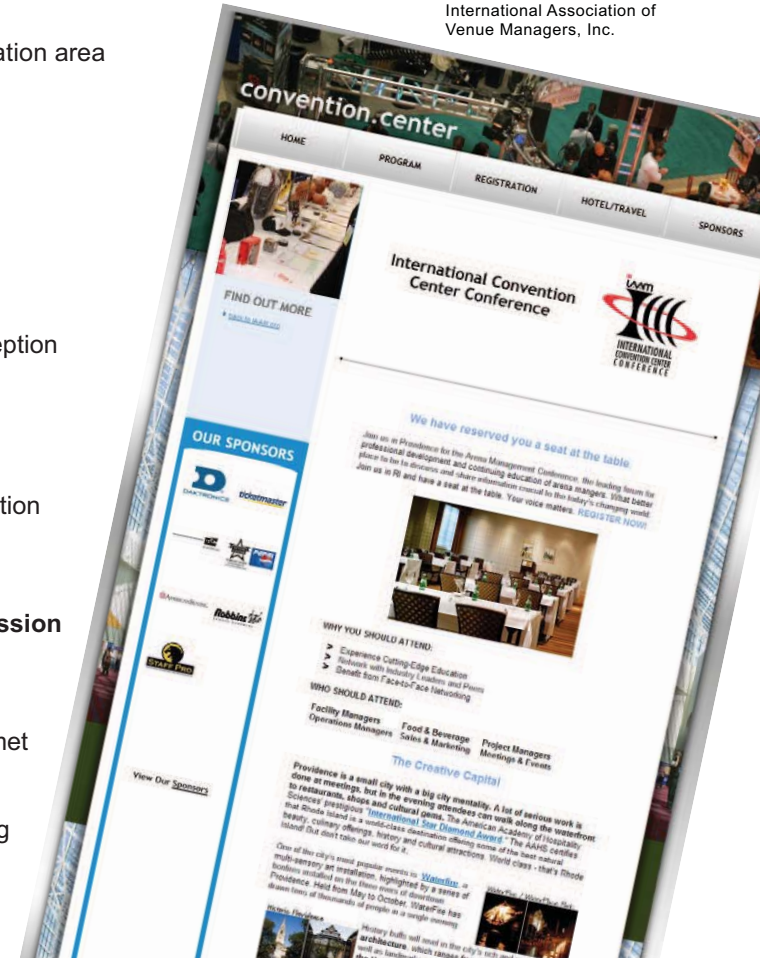
- Up to six (6) free registrations for your company
- Company name and logo with web link on iavm.org website
- Ability to greet attendees during dinner
- Recognition as opening reception sponsor during day of reception and following day
- Signage at IAVM Registration desk noting sponsorship
- Banner ad on IAVM Career Opportunities – six (6) issues
- Ability to display additional signage/product in IAVM Registration area – provided by sponsor

Cocktail Hour / Audio Visual /Boot Camp / Receptions / ASTC Session – where applicable

- Up to five (5) free registrations for your company
- Company name and logo on print pieces if print deadline is met
- Company name and logo with web link on iavm.org website
- Recognition as boot camp sponsor during boot camp opening sessions
- Signage at IAVM Registration desk noting Boot Camp Title Sponsorship
- Banner ad on IAVM Career Opportunities – four (4) issues
- Ability to display additional signage/product in IAVM Registration area – provided by sponsor

Lunch / Keynote Session / Meeting Transportation / Refreshment Break (F&B)

- Up to four (4) free registrations for your company
- Company name and logo on print pieces if print deadline is met
- Company name and logo with web link on iavm.org website
- Ability to greet attendees during sponsored session/event
- Recognition as sponsor during sponsored session/event
- Signage on buses (transportation sponsor only)
- Signage at event notating sponsorship
- Ability to display additional signage/product during sponsored event – provided by sponsor



Refreshment Break w/ beverage only, Educational Sessions / Student Scholarship

- Up to three (3) free registrations for your company
- Company name and logo on print pieces if print deadline is met
- Company name and logo with web link on iavm.org website
- Ability to greet attendees during break/session
- Recognition as break/session sponsor during day of sponsorship
- Ability to display additional signage/product during sponsored event – provided by sponsor

General Sponsorship

- Up to two (2) free registrations for your company
- Company name and logo on print pieces if print deadline is met
- Company name and logo with web link on iavm.org website
- Recognition as sponsor during meeting
- Name listing on general signage at IAVM Registration desk

Technology Showcase

- Skirted Table
- Electricity as available from wall outlets
- Presentation time for their product, two – five minute range, depending on program
- Web Presence for each activity purchased
- ICMC Program listing, AVSS registration list inclusion
- Reception / Social Activity
- One day attendee pass, each activity (\$95 value at ICMC)
- One month (2 issues) IAVM ENews electronic Banner ad (\$750 value) for each activity's month

All levels of sponsorship will be introduced during conference, receive pre and post conference attendee list, have the opportunity to have one – two pieces of promotional materials displayed. All sponsors will be listed on general signage as well as during their sponsored session/event.

Direct bill or in-kind sponsorships can also be arranged.

Other sponsorship options may be available.

“The IAVM provides access to a wide array of facility managers throughout the public facilities industry; from Arenas to Convention Centers to Stadiums to Performing Arts Centers, the IAVM provides networking opportunities that are virtually unparalleled in the industry. Because of these networking opportunities, and because of the exposure that we gain from sponsoring the various IAVM events, the money that we spend to sponsor and support the IAVM is perhaps the most important advertising dollars that we spend in a given year. Almost every facility manager is a member of the IAVM, and almost every facility manager instantly recognizes the companies that support the IAVM.”

Rusty Lenner, West Sales Manager – StageRight Corporation



IAVM Sponsorship Reservation Form

Name: _____

Company: _____

Address: _____ City: _____

State: _____ Zip/Postal Code: _____ Country: _____

Telephone: (country code / city code): _____ Fax: _____

Authorized Signature: _____ E-mail: _____

First Sponsorship Choice: _____ Fee: _____

Second Sponsorship Choice: _____ Fee: _____

In-Kind Donation: _____ Value: _____

Please circle meeting/s: AMC ICC ICMC PAMC ISMC UVMC

Your information will be added to the IAVM website as soon as this form is returned with credit card information.

Please mail or Fax Correspondence To:

Please remit payments to:

(Make checks payable to IAVM)

IAVM Sponsorship

635 Fritz Drive

Coppell, TX 75019

Fax: 972.906.7418

E-mail: brenda.pennington@iavm.org

Web Site: www.iavm.org

Questions?

Contact Brenda Pennington at

1.972.538.1013

DON'T WAIT – RESERVE YOUR SPONSORSHIP NOW!

Payment Terms:

A credit card number is required when reserving your sponsorship. Payment must be received in 30 days prior to the meeting or the credit card will be charged. You will be notified before a charge is made.

Credit Card: _____ Exp Date: _____

Name on Card: _____



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