



## Retro RAW Sponsorship Agreement 2019

The Regional Aquatics Workshop (RAW) offers a unique opportunity to network with public aquarium professionals from around the world. We are excited to bring RAW back to its roots in the Midwest for the 30<sup>th</sup> anniversary. Retro RAW in Columbus will bring together the largest group of aquatic curators, aquarists, LSS operators and directors from large and small public aquariums and zoos in North America, Europe, Australia and, occasionally, Asia and Africa.

The RAW conference is financially supported by sponsorships. Sponsors can be vendors, industry suppliers and other relevant companies or donors. The RAW Sponsorship Committee (RAWSC) was created to ensure a fair and balanced approach to RAW sponsorships. Receipt of funds for sponsorship by the host institution indicates your intent to abide by the following guidelines as a Sponsor of RAW.

Please note: only those companies that have purchased one of the sponsorship packages listed below will be permitted to advertise, showcase and distribute their materials during the conference.

### What is a Sponsorship?

Sponsorship is the purchase of the right to associate the sponsor's name, products, and services with support of the Regional Aquatics Workshop (RAW).

Sponsorships will be offered on a first-come, first-served basis and are contingent upon receipt of funds and a signed sponsorship agreement. Please submit to: **Jen Compston** ([jennifer.compston@columbuszoo.org](mailto:jennifer.compston@columbuszoo.org)) by April 1<sup>st</sup>, 2019.

The following sponsorship levels are available; please select the level at which you wish to contribute:

- Gnarly Nudibranch Sponsorship (\$1500)
- Jammin' Jellyfish Sponsorship (\$2500)
- Fly Flounder Sponsorship (\$3500)
- Massive Manatee Sponsorship (\$5000)

The following a la carte items are available on a first come first serve basis; they may be purchased with one of the above sponsorship packages, or by themselves.

- Conference Mobile App (\$2500)
- Elevator door advertisement (\$2000)

- Advertisement wrap on pillars (\$750 per pillar)
  - Number of pillars \_\_\_\_\_
- Hotel Bar drink coaster (\$750)
  - \*Must provide the coasters
- Repetitive Hyatt Promotional Channel (\$750 per day)
  - Number of days \_\_\_\_\_
- Room Key Cards with Logo or Advertisement (\$1000)
  - \*Must provide the room keys
- VIP Area at PINS Mechanical Company for Thursday Night Event (\$300)
- Aquarist Olympic Towels (\$250)
  - \*Must provide towels
- Green Screen Photo Experience at Icebreaker (\$1000)

\*Detailed sponsorship benefits listed in enclosed sponsorship solicitation.

### **Sponsorship Benefits that are NOT permitted**

The following benefits are not permitted and will not be offered by the host institution:

- Greater prominence of the sponsors trade mark, name or logo, compared to the prominence of the RAW logo, sponsors of the same level, or that of the host institution on signs, banners etc. other than those within your designated booth.
- Additional attendees that have not registered as a Commercial Affiliate.
- The display or sale of live animals during the conference.
- Booth size or space larger than designated by the Sponsorship Benefits
- Display or distribution of sponsorship items on the registration desk.
- Display or distribution of materials other than those that relate to that particular sponsor.
- Sharing of tables or splitting of sponsorship by more than one company.
- Sponsorship materials may not be affixed to ceilings or walls and must be contained within allotted space.
- Presentations that exceed the allotted 5 minutes or 10 minutes slots are not allowed

### **Additional Considerations:**

- Sponsors are required to submit attendee registration information by the requested due dates.
- Failure to do so could result in forfeiture.
- Sponsor presentation time slots during workshop schedule will determined by host institution.
- Unapproved sponsors will not be permitted to advertise or distribute materials.
- Sponsorship confirmation is only complete once this contract has been signed and returned and payment is secured by host institution. A verbal commitment is not enough to secure sponsorship.

- Display assembly and disassembly must take place during times allocated by host institution
  - Setup can begin as early as Sunday morning May 12th 2019
  - Disassembly must be complete by 5pm Friday May 17th 2019
- Requests for electrical and other resources must be communicated with host Institution in advance of workshop. The Columbus Zoo and Aquarium will make every attempt to accommodate requests communicated in advance, but will not accommodate requests once RAW is in progress.
- The Columbus Zoo and Aquarium will not accept shipments in advance of the RAW conference. Please make accommodations to bring items to the conference hotel during aforementioned setup period.
- If you wish to register additional representatives beyond those provided with a particular sponsorship package, you may do so by paying the Commercial Affiliate registration price (\$500) for each additional individual.

I have read and agree to the aforementioned terms, and commit to support of the 2019 Regional Aquatics Workshop at The Columbus Zoo and Aquarium.

Company Name \_\_\_\_\_

Representative Signature \_\_\_\_\_ Date \_\_\_\_\_