

We invite you to
become a sponsor!



There is no better way to get your brand, product, or service in front of city and other local government decision makers than by partnering with us.

Optimize your visibility with cities.

Sponsoring one or more of our signature events allows you to demonstrate your support for cities, while exposing your brand or service to the audience of your choice.



5

Outstanding sponsorship opportunities for 2020

281

Cities and towns in Washington state

100%

Cities and towns are AWC members



92%


Cities and towns are in one or more AWC program



Contact:

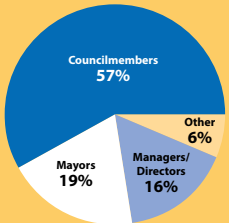
Tonia Sugarman
Director of Member Services
360.753.4137
tonias@awcnet.org

Want to sponsor multiple events?
Ask us about bundling packages.




350 People expected to attend

More than **50** Legislators expected to attend key events, including our popular reception

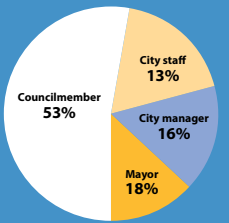


Attendees are those making decisions at city hall



550 People expected to attend

3 days The amount of time you get face-to-face interaction with attendees



Attendees are those making decisions at city hall




500 People expected to attend

2.5 days The amount of time you get face-to-face interaction with attendees

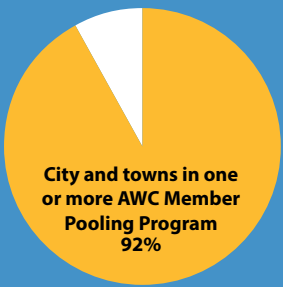


Attendees are from cities, counties and other government agencies




140 People expected to attend

2 days The amount of time you get face-to-face interaction with attendees

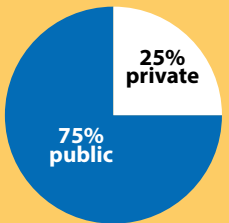


City and towns in one or more AWC Member Pooling Program 92%



400 People expected to attend

2 days The amount of time you get face-to-face interaction with attendees



Attendees represent the public and private sectors



January 28-29, 2020 | Olympia

Want greater visibility among city leaders and statewide decision makers? Held annually during the legislative session, City Action Days is AWC's two-day legislative conference that brings city officials to Olympia to educate legislative and executive branch leaders about city priorities and push the city agenda forward.

Select from a robust menu of benefits, depending on the participation level that's right for you.

| Sponsorship details | Premier \$10,000 | Gold \$7,500 | Silver \$5,000 | Bronze \$2,500 | Standard \$1,500 |
|--|---------------------|-----------------|-------------------|-------------------|---------------------|
| Reserved table at reception for company marketing materials and give aways | X | X | X | | |
| Conference program - company ad* | Full page | ½ page | ¼ page | | |
| Complimentary conference registrations for company staff - <i>includes meal events and our popular legislative reception</i> | 4 | 3 | 2 | 1 | |
| Access to attendee list for post-conference follow-up | X | X | X | X | |
| CityVoice electronic newsletter - one company ad* - 4,600 circulation | X | X | X | X | X |
| Conference website | Logo | Logo | Logo | Printed name | Printed name |
| Select conference signage | Logo | Logo | Logo | Printed name | Printed name |
| Break time PowerPoint | Logo | Logo | Logo | Printed name | Printed name |
| Conference app - banner ad or notification | X | X | X | | |
| Conference app - logo and company bio | X | X | X | X | X |

All sponsors must also be AWC Associate Members. AWC reserves the right to approve all sponsors.

** Company provides art according to specs. Due date is January 6, 2020. Logo size and placement varies based on sponsor level.*





March 18-19, 2020 | Lynnwood

Explore the Healthy Worksite Summit's sponsorship opportunities and be a part of the Northwest's premier training event dedicated to making workplaces healthy places. At this event, employers come together to learn, share, and explore the latest trends in workplace health promotion.

Select from a robust menu of benefits, depending on the participation level that's right for you.

| Sponsorship details | Premier \$10,000 | Gold \$7,500 | Silver \$5,000 | Bronze \$2,500 | Standard \$1,500 |
|--|---------------------|-----------------|-------------------|-------------------|---------------------|
| One exhibit booth <i>Limited availability</i> | Premier booth | Premier booth | Premier booth | | |
| Conference program - company ad* | Full page | ½ page | ¼ page | | |
| Complimentary conference registrations for company staff - <i>includes meal events</i> | 4 | 3 | 2 | 1 | |
| Conference program and website | Logo | Logo | Logo | Printed name | Printed name |
| Select conference signage | Logo | Logo | Logo | Printed name | Printed name |
| Break time PowerPoint | Logo | Logo | Logo | Printed name | Printed name |
| Conference app - banner ad or notification | X | X | X | | |
| Conference app - logo and company bio | X | X | X | X | X |

The AWC Employee Benefit Trust reserves the right to approve all sponsors and exhibitors.

** Company provides art according to specs. Due date is February 18, 2020. Logo size and placement varies based on sponsor level.*





May 6-8, 2020 | Yakima

AWC's Labor Relations Institute is the premier training event for public sector human resources and labor relations professionals. The agenda is structured to inform and inspire, helping attendees understand the current legal landscape, navigate emerging trends, solve problems, enhance skills, and improve employee-management relations. Attendance at LRI is limited to those who solely represent the interests of management.

Select from a robust menu of benefits, depending on the participation level that's right for you.

| Sponsorship details | Premier \$10,000 | Gold \$7,500 | Silver \$5,000 | Bronze \$2,500 | Standard \$1,500 |
|---|---------------------|------------------|-------------------|-------------------|---------------------|
| One exhibit space with electrical service <i>Limited availability</i> | Premier location | Premier location | Premier location | X | X |
| Conference program - company ad* | Full page | ½ page | ¼ page | | |
| Concurrent session - opportunity to present educational content to attendees <i>Subject to availability & approval</i> | X | X | | | |
| Complimentary conference registrations for company staff - <i>includes meal events</i> | 4 | 3 | 2 | 1 | |
| Access to attendee list for post-conference follow-up | X | X | X | X | |
| CityVoice electronic newsletter - one company ad* - <i>4,600 circulation</i> | X | X | X | X | X |
| Conference website | Logo | Logo | Logo | Printed name | Printed name |
| Select conference signage | Logo | Logo | Logo | Printed name | Printed name |
| Break time PowerPoint | Logo | Logo | Logo | Printed name | Printed name |
| Conference app - banner ad or notification | X | X | X | | |
| Conference app - logo and company bio | X | X | X | X | X |

All sponsors must also be AWC Associate Members. AWC reserves the right to approve all sponsors and exhibitors.

* Company provides art according to specs. Due date is April 6, 2020. Logo size and placement varies based on sponsor level.





June 23-26, 2020 | Kennewick

Be part of the AWC Annual Conference, Washington's largest gathering of city elected and appointed officials. With its city-focused agenda, all general sessions, concurrent sessions, mobile tours, networking opportunities, social events and the exhibit are designed to educate and inspire.

Select from a robust menu of benefits, depending on the participation level that's right for you.

| Sponsorship details | Premier \$10,000 | Gold \$7,500 | Silver \$5,000 | Bronze \$2,500 | Standard \$1,500 |
|---|---------------------|-----------------|-------------------|-------------------|---------------------|
| One exhibit booth with electrical service <i>Limited availability</i> | Sponsor circle | Sponsor circle | Premier booth | | |
| Conference program - company ad* | Full page | ½ page | ¼ page | | |
| Listing in July/August edition of <i>Cityvision</i> magazine – 7,500 circulation | X | X | X | | |
| Concurrent session - opportunity to present educational content to attendees <i>Subject to availability & approval</i> | X | X | | | |
| Complimentary conference registrations for company staff - <i>includes meal events</i> | 4 | 3 | 2 | 1 | |
| Access to attendee list for post-conference follow-up | X | X | X | X | |
| <i>CityVoice</i> electronic newsletter - one company ad* - 4,600 circulation | X | X | X | X | X |
| Conference website | Logo | Logo | Logo | Printed name | Printed name |
| Select conference signage | Logo | Logo | Logo | Printed name | Printed name |
| Break time PowerPoint | Logo | Logo | Logo | Printed name | Printed name |
| Conference app - banner ad or notification | X | X | X | | |
| Conference app - logo and company bio | X | X | X | X | X |

All sponsors must also be AWC Associate Members. AWC reserves the right to approve all sponsors and exhibitors.

* Company provides art according to specs. Due date is May 22, 2020. Logo size and placement varies based on sponsor level.





October 14-15, 2020 | Kennewick

Through Member Expo, members of AWC’s Member Pooling Programs learn to maximize program benefits and invest in employees. This signature event provides sessions that help attendees extract the greatest value from AWC services and programs.

Select from a robust menu of benefits, depending on the participation level that’s right for you.

| Sponsorship details | Premier \$5,000 | Gold \$3,500 | Silver \$2,000 | Bronze \$1,000 |
|---|--------------------|-----------------|-------------------|-------------------|
| Customized opportunity to sponsor a reception, meal or speaker | Exclusive | Co-sponsor | Co-sponsor | |
| Conference program - company ad* | Full page | ½ page | ¼ page | |
| Access to attendee list for post-conference follow-up | X | X | X | X |
| Conference website | Logo | Logo | Printed name | Printed name |
| Select conference signage | Logo | Logo | Printed name | Printed name |
| Break time PowerPoint | Logo | Logo | Printed name | Printed name |
| Conference app - banner ad or notification | X | X | | |
| Conference app - logo and company bio | X | X | X | X |
| AWC thanks sponsors in Member Pooling Program electronic newsletter ad – printed name | X | X | X | X |

Conference sponsorship is exclusively available to partners of the Employee Benefit Trust, Risk Management Service Agency, AWC Workers’ Comp Retro Program, and Drug & Alcohol Consortium. AWC reserves the right to approve all sponsors and exhibitors.

** Company provides art according to specs. Due date is September 16, 2020. Logo size and placement varies based on sponsor level.*





Get face-to-face with city leaders and decision makers.

Exhibit at an AWC event.

Whether or not you choose to sponsor an AWC event, you won't want to miss our exhibit opportunities. Silver level sponsorships and above include exhibit space.

Share your latest resource or solution.

As an exhibitor, you can actively engage with city leaders and key decision makers. Show off your newest product, solution, or resource to help leaders deliver municipal services efficiently and effectively. Make connections that yield new prospects and partnerships.







Thank you to our 2019 sponsors!

City Action Days

PREMIER SPONSORS

Regence BlueShield
Asuris Northwest Health

GOLD SPONSORS

Johnson Controls
OMNIA Partners

BRONZE SPONSOR

Gordon Thomas Honeywell Governmental Affairs

Labor Relations Institute

PREMIER SPONSORS

Regence BlueShield
Asuris Northwest Health
Summit Law Group

BRONZE SPONSORS

Aon
AWC Employee Benefit Trust

STANDARD SPONSOR

AWC Worker Comp Retro Program
Perkins Coie LLP

Healthy Worksite Summit

PREMIER SPONSORS

Regence BlueShield
Asuris Northwest Health

SILVER SPONSORS

Delta Dental of Washington
Kaiser Permanente

BRONZE SPONSORS

Aon

STANDARD SPONSORS

VSP Vision Care
Willamette Dental of Washington

Annual Conference

PLATINUM SPONSOR

Comcast NBCUniversal

PREMIER SPONSORS

Regence BlueShield
Asuris Northwest Health

GOLD SPONSORS

Johnson Controls

SILVER SPONSORS

Delta Dental of Washington
Kaiser Permanente
McKinstry
OMNIA Partners
Puget Sound Energy
SAFEbuilt, Inc.
Washington State Department of Commerce
Washington State Public Works Board
Waste Management

BRONZE SPONSORS

Aon
FLO Analytics
Gordon Thomas Honeywell Governmental Affairs
Washington 529 College Savings Plan

STANDARD SPONSORS

Perkins Coie LLP

Member Expo

PREMIER SPONSORS

Regence BlueShield
Asuris Northwest Health

SILVER SPONSOR

Delta Dental of Washington

BRONZE SPONSORS

Aon
BIAS Software

Interested in joining this list?

Contact: Tonia Sugarman, Director of Member Services
360.753.4137 or tonias@awcnet.org