



## SPONSORSHIP OPPORTUNITIES

### Reach the Largest Audience in Chemical Engineering R&D

With an expected attendance of 7,000 chemical engineers working in all aspects of R&D, the 2019 AIChE® Annual Meeting is the best way to reach this exclusive audience. Capture the decision makers and potential buyers your business seeks at a time when they are focused on discovering the latest developments, products and services they need to succeed. You'll find them here at this annual event.

### Reach the Audience You're Looking For:

- Over 90% of attendees work in R&D. Reach both academic and industrial R&D professionals
- AIChE Annual Meeting attendees know they can find high quality research and technology solutions at this event
- 1 in 4 attendees are from outside the U.S.A, allowing you to expand your sales geography without leaving the U.S.A.

### Sponsorship Delivers Big Rewards

Sponsorship of AIChE conferences provides you with an easy, cost-effective forum to communicate your message and promote your brand to R&D experts. You'll gain valuable face time with chemical engineering R&D professionals who want and need what your firm has to offer.

### Sponsorship Opportunities At-A-Glance

AIChE offers a wide array of sponsorships that can help your company in a variety of ways. Branding oriented sponsorships provide your company with high presence and visibility. Messaging sponsorships allow your company to communicate its vision to a broad or specific group of conference attendees. Many sponsorship opportunities have each of these elements if you are interested in both. General sponsorship options are open to multiple sponsors and give your company broad visibility



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NOVEMBER 10-15, 2019 • HYATT REGENCY • ORLANDO, FL

# WHY SHOULD YOUR COMPANY BE A MEETING SPONSOR

**Attendees work in a wide range of industries and research areas. The most popular ones include:**

- Alternative Energy
- Bioengineering, Biotechnology and Biomedical
- Chemicals
- Fossil Fuels & Petrochemicals
- Materials & Nanotechnology
- Pharmaceuticals

**The most popular topics at the meeting include:**

- Catalysis and Reaction Engineering
- Computational Molecular Science
- Computing & Systems Technology
- Engineering Sciences and Fundamentals
- Environmental Engineering
- Bioengineering
- Fuel & Petrochemicals
- Materials Engineering and Sciences
- Nanoscale Science & Engineering
- Particle Technology
- Pharmaceutical Discovery, Development and Manufacturing
- Process Development
- Separations
- Sustainable Engineering

**A Wide Choice of Sponsorship Options Provides Everything You Need To:**

- Keep your brand front and center – stand out from the competition while you raise brand awareness and reinforce preference
- Support relationships with current and prospective clients by showing support for the profession
- Highlight your message and impact on the chemical engineering community



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# SPONSORSHIP BENEFITS AT-A-GLANCE

**AD RESERVATIONS DEADLINE: September 13, 2019 • AD MATERIALS DEADLINE: September 16, 2019**

## All Sponsors Receive Core Benefits:

- Recognition on AIChE's high-traffic website,
- Recognition on signage and banner at the Annual Meeting
- Recognition in onsite conference program book sponsors listing
- Recognition in the meeting app

## Recognition Based on Level of Support

Titanium	\$20,000+
Platinum	\$15,000-\$19,999
Gold	\$10,000-\$14,999
Silver	\$5,000-\$9,999
Bronze	\$2,500-\$4,999

Sponsorship, Price and Availability	Complimentary Registrations	Exhibit Space	Advertisement in Conference Program Book	Mailing List of Conference Attendees	Logo in Promotional Emails	Sponsorship Benefit
<b>BRANDING</b>						
These sponsorships will position your brand in highly visible areas throughout the conference.						
<b>AV Sponsorship</b> \$50,000 (1 available)	8	✓	Full-page	✓	✓	Company slide will be displayed daily before the first and second technical sessions in every session room for the duration of the meeting.
<b>Meeting Lanyards</b> \$35,000 (1 available)	3	✓	Full-page	✓	✓	Your company's logo will be around the necks of every attendee at the meeting.
<b>Opening Reception</b> \$25,000 (1 available)	6	✓	Full-page	✓	✓	Make a lasting first impression at the Opening Reception and continue a large level of branding throughout the meeting.
<b>Canvas Bags</b> \$15,000 (lots of 1,000)	1			✓	✓	Your company's logo will be on bags carried around by 1,000 attendees throughout the conference.
<b>Padfolios</b> \$12,000 (lots of 1,000)	1			✓	✓	Your company's logo will be on note pads carried around by 1,000 attendees throughout the conference.
<b>Poster Session Reception</b> \$10,000 (2 available)	1			✓	✓	Receive recognition, promote your company and distribute drink tickets during one of the poster session receptions in the exhibit hall.
<b>Coffee Break</b> \$10,000 (2 available)	1			✓	✓	Receive recognition and promote your company during one of the coffee breaks in the exhibit hall.
<b>Meeting Gold App</b> \$7,500 (1 available)	1			✓		Over 80% of attendees download the meeting app. Receive recognition in a variety of places every time attendees use the app.
<b>Charging Station</b> \$6,000				✓		Recognition in the exhibit hall where attendees can recharge their electronic devices.

## SPONSORSHIP BENEFITS AT-A-GLANCE

Sponsorship, Price and Availability	Complimentary Registrations	Exhibit Space	Advertisement in Conference Program Book	Mailing List of Conference Attendees	Logo in Promotional Emails	Sponsorship Benefit
<b>MESSAGING</b>						
These sponsorships will allow you to communicate your vision, goals and how your products & services can help the general meeting audience or a targeted group of attendees.						
Premium Ad Space in Conference Program Book \$5,000 (3 available)			Full-page	✓		Place a 4-color company advertisement on one of the covers of the conference program book (Outside Back Cover, Inside Front Cover, Inside Back Cover).
Technology Workshop \$4,000				✓		Communicate the benefits of your products and services to an engaged, targeted audience who are in the ideal situation and mindset to learn about new options to improve their work.
Email Banner Ad \$3,500 (3 available)				✓		Highlight your presence at the meeting and your company's vision in a banner ad sent out in an email to all attendees.
Session Track \$3,500				✓		Communicate your message to a particular group of attendees who all work in a specific area.
Meeting App Banner \$3,000 (3 available)				✓		A scrolling banner and landing page in the meeting app will keep your company on the mind of the over conference attendees .
Meeting App Explore Ad \$3,000 (2 available)				✓		Company button in the Explore page of the meeting app with a link to a page of your choice.
<b>GENERAL</b>						
These sponsorships will give your company a high level of recognition throughout the meeting.						
Titanium \$20,000	6	✓	Full-page	✓	✓	
Platinum \$15,000	4	✓	Full-page	✓	✓	
Gold \$10,000	2	✓	Half-page	✓	✓	
Silver \$5,000	1			✓		
Bronze \$2,500				✓		

## SPONSORSHIP DETAILS

Sponsorship	Cost	Includes Core Benefits, Plus:
<b>BRANDING SPONSORSHIPS</b>		
<b>AV Sponsorship (1 available)</b>	\$50,000	<ul style="list-style-type: none"> <li>• 8 full meeting registrations</li> <li>• 10'x10' Exhibit space</li> <li>• Full page ad (B/W) in meeting program book</li> <li>• Sponsor slide in every technical session room before the first and second sessions of each day</li> </ul>
<b>Meeting Lanyards (1 available)</b>	\$35,000	<ul style="list-style-type: none"> <li>• 3 full meeting registrations</li> <li>• 10'x10' Exhibit space</li> <li>• Full page ad (B/W) in meeting program book</li> <li>• Company logo on lanyards distributed to all meeting attendees</li> </ul>
<b>Opening Reception (1 available)</b>	\$25,000	<ul style="list-style-type: none"> <li>• 6 full meeting registrations</li> <li>• 10'x10' Exhibit space</li> <li>• Full page ad (B/W) in meeting program book</li> <li>• Sponsor logo on beverage napkins</li> <li>• Exclusive sponsor recognition during Opening Reception</li> </ul>
<b>Canvas Bags (lots of 1,000)</b>	\$17,500	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Company logo on 1,000 conference bags distributed to meeting attendees</li> </ul>
<b>Padfolios (lots of 1,000)</b>	\$12,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Company logo on 2,000 conference padfolios distributed to meeting attendees</li> </ul>
<b>Poster Reception (2 available)</b>	\$10,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Signage on display during afternoon poster session</li> <li>• Sponsor logo on beverage napkins</li> <li>• 200 sponsored drink tickets and koozies distributed to attendees</li> </ul>
<b>Coffee Break (2 available)</b>	\$10,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Signage on display during selected coffee break</li> </ul>
<b>Meeting Gold App (1 available)</b>	\$7,500	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Company logo on official meeting app launch page and high presence</li> </ul>
<b>Charging Station</b>	\$6,000	<ul style="list-style-type: none"> <li>• Sponsor logo on charging station placed in high traffic area of exhibit hall or next to exhibit booth (if possible)</li> </ul>

## SPONSORSHIP DETAILS

Sponsorship	Cost	Includes Core Benefits, Plus:
<b>MESSAGING SPONSORSHIPS</b>		
Premium Ad Space in Conference Program Book (3 available)	\$5,000	<ul style="list-style-type: none"> <li>• Full page, 4-color ad on a cover space in the program book (outside back cover, inside front cover, inside back cover as available)</li> </ul>
Sponsored Technology Workshop	\$4,000	<ul style="list-style-type: none"> <li>• 2.5 hour time slot (or 2, 75 minute sessions) to present your products and services to a targeted audience</li> </ul>
Email Banner Ad (3 available)	\$3,500	<ul style="list-style-type: none"> <li>• Sponsor banner in one email sent to all participants before the meeting</li> </ul>
Session Track	\$3,500	<ul style="list-style-type: none"> <li>• Recognition outside of all session rooms in selected track</li> </ul>
Meeting App Banner (3 available)	\$3,000	<ul style="list-style-type: none"> <li>• Company logo on official meeting app launch page and presence throughout app</li> </ul>
Meeting App Explore Ad (2 available)	\$3,000	<ul style="list-style-type: none"> <li>• Company button in the Explore page of the meeting app with a link to a page of your choice.</li> </ul>
<b>GENERAL SPONSORSHIPS</b>		
Titanium	\$20,000	<ul style="list-style-type: none"> <li>• 6 full meeting registrations</li> <li>• 10'x10' exhibit booth</li> <li>• Full page, black &amp; white advertisement in conference program book</li> <li>• Full page ad in CEP AIChE Annual Meeting Preview</li> <li>• Recognition in meeting promotional emails</li> </ul>
Platinum	\$15,000	<ul style="list-style-type: none"> <li>• 4 full meeting registrations</li> <li>• 10'x10' exhibit booth</li> <li>• Full page, black &amp; white advertisement in conference program book</li> <li>• Recognition in meeting promotional emails</li> </ul>
Gold	\$10,000	<ul style="list-style-type: none"> <li>• 2 full meeting registrations</li> <li>• 10'x10' exhibit booth</li> <li>• Half page, black &amp; white advertisement in conference program book</li> <li>• Recognition in meeting promotional emails</li> </ul>
Silver	\$5,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> </ul>
Bronze	\$2,500	<ul style="list-style-type: none"> <li>• Core benefits</li> </ul>

# SPONSORSHIP RESERVATION FORM

Please tell us the individual responsible for sponsor details and logistics. All further communications including the invoice or receipt for your sponsorship will be sent to this contact.

Name(Given/First followed by Family/Last) \_\_\_\_\_ Title: \_\_\_\_\_

Company Name (as you wish it to appear): \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Web Address: \_\_\_\_\_

**Signature Required: I have read and agree to abide by the terms and conditions enclosed in this sponsorship prospectus.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## Sponsorship Level (please select one)

### Branding Sponsorships

- AV \$50,000
- Meeting Lanyards \$35,000
- Opening Reception \$25,000
- Canvas Bags \$15,000
- Padfolios \$12,000
- Coffee Break \$10,000
- Meeting Gold App \$7,500

### Messaging Sponsorships

- Premium Ad Space \$5,000
- Technology Workshop \$4,000
- Email Banner Ad \$3,500
- Session Track \$3,500
- Meeting App Banner \$3,000
- Meeting App Explore Ad \$3,000
- Content Sponsorship Email \$5,500

### General Sponsorships

- Titanium \$20,000
- Platinum \$15,000
- Gold \$10,000
- Silver \$5,000
- Bronze \$2,500

## Payment

Select Choice of Payment:  Check or Money Order Payable to AIChE/Invoice  Credit Card  Wire Transfer

### For Check or Money Order/Invoice

Indicate PO # (If required for invoice): \_\_\_\_\_

### For Credit Card

American Express  Mastercard  Visa  Discover  Diner's Club

Name ( as it appears on card): \_\_\_\_\_ Account Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Billing Postal Code of Card: \_\_\_\_\_

Signature Required for Payment by Credit Card: \_\_\_\_\_ Date: \_\_\_\_\_

### Credit Card and Check Payments:

Return this form with credit card information or checks made payable to AIChE to:

**American Institute of Chemical Engineers, 120 Wall Street, 23rd Floor, New York, NY 10005**

**Attn: Leila M. Mendoza, AIChE Finance Dept. • Phone: 646.495.1356 • Fax: 646.495.1501 • Email: leilm@aiche.org**

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## Terms & Conditions

**1. Acceptability of Exhibits** All exhibits shall serve the interests of the members of AIChE and shall be operated in a way that will not detract from other exhibits or from the Exhibition. Exhibit Management determines acceptability of persons, things, conduct and/or printed matter and reserves the right to require the immediate withdrawal of any exhibit which is believed to be injurious to the purpose of the Association. All exhibits will remain within space described. In the event of such restriction or eviction, AIChE is not liable for any refund of exhibit fees, or any other exhibit-related expense.

**2. Sponsorship Packages** Standard sponsorship package details can be found in the meeting sponsorship prospectus. Any custom sponsorship packages will be agreed to in writing between the American Institute of Chemical Engineers (AIChE) and Sponsor.

**3. Payment** Full payment must accompany the exhibitor and sponsor reservation unless a special payment arrangement has been approved by AIChE and attached to this agreement. Payments should be remitted directly to AIChE by wire transfer, check, cash or credit card. All payments must be received in full 30 days before the meeting start date. Exhibitor and sponsor registrations made 29 days or less to the meeting start date must be paid in full, no alternative payment arrangements will be made.

**4. Assignment of Space** Exhibit location assignments are assigned approximately 30-45 days prior to the meeting start date with priority based on the date of payment. Registrations not paid in full 30 days prior to meeting start date will not be assigned a table location until full payment is made.

**5. Care of Exhibits** Nothing shall be posted on, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furniture. Distribution of promotional gummed stickers or labels is strictly prohibited. Any property destroyed or damaged by an exhibitor must be replaced or restored to its original condition by the exhibitor or at the exhibitor's expense.

**6. Exhibit Fees** Fees for exhibit rental, including dates during which promotional rates may apply, are set forth in the Exhibitor Prospectus. A listing of the items included in the standard exhibitor package appears in the same section.

**7. Eligibility** Only the company named on this contract will be used in exhibitor and sponsor recognition opportunities by AIChE. No subsidiaries or secondary company units will be permitted in the same contract.

**8. Marketing / Promotions** AIChE has authorization to use the exhibitor or sponsor logo and/or images for marketing purposes in all media. Company logos must be submitted in a timely manner (based on marketing deadlines). Logos will be used as submitted by the exhibitor or sponsor. Any additions or changes must be added to the logo file by the exhibitor or sponsor. AIChE reserves the right to refuse placement of any graphic and/or image that it believes to be objectionable for any reason.

**9. Insurance & Required Certificate of Insurance** Exhibitor assumes responsibility and agrees to indemnify and defend the American Institute of Chemical Engineers (AIChE) and the meeting venue, and their respective employees and agents, against any claims or expenses arising out of the use of the exhibition premises.

The Exhibitor understands that neither AIChE nor the venue maintains insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

If required, Exhibitor agrees to obtain and keep in force, during the term of occupancy and use of the facility, policies of General Liability insurance, specifically including the Premises-Operations, Broad Form Property Damage, and Personal and Injury Liability with limits not less than \$1,000,000 per occurrence, and, if applicable, Worker's Compensation insurance to statutory limits, Employer's Liability insurance with limits not less than \$500,000 per occurrence, and Automobile Liability insurance covering all owned, non-owned and hired vehicles with limits not less than \$1,000,000 per occurrence. Exhibitor agrees to include "American Institute of Chemical Engineers" and the

meeting venue in the General and Auto Liability policies as additional insureds thereunder. Exhibitor insurance will be considered primary of any similar insurance carried by AIChE or the meeting venue. AIChE will notify Exhibitor when insurance is required.

***Such Certificate of Insurance must be provided to AIChE no less than 21 days before the proposed exhibit date. All policies of insurance will be with insurance companies rated by A. M. Best Company as an A-VII or better or otherwise acceptable to AIChE.***

**10. Cancellation by Exhibitor** All reservations cancelled by 5 PM EST 30 days prior to meeting start date will receive a 75% refund. (A 25% processing fee is charged on all cancellations received more than 30 days before the meeting.) Cancellations received less than 29 days prior to meeting start date are not eligible for refund. In the event payment has not been made at time of cancellation, you will be invoiced for the balance due.

**11. Cancellation by Sponsor** There are no refunds or credits for sponsorship cancellations once payment has been received.

**12. Cancellation or Postponement of Event by AIChE** AIChE may decide to cancel or postpone the event, in its sole discretion. If AIChE postpones said event, sponsorship funds will be carried forward to the rescheduled event. If AIChE cancels said event, AIChE will consider a refund on a case-by-case basis depending on a number of factors including the sponsor-related expenses already incurred by AIChE and the already accrued visibility of sponsorship.

**13. Exclusivity** AIChE events are offered to all potential sponsors without exclusivity.

**14. Limitation on Liability** Exhibitor or Sponsor agrees to indemnify, defend and hold harmless AIChE, the event facility, the owner of such facility, and the city in which this event is being held, and their respective officers, agents and employees, from and against all bodily and personal injury, loss, claims, or damage to any person or any property arising in any way from the Exhibitor company, its employees, agents, licensees, contractors or customers.

AIChE shall not be responsible for loss or damage to displays or goods belonging to Exhibitor or Sponsor.

**15. Resolution of Disputes** If a dispute or disagreement arises between Exhibitor or Sponsor and AIChE or between two or more Exhibitors or Sponsors, such dispute will be reviewed by AIChE. To address such dispute, the Exhibitor(s) or Sponsor(s) must present a document in writing to AIChE stating the dispute in detail. AIChE will take immediate action to review the dispute, evaluate its merit and make a ruling. All decisions made by AIChE are final.

**16. Acceptance** All terms and conditions are in effect once the Exhibitor or Sponsor signs the registration form. This agreement shall not be binding on AIChE until received and accepted by AIChE.

**17. Miscellaneous** This Agreement supersedes any prior oral or written understanding between AIChE and Exhibitor or Sponsor, and may not be amended or modified except in writing signed by both parties. This Agreement shall be governed by and construed in accordance with the laws of the State of New York.