



# 2019 Chemical Ventures Conference

## Sponsorship and Exhibit Opportunities

April 23-24, 2019, Wilmington, DE

The chemical space has a large untapped opportunity. It has a longer investment time cycle. It has the potential for continued repeatable and predictable financial performance more so maybe than the technology space or the industries directly dependent upon the fickle consumer. The movement of mass and manipulation of energy requires a disciplined development, design and commercialization process to deliver financial results. The opportunities provide high quality jobs, sustainable long term positive effect on the economy and provide critical materials to the broader marketplace. This conference will focus on Innovation, Investment, and Deal Flow in the chemical space.

### Conference Chairs

- Charles Paul, VP, Technology, Henkel Adhesives
- Charles Roe, CTO, Co-Founder, AlgiSys
- Wayne Tamarelli, Owner and President, AWT Private Investments

### Sessions

- The Role of Venturing in the Chemical Industry
- Chemical Start-up Strategies
- Outcomes and Exits (M&A, Licensing, etc.)
- Structuring Deals for Success
- Presentations: Start-ups will present their technologies
- Lessons Learned: The Good, The Bad, and The Ugly
- Strategic vs. Financial Investing
- Incubation Space for Chemical Start-ups

### Organizing Committee

- Eric Breese, Evonik Venture Capital
- Mark DeGrandpre, Head of Physical Sciences, Ben Franklin Technology Partners
- Jim Gunton, Managing Partner, Tech Council Ventures
- Mike Patterson, Director, Delaware Innovation Space
- William Provine, President, CEO, Delaware Innovation Space
- Purnesh Seegopaul, General Partner, Pangaea Ventures
- Anna Lee Tonkovich, Managing Director, Tonkomo LLC
- Henry Uyeme, Director of Products, Intrida
- Mark Vreeke, Co-Founder, Chemical Angel Network
- Sid White, Founding Member, Chemical Angel Network
- Stephan Wolf, Evonik Venture Capital

## Overall Sponsorship Recognition

	Platinum	Gold	Silver	Bronze	Aluminum
Company logo on general sponsor signage	✓	✓	✓	✓	✓
Company logo on conference website	✓	✓	✓	✓	✓
Company logo in promotional emails	✓	✓	✓	✓	✓
Post-meeting attendee list	✓	✓	✓	✓	✓
Complimentary registrations	6	4	2	1	
Exhibit space	✓	✓	✓		
Advertisement in program book	Full page	Full page	Half page		

Sign up as a sponsor today by contacting Pat Brennan  
 Email: [patrb@aiche.org](mailto:patrb@aiche.org) Phone: 646-495-1332



## **Why Sponsor?**

Sponsoring this event shows your company's commitment to the future development of chemical startup organizations. It will put your brand in front of the conference attendees, and larger community who will look to the conference for investment opportunities in cutting edge developments. Your company will be established as a leader in this rapidly developing area and it will provide you with an opportunity to meet and network with the top chemical startups.

All levels of sponsorship are customizable to meet your budget and goals for the meeting. Please do not hesitate to ask if you are interested in alternate means of recognition. All sponsorships include the core benefits outlined below. The base packages are described in the table on the next page.

## **Sponsorship Package Details and Exclusive Options**

At each sponsor level there are several options for recognition listed on the following pages. In addition to the overall sponsorship recognition, sponsors will receive exclusive branding opportunities based on the package chosen with each sponsorship level.

All sponsors receive:

- Recognition
  - On general sponsors signage
  - On the conference website
  - In the meeting program book
  - In promotional emails
- Post meeting attendee list

### **Platinum - \$15,000 USD**

- 6 complimentary meeting registrations- hotel not included
- Exhibit space
- Full page, color ad in premium location of the conference program book

#### ***Includes two of the following options (as available)***

- Promotional item with company logo distributed to all attendees (lanyards, notepads, bags, etc.)
- Lunch Sponsor: Exclusive signage during one of the conference lunches
- Premium Email Sponsor (2 available): opportunity to send interview style email to current and past conference attendees focused on the current plant synthetic biology landscape and your company's role in it



#### Gold - \$10,000 USD

- 4 complimentary meeting registrations- hotel not included
- Exhibit space
- Full page, black & white ad in the conference program book

#### *Includes one of the following options (as available)*

- Promotional item with company logo distributed to all attendees (lanyards, notepads, bags, etc.)
- Lunch Sponsor: Exclusive signage during one of the conference lunches
- Premium Email Sponsor (2 available): opportunity to send interview style email to current and past conference attendees focused on the current plant synthetic biology landscape and your company's role in it

#### Silver - \$5,000 USD

- 2 complimentary meeting registrations- hotel not included
- Exhibit space
- Half page, black & white ad in the conference program book

#### *Includes one of the following options (as available)*

- Lunch Sponsor: Exclusive signage during one of the conference lunches
- Coffee Break Sponsor: Exclusive signage during one conference coffee break
- Session Sponsor: Exclusive signage during one conference session of your choice (as available)

#### Bronze - \$2,500 USD

- 1 complimentary meeting registration- hotel not included

#### *Includes one of the following options (as available)*

- Coffee Break Sponsor: Exclusive signage during one conference coffee break
- Session Sponsor: Exclusive signage during one conference session of your choice (as available)

#### Aluminum - \$1,500 USD

- General sponsor recognition

### Exhibit Space - \$2,000 USD

Includes:

- 1 complimentary registration- hotel not included
- Electricity
- Company ID Sign
- 1 skirted table (6' long x 2' wide x 2.5' high)
- 2 chairs
- Wastepaper basket

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## **Sponsorship Reservation Form**

### **Contact Information**

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

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

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

City, State, Postal Code, Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Web Address (your logo will link to this url on the conference website): \_\_\_\_\_

Signature Required for Sponsorship Confirmation

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

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

### **Sponsorship/Exhibit Level**

Please indicate your selected sponsorship level: \_\_\_\_\_

Indicate your selected benefits (see previous pages for options): \_\_\_\_\_

Amount (total amount of your selected sponsorship and/or exhibit product(s): \_\_\_\_\_

### **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: \_\_\_\_\_

Completed forms can be emailed to [patrb@aiiche.org](mailto:patrb@aiiche.org), faxed to 646-495-1501, or mailed to:  
American Institute of Chemical Engineering, Attn: Pat Brennan, 120 Wall Street, 23<sup>rd</sup> Floor, New York, NY 10005

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## Terms and 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** 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 and Personal Injury Liability with limits not less than \$1,000,000 CSL (combined single limit each accident), and, if applicable, Worker's Compensation insurance to statutory limits in the jurisdiction where the meeting is held, Employer's

Liability insurance with limits not less than \$500,000 CSL, and Automobile Liability insurance covering all owned, non-owned and hired vehicles with limits not less than \$1,000,000 CSL 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. Exhibitor Commercial General Liability and Automobile Liability policies to contain standard Waiver of Subrogation provision. 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. Indemnification and Hold Harmless** 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.

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