

JUNE 14-15, 2022  
TAMPA, FLORIDA



# CONVENTION SPORTS & ENTERTAINMENT FACILITIES CONFERENCE

TOOLS & BEST PRACTICES FOR OWNERS & DEVELOPERS  
EVALUATING THEIR PROJECT DELIVERY NEEDS

[WWW.CSEFCONFERENCE.COM](http://WWW.CSEFCONFERENCE.COM)



SPONSORSHIP  
PROSPECTUS



# WELCOME

**Focused on project delivery solutions for the entertainment and hospitality industries including convention centers, sports venues, hotels and more.**

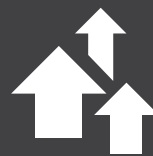
The **Convention, Sports & Entertainment Facilities Conference** (“CSEF”) is the largest gathering of development representatives from municipalities, convention and visitor’s bureaus, economic development agencies, and A/E/C professionals who are exploring partnerships and want to better understand the complex interactions to accelerate project delivery needs.

Our attendees include senior management from firms in the construction, engineering, design, legal, investment and consulting industries as well as senior administrators from state and local governments from across the nation. We can work with your company to customize a sponsorship package that pinpoints your audience and supports your business goals.

## WHY EXHIBIT AND SPONSOR?



Connect with over 800 industry professionals



Our packages are designed to ensure maximum exposure and visibility before, during and after the event



The nation’s foremost experts will cover the latest industry developments



Multiple networking opportunities with key decision makers

To book your exhibit space and secure your sponsorship, please contact **BRYNJA BOGAN** at [bbogan@accessintel.com](mailto:bbogan@accessintel.com) or call 301-354-1771.



# GENERAL OVERVIEW

The **Convention, Sports & Entertainment Facilities Conference** is the premier project delivery and networking conference for local governments and the development industry focused on:

- » Convention Centers
- » Hotels
- » Stadiums & Arenas
- » Conference Centers
- » Entertainment Venues
- » Performing Arts Venues

The CSEF Conference offers tools and best practices to owners and developers evaluating their project delivery needs. Attendees will learn innovative approaches to expansions, renovations and new developments with a specific emphasis on procurement, financing, planning, design, construction, and operations.

The program showcases upcoming projects and procurement opportunities, presents best practices in traditional and alternative project delivery, and provides incredible networking opportunities for industry leaders, developers, owners, and local government officials.







## Program

Our program is designed to help you explore alternative delivery methods, steps for planning and procuring successful project initiatives, selecting and negotiating with prospective partners, and highlighting best practices and lessons learned to ensure project success.

Our agenda will focus on recent examples of convention, sports, hotels, and entertainment facility developments in the U.S.; examine economic development infrastructure challenges faced nationwide; and how innovations in project delivery, procurement, life-cycle asset management, and technology can help solve them. This year's program explores innovative partnership approaches with a specific emphasis on procurement, financing, planning, design, construction, and operations.

## Unparalleled Networking Opportunities

Our audience of industry leaders provides a unique opportunity to network with experts, owners, and prospective partners in a project focused forum.

The Conference provides two days of networking functions: including receptions, lunches, 1 on 1 areas, and specific industry events designed for you to connect with speakers, industry peers, and prospective partners.





## MEET OUR AUDIENCE

The **CSEF Conference** audience differs from other industry events in its diversity. Over 40% of attendees typically represent a state or local government authority; a convention or visitor's bureau; or an economic development agency with an upcoming project. This means your organization has a direct line to the decision-makers who have active and upcoming projects. The unique composition of our audience provides business development and networking you can't find anywhere else.

### WHO WILL ATTEND?

Many attending the conference are operators and project owners interested in better understanding project delivery options and exploring partnerships, including:

- + Senior Representatives from State and Local Governments
- + Developers
- + Facility Owners and Operators
- + Construction Professionals
- + Architects
- + Facility Designers
- + Design-Build Advisors
- + Infrastructure Technology Representatives
- + Public Agency Leaders (Convention and Visitor's Bureaus | Economic Development Agencies)

**+40%** of attendees represent state and local government, convention and visitors bureaus, and economic development agencies.

**+21%** of attendees represent senior leaders from architecture, construction, and engineering companies

**+14%** of attendees represent a private equity, banking, lending or investment group

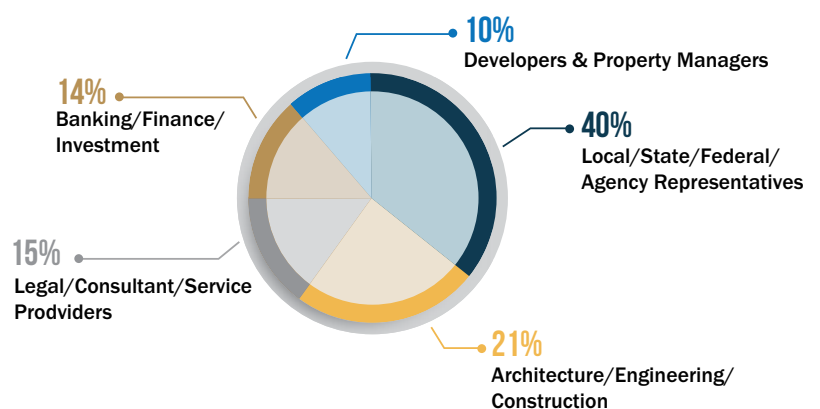
### WHY WILL THEY ATTEND?

#### + HIGH QUALITY CONTENT.

Leading practitioners will present their firsthand observations of a variety of public facility projects of all sizes in different markets from around the country.

#### + ATTENDEE MIX.

40% of CSEF Conference attendees typically represent a state/local government, convention & visitor's bureau, or economic development agency.





## BENEFITS OF SPONSORING & EXHIBITING

As a sponsor/exhibitor, you will gain visibility and multiple opportunities over the course of two days to promote your company's brand, products and services directly to the industry. With limited opportunities available, this is your chance to uniquely position your company to the market, gaining the competitive edge to other industry players.

+ **DEMONSTRATE THOUGHT LEADERSHIP** and enhance your brand image. The benefits to be gained from aligning your organization with this high profile event are substantial—from boosting market awareness to generating high quality sales leads.

+ **REACH THE LARGEST AND MOST QUALIFIED AUDIENCE** of convention, sports, hotels & entertainment facility leaders. The CSEF Conference attracts the largest number of qualified prospects, all available at one space at one time, thereby maximizing your marketing investment.

+ **CAPTURE QUALIFIED LEADS** throughout the event. Excellent lead generating opportunity with low cost and effective reach.

+ **AN UNMATCHED PROGRAM:** The CSEF agenda brings asset owners and project delivery experts together like nowhere else. Leading practitioners will present on the most pressing industry challenges and provide first-hand observations and best practices. Your organization will be associated with high quality content, placing your company at the forefront of industry thought leadership.

### AUDIENCE KEY STATS

97%

WOULD RECOMMEND A P3C EVENT TO ANOTHER COLLEAGUE

91%

SAID THEIR MAIN REASON FOR ATTENDING WAS NETWORKING, EDUCATION AND BUSINESS DEVELOPMENT

90%

OF THOSE PLANNING TO PURSUE AN UPCOMING PROJECT WILL ATTEND AGAIN

85%

ARE DIRECTOR-LEVEL OR HIGHER INCLUDING VICE PRESIDENTS AND C-LEVEL EXECUTIVES



# P3C Media's Digital Capabilities

CSEF provides the opportunity for owners and industry to connect over two days. But what about those other 363 days of the year?

P3C Media's Digital Offerings are here to serve your marketing objectives all year long. With over 100,000 active digital subscribers across the water, aviation, healthcare, higher education and hospitality industries, the best way to reach our audience is through P3C's Digital Media Services. From thought leadership to branding/awareness to lead generation, our digital media products are an engaging and cost-effective way to develop unique and highly qualified leads.

## CAPABILITIES TO MEET YOUR MARKETING OBJECTIVES

### BRAND AWARENESS

Activate high-impact channels, positioning your brand and message to the P3C audience



### THOUGHT LEADERSHIP

Establish authority in the market by promoting your expertise and solutions



### LEAD GENERATION

Qualify the best prospects by promoting key assets to generate leads



### RELATIONSHIP DEVELOPMENT

Enrich sales pipeline with activities from leads, re-engaging users at the right time to facilitate meaningful conversations



### CUSTOMER RETENTION

Engage existing customers, personalizing communication to promote brand loyalty

## Complete Audience Activation

To learn more, contact Brynja Bogan at [bbogan@accessintel.com](mailto:bbogan@accessintel.com) or 301-354-1771.

[www.thep3conference.com/digital-offerings/](http://www.thep3conference.com/digital-offerings/)



# DELIVERABLES PROVIDED TO ALL SPONSORS



## PRE-CONFERENCE MARKETING

- Emails
- Website
- Social Media Branding



## ATTENDEE LIST

- Name
- Job Title
- Organization



## FULL PAGE AD IN EVENT GUIDE



## SPONSORSHIP BRANDING ON SITE

- Banners
- Posters
- Signage
- Listing in Mobile App
- Event Guide Blurb



## POST-CONFERENCE MARKETING

- Email
- Website
- Social Media Branding





# SPONSORSHIP PACKAGES

The sponsorship program is structured to ensure maximum exposure and visibility for each organization both before and during the conference. All packages are exclusive opportunities to provide targeted, creative, and direct sponsorship options to maximize exposure and outreach to the industry.

## CO-CHAIR | \$25,000

7 REGISTRATION PASSES

- Speaking role on the main stage of the conference
- Hospitality Suite (2 nights)
- Registration Confirmation Sponsor
- Charging Station
- Options Are:
  - Lanyard Sponsor or
  - Evening Reception Sponsor

\*If you would like a custom agreement, please contact Brynja Bogan\*





# SPONSORSHIP PACKAGES

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## DIAMOND | \$20,000

5 REGISTRATION PASSES

### OPTIONS ARE:

- Tote Bag Sponsor
- Registration Booth Sponsor
- Mobile App Sponsor
- Charging Station
- Hotel Key Card

## PLATINUM | \$15,000

3 REGISTRATION PASSES

### OPTIONS ARE:

- WiFi Sponsor
- Lunch Sponsor
- Breakfast Sponsor
- Directional Sign Sponsor

## GOLD | \$10,000

2 REGISTRATION PASSES

### OPTIONS ARE:

- Coffee Break Sponsor
- Meter Board Advertisement

## SILVER | \$7,000

1 REGISTRATION PASS

- Table top as space allows
- Deliverables listed on page 7

## INTERESTED IN AN OPPORTUNITY THAT ISN'T LISTED HERE?

Our team will work with you to customize a sponsorship package to pinpoint your audience and support your business goals.



# SPONSORSHIP DELIVERABLES

## REGISTRATION BOOTH SPONSOR

Have your company logo and artwork be seen first by all conference participants. Upon arrival all attendees must check-in here and attendees return here throughout the conference. Your company name and logo are presented on a large, impossible-to-miss banner and you can place collateral at the registration desk.



## NETWORKING RECEPTION SPONSOR

Your company is the sponsor of the Opening Networking Reception which includes all signage and marketing collateral attendees as they arrive to our dining area.

## LUNCH SPONSOR

Your company will sponsor one of the lunches provided to all attendees, with all corresponding branding and recognition.

## BREAKFAST SPONSOR

Your company will sponsor a breakfast for all attendees with all corresponding branding and recognition.



## METER BOARD ADVERTISEMENT

The standing meter board with your company's advertisement will be strategically placed on the event floor for all attendees to see.





## HOTEL KEY CARD SPONSOR

One of our most popular sponsorships. Your company name and logo are printed on all hotel room keys distributed to conference attendees; your name is in front of the attendees from the moment they check into the hotel.

- » Sponsor's artwork on one side of room key handed out to attendees staying within the room block at the headquarter hotel



## TOTE BAG SPONSOR

This is one of our highest profile sponsorships. Your company logo adorns these bags, which are given to attendees as they pick up their badges. These bags — customized for the conference — have a long shelf life post-show, keeping your brand visible.



## LANYARD SPONSOR

These lanyards are used by all attendees to hold and display their badges. As the sponsor, your company name and logo will be seen throughout the conference — on the floor, in classrooms, at keynote events, and at networking functions. With this sponsorship all conference attendees become a walking “billboard” for your company/firm.



## MOBILE APP SPONSOR

The conference mobile app is a valuable tool for attendees, providing quick access to the attendee list, agenda, floor plan, event listings and much more. It is referenced often, ensuring on-going visibility for sponsors.

Your logo appears on the splash screen, and you are entitled to one “push” message to be sent to all app users.







## **CHARGING STATION SPONSOR**

Attendees will appreciate the opportunity to “charge up” and will have extended exposure to your ad while they wait.



## **WiFi SPONSOR**

Help all conference attendees get connected as the official WiFi sponsor.

This sponsorship ensures great exposure throughout the event. WiFi access is a very popular feature with our attendees, making this a highly visible sponsorship.

- Sponsorship recognition in Conference program
- Company logo on signage that includes Wi-Fi login instruction



## **DIRECTIONAL SIGN SPONSOR**

Your company logo will be profiled on freestanding directional signs strategically placed in highest traffic areas.



We are happy to discuss your ideas for a custom sponsorship!  
Partial and co-sponsorships are available.

Contact BRYNJA BOGAN at [bbogan@accessintel.com](mailto:bbogan@accessintel.com) or call 301-354-1771 for pricing & availability.





# SPONSORSHIP AGREEMENT

Company Name

Address

City

State/Province

ZIP/Postal Code

Country

Contact Name

Title

Phone

Email

Company Website

## Sponsorship Levels

**Co-Chair Partner** \$25,000

**Diamond Sponsor** \$20,000

**Platinum Sponsor** \$15,000

**Gold Sponsor** \$10,000

**Silver Sponsor** \$7,000

## Partner Acknowledgment

I, the authorized representative of the undersigned company, on behalf of said company, subscribe to all terms, conditions, authorizations, and covenants contained in this Agreement and the Rules and Regulations governing the 2022 event.

Signature

Date

## Payment Information

Payment Type: **Check** or **Credit Card**

Visa

Mastercard

Amex

Discover

Credit Card Number

Expiration Date

CVV Code

Name (as it appears on card)

RETURN THIS AGREEMENT  
WITH PAYMENT TO

**BRYNJA BOGAN**

bbogan@accessintel.com

301-354-1771



# TERMS & CONDITIONS

**DEFINED TERMS:** This contract is between Access Intelligence, LLC d/b/a Convention, Sports & Entertainment Facilities Conference (hereafter referred as Producer) and the company listed above, (hereafter referred to as Sponsor) for Event to be held at the JW Marriott in Tampa, FL from June 14-15, 2022 (hereafter referred to as the Event).

**PAYMENT:** Sponsor shall pay the Sponsor fee to Event within 30 days after signing contract. An invoice will be sent to you. All prices are net and non-commissionable. All payments to be paid in US funds. Upon signature on completed contract, Sponsorship shall be in effect. If Sponsor fails to make the required payment in a timely manner, Event may terminate this contract and Sponsor's participation in the Event without further notice and without obligation to refund monies previously paid. Event reserves the right to refuse Sponsor's participation in the Event if Sponsor is in arrears of any payment due to Event. If payment is not made, Event is expressly authorized to make Sponsorship available to others without releasing Sponsor from any liability hereunder. Event has the right to omit any company not paid in full by deadline above from the official Event web site and virtual platform.

**SPONSOR CANCELLATION:** If Sponsor desires to cancel this contract, Sponsor may only do so by giving written notice thereof to Event with evidence of receipt. In such event, Sponsor shall be liable for the following cancellation fee: 50% of the total cost of Sponsor's participation if such cancellation is effective until 3 months prior to Event date listed on the Contract; and 100% of the total cost of Sponsor's participation if such cancellation is effective within 3 months of the Event Date on the Contract. Payment of cancellation fee must be received by Event within 15 days after cancellation. The effective date of any cancellation shall be the date Event actually receives Sponsor's written notice as specified above. Sponsor understands this cancellation fee has been incorporated into this contract as a valid pre-estimate of damages Event will sustain which will not be capable of precise determination and is considered to be liquidated and agreed-upon damages suffered as a result of Sponsor's cancellation and is not a penalty. Subsequent reassignment of canceled Sponsorship shall not affect this cancellation assessment.

**CANCELLATION OR INTERRUPTION OF EVENT:** If for any reason beyond Event's control (e.g., fire, casualty, flood, epidemic, earthquake, explosion, accident, blockage, embargo, inclement weather, governmental restraints, act of public enemy, riot or civil disturbance, impairment or lack of adequate transportation, technology, power or connectivity outages, inability to secure sufficient labor, technical or other personnel, municipal, state or federal laws, or act of God), the Event, or any part thereof, is prevented from being held or interrupted, Producer may cancel the Event. In such event, Producer shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue thereof, and Sponsor waives claims for damage arising there from.

**POSTPONEMENT OF EVENT:** If the event is moved exclusively online, Sponsor has the option to apply value of Agreement to a future year live event or other digital engagement opportunity offered by Access Intelligence, LLC commensurate with the same sponsorship level. In the occurrence of a full cancellation, as it determines to be appropriate, Access Intelligence, LLC may return a portion of the amount paid for sponsorship after deduction of any amounts necessary to cover expenses incurred in connection with the event programs.

**LIMITATION OF LIABILITY; INDEMNITY:** Producer nor any of its officers, agents, employees or other representatives, shall be held liable for, and each is hereby released from any damage, loss, harm, or injury to the person or property of Sponsor or any of its visitors, officers, agents, employees or other representatives, resulting from Sponsor's participation in the Event, licensing and/or use of Sponsorship space hereunder, or the failure of Producer to make available the Sponsorship space/Sponsorship or hold the Event, however caused, including that caused by Producer's, or its officers', agents', employees' or other representatives' negligence. Sponsor shall indemnify, defend, and hold harmless Producer and its respective owners, directors, officers, employees, agents and representatives, from, any and all claims, demands, suits, liability damages, loss, costs, attorneys' fees, and expenses of any kind which might result or arise from its participation in the Event, its licensing and/or use of Sponsorship space hereunder, or any action or failure to act on the part of Sponsor or its officers, agents, employees, or other representatives. Sponsor represents and warrants that it complies with all Event rules & regulations; and that it holds the necessary rights to permit the use of the logo and other materials it provides to Event for the purpose of this contract; and that the use, reproduction, distribution, or transmission of these materials will not violate any criminal laws or any rights of any third parties, including, but not limited to, such violations as infringement or misappropriation of any copyright, patent, trademark, trade secret, music, image, or other proprietary or property right, false advertising, unfair competition, defamation, invasion of privacy or rights of celebrity, violation of any anti-discrimination law or regulation, or any other right of any person or entity.

**COPYRIGHTED MATERIALS:** Sponsor shall not violate any copyrights with respect to writings, music or other material used by it at the Event or at any affiliated function, and assumes sole liability and responsibility for the use and display of all copyrighted materials at the Event, and shall obtain any and all necessary licenses therefore.

**LISTINGS AND PROMOTIONAL MATERIALS:** By participating in the Event, Sponsor grants to Producer a fully-paid, limited non-exclusive license to use, display and reproduce the name, trade names and product names of Sponsor in any Event directory (print, online or other media) listing the Sponsoring companies at the Event and to use such names in Event promotional materials. Event shall not be liable for any errors in listings or descriptions or for omissions. Sponsor's items and personnel appearing during the Event may be included in Event photographs and used for Event promotional purpose.

**SPONSOR CONDUCT:** Sponsor and its employees/representatives shall conduct itself in a manner in accordance with standards of decency and good taste.

**AMENDMENT, INTERPRETATION:** Producer shall have full power in the enforcement and interpretation of all terms, conditions and rules, and the power to make amendments and set further terms, conditions, and rules as it deems necessary and in the best interest of the Event. The connectives "and" and "or" shall be construed both conjunctively and disjunctively, the term "including" shall mean including without limitation, words in the singular include the plural, and words in the plural include the singular.

**OFFERINGS UPDATE:** All rates and sponsorship offerings are updated as of September 2021.

**TAXES, LICENSES:** Sponsor shall be responsible for obtaining all licenses, permits and approvals under local, state or Federal law applicable to its activity at, and obtaining all tax identification numbers and paying all taxes, license fees and other charges that become due to any governmental authority in connection with the Event.

**AGREEMENT TO TERMS, CONDITIONS AND RULES:** Sponsor agrees to observe and abide by the foregoing terms, conditions and rules, and by such reasonable additional terms, conditions and rules made by Producer from time to time for the efficient and safe operation of the Event all of which constitute a part of this Agreement. The rights of Producer under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of Producer.

**ENTIRE AND BINDING CONTRACT:** This contract constitutes the entire contract between Producer and Sponsor with respect to the subject matter herein and supersedes all prior written and oral contracts or statements not referenced herein. No representation, statement, condition, warranty or contract not contained or referenced in this contract shall be binding or have any force or effect whatsoever.

**NO WAIVER:** The failure of either Sponsor or Producer to enforce any of their rights under this contract shall not constitute a waiver or modification of this contract, and either Sponsor or Producer may, within the time provided by applicable law, take appropriate action to enforce any such rights.

**SEVERABILITY:** If any term or provision of this contract shall to any extent be held invalid or unenforceable, the remaining terms and provisions of this contract shall not be affected thereby, but each term and provision hereunder shall be valid and enforced to the fullest extent permitted by law.

**MODIFICATIONS/ASSIGNMENT:** No supplement, assignment, amendment or modification of this contract shall be effective unless it is in writing and signed by both Producer and Sponsor.

**ATTORNEY'S FEES:** In any action or proceeding which either party brings against the other to enforce its rights hereunder, the unsuccessful party shall pay all costs incurred by the prevailing party, including reasonable attorneys' fees, which amounts shall be a part of the judgment in said action or proceeding.

**GOVERNING LAW:** This contract is governed by the laws of the State of Delaware as applied to contracts entered into and performed within such state. Sponsor agrees that the courts located in the State of Delaware shall constitute the exclusive forum for the resolution of any and all disputes arising out of, connected with or related to this contract of breach of any provision of this contract. Sponsor waives any right to assert lack of personal or subject matter jurisdiction and agrees that venue property lies in Wilmington, DE.



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