



SPONSORSHIP OPPORTUNITIES

2017 | CONFERENCES

Maximize Your **Exposure**,
Generate **High-Value Leads**,
Expand Your **Network**

Learn more online at www.naem.org

2017 SPONSORSHIP OPPORTUNITIES

Connect with the Largest Community of EHS and Sustainability Decision-Makers

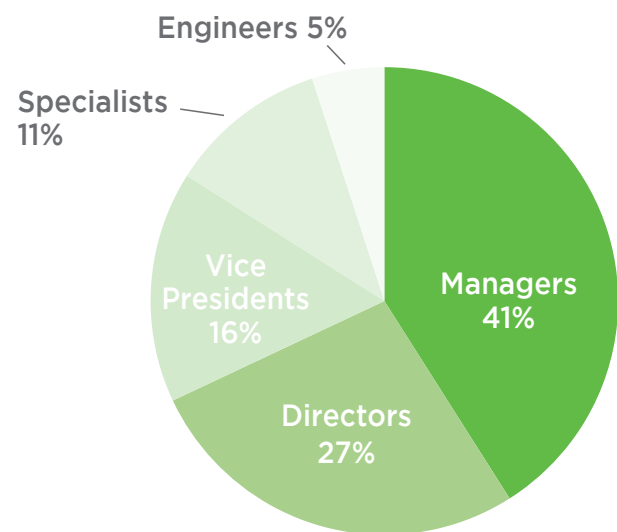
NAEM members are active and engaged. Promote your business, demonstrate solutions and gain visibility with an influential audience of EHS and sustainability decision-makers. NAEM reaches corporate leaders who are looking to share best practices, develop new skills and learn proven strategies they can use to drive business value.

Who We Reach

Sponsoring an NAEM event or research gets you access to:

- **The Biggest Network:** The largest, most active community of corporate EHS and sustainability decision-makers
- **Wide reach:** Over 14,000 EHS and sustainability professionals on our mailing list
- **Purchasing power:** A roster of over 800 member companies with revenues ranging from \$100 million to more than 25 billion
- **Top Companies:** More than half of the Fortune 500
- **Multiple industry sectors:** including energy, chemical, consumer products, healthcare/pharma, and more

Attendee Titles From NAEM's 2016 Conferences & Workshops



Audience Profile

NAEM expects to welcome between 150-250 attendees at its 2016 issue-based conferences, and almost 600 at the Forum. Attendees are corporate vice presidents, directors and managers responsible for leading EHS and sustainability programs that include:

- Compliance and Regulatory Requirements
- Water Management
- Climate Change Strategies
- Energy Management
- Waste Management/Reduction
- Sustainability Operations and Reporting
- External Reporting
- Materiality Assessments

About NAEM

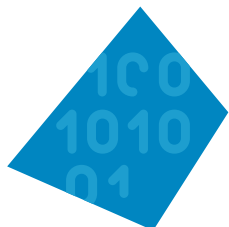
The National Association for Environmental Management (NAEM) empowers corporate leaders to advance environmental stewardship, create safe and healthy workplaces, and promote global sustainability. As the largest professional community for EHS and sustainability decision-makers, we provide peer-led educational conferences and an active network for sharing solutions to today's corporate EHS and sustainability management challenges.

2017 SPONSORSHIP OPPORTUNITIES

Our corporate member companies include:

3M	Enerplus Corp.	Schneider Electric SE
Abbott Laboratories	Estée Lauder Co's., The	Shire plc
Abbvie Inc.	Fiat Chrysler Automobiles	Southern Co., The
Agilent Technologies Inc.	FUJIFILM Holdings America Corp.	Stanford University
Air Liquide S.A.	Gates Corp.	Target Corp.
American Electric Power Co. Inc.	Genentech Inc.	United States Postal Service
American Standard	General Electric Co.	UTC Technologies
Ashland Inc.	General Mills Inc.	W. L. Gore & Associates Inc.
AstraZeneca plc	Genzyme, a Sanofi Co.	Whirlpool Corp.
Baxter International Inc.	GLOBALFOUNDRIES U.S. INC.	Whitewave Foods
BBA Aviation plc	Harris Corp.	Wm. Wrigley Jr. Co., The
Best Buy Co. Inc.	Honeywell Aerospace	Xylem Inc.
Biogen Inc.	IBM Corp.	
BNSF Railway	Ingersoll-Rand PLC	
Boeing Co., The	Intel Corp.	
Brother Industries Ltd.	International Paper Co.	
Cardinal Health Inc.	ITT Corp.	
Cargill Inc.	Juniper Networks Inc.	
Carlex Glass Co.	Koch Industries Inc.	
Caterpillar Inc.	Lockheed Martin Co.	
CF Industries Inc.	Lowe's Co.'s Inc.	
Charter Steel Inc.	MilliporeSigma	
Chemours Co., The	Mosaic Co., The	
Coca-Cola Co., The	NBCUniversal Inc.	
Consolidated Edison Inc.	NCASI	
Corning Inc.	New York Power Authority	
CP Kelco, (J.M. Huber Corp.)	Novartis International AG	
Cummins Inc.	Pacific Gas & Electric Co.	
CVS Health Corp.	Parker Hannifin Corp.	
Danfoss Group, The	Pentair plc	
Dean Foods Co.	Pepco Holdings Inc.	
Deere & Co.	Pfizer Inc.	
Dixie Chemical	Polaris Industries Inc.	
Duke Energy Corp.	PPL Corp.	
DuPont Co.	Procter & Gamble Co.	
Eaton Corp.	Quaker Chemical Corp.	
Ecolab Inc.	Raytheon Co.	
EHS Support LLC	Rockwell Automation Inc.	
Emerson Electric Co.	Santee Cooper	
Emory University	SCANA Corp.	

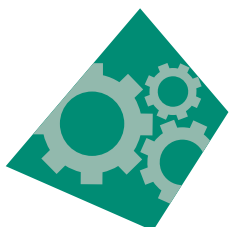
2017 CONFERENCES & EVENTS



EHS & SUSTAINABILITY SOFTWARE CONFERENCE

March 6-8, 2017 | Houston, TX

At the 2017 EHS and Sustainability Software and Data Management Conference you'll hear directly from corporate EHS and sustainability leaders who have implemented a variety of tools to advance their compliance and sustainability programs. The agenda will feature live demonstration sessions that go beyond just navigating through screenshots to discuss the data management challenges they faced, and how they overcame them.



EHS MANAGEMENT EXCELLENCE CONFERENCE

May 16-18, 2017 | Baltimore, MD

The basis of an effective EHS program remains the strength of its management system and how thoroughly it is integrated into business practices. Focusing on the core of EHS responsibilities, this conference will bring together a diverse group of EHS professionals to discuss the most effective ways to ensure compliance, reduce risk and drive business results.



WOMEN'S LEADERSHIP CONFERENCE

June 20-22, 2017 | Portland, OR

The basis of an effective EHS program remains the strength of its management system and how thoroughly it is integrated into business practices. Focusing on the core of EHS responsibilities, this conference will bring together a diverse group of EHS professionals to discuss the most effective ways to ensure compliance, reduce risk and drive business results.



SUSTAINABILITY MANAGEMENT CONFERENCE

August 1-2, 2017 | Chicago, IL

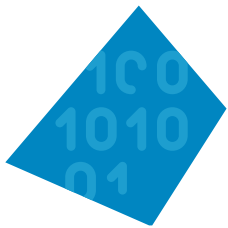
Learn how to further integrate sustainability into your business operations from fellow corporate EHS and sustainability leaders. Through a mix of peer-led case studies and benchmarking dialogues, NAEM's annual sustainability conference is a unique opportunity to gain actionable insights you can use to immediately improve performance, identify opportunities for your business and set better sustainability goals.



EHS & SUSTAINABILITY MANAGEMENT FORUM

October 25-27, 2017 | Fort Lauderdale, FL

NAEM's EHS Management Forum is the largest annual gathering for environment, health and safety (EHS) and sustainability decision-makers. Celebrating its 25th anniversary this year, NAEM's annual conference has been the premiere event dedicated to best practice-sharing for those developing and integrating strategic environmental, health and safety programs within companies. Join your peers from leading companies, get exposed to new ideas, and come away energized and ready to implement what you've learned.



EHS & SUSTAINABILITY SOFTWARE CONFERENCE

March 6-8, 2017 | Houston, TX

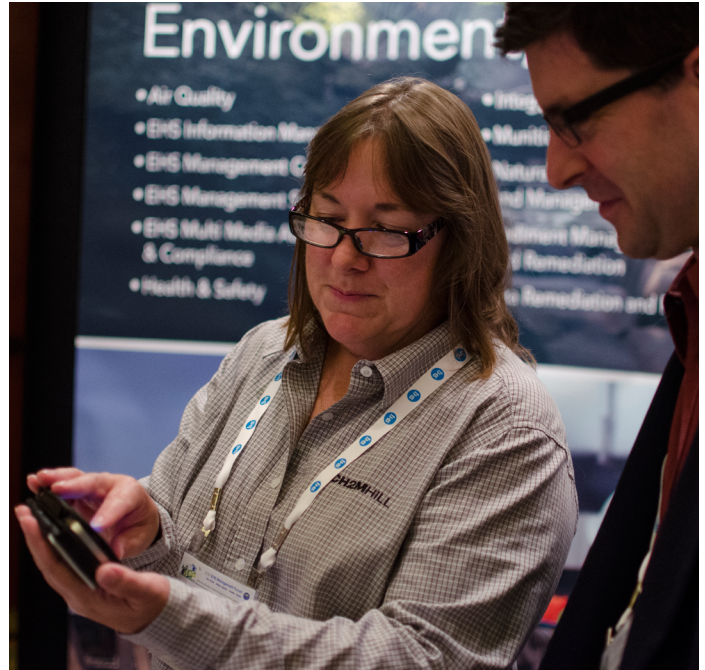
More Qualified Buyers Than Any Other EHS & Sustainability Software Event

Since 2001, NAEM's EHS & Sustainability Software Conference has been the premier software event designed to meet the needs of corporate EHS and sustainability leaders. NAEM's conference is the best opportunity to meet with the leading solution providers in one place and to hear from fellow users who utilize these systems on a daily basis.

Now Every Year: due to the increasingly central role that data management is playing in corporate EHS and Sustainability programs, NAEM has decided to hold its EHS and Sustainability Software Conference on an annual basis.

Focus areas:

- Data management strategies
- Practical analysis and application of data and metrics
- Software selection and implementation



ALL SOLD OUT

Terabyte Sponsor (6 Available) - \$8,995

(\$8,495 for Affiliate members)

Recognition & Visibility:

- Exhibit Space (8'x10')
- Conference Website Recognition
- Directory Listing in Print Program
- Receive Attendee List 2 weeks in advance
- Opportunity for attendee bag insert
- Two (2) Complimentary Registrations
- Opportunity to register one (1) additional attendee at the Member rate
- Premier Exhibit Space Location
- Opportunity to contribute to GreenTie blog
- Half-page ad in conference program

Gigabyte Sponsor (13 Available) - \$6,495

(\$5,995 for Affiliate members)

Recognition & Visibility:

- Exhibit Space (8'x10')
- Conference Website Recognition
- Directory Listing in Print Program
- Receive Attendee List 2 weeks in advance
- Opportunity for attendee bag insert
- Two (2) Complimentary Registrations
- Opportunity to register one (1) additional attendee at the Member rate

Megabyte Sponsor (7 Available) - \$4,695

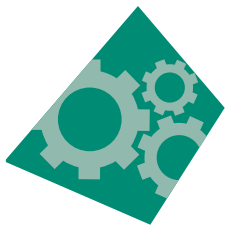
(\$4,195 for Affiliate members)

Recognition & Visibility:

- Exhibit Space (8'x10')
- Conference Website Recognition
- Directory Listing in Print Program
- Receive Attendee List 2 weeks in advance
- One (1) Complimentary Registration

Additional Opportunities

- **Hotel Room Key Cards:** \$3,600 (Includes 1 complimentary registration)
- **Badge/Lanyard:** \$3,600 (Includes 1 complimentary registration)
- **Opening Reception:** \$4,200 (2 available)
- Includes logo on drink tickets and napkins, one complimentary registration
- **WiFi:** \$3,800 (2 available) or \$5,200 for Exclusive Sponsorship



EHS MANAGEMENT EXCELLENCE CONFERENCE

May 17-18, 2017 | Baltimore, MD

The basis of an effective EHS program remains the strength of its management system and how thoroughly it is integrated into business practices. Focusing on the core of EHS responsibilities, this conference will bring together a diverse group of EHS professionals to discuss the most effective ways to ensure compliance, reduce risk and drive business results.

Focus areas:

- EHS auditing
- Data management
- Risk management
- Staffing challenges

Sponsor Package Includes:

Sponsorship (11 Exhibitor Spaces Available) - \$3,900

Available at \$3,400 to NAEM Affiliate and Corporate Members

Recognition & Visibility:

- Exhibit area during the conference, reception and breaks. (NOTE: These are 6' x 3' table top exhibits.)
- Recognition in on-site printed agenda, including a 150-word company description.
- Recognition on dedicated conference web site with link to company site.
- Recognition on conference promotional materials.
- Recognition on conference e-mails distributed to 10,000+ EHS and sustainability professionals.
- Ability to provide a handout or give-away in conference folders.

ALL SOLD OUT

Additional Benefits:

- Two (2) complimentary conference registrations.
- Opportunity to register one additional attendee at the NAEM member rate. Each sponsor is limited to three personnel total.
- Attendee list one week prior to the conference (Attendee names and titles).

* See page 14 for Sponsor/Exhibitor Registration Form





WOMEN'S LEADERSHIP CONFERENCE

June 20-22, 2017 | Portland, OR

NAEM's Women's EHS & Sustainability Leadership Roundtable gives corporate EHS&S leaders the opportunity to connect, share and grow. Attendees will meet and network, hear practical and actionable insights from the foremost women in the field, and participate in an interactive idea exchange on current issues facing women in the EHS&S discipline.

Sponsor Packages

Premiere Level (2 left)

Cost: \$6,500

Benefits:

- Opportunity to deliver a welcome at the opening reception
- Post-event email to attendees highlighting your organization's women's advancement initiatives or executive EHS&S positions you are recruiting for
- Three Full Conference Registrations (either to be used by your organization or gifted to a qualified candidate)
- Includes all Presenting and Supporting Sponsor benefits



Presenting Sponsor (3 left)

Cost: \$4,800

Benefits:

- Opportunity to feature a Q&A with a woman leader from your organization that NAEM will produce and distribute through a multichannel media network reaching EHS & sustainability professionals. This will be featured in NAEM's Executive Brief and on NAEM's social media pages that have over 12,000 impressions combined. Impressions are comprised of corporate vice presidents, directors and managers responsible for leading EHS and sustainability programs.
- Includes all Supporting Sponsor benefits

Supporting Sponsor (6 left)

Cost: \$3,200

Benefits:

- Two Full Conference Registrations
- Social media mentions on NAEM pages/groups recognizing you for your sponsorship
- Logo placement and recognition on all event materials including website, promotional emails, onsite signage and event program

Please note that due to the collaborative format of this event, there will not be any exhibit tables.



WOMEN'S LEADERSHIP CONFERENCE

June 20-22, 2017 | Portland, OR

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Sponsor an Attendee (Unlimited)

Cost: \$1,500

Professionals completing graduate work or new to the industry may not have the budget to attend this valuable event. Give a prospective attendee the chance to take part by covering their airfare, hotel, meals, and registration costs.

Deadline to Sponsor an Attendee: May 19

Benefits:

- Attendee sponsors will be recognized for their support of the event on the conference website, printed collateral material and conference introductions.
- Sponsors will be introduced via email to all accepted applicants in advance of the conference.
- NAEM will facilitate a personal introduction between sponsors and accepted applicants at the Welcoming Reception.

Application Process:

NAEM will promote the opportunity at different colleges with top engineering and science graduate programs throughout the U.S. Prospects will be asked to fill out an application and NAEM will choose the most qualified candidates based on specific criteria determined in advance of the application process.



SUSTAINABILITY MANAGEMENT CONFERENCE

August 1-2, 2017 | Chicago, IL

Through a mix of peer-led case studies and benchmarking dialogues, NAEM's annual sustainability conference is a unique opportunity to gain actionable insights to immediately improve performance, identify opportunities for business and set better sustainability goals.

Focus areas:

- Stakeholder Engagement
- Green Chemistry and Supply Chain Transparency
- Identifying Material Metrics
- External Reporting

Sponsor Package Includes:

Sponsorship (11 Exhibitor Spaces Available) - \$3,900

Available at \$3,400 to NAEM Affiliate and Corporate Members

Recognition & Visibility:

- Exhibit area during the conference, reception and breaks. (NOTE: These are 6' x 3' table top exhibits.)
- Recognition in on-site printed agenda, including a 150-word company description.
- Recognition on dedicated conference web site with link to company site.
- Recognition on conference promotional materials.
- Recognition on conference e-mails distributed to 10,000+ EHS and sustainability professionals.
- Ability to provide a handout or give-away in conference folders.

ALL SOLD OUT

Additional Benefits:

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- Opportunity to register one additional attendee at the NAEM member rate. Each sponsor is limited to three personnel total.
- Attendee list one week prior to the conference (Attendee names and titles).





EHS & SUSTAINABILITY MANAGEMENT FORUM

October 25-27, 2017 | Fort Lauderdale, FL

NAEM's EHS Management Forum is the largest annual gathering for environment, health and safety (EHS) and sustainability decision-makers. Celebrating its 25th anniversary this year, NAEM's annual conference has been the premiere event dedicated to best practice-sharing for those developing and integrating strategic environmental, health and safety programs within companies. Join your peers from leading companies, get exposed to new ideas, and come away energized and ready to implement what you've learned.

Connect with Key EHS and Sustainability Decision-Makers

The Forum is the perfect venue for you to reach a targeted audience of corporate, business-unit and operational EHS and sustainability professionals. Because of NAEM's emphasis on peer-to-peer learning, more than 75 percent of Forum participants are corporate decision-makers, which makes this a key opportunity for you to market your services to buyers. As a conference sponsor, you'll find out what is going on inside of companies today and establish new, quality leads with executive leadership.

Who Attends:

Drawing almost 600 EHS and sustainability managers, directors and vice presidents from leading companies, the Forum is the best opportunity for professional networking, benchmarking and best practice sharing available to EHS and sustainability practitioners today. Conference attendance has grown steadily for the past ten years. Attendees are corporate vice presidents, directors and managers responsible for leading EHS and sustainability programs that include:

- Compliance and Regulatory Requirements
- Water Management
- Climate Change Strategies
- Energy Management
- Waste Management/Reduction
- Sustainability Operations and Reporting
- External Reporting
- Materiality Assessments



Meet Prospects at 9 Different Networking Opportunities

The Forum provides you with more than seven hours of focused time to develop connections with high-level, corporate EHS managers, including the following exclusive events:

- Morning Breakfasts
- Refreshment Breaks
- Welcome Reception
- Strategy Exchange Sit-down Luncheon
- Business-to-Business Sit-down Luncheon



EHS & SUSTAINABILITY MANAGEMENT FORUM

October 25-27, 2017 | Fort Lauderdale, FL

2016 EHS Management Forum - Sponsorship Packages

Platinum Level Sponsorship

Estimated Value: \$26,450

Actual Cost: \$9,920

- One 8' x 10' booth space with special placement in the Platinum Sponsors Area of the exhibit hall
- Two (2) full registrations (valued at \$5535)
- Platinum sponsors may register up to one (1) additional person* for \$995 (NAEM Affiliates) or \$1750 (non-Affiliates)
- Booth identification sign (company name, city & state)
- One (1) full-page advertisement in the final Forum program
- 750-word article in the NAEM electronic newsletter
- Company logo and listing in the final Forum program
- Company logo included in minimum of six (6) electronic outreach announcements
- Company logo on screens during lunches
- Company logo on sponsor page of mobile app
- Opportunity to include a one-page piece of collateral in the on-site registration attendee bag
- A Platinum Sponsor ribbon for all company representatives
- Company logo on onsite signage
- One reserved table (10 seats) during the Business-to-Business Luncheon on Thursday
- Pre- & Post-Forum attendee lists will be provided in PDF format. One list may be used for a one-time physical mailing. File includes name, title, company name and mailing address only - pre-conference list will be provided approximately 2 weeks prior to Forum.

Gold Level Sponsorship (6 left)

Estimated Value: \$16,300

Actual Cost: \$6,090

- One 8' x 10' booth space with special placement in the Sponsors Area of the exhibit hall
- Two (2) full registrations (valued at \$3690)
- Gold sponsors may register up to one (1) additional person* for \$995 (NAEM Affiliates) or \$1750 (non-Affiliates)
- Booth identification sign (company name, city & state)
- Half-page advertisement in the final Forum program
- 750-word article in the NAEM electronic newsletter
- Company logo and listing in the final Forum program

- Company logo included in minimum of six (6) electronic outreach announcements
- Company logo on screens during lunches
- Company logo on sponsor page of mobile app
- Company logo on onsite signage
- One reserved table (10 seats) during the Business-to-Business Luncheon on Thursday
- A Gold Sponsor ribbon for all company representatives
- Pre- & Post-Forum attendee lists will be provided in PDF format. One list may be used for a one-time physical mailing. File includes name, title, company name and mailing address only - pre-conference list will be provided approximately 2 weeks prior to Forum.

Green Level Sponsorship

Estimated Value: \$7,600

Actual Cost: \$3,800 (NAEM Affiliate Members) / \$4,150 (Non-Affiliate Members)

SOLD OUT

- Two (2) full conference registrations (valued at \$3690);
- All sponsors may register up to one (1) additional person* for \$995 (NAEM Affiliates) or \$1750 (non-Affiliates)
- Booth identification sign (company name, city & state)
- Company logo on screens during lunches
- Company logo on sponsor page of mobile app
- Company listing in the final Forum program
- A Green Sponsor ribbon for all company representatives
- Post-Forum attendee list will be provided in PDF format. The list may be used for a one-time physical mailing. File includes name, title, company name and mailing address only.

* NAEM limits the overall number of sponsor attendees to 3 per company, (4 for Platinum sponsors) in order to maintain the consistently high ratio of buyers to exhibitors. The intimate nature of the Forum provides exhibitors with full and easy access to attendees. Exhibitor registrations are monitored to ensure compliance.



EHS & SUSTAINABILITY MANAGEMENT FORUM

October 25-27, 2017 | Fort Lauderdale, FL

Additional Sponsorship Opportunities

Opening Reception

Two (2) Opportunities Available at \$8,250

- Full-page ad in the on-site conference program
- Logo on attendee drink tickets and cups
- One (1) complimentary registration to conference

Thursday Evening Reception

Two (2) Opportunities Available at \$6,250 /

Exclusive sponsorship at \$10,500

- Logo on registration on website and printed agenda
- Branding on napkins, event tickets, table signs
- Exclusive Sponsorship includes one (1) complimentary registration

Hydration Stations and Tumblers

One (1) Opportunity Available at \$7,500

- Exclusive Company Logo Placement on water bottles for each attendee
- Exclusive Company Logo Placement on signage at each water station
- One (1) complimentary registration to conference

Hotel Room Key Cards

\$7,500

- Exclusive Company Logo placement on hotel sleeping room key cards for each attendee
- One (1) complimentary registration to conference

Badge/Lanyard

\$6,000

- Exclusive Company Logo placement on Name Badge Lanyards

Meeting Space Wifi

Two (2) Opportunities Available at \$6,500 /
Exclusive sponsorship at \$11,500

- Branding on conference area wifi placards
- Branded wifi login page
- Includes one-page registration bag insert
- One (1) complimentary registration
- Exclusive sponsorship includes one (1) exhibit booth
- Exclusive sponsorship includes two (2) complimentary registrations

Hotel Room Drop

Two (2) Opportunities Available at \$6,250 each /
Exclusive sponsorship at \$10,500

- Drop your branded item inside all attendee hotel rooms*
- One (1) complimentary registration to conference
- * Sponsor provides branded item drops

Attendee Bag

\$9,750

- Exclusive Company Logo placement on attendee bag*
- One (1) complimentary registration to conference
- * No other sponsors, will include NAEM logo on opposite side of bags



EHS & SUSTAINABILITY MANAGEMENT FORUM

October 25-27, 2017 | Fort Lauderdale, FL

2016 EHS Management Forum Sponsors:

3E Co.
AECOM
Alta Energy Inc.
AMEC Foster Wheeler plc
Antea Group
Applications International Corp.
ARCADIS NV
BEAC
Bloomberg BNA
Bureau Veritas S.A.
CDM Smith Inc.
CH2M
Chemwatch Americas
CHMWEG Inc.
Civil & Environmental Consultants Inc.
Cleanlites Recycling Inc.
Dakota Software Corp.
DEKRA Insight
E2 ManageTech Inc.
EHS Support Inc.
Enablon
Enhesa
Enviance
Environmental Resources Management (ERM)
Ernst & Young LLP
ETQ Inc.
Gensuite LLC
Geosyntec Consultants Inc.
GHD Pty Ltd (Conestoga Rovers and Associates)
Golder Associates
Haley & Aldrich Inc.
HRP Associates, Inc.
Huco Consulting Inc.
Humantech Inc.

IHS
Intelix Technologies Inc.
Lisam Systems SA
Locus Technologies
Mapistry
Medgate
MWH Global
Nimonik
Northstar Recycling Co. Inc.
ProcessMap Corp.
Ramboll Environ Inc.
Red-on-Line
Redinger 360 Inc.
Redshift Technologies Inc.
RegAction
RegScan Inc.
Roux Associates Inc.
SafeTec Compliance Systems
Schneider Electric SA
Sitehawk
Tradebe Environmental Services LLC
TRC Companies Inc.
UL Workplace Health & Safety
US Ecology Inc.
VelocityEHS
Veolia North America
Wastebits
Woodard & Curran
WSP Global Inc.
xOverTime Inc.

To reserve exhibit space, or for additional sponsorships opportunities, contact:

Mary Sanchez-Quigg

Exposition Manager, NAEM EHS Management Forum
c/o Director of Global Accounts

Conference Direct

13518 Granite Rock Drive
Chantilly, VA 20151
Office: (703) 830-6920 | Cell: (703) 623-7304 | Fax: (866) 608-8062
E-mail: mary.quigg@conferencedirect.com

2017 RESEARCH REPORTS

EHS & Sustainability Software Buyers Guide **SOLD OUT** To be published March 2017

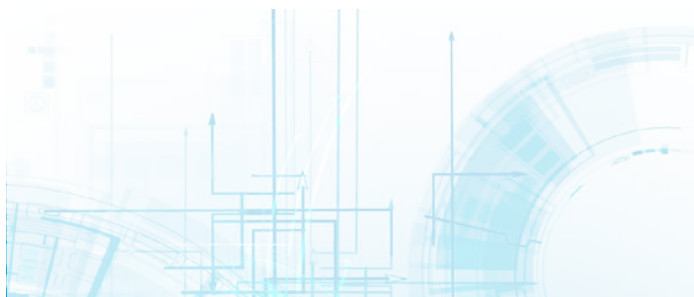
About the Report: NAEM's EHS and Sustainability Software Buyers Guide, published biennially, is uniquely designed to meet the needs of corporate leaders who are shopping for new software systems. The report addresses common questions from a peer perspective, including: existing system maturity, business objectives, desired software capabilities, peers spending and expected maintenance costs. The detailed analysis also incorporates the perspective of past purchasers to provide shoppers with a comparison between their expectations and the experiences of those who have recently gone through the process.

Sponsorship: \$7,500

Lead-sharing Sponsorship Price: \$5,000*

Five sponsorship opportunities available

**Share contacts from report downloads on your site with NAEM and receive a discounted sponsorship rate. Eight sponsorship opportunities available.*



Sponsorship Package Includes:

- Prominent logo placement on front cover of the report
- Copy provided to you with only your logo (for use on your company website/social media)
- Report available for download on the NAEM website
- Recognition in promotional emails, which reach 10,000 targeted recipients
- Exposure in the NAEM Network News, NAEM's monthly electronic newsletter for members and stakeholders
- Recognition in promotional communications through 3BL Media

Keeping up with the Next Gen of Emerging Regulations To be published June 2017

About the Report: How does the next generation of compliance enforcement affect corporations? This whitepaper will look at emerging compliance practices and reporting requirements that EHS leaders will need to understand in order to adapt internal policies and processes.

Sponsorship: \$3,000

Five sponsorship opportunities available



Sponsorship Package Includes:

- Prominent logo placement on front cover of the report
- Copy provided to you with only your logo (for use on your company website/social media)
- Report available for download on the NAEM website
- Recognition in promotional emails, which reach 10,000 targeted recipients
- Exposure in the NAEM Network News, NAEM's monthly electronic newsletter for members and stakeholders
- Recognition in promotional communications through 3BL Media

2017 SPONSORSHIPS ORDER FORM

Need help deciding?

Contact us for more information on our events and research program. We can help you choose the sponsorship opportunity that will help you reach your specific marketing goals. **Mike Mahanna, Program Director** / (202) 986-6616 / mike@naem.com

Name

Title

Company

Address

City

State

Zip

Telephone

Fax

E-mail

I am registering as a sponsor/exhibitor for:

EHS & Sustainability Software Conference | March 6-8, Houston, TX

- ☐ **SOLD OUT** \$3,900 NAEM Affiliate or Corporate Member ☐ \$8,995 Sponsorship
- ☐ **SOLD OUT** \$4,495 NAEM Affiliate or Corporate Member ☐ \$6,495 Sponsorship
- ☐ **SOLD OUT** \$4,695 NAEM Affiliate or Corporate Member ☐ \$4,695 Sponsorship

Additional Sponsorship Opportunities:

- ☐ **SOLD OUT** \$3,800 Room Key Cards ☐ \$5,200 Exclusive Sponsorship
- ☐ **SOLD OUT** \$3,800 WiFi (2 available)
- ☐ **SOLD OUT** \$3,800 WiFi (2 available)

EHS Management Excellence Conference | May 16-18, Baltimore, MD

- ☐ **SOLD OUT** \$3,900 NAEM Affiliate or Corporate Member ☐ \$3,900 Sponsorship

Women's Leadership Conference | June 20-22, Portland, OR

- ☐ **Premiere Level:** \$6,500 ☐ \$
- ☐ **Presenting Sponsor:** \$4,800
- ☐ **Supporting Sponsor:** \$3,200
- ☐ **Sponsor an Attendee:** \$1,500 ☐ \$

Sustainability Management Conference | July 31-Oct 2, Chicago, IL

- ☐ **SOLD OUT** \$3,900 NAEM Affiliate or Corporate Member ☐ \$3,900 Sponsorship

2017 Research Reports

- ☐ **SOLD OUT** Sustainability Software Buyers Guide: \$5,000 Lead-sharing Sponsorship Price ☐ \$7,500 Sponsorship
- ☐ **Keeping up with the Next Gen of Emerging Regulations:** \$3,000 Sponsorship

GRAND TOTAL \$

BILLING

☐ Invoice Me

Credit Card

Exp. Date

Company

Address

City

State

Zip

Telephone

Fax

E-mail



SPONSORSHIP AND EXHIBIT SPACE APPLICATION & CONTRACT

All checks must be made payable to: NAEM

Are you an **NAEM Affiliate Council Member?** ☐ Yes ☐ No

To reserve your space: Attach your deposit to this contract, properly executed, and mail, fax or e-mail to:

Mary Sanchez-Quigg

Exposition Manager, NAEM EHS Management Forum

Conference Direct

13518 Granite Rock Drive

Chantilly, VA 20151

Phone: (703) 830-6920 | Cell: (703) 623-7304 | Fax: (866) 608-8062

E-mail: mary.quigg@conferencedirect.com

(Please print or type):

Company or Organization Name

Address

City/State/Zip

Company Web Site

Published Phone #

Published Fax #

Booth Coordinator (contact for logistics only)

Contact Telephone

E-mail

Title

Signature

Note: This form reserves your booth space only. We will send you link to register your booth personnel in July.

CONTRACT VALIDATION:

- We enclose our deposit for 50 percent of sponsorship cost made payable to NAEM. The remaining 50 percent payment is due August 4th, 2017
- Included in the sponsorship price are 3 conference registrations for Platinum Sponsors and 2 conference registrations for Gold and Green Sponsors.
- The terms and conditions on the reverse side of this agreement are hereby incorporated by reference and Sponsor/Exhibitor agrees to be bound thereby.
- We agree the space assigned to us shall be accepted by us unless we reject it within seven (7) days of your notice.
- I/We request, and hereby authorize NAEM & US Expo to reserve and assign space by the booth numbers listed below.

NAEM 2017 SPONSORSHIP PROSPECTUS

Sponsorship Requested:

☒ **SOLD OUT** \$9,920

☐ **Gold Level:** \$6,090

☒ **SOLD OUT** 300 (NAEM Affiliate Members)

☒ **SOLD OUT** 50 (Non-Affiliate Members)

☐ **Other:** (Please specify from the list of Other Sponsorships)

Booth Number Requested: (see Floor Plan on page 17)

1st Choice _____ 2nd Choice _____

3rd Choice _____ 4th Choice _____

Company Description: (up to 75 words, e-mailed to mary.quigg@conferencedirect.com) — due by July 18, 2017

Please separate us from these competitors:

We will do our best to accommodate your request but please understand that due to the intimate nature of this program, all requests may not be possible

Type of Payment: (Please check one)

☐ VISA ☐ MasterCard ☐ AmEx

☐ Check payable to NAEM in U.S. funds

Total Amount Enclosed: \$ _____

Card Number

Expiration Date

Cardholder Name

Signature

For Office Use Only

Booth(s) Assigned

Sponsorship Assigned

Cost \$ _____ Paid \$ _____ Date _____ Check # _____

2nd Payment \$ _____ Date _____ Check # _____

Note: This form reserves your booth space only. You will be required to register exhibitor booth personnel in July.



2017 EXHIBIT HALL RULES & REGULATIONS

Sponsor/Exhibitor hereby agrees to be bound by all exposition rules and regulations. Sponsor/Exhibitor further agrees to adhere to and be bound by (i) all applicable fire, utility, and building codes and regulations; (ii) any rule or regulations of the facility where the exposition is held (iii) the terms of all leases and agreements between NAEM, Conference Direct, and the managers or owners of said facility; (iv) the terms of any and all leases and agreements between NAEM, US Expo and any other party relating to the exposition. Sponsor/Exhibitor shall not, nor shall Sponsor/Exhibitor permit others to do anything to the booth or do anything in the facility which would cause a difference in conditions from those previously approved by the insurance carrier of NAEM, Conference Direct or the owners or managers of said facility, which will in any way increase premiums payable by any of said parties.

Space Assignment: Conference Direct shall use its best efforts to locate the booth in one of the locations designated by Sponsor/Exhibitor on the front side hereof, and to provide physical separation of the booth from the booths of those competitors from whom Sponsor/Exhibitor has requested such separations on the front hereof. Notwithstanding the above, Conference Direct reserves the right to change location assignments at any time, as it may in its sole discretion deem necessary.

Hospitality Suites & Private Parties: Only exhibitors and sponsors shall be authorized to use hospitality suites in the Official Hotel. Hospitality suites and private parties shall not be open during regularly scheduled hours of meetings, exhibits or other NAEM functions. Sponsors/exhibitors who schedule private functions in conflict with official NAEM events will not be eligible to exhibit or sponsor anything at NAEM for two (2) years. This policy will be strictly enforced.

Equipment: Sponsors/exhibitors shall provide all other equipment at their own expense. All booth equipment shall be flameproof. All booth equipment shall be in keeping with and consistent with all rules, codes, and regulations referred to under Codes & Agreements above.

Exclusions: NAEM and ConferenceDirect shall have the right to exclude or to require modification of any display or demonstration which, in its sole discretion, it considers unsuitable to or not in keeping with the character of the exposition and conference. NAEM and ConferenceDirect shall have the right to prohibit the use of amplifying equipment or music which, in its sole discretion, it considers objectionable. NAEM and ConferenceDirect shall have the right to demand modification of the appearance of dress of persons or mannequins used in connection with displays or demonstrations.

Assignment and Sublease: Sponsors/exhibitors shall not sublet the booth or any equipment provided by NAEM, nor shall Sponsor/Exhibitor assign this lease in whole or part without written notice to and approval from NAEM or ConferenceDirect.

Cancellation of Lease: Sponsor/Exhibitor shall have the right to cancel this agreement at any time by written notice to NAEM. In the event of such cancellation, received up to 120 days prior to the Exposition, NAEM shall refund in full (less a \$200 administrative fee) any rental payments already made by Sponsor/Exhibitor. NAEM shall refund 50% of booth space cost on cancellations received between 120-60 days prior to the Exposition. No refund will be made on cancellations received within 60 days of the Exposition and Conference. Under all circumstances, NAEM retains the right to resell any booth space cancelled by Sponsor/Exhibitor.

Americans with Disabilities Act (ADA): Exhibitors shall be responsible for making their exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act, and shall hold NAEM harmless from any consequences of exhibiting companies' failure in this regard.

The Exhibitor Shall Be Responsible For: Securing any and all necessary licenses or consents for a) any performances, displays, or other uses of copyrighted works or patented inventions, and b) any use of any name, likeness, signature, voice or other impression and other intellectual property owned by any third party which may be used, directly or indirectly, by the exhibitor. This includes the photographing or videotaping of any portion of the NAEM Annual EHS Management Forum and Exhibit Hall floor. The exhibitor agrees hereby to indemnify, defend and hold NAEM harmless from and against any claim of liability and any incident or resulting loss, cost, or damage (including costs of lawsuit and attorney's fees) for failure to obtain these licenses or consents and/or for infringements or other violations of the property rights or the rights of privacy or publicity of any third party.

Liability: This agreement shall not constitute or be considered a partnership, employer-employee relationship, joint venture or agency between NAEM, ConferenceDirect and exhibitor. Sponsor/Exhibitor hereby agrees to and does indemnify, hold harmless and defend NAEM and ConferenceDirect from and against any and all liability, responsibility, loss, damage, cost, or expense of any kind whatsoever (including but not limited to cost, interest and attorney's

fees) which NAEM and ConferenceDirect may incur, suffer, be put to, pay or be required to pay, incident to or arising directly from any intentional or negligent act or omission by Sponsor/Exhibitor or any of its employees, servants, or agents. Sponsor/Exhibitor further agrees that NAEM and their respective agents and employees shall not be responsible in any way for (i) damage, loss or destruction of any property of Exhibitor or (ii) injury to Exhibitor or its representatives, agency, employees, licensees or invites.

Cancellation or Postponement of Exposition: In the event that the Exposition and Conference are postponed due to any occurrence not occasioned by the conduct of NAEM, ConferenceDirect or Sponsor/Exhibitor, whether such occurrence be an act of God or the common enemy or the result of war, not civil commotion, sovereign conduct, or the act or conduct of any person or persons not party of privity to this lease, then the performance of the parties under this agreement shall be excused for such period of time as is reasonably necessary after such occurrence to remedy the effects thereof and in any event for the duration of such postponement. In the event that such occurrence results in cancellation of the Exposition, the obligations of the parties under this agreement shall be automatically terminated and all rental payments made under this lease shall be refunded to Sponsor/Exhibitor, less a prorated share of expenses actually incurred by NAEM and Preferred Expositions in connection with the Exposition.

Handling and Storage: NAEM, ConferenceDirect and the owners or managers of the facility where the Exposition is to be held shall not accept or store display materials or empty crates. Sponsor/Exhibitor shall make its own arrangements for shipment, delivery, receipt and storage of such materials and empty crates. Such arrangements may be made through the official general contractor, and Sponsor/Exhibitor shall in any event provide the general contractor with copies of all bills of lading. All shipments and deliveries to the Exposition shall be prepaid. Sponsor/Exhibitor shall not incur any obligation to the official general contractor merely by reason of providing copies of any bills of lading here under.

Security: NAEM shall provide guard service throughout the hours of installation, show and dismantling, and exercise reasonable care for the protection of the Sponsor/Exhibitor's materials and display. Beyond this, NAEM, ConferenceDirect, the show facility and any officer or staff member thereof will not be responsible for the safety of the property or the Exhibitor, his agents, or employees, from theft, damage by fire, accident or any other cause. Sponsor/Exhibitor is required to provide all insurance and/or policy writers to cover all booth contents.

Arrangements of Exhibits: All booths are 8'x10' feet in size. Standard booth backgrounds and side rails, decorated with bengaline curtains and uniform one-line signs are provided without charge. Booth backgrounds are 8' in height and divider rails are 3' in height. In the area 4' forward from the rear background of each booth, display materials may be placed up to a height not exceeding 8' from the building floor. In any portion of the booth beyond 4' from the rear background of the booth, all parts of the Exhibits shall be placed not to exceed 4' from the building floor. Exhibits not conforming to these specifications, or which in design, operation, or otherwise, are objectionable in the opinion of the management, will be prohibited. All other equipment and utilities must be rented from the official contractors. All demonstrations and displays shall be contained to the booth space rented.

Give-Aways: If there is any question about the appropriateness of the item(s), ConferenceDirect may request a sample for final approval. All raffles must be announced and awarded by sponsor/exhibitor at their own booth or by notifying winner. NAEM will not make announcements for any prize drawings. Each Platinum sponsor will have the opportunity to provide the NAEM registration desk with one (1) item for distribution to all Forum registrants. Conference Direct will coordinate with the Sponsor to see that all registration give-aways are received and distributed appropriately.

Sponsor Registrations: With the purchase of a Platinum sponsorship, the exhibitor shall receive three (3) complimentary full conference registrations. Gold and Green sponsorships include two (2) complimentary full conference registrations. All sponsors may register up to one (1) additional personnel for \$1095 (NAEM Affiliates) or \$1750 (non-Affiliates). (This does not affect company personnel registered as speakers, which are handled separately through NAEM.) NAEM Forum Attendance Lists (name, title, organization, and address only as PDF only): Green sponsors will receive a post-Forum list of all participants. Only Gold and Platinum sponsors will receive both the pre- and post-Forum lists. The Platinum sponsors have the opportunity to do one (1) mailing to the Forum Attendee List. All lists are provided with authority for one (1) mailing only. Any exhibitor in violation of this will not be allowed to exhibit at the following two (2) NAEM Forums.



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