2018 FALL EVENTS
SPONSOR AND EXHIBITOR OPPORTUNITIES

July 2018
Why BCWWA Events?
WHO WE ARE

The BC Water & Waste Association (BCWWA) is a not-for-profit association representing more than 4,000 water professionals who are responsible for ensuring safe, sustainable and secure water, sewer and stormwater systems in BC and the Yukon.

Our members work every day to keep our water systems clean and safe—from source to tap to drain and back to the environment. They include: water and wastewater facility operators, utility managers, engineers, technicians and technologists, consultants, government policy and regulatory staff, backflow assembly testers and cross connection control specialists, researchers, and suppliers.

THE OPPORTUNITY
Through our professional development events, member communication and recognition activities, we offer a variety of ways you can reach our members and increase your brand awareness through sponsorship.
OUR EVENTS

The BCWWA delivers professional development events aimed at delivering knowledge to participants and offering an opportunity to build their network of industry contacts.

LAST YEAR, BCWWA CELEBRATED:

9 EVENTS DELIVERED  200+ EXHIBITING ORGANIZATIONS  1,732 PEOPLE ATTENDED

89% EXHIBITOR SATISFACTION  95% DELEGATE SATISFACTION  92% ATTENDEES ARE WILLING TO RECOMMEND THE EVENTS TO OTHERS

WHY GET INVOLVED?
Supporting our events gives you increased brand awareness, facilitates lead generation, and is a great recruitment and retention tool.

Alongside all of that, it also means giving back to the water sector in B.C. As a not-for-profit association, we work hard to make our education programs for operators and professional staff best-in-class, but also affordable. Income from our professional development events helps make that possible.
Yukon Water & Wastewater Conference & Trade Show
YUKON WATER & WASTEWATER CONFERENCE & TRADE SHOW

October 24 - 25, 2018 | Kwanlin Dun Cultural Centre, Whitehorse, YT

This two-day conference designed to provide water professionals the opportunity to network and discuss solutions to issues unique to the northern water community.

This year’s theme is *Practical Applications for the North*. Key topics to be discussed include operational challenges for remote systems, innovative strategies to improve First Nations’ water security, and waste management planning and infrastructure.

We are anticipating up to 100 attendees from across BC and the Yukon at the 2018 event.

**WHO YOU’LL CONNECT WITH**

- Water and wastewater practitioners and management
- Operators
- Government staff
- Suppliers and manufacturers
- Consultants.

Here’s a breakdown of who attended in 2017:

- Operations, Design & Engineering: 38
- Marketing & Sales: 19
- Trades Professional: 14
- Executive & Management: 11
- Other: 6
EXHIBITOR OPPORTUNITIES AND BENEFITS
The Trade Show is an important part of the Conference, providing a unique opportunity to market your products and services to a diverse population with a distinct focus on the northern water community.

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<tr>
<th>Exhibitor Type</th>
<th>Price</th>
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| Exhibitor table        | $399  | • One exhibitor pass  
|                        |       | • Meals and reception                  |
| Additional exhibitor   | $199  | • One additional exhibitor pass       |
|                        |       | • Meals and reception                  |
| Exhibitor upgrade      | $149  | • Access to education sessions        |

If you are interested in exhibiting at this popular, annual event, please complete the online Expression of Interest form on the event page at www.bcwwa.org/events. Expression of Interest applicants will be notified if their organization has a confirmed space at the Trade Show, or if it has been placed on the waiting list.
YUKON WATER & WASTEWATER CONFERENCE & TRADE SHOW
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SPONSOR OPPORTUNITIES AND BENEFITS
Reach even more potential customers at the Conference by taking advantage of one of our sponsorship options.

All options include an exhibitor table at the Trade Show and excellent additional benefits.

EVENT SPONSORSHIP
Price: $1,500
Benefits:
• Two-minute welcoming remarks opportunity at the beginning of the event;
• Two exhibitor passes to Trade Show;
• One exhibitor upgrade pass to education sessions;
• Logo on digital signage and website;
• Logo on event print materials; and
• Logo in Watermark magazine (circulation 4,000).

LUNCH DAY 1 SPONSORSHIP
Price: $750
Benefits:
• One exhibitor pass to the Trade Show;
• Acknowledgement in event remarks.
• Logo on digital signage and website;
• Logo on event print materials; and
• Logo in Watermark magazine (circulation 4,000).

LUNCH DAY 2 SPONSORSHIP
Price: $750
Benefits:
• One exhibitor pass to the Trade Show;
• Acknowledgement in event remarks.
• Logo on digital signage and website;
• Logo on event print materials; and
• Logo in Watermark magazine (circulation 4,000).

RECEPTION SPONSORSHIP
Price: $1,000
Benefits:
• Two minute welcoming remarks opportunity at the reception;
• One exhibitor pass to the Trade Show.
• Logo on digital signage and website;
• Logo on event print materials; and
• Logo in Watermark magazine (circulation 4,000).

LUNCH DAY 2 SPONSORSHIP
Price: $750
Benefits:
• One exhibitor pass to the Trade Show;
• Acknowledgement in event remarks.
• Logo on digital signage and website;
• Logo on event print materials; and
• Logo in Watermark magazine (circulation 4,000).
Operator Continuing Education Day & Trade Show
OPERATOR CONTINUING EDUCATION DAY & TRADE SHOW

November 27, 2018 | Anvil Centre, New Westminster, BC

Join us this November for focused education sessions, hands-on equipment demonstrations, and plenty of networking opportunities in a relaxed atmosphere. The Operator Continuing Education (CEU) Day helps provide operators with relevant and engaging continuing education that helps fulfill CEU requirements while connecting them with others in their field.

The day is organized in the four streams of water distribution, water treatment, wastewater collection, and wastewater treatment, with seasoned experts moderating each stream. Programming is designed for operators from all water and wastewater disciplines from small to metro-sized facilities and all levels of experience.

Based on the popularity of the 2017 event, we’re anticipating up to 100 attendees for Operator Continuing Education Day this year.

WHO YOU’LL CONNECT WITH

If you’re looking to get your products and services in front of frontline water and wastewater operators - this is the place for you!

Water and wastewater practitioners; marketing and sales staff and fellow suppliers make up the majority of attendees. Here’s a breakdown of the specific fields our 2017 attendees worked in:
EXHIBITOR OPPORTUNITIES AND BENEFITS

This event is **focused on knowledge-sharing** and **manufacturers and suppliers** are a big part of it.

Access to all education sessions is **in the table price**, giving exhibitors the opportunity to take advantage of **all professional development benefits** throughout the day. **Exhibitors who also present** are eligible for a table discount.

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If you are interested in exhibiting at this unique, operator-focused event, please complete the online Expression of Interest form on the event page at [www.bcwwa.org/events](http://www.bcwwa.org/events). Expression of Interest applicants will be notified if their organization has a confirmed space at the Trade Show, or if it has been placed on the waiting list.

$50 discount for companies that exhibit at both CEU Day and the Aging Pipe Infrastructure Workshop!
Aging Pipe Infrastructure Workshop & Trade Show
AGING PIPE INFRASTRUCTURE WORKSHOP & TRADE SHOW

November 28, 2018 | Anvil Centre, New Westminster, BC

Ensuring that underground infrastructure is prepared to manage changing capacity requirements, aging pipes and changing regulations is important for all communities.

BOTH ENDS OF THE PIPE

This workshop focuses on both water and storm water infrastructure and provides a forum to focus on storm water influx and infiltration (I&I) and water loss management.

The program will be divided into two streams: Policy and Practical. The Policy stream will focus on legislative and regulatory changes and strategic level decision making regarding underground infrastructure, while the Practical stream will focus on case studies and operational best practices.

WHO YOU’LL CONNECT WITH

This event is being planned in conjunction with the Operator Continuing Education Day & Trade Show and will be marketed to many of the same attendees.

Individuals who are involved at the design, implementation and operations of storm water and water distribution systems would be interested in this workshop. This includes:

• Operations Managers
• Senior Operators
• Engineers
EXHIBITOR OPPORTUNITIES AND BENEFITS
This event is focused on sharing knowledge and discussing policy in the storm water and water loss management fields. If your company works in these areas - exhibiting at the workshop will have your products and services on show to the right eyes.

Access to all education sessions is also in the table price, giving exhibitors the opportunity to take advantage of all professional development benefits throughout the day.

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If you are interested in exhibiting at this brand new event, please complete the online Expression of Interest form on the event page at www.bcwwa.org/events. Expression of Interest applicants will be notified if their organization has a confirmed space at the Trade Show, or if it has been placed on the waiting list.

$50 discount for companies that exhibit at both the Aging Pipe Infrastructure Workshop and CEU Day!
INTERESTED IN OTHER WAYS TO INCREASE YOUR BRAND PRESENCE IN THE WATER AND WASTEWATER INDUSTRY?

We update our events schedule throughout the year and have some exciting activities planned for 2019. Visit our website for more information or contact Janette Blahova at jblahova@bcwwa.org or 604-630-5349 to find the sponsorship opportunity that’s right for you.