

# CMAA Connections 2019

SPONSORSHIP PROSPECTUS

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**Construction Management Association of America**

## **Sponsors Gain...**

**Increased visibility and enhanced brand recognition among owners, executives of CM service provider organizations, individual practitioners, and others with a vital interest in the success of the industry.**

[www.cmaanet.org](http://www.cmaanet.org)

# The Benefits of Sponsorship

- 1. Brand Visibility*
- 2. Targeted Marketing*
- 3. Consumer Perception*
- 4. Efficient Lead Generation*
- 5. Sales Goals*
- 6. Association/Community Goodwill*
- 7. Content Strategy*
- 8. Attendee/Member Insights*
- 9. Business Relationships*
- 10. Return on Investment*

The benefits of event sponsorship are endless if you put in the effort to forge connections.

Questions?  
Ready to secure your sponsorship package?

Contact:  
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Vice President -  
Membership  
Engagement  
703.677.3375  
[mgedris@cmaanet.org](mailto:mgedris@cmaanet.org)

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# About CMAA

*The Construction Management Association of America is an industry association dedicated to the practice of professional construction management. CMAA represents more than 16,000 members including federal/state/local government and private sector owners, construction consultants, technology suppliers, academia, and legal organizations all with a common goal: to improve our nation's infrastructure.*



**Established in 1982, CMAA sets the standard for managing capital construction projects.**

CMAA's Mission is to promote the profession of construction management and the use of qualified construction managers on projects and programs. Our Vision is that all owners will realize project and program success by using professionally qualified construction managers.

CMAA was formed in 1982 to establish standards for managing construction projects. Construction management is rooted in traditional project management practices and requires a unique body of skills and professional knowledge to perform successfully. One of CMAA's goals is to help the construction management profession further develop its own unique identity within the Architecture/Engineering/Construction industry.

CMAA has nearly 16,000 members which include individual CM practitioners, corporate members, and construction owners in the public and private sectors, along with academic and associate members. CMAA also has 29 regional chapters and student chapters at colleges and universities

# CMAA Focus 19

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MARCH 31 – APRIL 2, 2019

BOSTON, MASS.

[CMAANET.ORG/CMAAFOCUS](http://CMAANET.ORG/CMAAFOCUS)

## MAKING CONNECTIONS. LEADING THE FUTURE.

### What to Expect at CMAA Focus19

- expected attendance - 400
- 3 thought-provoking Plenary Sessions & Keynotes
- 1 Town Hall Discussion
- more than 25 Education Sessions:
  - communication skills
  - decision-making
  - problem solving
  - innovation
  - The Hub - where connections are made. The Hub is the networking center of CMAA Focus19.
  - 10 table-top exhibit spaces

CMAA Focus19 is a high-level conference with a focus on the subjects and challenges faced by those leading teams and firms. With extended networking sessions and opportunities to establish new partnerships and steward existing relationships; education sessions focusing on communication skills, decision-making, and problem-solving; and specialized sessions presented by our industry partners – SMPS, CII, CFMA, SAME and the ABA Construction Law Section.

The conference will also feature extended networking sessions and opportunities to establish new partnerships and steward existing relationships.

# Sponsorship Packages

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## BRONZE PACKAGES

**\$5,000**

All Bronze Packages include:

- « One Full-Conference Registration
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session

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● Package 1 - Conference Registration Desk

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● Package 2 - Conference A/V

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● Package 3 - Tuesday Breakfast

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● Package 4 - Monday Breakfast



## SILVER PACKAGES

**\$7,500**

All Silver Packages include:

- « 1 Banner Ad in Conference App
- « One Full-Conference Registration
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session

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● Package 1 - Conference Pen

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● Package 2 - Networking Breaks

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● Package 3 - Making Connections Lunch **NEW**

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● Package 4 - Onsite Pocket Schedule **NEW**

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● Package 5 - Conference Signage



### **GOLD PACKAGES**

**\$10,000**

All Gold Packages include:

- « Table Top Exhibit Display Space
- « 1 Banner Ad in Conference App
- « Two Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Padfolio Insert

- Package 1 - Conference USB Drive

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- Package 2 - Plenary Sessions / Keynotes

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- Package 3 - Conference WiFi

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- Package 4 - Charging Station

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- Package 5 - Conference App



### **PLATINUM PACKAGES**

**\$13,000**

All Platinum Packages include:

- « Table Top Exhibit Display Space
- « 2 Banner Ads in Conference App
- « Three Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Padfolio Insert

- Package 1 - Badge Holder/Lanyard

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- Package 2 - Executive Padfolio

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- Package 3 - Sunday Welcome Reception



All Diamond Packages include:

- « Table Top Exhibit Display Space
- « 2 Banner Ads in Conference App
- « Four Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Padfolio Insert

Any customized sponsorship package totalling \$35,000 or more is considered Diamond Level.

# CMAA National Conference & Trade Show

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SEPTEMBER 22 – 24, 2019

ORLANDO, FLA.

[CMAANET.ORG/NATIONALCONFERENCE](http://CMAANET.ORG/NATIONALCONFERENCE)

## What to Expect at CMAA 2019

- expected attendance – 1300+
- 3 thought-provoking Plenary Sessions & Keynotes
- more than 45 Education Sessions:
  - technology innovations
  - delivery systems
  - leadership
  - innovation
  - 80 exhibitors showcasing the latest innovative solutions & products
  - technical tours of projects in the greater Orlando area

The CMAA National Conference and Trade Show is the premier event for the construction/program management industry. CMAA 2019 will focus on building the skills needed to improve project delivery by connecting leadership and collaboration, program/project management, resiliency, technology, diversity and inclusion, collaborative delivery methods, and project controls with the core responsibilities and competencies of CM.

It will help attendees discover and implement ideas that deliver results. It will train you to search for innovative solutions and provide opportunities to make valuable connections with other industry professionals, as well as suppliers and service providers.



# Sponsorship Packages

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## BRONZE PACKAGE

**\$5,500**

All Bronze Packages include:

- « One Full-Conference Registration
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session

● Package 1 - Conference Registration Desk

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● Package 2 - Conference A/V

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● Package 3 - Technical Tours

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● Package 4 - Ice Cream Social

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● Package 5 - CMAA Fellows Reception

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● Package 6 - Tuesday Breakfast

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● Package 7 - Monday Breakfast



## SILVER PACKAGE

**\$8,500**

All Silver Packages include:

- « 1 Banner Ad in Conference App
- « One Full-Conference Registration
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session

● Package 1 - Conference Pen

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● Package 2 - Networking Breaks

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● Package 3 - Monday Lunch

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● Package 4 - Onsite Pocket Schedule **NEW**

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● Package 5 - Conference Signage

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● Package 6 - Tuesday Lunch

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● Package 7 - Monday Trade Show Reception



### **GOLD PACKAGE**

**\$12,500**

All Gold Packages include:

- « 1 Banner Ad in Conference App
- « Two Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Bag Insert

- Package 1 - Conference USB Drive

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- Package 2 - Plenary Sessions / Keynotes

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- Package 3 - Conference WiFi

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- Package 4 - Charging Station

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- Package 5 - Conference App

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- Package 6 - CCM Recognition Wall



### **PLATINUM PACKAGE**

**\$15,000**

All Platinum Packages include:

- « 2 Banner Ads in Conference App
- « Three Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Bag Insert

- Package 1 - Badge Holder/Lanyard

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- Package 2 - Conference Bags

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- Package 3 - Sunday Welcome Reception

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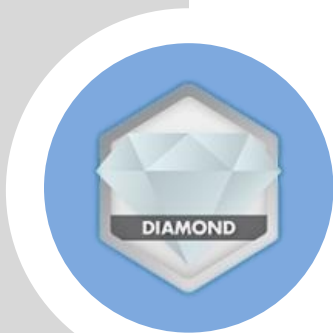
- Package 4 - Chair's VIP Reception

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- Package 5 - Industry Recognition Dinner

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- Package 6 - Industry Recognition Reception



All Diamond Packages include:

- « 2 Banner Ads in Conference App
- « Four Full-Conference Registrations
- « Active Company Logo/Link on official Conference website and in Conference marketing emails
- « Prominent on-site signage with Company Logo throughout Conference
- « Recognition/Logo in Conference marketing mailings
- « Recognition at Conference Opening Session
- « Registration Bag Insert

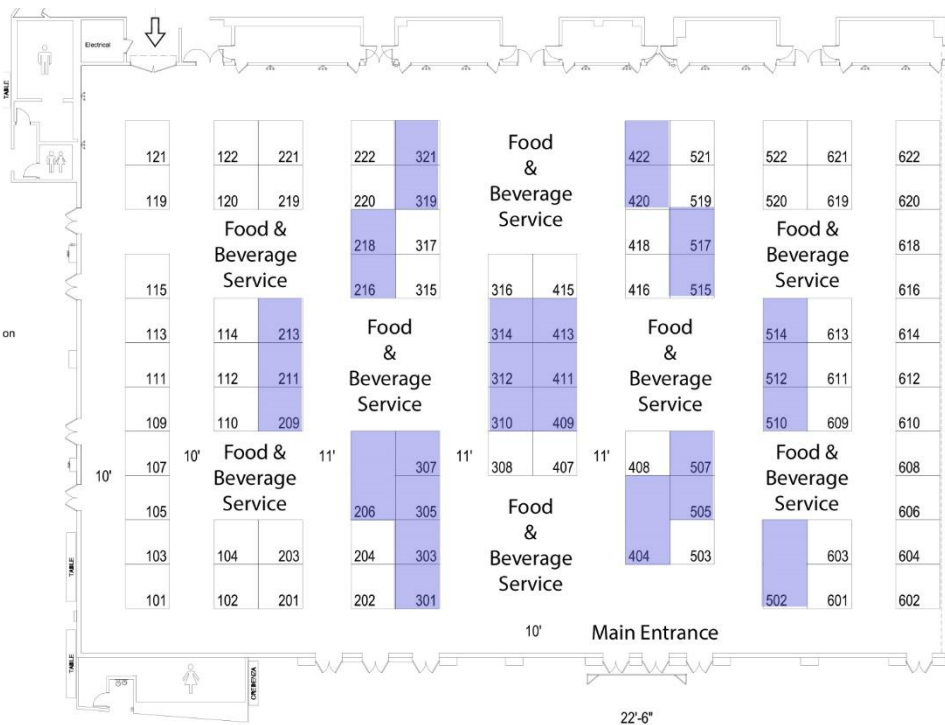
Any customized sponsorship package totalling \$35,000 or more is considered Diamond Level.

# EXHIBIT OPPORTUNITIES

More than 1,300 of the construction industry’s most influential leaders want to meet you this fall during the National Conference & Trade Show.

Whether you offer hardware, software, procurement systems, tax and financial planning, marketing, consulting, CM services, equipment, insurance, human resources, legal services, recruiting, A/E services, publishing, forensic auditing, or business development, this is the year’s best opportunity to reach the lucrative construction/program management industry.

You’ll meet and interact with construction managers from more than 400 firms like AECOM, Jacobs, CBRE Heery, Parsons, HDR, Hill International, ARCADIS, HNTB Corporation, Whiting-Turner and Gilbane Construction. In addition, the conference draws leading owners from both the public and private sectors such as the U.S. Army Corps of Engineers, MTA New York City Transit, Port of Long Beach, LAUSD, MassDOT, San Diego Regional Airport Authority, U.S. Dept. of Veteran Affairs, plus state Departments of Transportation, airports, school districts, water authorities, healthcare systems, and many others.



**Booth Costs:**  
**Standard Booth: \$2500**  
**Prime Booth: \$2750**  
**Non-Members add \$300**

**Your Booth Includes:**

- » 10’x10’ booth with 6’ draped, skirted table; two plastic contour chairs; wastebasket; and identification sign
- » 8’-high draped back wall and 3’-high draped side walls
- » Lunch on the Show Floor Monday, a Reception Monday evening, Breakfast Tuesday morning
- » Exhibit Hall Ballroom is already carpeted;
- » One (1) Trade Show Only conference registration
- » Pre- and post-conference attendance roster with mailing addresses for promotion
- » Firm listing on Conference website and Conference App with link to exhibitor’s website and company description