

CMAA CONNECTIONS 2020



CMAA
Construction Management
Association of America

www.cmaamet.org

The Benefits of Sponsorship



Brand Visibility



Targeted Marketing



Consumer Perception



Efficient Lead Generation



Sales Goals



Association/Community Goodwill



Content Strategy



Attendee/Member Insights



Business Relationships



Return on Investment

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.

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



**QUESTIONS?
READY TO
SECURE YOUR
SPONSORSHIP
PACKAGE?**

CONTACT: Mark Gedris
Vice President -
Membership Engagement
703.677.3375
mgedris@cmaanet.org

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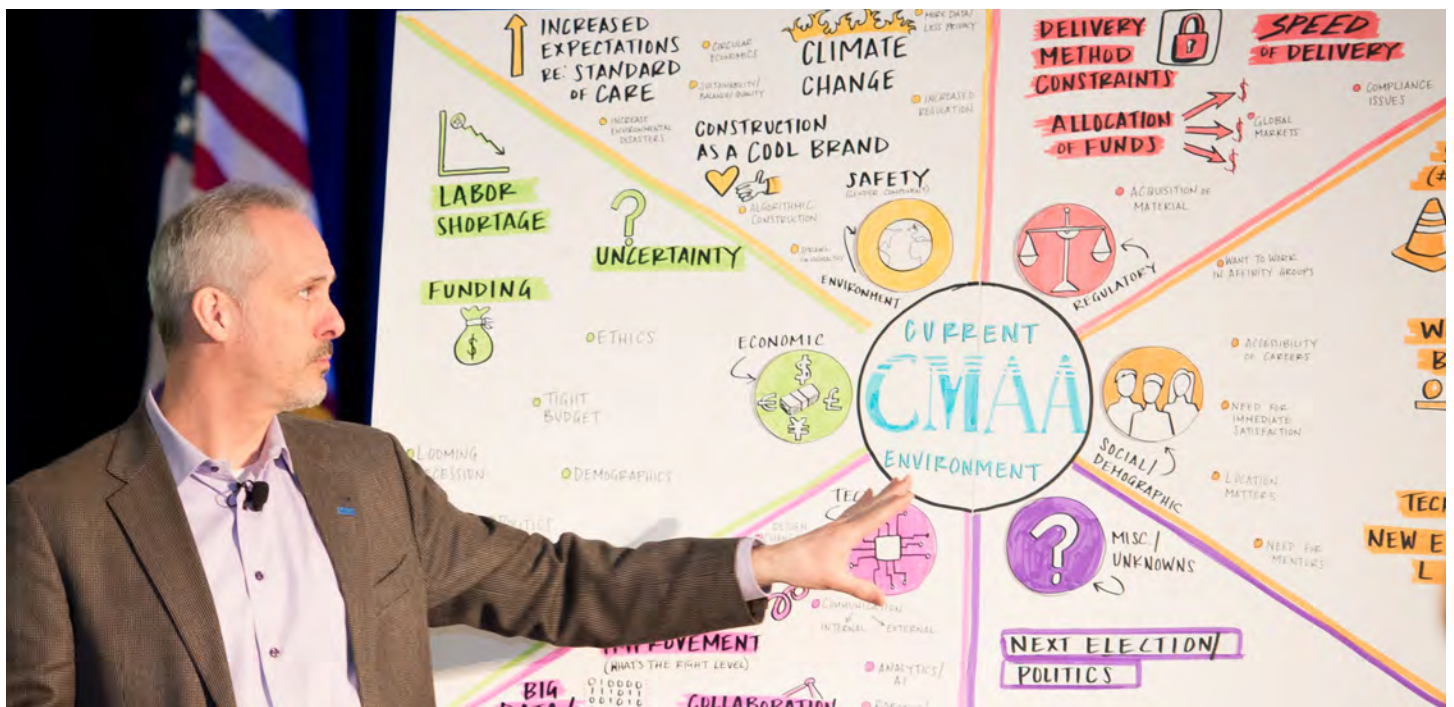
About CMAA



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.

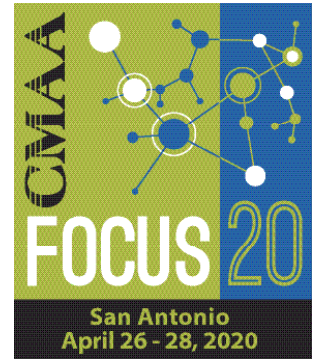
CMAA's Mission is to promote the profession of construction management and the use of qualified construction managers on projects and programs. Our Vision is that all owners will realize project and program success by using professionally qualified construction managers. CMAA was formed in 1982 to establish 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 more than 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 Focus20 Sponsorship

New Heading Here

CMAA Focus20 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 – Construction Owners Association of America (COAA), Construction Industry Institute(CII), Design-Build Institute of America (DBIA), Lean Construction Institute (LCI), Construction Specifications Institute (CSI), Healthcare Infrastructure Research Institute (HIRI)*.



What to Expect at CMAA Focus20

400 Expected Attendance!

Thought-provoking Plenary Sessions & Keynotes

1 Town Hall Discussion

> 25 education sessions

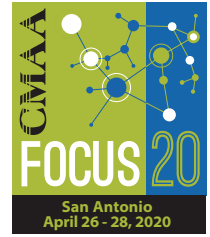
• innovaiton • inclusion • success

The Hub The Hub is the networking center of CMAA Focus20






WHERE CONNECTIONS ARE MADE

TABLE-TOP EXHIBIT SPACES

*Invited



Sponsorship Packages

SPONSORSHIP PACKAGE OPTIONS	 DIAMOND \$30,000* +	 PLATINUM \$13,000	 GOLD \$10,000	 SILVER \$7,500	 BRONZE \$5,000
Table Top Exhibit Display Space	YES!	YES!	YES!	—	—
Banner Ads in Conference App	2	2	1	1	—
Full-Conference Registrations	4	3	2	1	1
Active Company Logo/Link on official Conference website and in Conference marketing emails	YES!	YES!	YES!	YES!	YES!
Prominent on-site signage with Company Logo throughout Conference	YES!	YES!	YES!	YES!	YES!
Recognition/Logo in Conference marketing mailings	YES!	YES!	YES!	YES!	YES!
Recognition at Conference Opening Session	YES!	YES!	YES!	YES!	YES!
Registration Padfolio Insert	YES!	YES!	YES!	—	—
<p>Each sponsorship level has package options to fit your marketing and branding needs.</p> <p>Give us a call if you need help with your selection.</p>	<p>PACKAGE *Any customized annual sponsorship package totaling \$30,000 or more is considered at the Diamond level.</p>	PACKAGE 1 Badge Holder/ Lanyard	PACKAGE 1 Conference USB Drive	PACKAGE 1 Conference Pen	PACKAGE 1 Conference Registration Desk
		PACKAGE 2 Executive Padfolio	PACKAGE 2 Plenary Sessions / Keynotes	PACKAGE 2 Networking Breaks	PACKAGE 2 Conference A/V
		PACKAGE 3 Sunday Welcome Reception	PACKAGE 3 Conference WiFi	PACKAGE 3 Making Connections Lunch	PACKAGE 3 Tuesday Breakfast
		—	PACKAGE 4 Charging Station	PACKAGE 4 Onsite Pocket Schedule	PACKAGE 4 Monday Breakfast
		—	PACKAGE 5 Conference App	PACKAGE 5 Conference Signage	—
		—	PACKAGE 6 Water Station	—	PACKAGE 6 Education Sessions Rooms
		—	PACKAGE 7 Hotel Key Card	—	—

CMAA National Conference & Trade Show

We are the industry standard!

The CMAA National Conference and Trade Show is the premier event for the construction/program management industry. CMAA 2020 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 take valuable connections with other industry professionals, as well as suppliers and service providers.**



What to Expect at CMAA 2020

1300+ Expected Attendance!

3 Thought-provoking Plenary Sessions & Keynotes

> 45 education sessions

- technology innovations
- delivery systems
- leadership
- innovation

80 EXHIBITORS SHOWCASING THE LATEST INNOVATION SOLUTIONS & PRODUCTS

Techincal tours of projects in the the greater San Francisco area!



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Recognition at Conference Opening Session	YES!	YES!	YES!	YES!	YES!
Registration Bag Insert	YES!	YES!	YES!	—	—
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		PACKAGE 2 Conference Bags	PACKAGE 2 Plenary Sessions / Keynotes	PACKAGE 2 Networking Breaks	PACKAGE 2 Conference A/V
		PACKAGE 3 Sunday Welcome Reception	PACKAGE 3 Conference WiFi	PACKAGE 3 Monday Lunch	PACKAGE 3 Technical Tours
		PACKAGE 4 Chair's VIP Reception	PACKAGE 4 Charging Station	PACKAGE 4 Onsite Pocket Schedule	PACKAGE 4 Ice Cream Social
		PACKAGE 5 Industry Recognition Reception & Dinner 2 available	PACKAGE 5 Conference App	PACKAGE 5 Conference Signage	PACKAGE 5 CMAA Fellows Reception
			PACKAGE 6 CCM Recognition Wall		PACKAGE 6 Monday Breakfast
		—	—	PACKAGE 7 Tuesday Lunch	PACKAGE 7 Tuesday Breakfast
additional packages may be available					

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.

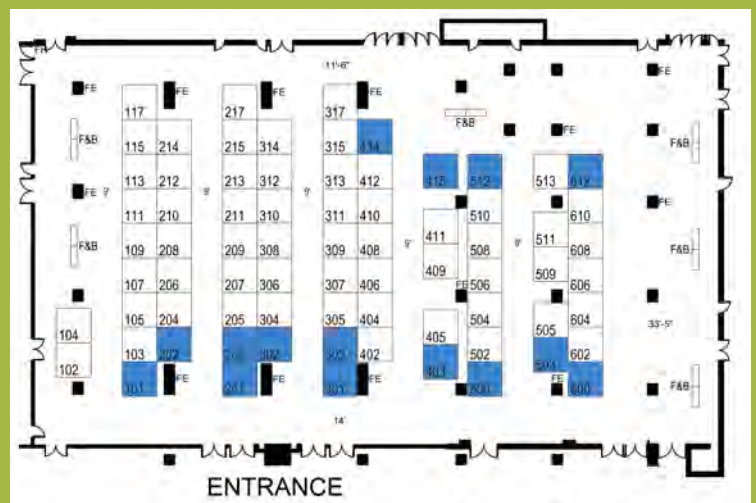
Whether you offer hardware, software, procurement systems, tax and financial planning, marketing, consulting, CM services, equipment, insurance, human resources, legal services, recruiting, A/E services, publishing, forensic auditing, or business development, this is the year's **best opportunity to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

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
- ★ Welcome Reception Sunday evening (in the exhibit hall) as well as Lunch Monday and Breakfast Tuesday morning (both in the exhibit hall)
- ★ Exhibit Hall Ballroom is already carpeted
- ★ **Two (2)** 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



Booth Costs

Members

Standard Booth: \$2700

Prime Booth: \$3000

Non-Members

Standard Booth: \$3000

Prime Booth: \$3300

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