

# **BI** **GAS** **AMERICAS**

POWERED BY **ABC**

## **Sponsorship and Exhibitor Prospectus**

**Championing the growth of the  
biogas industry by informing,  
connecting and training.**

**The Palms Resort  
Las Vegas, Nevada  
June 23-25, 2020**



## Powered by the American Biogas Council

BIOGAS AMERICAS is positioned to become the largest and most important annual gathering of the biogas industry. This is a "must-attend" event for anyone in the business of biogas - a place to meet with like-minded professionals, leadership and decision makers across the industry. With a focus on growing the biogas market through informing, training, and networking with potential clients, vendors, and industry champions, being part of this event is not an expense, it's an investment. BIOGAS AMERICAS is organized by the American Biogas Council - the only trade association championing the entire biogas industry, working across America to grow the biogas market for the benefit of everyone involved. Whether you are a project developer, equipment supplier, service provider, operator, investor, utility, policy-maker, or anyone whose success depends on the growth and profitability of biogas as a resource, there is no better way to build your business and stay informed of the latest developments in the industry. Don't just attend this event - be part of it. Secure the best sponsorship and exhibition opportunities now or your competitor will.

### Venue: The Palms, Las Vegas, NV

The Palms 4-Diamond resort just completed their multi-million dollar renovation and has all the amenities any Biogas Americas attendee, exhibitor and sponsor could want - just off the strip. For business, we have multiple rooms for education and our training schools, the expo hall in the grand ballroom, networking spaces and a deluxe theater for the keynote and annual Biogas Industry Awards Dinner. For entertainment, options abound including resident entertainers, the newest premier steakhouse and chef inspired cafes, a night club, pool, spa and much more. Guest rooms boast luxurious appointments, a large walk in shower, new contemporary art, a 65" television, and floor to ceiling windows with dramatic views of Las Vegas.



### Become an ABC Member for Conference Benefits

ABC Members will receive discounts on registration and exhibit spaces. They will also get first choice within their tier for booth selection. Become an ABC member at [americanbiogascouncil.org/join](http://americanbiogascouncil.org/join) to receive these and other benefits.

### Training & Education

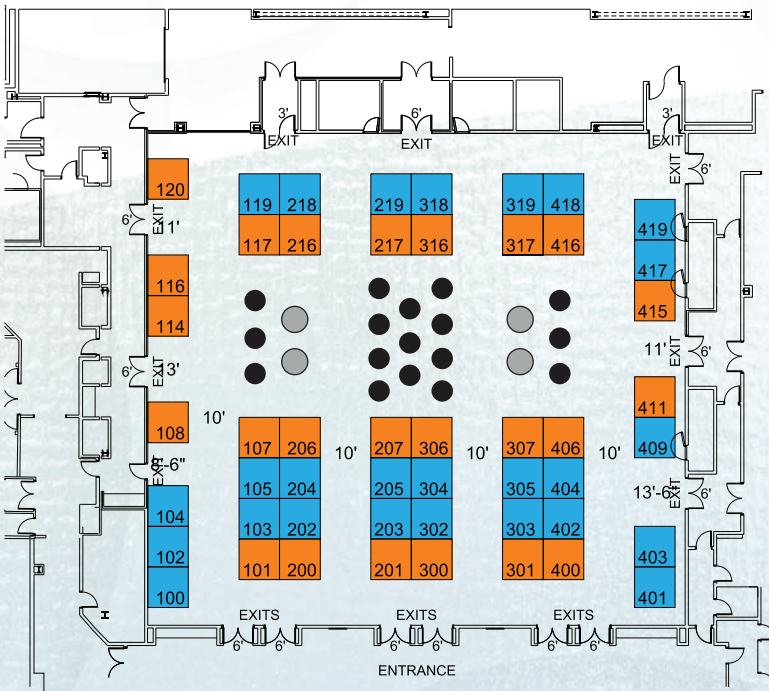
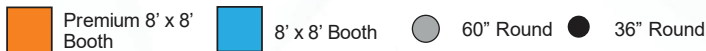
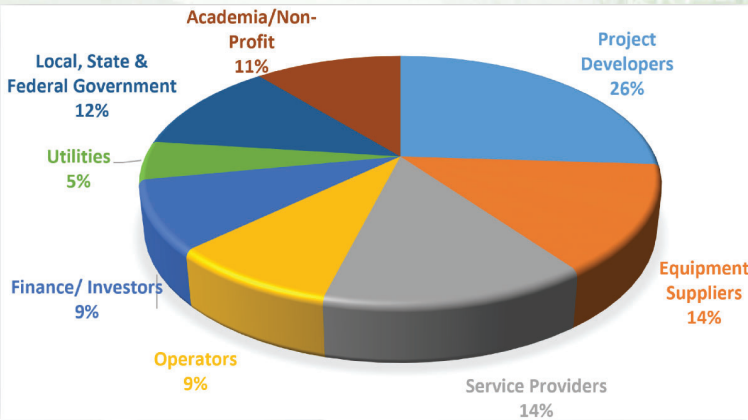
At BIOGAS AMERICAS, our education sessions will provide a complete set of business-focused talks plus our intensive training offered by ABC's Operator Training School and the new AD Business School for project developers, investors, insurance companies, and more. Here's a summary of the main conference session topics:

Business of RNG	Biogas upgrading and scrubbing technologies
Changes to LCFS carbon intensity scoring	Federal and state policy
RFS guidance From EPA	The modern day landfill
When a virtual pipeline makes sense	Municipal strategies for AD and landfills
RIN pricing outlook	Valuation of digestate products/markets
Closing the deal	Off-takers and brokers: who do you need
Financing: Lessons of success and failures	The voluntary RNG market
AD Business School (1 day)	Productive Utility-Developer Relationships
Operator Training School (3 days)	Getting gas to California
Evaluating risk for banks and insurance	Economic nutrient recovery
Utility programs for buying/selling RNG	Biogas' role in corporate sustainability



## Attendee Profile

Biogas industry professionals will join together to network and discuss the industry's current challenges, learn by participating in the industry's best educational conference, and engage with the industry's suppliers of products and services.



## Schedule of Events

Set-Up- June 23.....8:00am to 4:00pm  
 Exhibit- June 24.....9:00am to 4:00pm  
 Exhibit- June 25.....9:00am to 2:00pm

## Exhibit Rental Fees:

Exhibit spaces (Member)	\$2,300
Exhibit spaces (Non-Member)	\$2,800
Premium Booth Space	+\$250
Operator Tour Stop	+\$250
8 x 10 booth (Member)	+\$575
8 x 10 booth (Non-Member)	+\$700

\*Operator tour exhibits will be integrated into the Operator Training Track and will include a visit to the exhibit as part of the training certification.

## Included In Rental Package

- 8 x 8 Space, Back & Sidewall Drape
- (7) - 8 x 10 booths available by request: 100, 108, 114 OR 116, 120, 401 OR 403, 409, OR 411, 415 OR 419
- Booth Identification Sign
- Exhibit Hall is Carpeted
- (2) Complimentary Exhibitor Badges
- Listing on BIOGASAMERICAS.org
- Listing in Final Program
- Listing on Industry Invitation E-Blast
- Pre & Post Event Mailing List

## Secure Your Opportunity

To reserve your space now and take advantage of the promotional opportunities, fill out the application on the last page and send to [info@americanbiogascouncil.org](mailto:info@americanbiogascouncil.org)

## Exhibit Categories:

- |                                    |  |
|------------------------------------|--|
| Covers                             | Mixers                                   |
| Depackaging and Conveyance         | Nutrient Separation/Digestate Management |
| Engineering/Construction           | Project Developers                       |
| Engines                            | Project Financiers                       |
| Environmental Commodity Management | Sensors and Analytical Equipment         |
| Finance/Investment/Accounting      | Tanks                                    |
| Gas Upgrading/Compression          | Virtual Pipeline                         |
| Insurance/Law                      |  |

And much more...



# Sponsor Packages and Opportunities

By participating at BIOGAS AMERICAS, you'll be making a significant investment in the success of your business. Make sure that investment pays off. Take advantage of the sponsor packages or customize a sponsorship package to boost your visibility, drive traffic to your booth and show that you mean business – before, during and after the event. Extend your reach far beyond your booth by selecting the opportunities that work best for your business, and your budget. Just another way BIOGAS AMERICAS is working to meet the needs of our changing industry.

## TITLE SPONSOR - (ONE AVAILABLE)

\$50,000

**Title Logo: Partner logo presented in lock-up with BIOGAS AMERICAS 2020 logo.**

**Sponsor logo and link on biogasamericas.org home page and exhibitor page**

**(4) conference registrations with badge ribbon recognition**

**(1) Complimentary suite upgrade at the hotel.**

**(1) Car service round trip from airport**

**Reserved table for 10 at awards dinner with logo recognition**

**(1) exhibit space**

**First pick in space selection for the 2020 exhibit hall**

**Master of Ceremonies opening the 2020 event at the General Session**

**(1) joint press release to the industry announcing title partner,**

**(1) dedicated marketing email announcing title sponsorship**

**(8) Linked In (8) Twitter posts including sponsor logo**

**Sponsor logo and link in all BIOGAS AMERICAS marketing emails**

**Logo on onsite signage and printed program**

**(1) exclusive 3x7 sponsor sign in the meeting area public space**

**Sponsor logo on all podium signs in the education rooms**

**PowerPoint recognition in each education session**

**Full page color advertisement in BIOGAS AMERICAS program**

**Opportunity to distribute marketing materials at registration desk**

## ELITE SPONSOR(S) - (FOUR AVAILABLE)

\$10,000

**Sponsor logo and link on biogasamericas.org home page and exhibitor page**

**(4) conference registrations with badge ribbon recognition**

**(1) Complimentary suite upgrade at the hotel.**

**(1) exhibit space**

**Second through fifth pick in space selection for the 2020 exhibit hall**

**(1) Inclusion in marketing email announcing support sponsorship**

**(4) Linked In and (4) Twitter posts including sponsor logo**

**Logo on onsite signage and printed program**

**Inclusion on the two 3x7 support recognition signs in the meeting area public space**

**PowerPoint recognition in each education session**

**½ page color advertisement in BIOGAS AMERICAS program**

**Opportunity to distribute marketing materials at registration desk**



## PRIME SPONSOR(S)

\$5,000

- (2) conference registrations with badge ribbon recognition
- (1) exhibit space
- Third tier pick in space selection for the 2020 exhibit hall
- (1) Inclusion in marketing email announcing support sponsorship
- (2) Linked In and (2) Twitter posts including sponsor logo
- Sponsor logo and link on biogasamericas.org home page and exhibitor page
- Logo on onsite signage and printed program
- Inclusion on the two 3x7 support recognition signs in the meeting area public space
- PowerPoint recognition in each education session
- ¼ page color advertisement in BIOGAS AMERICAS program
- Opportunity to distribute marketing material at registration desk

## SUPPORT SPONSOR(S)

\$2,500

- (2) conference registrations with badge ribbon recognition
- (1) exhibit space
- Fourth tier pick in space selection for the 2020 exhibit hall
- (1) Inclusion in marketing email announcing support sponsorship
- Sponsor logo and link on biogasamericas.org home page and exhibitor page
- Logo on onsite signage and printed program
- Inclusion on the two 3x7 support recognition signs in the meeting area public space
- PowerPoint recognition in each education session
- Logo placement as supporter in BIOGAS AMERICAS program

## A LA CARTE PROMOTIONAL OPPORTUNITIES

Industry Breakfast & General Session	\$10,000	Weds Lunch	\$ 5,000
Awards Dinner		Thurs Lunch	\$ 5,000
Table for 10	\$ 1,500	Wed & Thurs Lunches	\$ 9,000
Table for 6	\$ 900	Public area sign 3x7	\$ 1,500
Wine Sponsor	\$ 1,500	Elevator Clings	\$ 1,800*
Reception (hors d'oeuvres and drinks)	\$ 2,500	Website banner ad	\$ 750
Exhibit Hall Happy Hour	\$ 2,000	Exclusive E Mail Marketing	\$ 750
Tues Morning Coffee Break	\$ 400	Program Full page advertisement	\$ 2,500
Wed Morning Coffee Break	\$ 750	Program ½ page advertisement	\$ 1,400
Thurs Morning Coffee Break	\$ 750	Program ¼ page advertisement	\$ 800
All Morning Coffee Breaks	\$ 1,700	Attendee tote bag	\$ 5,000
Tues Afternoon Break	\$ 750	Hotel Key Cards	\$ 1,500*
Wed Afternoon Break	\$ 1,200	Hotel Room Drop	\$ 3,000
Thurs Afternoon Break	\$ 750	Phone Charging Station (½)	\$ 400
All Afternoon Breaks	\$ 2,500	Lanyard & badge holder	\$ 3,500
Thurs Breakfast	\$ 5,000		

\*Subject to hotel allowance



## EXHIBIT/SPONSORSHIP CONTRACT

To reserve space, complete and sign the application and contract and email it to [info@americanbiogascouncil.org](mailto:info@americanbiogascouncil.org) or fax to (202)223-5537. All applications for exhibit space received by December 10, 2019 will participate in space draw December 17-19, 2019. Space assignments will be made in the following order:

- Title Sponsor, Elite Sponsors, Prime Sponsors
- Members with application paid
- Members with application balance
- Non-Members with application paid
- Non- Members with application balance
- Applications received after December 10, 2019 will be assigned booth space on a first-come, first-served basis.

Company \_\_\_\_\_ Website URL \_\_\_\_\_  
 Contact Person \_\_\_\_\_ Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_ Country \_\_\_\_\_  
 Phone \_\_\_\_\_ Email \_\_\_\_\_

### Sponsorships:

Title Sponsor \$50,000   
 Elite Sponsor \$10,000   
 Prime Sponsor \$5,000   
 Support Sponsor \$2,500

### Exhibit Space:

Exhibit spaces (Member) \$2,300   
 Exhibit spaces (Non-Member) \$2,800   
 Premium booth space +\$250   
 Operator Tour Stop +\$250   
 8 X 10 booth (Member) +\$575   
 8 X 10 booth (Non-Member) +\$700

A la carte options :

1) \_\_\_\_\_  
 2) \_\_\_\_\_  
 3) \_\_\_\_\_

**Exhibits + Sponsorship = Total Amount Due: \$** \_\_\_\_\_

### Payment Method:

Invoice  
 Check (Payable to BIOGAS AMERICAS)

Remittance: BIOGAS AMERICAS c/o Caroline Peat, 1211 Connecticut Ave. NW, Suite 650, Washington, DC 20036

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ CVV \_\_\_\_\_

Billing Address (if different from above) \_\_\_\_\_

**Payment Terms:** Upon execution of this contract, Company agrees to pay the "Total Fee Amount" listed above. The entire fee is due in full upon execution of this Contract. If the Company cancels their exhibitor/sponsorship, a cancellation fee will be subtracted from your refund in accordance with the following scale:

Period: On or before November 30, 2019 Refund 100%  
 Period: December 1, 2019 – January 31, 2020 Refund 50%  
 Period: February 1, 2020 – June 1, 2020 Refund 25%  
 Period: After June 1, 2020 No refunds will be issued

BIOGAS AMERICAS reserves the right to restrict or prohibit exhibits or deny use and distribution of supplied content and/or advertising that is determined to have a negative impact on BIOGAS AMERICAS meetings and BIOGAS AMERICAS brands. This includes people, items, conduct, printed materials, and the promotion of products & services deemed not in alignment with the core mission of BIOGAS AMERICAS. If such restriction occurs, BIOGAS AMERICAS will not be liable for any refunds of any expenses.

Signature of Company Representative \_\_\_\_\_  
 Printed Name \_\_\_\_\_ Date \_\_\_\_\_