Prospectus for Sponsors and Exhibitors
Association for Preservation Technology International

CONVERGENCE OF PEOPLE AND PLACE
Diverse Preservation Technologies and Practices

APT Kansas City 2015 • November 1–5, 2015 • The Brass on Baltimore

The APT Annual Conference: A conduit to connections, creativity and collaboration.
www.apti.org
Why Participate at This Year’s Conference?
Partnering with APT at this year’s Conference in Kansas City is the best way to reach more than 500 industry professionals and craftspeople. Your company will benefit through numerous opportunities to network, engage and increase your brand awareness to many of these specifiers in person. APT is the premier international association for preservation technology and our Conference continues to bring together the best in the industry! Just as important, your partnership allows APT to continue its tradition of excellence and expand our mission.

What You Can Expect From APT Kansas City 2015

Exhibit Gala, Monday, November 2, 2015
Time: 5:00pm – 9:00pm
Location: The Brass on Baltimore, Tudor
There are no competing events and no programming during the Exhibit Gala, and this is the only time exhibits are available to the attendees. It is THE time to showcase your product to an audience who is there for YOU. Spend these four hours networking with attendees at a leisurely pace, while enjoying local fare and beverages.

Breakfast with Exhibitors, Tuesday, November 3, 2015
Time: 7:30am – 8:15am
Location: The Brass on Baltimore, Rooftop
As an exhibitor, you are our guest at Breakfast with Exhibitors during which time you have the opportunity to engage further with your new contacts and network with attendees from the Exhibit Gala.

Who You Will Meet
All participants are committed to preservation and conservation. The majority of the industry professionals at the APT Conference will be architects, conservators, preservationists and engineers. Of course, you will also get to meet consultants, contractors, developers, educators, historians, landscape architects, planners, students, and tradespersons directly involved in the application of methods and materials to maintain, conserve, and protect historic structures and sites for future use and appreciation.

Attendee Breakdown

- Professional Members: 53%
- Students: 4%
- Non Members: 35%
- Other: 8%

156 First Time Attendees
Stats from 2014 Conference

Professional Breakdown

- Engineer: 15%
- Architect: 43%
- Conservator: 2%
- Student: 2%
- Other: 9%
- Consultant: 9%
- Preservationist: 2%
- Landscape Architect: 5%
- Historian: 5%
- Craftsman: 3%
- Educator: 2%
- Agency Rep: 1%

Geographic Breakdown

- 58% USA
- 36% CAN
- 1% EUROPE
- 4% LATIN AMERICA & CARIBBEAN
- 1% OTHER

Be an Attendee
This is a relationship-building show. We have designed the Conference to enable you to build relationships on many levels—not just as an exhibitor. Preservation professionals attend to participate in the many learning opportunities—hands-on workshops, symposium, paper and panel sessions, and keynote presentations—as well as to network informally during breaks, at evening social events and even in the halls and elevators. As an APT Conference Sponsor or Exhibitor, we encourage you to stay for the entire Conference. You will increase your number of leads, meet more people and, of course, benefit from the learning and informal networking opportunities.

APT Kansas City 2015
Marti Smith
Exhibits and Sponsor Manager
703-261-5025
exhibits@apti.org
Agenda At-A-Glance (As of July, 2015 - subject to change)

**Sunday, November 1**
- 7:00am – 8:00am  Continental Breakfast
- 8:00am – 5:00pm  Workshops
- Evening  SE1–Workshop Dinner: Continuing the Conversation

**Monday, November 2**
- 6:30am – 8:30am  Continental Breakfast
- 8:00am – 12:00pm  Half Day Field Sessions
- Various – 4:00pm  Full Day Field Sessions
- 8:00am – 9:00pm  Sponsor and App Lounges
- 8:00am – 4:00pm  Workshops
- 12:45 – 4:00pm  Half Day Field Session
- 1:00pm – 4:00pm  COF Business Meeting
- **4:00pm – 5:00pm  Exhibit Gala Preview**
- **5:00pm – 9:00pm  SE2–Exhibit Gala**

**Tuesday, November 3**
- 7:00am – 5:00pm  Sponsor and App Lounges
- 7:30am – 8:30am  Continental Breakfast
- **7:30am – 8:15am  SE3–Breakfast with Exhibitors**
- 8:30am – 9:30am  KS01–Opening Keynote Speaker
- 9:45am – 11:15pm  Concurrent Paper Sessions
- 11:30am – 12:15pm  SE4–Preview Lunch & Student Scholar Recognition
- 12:15pm – 1:00pm  APT Annual General Meeting
- **1:15pm – 2:45pm  Concurrent Paper Sessions**
- 3:15pm – 4:45pm  Concurrent Paper Sessions
- 6:00pm – 8:00pm  SE5-APT Social
- 6:00pm – 8:00pm  Dine Around
- 8:00pm – 11:00 pm  Chapters Mixer

**Wednesday, November 4**
- 8:00am – 4:00pm  Symposium on Modern Heritage
- 7:00am-6:00pm  Sponsor and App Lounges
- 7:30am – 9:00am  Continental Breakfast
- 8:00am – 8:45am  SE6–Chapters Breakfast
- 9:00am – 10:30am  Concurrent Paper Sessions
- 11:00am – 12:30pm  Concurrent Paper Sessions
- 1:00pm – 4:30pm  Half Day Field Sessions
- 1:00pm-4:30pm  NCPTT:Technology and Tools Session
- 1:30pm – 3:30pm  APT Board of Director’s Meeting
- 5:00pm – 6:00pm  AIA HRC Reception
- 6:00pm – 7:15pm  KS02–COF Keynote Lecture and Induction
- 7:15pm – 10:00pm  SE7–Awards Banquet & Student Scholar Fundraiser

**Thursday, November 5**
- 8:00am – 4:00pm  SY1–Symposium: Renewing Modernism: Emerging Principles for Practice
Conference Partnering Opportunities

**Conference Exhibitor**
The APT Kansas City 2015 Conference Exhibit Gala is a four hour event which combines the exhibit show with a reception feel.

**Highlights for APT exhibitors this year**
- Four exclusive exhibit hours in conjunction with the Gala Reception
- No competing programming or events
- Food and beverage in stages to entice participants to stay throughout the evening
- Breakfast with Exhibitors the following morning to encourage additional networking
- Opportunity to participate fully as a Conference attendee* so you may attend sessions and Conference activities. By participating in the Conference you increase your opportunity to continue networking with those you met at the Exhibitor Gala (*Conference registration is available for an additional fee)

**Favorite exhibit features**
- Approximately 90% of the 500+ industry professionals who register will be specifiers.
- APTers are a great group who love to share information, gather together, and be a part of the experience which creates an easy going atmosphere conducive to making connections.

**Exhibitor Deliverables**
- One 8’ x 10’ exhibit booth with 8’ high back and 3’ high side drapes, one 6’ draped table, two chairs, and a 7” x 44” i.d. sign
- Your company name posted and linked on the APT Conference website
- Two company representatives in booth*
- A complete listing in the Conference Program Book including contact name, contact information, and a one-sentence description of your product or services
- Listed in the APT Mobile App
- Two complimentary tickets to the Breakfast with Exhibitors
- Additional Conference registrations available at the discounted Partner registration fee*
- Special event tickets available for an additional cost

**Fees**

<table>
<thead>
<tr>
<th></th>
<th>Booth and Breakfast with Exhibitors only</th>
<th>Booth + one* Conference Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard space booth fee</td>
<td>$900</td>
<td>$1,250</td>
</tr>
<tr>
<td>Prime space booth fee</td>
<td>$1,100</td>
<td>$1,450</td>
</tr>
<tr>
<td>Standard space booth fee, with a sponsorship of $2,500</td>
<td>Sponsorship plus $225 ....... Included</td>
<td>$900</td>
</tr>
<tr>
<td>Prime space booth fee, with a sponsorship of $2,500</td>
<td>Sponsorship plus $450 ...... Included</td>
<td>$1,100</td>
</tr>
<tr>
<td>Standard space booth fee, with a sponsorship of $5,000 or more</td>
<td>Sponsorship plus N/C ......... Included</td>
<td>$1,100</td>
</tr>
<tr>
<td>Prime space booth fee, with a sponsorship of $5,000 or more</td>
<td>Sponsorship plus $225 ....... Included</td>
<td>$1,100</td>
</tr>
</tbody>
</table>

*Each additional full Conference registration is $350. Additional booth representatives for the Exhibit Gala event are $195.00.

You will receive an exhibitor manual at least six weeks prior to the event. This will include the General Service Contractor contact information, move in/move out times and instructions, exhibit hours, confirmation of booth package and details about internet, a/v and furniture should you wish to purchase said services for your booth.
This was my first APT Conference in three years, and the contrast from previous years was more pronounced. My last APT conference in Victoria was quite competent, but this year’s conference was more so: another great venue, more elaborate meals, well-executed events, and excellent scholarships.

-Mark Huck
Restoration Architect
California State Parks

### Conference Sponsor Opportunities and Benefits

<table>
<thead>
<tr>
<th>Sponsor Level</th>
<th>Benefits</th>
</tr>
</thead>
</table>
| Friend of the Conference | $500  
• Listing on the APT website  
• Recognition in printed Conference materials  
• Recognized as a host of the Gala Event |
| Conference Supporter | $1,000  
• Listing on APT website with link to company homepage  
• Recognition in printed Conference materials  
• Recognized as a host of the Gala Event  
• Listing in APT bulletin  
• One year APT Full Membership |
| Conference Sponsor   | $2,500  
• Listing on APT website with link to company homepage  
• Recognition in printed Conference materials  
• Recognized as a host of the Gala Event  
• Listing in APT bulletin  
• One complimentary Conference registration  
• One complimentary Conference registration  
• One complimentary standard exhibit booth if desired  
• Additional logo placement in Program Book |
| Conference Partner   | $5,000  
• Listing on APT website with link to company homepage  
• Recognition in printed Conference materials  
• Recognized as a host of the Gala Event  
• Listing in APT bulletin  
• Two complimentary Conference registrations  
• Two complimentary Conference registrations  
• Option to add-on an exhibit booth at the discounted rate |
| Conference Benefactor| $10,000  
• Listing on APT website with link to company homepage  
• Recognition in printed Conference materials  
• Recognized as a host of the Gala Event  
• Listing in APT bulletin  
• One complimentary Corporate Membership  
• Three complimentary Conference registrations  
• Three tickets to APT Awards Banquet and Student Recognition Lunch  
• One complimentary standard exhibit booth if desired  
• Additional logo placement in Program Book |
Conference Sponsor Opportunities and Benefits continued

Conference Underwriter ................................................. $25,000
Standard package listed below, but customization is available
- Listing on APT website with link to company homepage
- Recognition in printed Conference materials
- Recognized as a host of the Gala Event
- Listing in APT bulletin
- Four complimentary Conference registrations
- Four tickets to APT Awards Banquet and Student Recognition Lunch
- One complimentary standard exhibit booth if desired
- One year APT Corporate Membership
- Additional logo placement in Program Book

Conference Co-Host ......................................................... $50,000
Please call to customize

Event Sponsor Opportunities and Benefits
Recognized for sponsoring a specific Conference event (or item).
Please call for details on the following opportunities:

Mobile App ................................... $15,000 SOLD
Requirements Pay the partner fee.

Lobby Lounge ................................... $15,000
Requirements: Pay a partner fee of $15,000, provide your own
furnishings for your space, provide own electric,
internet and A/V as needed. Lounge will be manned
by company representatives during open times.

Welcome Banners ....................... $5,000
Requirements: Design, produce, purchase and ship two banners (per
APT specs) and pay the partner fee.

Tote Bags .................................. $7,500
Requirements: Design, produce, purchase and ship up to 600 tote bags
to KC and pay the partner fee.

Additional Opportunities
Opening Keynote Speaker... $5,000
APT Banquet............................... $5,000
Lanyards................................. $3,500 SOLD
Internet Zone......................... $3,500
App Lounge......................... $3,500
Chapters and
New Member Breakfast ...... $2,500
# Conference Sponsor Opportunities and Benefits At-A-Glance

<table>
<thead>
<tr>
<th></th>
<th>Exhibitor</th>
<th>Friend up to $500</th>
<th>Supporter $1,000</th>
<th>Sponsor $2,500</th>
<th>Partner $5,000</th>
<th>Benefactor $10,000</th>
<th>Underwriter $20,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RECOGNITION AND VISIBILITY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CONFERENCE WEBSITE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name with link to company website</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo with link to company website</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PUBLICATIONS:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Featured in APT Communiqué with link to company website</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APT Bulletin - pre-Conference</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APT Bulletin - post-Conference</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>AT CONFERENCE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo on Conference Sponsor Banner displayed near registration area</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognized as a Host of the Gala</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo featured at specific events on presentation screens</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CONFERENCE PROGRAM BOOK:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo on Inside Front Cover</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo on Inside Back Cover</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo on Outside Back Cover</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name or Company listed in book</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo featured in book</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CONFERENCE DELIVERABLES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ATTENDANCE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Conference Registrations</td>
<td>One (1)</td>
<td>Two (2)</td>
<td>Three (3)</td>
<td>Four (4)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Award Banquet Ticket(s) and Student Recognition Lunch</td>
<td>One (1)</td>
<td>Two (2)</td>
<td>Three (3)</td>
<td>Four (4)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Tickets to Breakfast with Exhibitors</td>
<td>Two (2)</td>
<td>*</td>
<td>*</td>
<td>Two (2)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EXHIBIT GALA:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Standard Booth Space</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of reps included</td>
<td>Two (2)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Option to add-on and/or upgrade exhibit booth at reduced rate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MEMBERSHIP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>One year APT Full Membership</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>One Year APT Corporate Membership</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Conference Co-Host** ……………………………………………………… $50,000. Please call for details

* Two (2) Tickets to the Breakfast with Exhibitors will be included if the option to add-on a booth is purchased.
**Unique Sponsorship Category! The Gold Star Sponsor**

Sponsors who commit to being a sponsor for three consecutive APT Conferences will pay the current year’s rates for all three years. Gold Star Sponsors will receive special acknowledgment in all publications relevant to their level of sponsorship. This is a way to show your long term dedication to APT. Conference sponsorship rates and/or benefits packages could change annually. In addition to sponsoring the APT Kansas City 2015 Conference, this year’s Gold Star Sponsors will lock in 2015 benefits for the APT 2016 and 2017 Conferences.

**Accommodations**

Most Conference activities will take place at **The Brass on Baltimore**, located within the historic Kansas City Club building at 1228 Baltimore Avenue in Downtown Kansas City, Missouri. The meeting space is truly one-of-a-kind. APT has secured special Conference rates at four terrific hotels all within convenient walking distance. You are responsible to book your own reservations with the hotel of your choice once you have registered to attend the Conference (only registered attendees will have access to book at the Conference rates). Booking information will be included in your registration email confirmation. When securing your reservation, please be sure to mention that you are attending the APT Conference to receive the special rate. **Please make your hotel reservation by Friday, October 2, 2015** to secure the Conference rate. Reservations made after this date may be subject to the prevailing hotel rates.

<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Address</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aladdin Boutique Hotel</td>
<td>1215 Wyandotte Street</td>
<td>$159.00 per night plus applicable taxes</td>
</tr>
<tr>
<td>Hotel Phillips</td>
<td>106 West 12th Street</td>
<td>$163.00 per night plus applicable taxes</td>
</tr>
<tr>
<td>Hilton President Kansas City</td>
<td>1329 Baltimore</td>
<td>$169.00 per night plus applicable taxes</td>
</tr>
<tr>
<td>Kansas City Marriott Downtown</td>
<td>200 West 12th Street</td>
<td>$159.00 per night plus applicable taxes</td>
</tr>
</tbody>
</table>

**Questions?**

Marti Smith  
703-261-5025  
exhibits@apti.org

One opportunity after another was at hand to reconnect with past contacts and professors, forge new connections with fellow emerging professionals, and meet the esteemed leaders of our field, who were extraordinarily generous with their time, sage advice, and encouragement.  
-Karen Stone  
Building Conservation Associates