



2017

Sponsor
& Exhibitor
Prospectus





THE BCxA

WHY SPONSOR THE BCxA?

Being “green” is no longer a social movement. It’s an operational standard. **Building performance needs commissioning, and commissioning needs you!**

The building industry is changing. People’s expectations for value in more efficient, safe, reliable and affordable environments are accelerating demand for better buildings. In return, building technology is changing the way people live and work.

The Building Commissioning Association (BCxA) is at the forefront of the changing built environment.

We bring the building community together – connecting the entire network of professionals responsible for delivering value to the built environment – through commissioning for efficiency and performance.

The BCxA is a customer facing organization and a platform for knowledge, education and collaboration.

In today’s economy, members of the building community are all each other’s customers.

Collaboration across building industry silos is more important now than ever, when up-to-date knowledge and systems integration are critical. The BCxA provides a non-competitive environment where education, certification and quality meet new tools, methods and technologies that contribute to results for all building industry “customers.”

Each year, leading organizations like yours step forward to show that investment in the future of the commissioning profession counts by sponsoring the BCxA and its official industry event, the National Conference on Building Commissioning (NCBC).

Your sponsorship allows the BCxA to continue to develop and deliver training programs for new entrants, advanced professional development, advocacy and support for industry standards and best practices.

We invite you to participate and support the commissioning profession by sponsoring the BCxA and the NCBC.

Sponsors enjoy significant market exposure to 12,000+ readers and viewers through visibility in BCxA University programs and webinars, a continuous BCxA web presence, and participation in BCxA-sponsored events.

WHAT’S YOUR ROLE IN COMMISSIONING?

For example, if you’re a —

- Commercial building owner, manager, design or construction firm, you see change coming in the forms of building information management, project delivery and cost-saving systems verified by commissioning.
- Smart systems manufacturer, distributor or integrator, you’re developing intelligent building products, advanced apps and resilient materials tested by commissioning.
- Energy or water utility, energy efficiency professional or service provider, you’re already focused on building analytics, distributed resource solutions, and risks and savings documented by commissioning.
- Advocate, industry representative or government agency, you’re working on codes, standards and policies that support your jurisdiction’s delivery of safe, healthy buildings – commissioned.
- And if you’re a commissioning provider, you’re involved with all of the above, every working day.

MORE ABOUT THE BCxA

The Building Commissioning Association is a nonprofit professional membership organization focused exclusively on total building commissioning and advancing high standards of performance in commercial buildings.

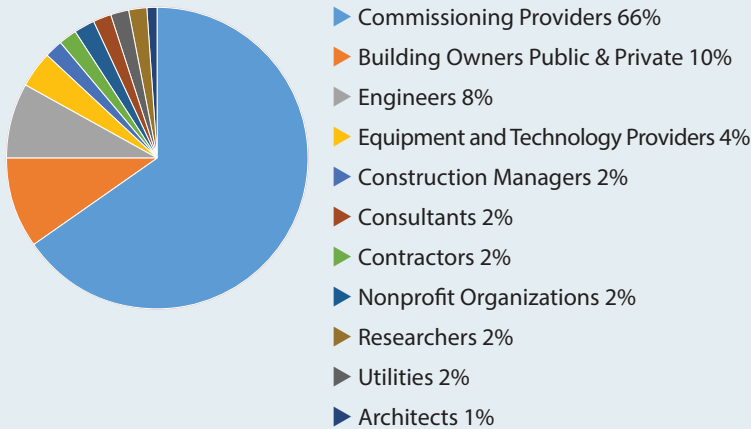
The mission of the BCxA is to maximize the value of building commissioning to the built environment and its stakeholders. The BCxA helps create, promote and provide leadership and education on current and evolving best practices in commissioning for building owners, managers, operators, designers, builders and commissioning providers. In other words we, as a membership organization, ARE our mission.

CELEBRATING 25 YEARS NCBC

2017 marks the 25th anniversary of National Conference on Building Commissioning (NCBC). Professionals from North America and beyond will again connect in one place to build alliances and share the best ways to integrate, educate and deliver buildings that work for people. Utah and its beautiful fall foliage will provide the conference backdrop from October 16-18 at the Salt Lake Marriott at City Creek Hotel.

OCTOBER 16-18, 2017 SALT LAKE CITY, UTAH

WHO ATTENDS NCBC?



The chart above reflects participation over the last three years.

NCBC INDUSTRY PRESENCE

NCBC has established a respected industry presence and a personality of its own over the past 25 years. The conference attracts new Cx professionals and experienced providers who say:

- “Smart Cx: Leveraging Analytics Tools laid the groundwork on the general benefit of using analytical tools to improve the commissioning process... I believe this to be the future of new and existing building commissioning.”
- “In the interactive Data Analytics in the Cx Process session, you felt like you walked out of that class with something tangible that others may not get.”
- “Her presentation showed that chiller plant optimization is math, not magic.”
- “It was great to have higher level commissioning topics that field folks usually don't get involved in, like Purchasing and Selling Commissioning Services and Contracts: Liability and Indemnity Insurance.”
- “Interesting that the two presenters (Cx for the Forgotten Resource: Water) were Jerry Kettler, one of commissioning's first and greatest leaders, and Dan Forino, one of our profession's great young leaders.”
- “The proliferation of ongoing commissioning tools will require commissioning providers to take on an even greater role...”



BCxA SPONSORSHIP



Be a prominent leader in COMMISSIONING, SUSTAINABILITY and ENERGY EFFICIENCY.

All conference benefits refer to the NCBC to be held on October 16-18, 2017 in Salt Lake City, Utah.

Please Note: Some sponsorships are available on a first-come, first-served basis.

Platinum Sponsor - \$10,000+

Available: Unlimited

- BCxA Membership:
 - One yearly corporate membership (the equivalent of two individual memberships)
 - One additional individual membership
- Logo recognition on BCxA home page and BCxA sponsor page
- Logo recognition in 12 BCxA Newsflash announcements to 6,000+ BCxA contacts
- Complimentary exhibit space at NCBC (10' x 10' booth)
- Three conference registrations
- VIP seating at conference opening plenary session
- Three tickets to the BCxA Annual Meeting & Dinner held at NCBC
- One full-page black and white ad in the conference guide
- Logo and link on conference website
- Logo and link placed in all emails announcing the conference
- Logo in conference guide and brochure
- Verbal recognition during opening plenary session

Gold Sponsor - \$5,000

Available: Unlimited

- BCxA Membership:
 - One yearly corporate membership (the equivalent of two individual memberships)
- Logo recognition on BCxA sponsor page
- Logo recognition in six BCxA Newsflash announcements to 6,000+ BCxA contacts
- One conference registration
- Exhibit booth space at NCBC for half price (\$750)
- One ticket to the BCxA Annual Meeting & Dinner held at NCBC
- One full-page black and white ad in the conference guide
- Logo and link on conference website
- Logo and link placed in six emails announcing the conference
- Logo in conference guide and brochure
- Verbal recognition during opening plenary session

Silver Sponsor - \$3,000

Available: Unlimited

- One BCxA individual membership
- Logo recognition on BCxA sponsor page
- One conference registration
- Logo and link on conference website
- Logo and link placed in three emails announcing the conference
- Name recognition in conference guide and brochure
- Verbal recognition during opening plenary session

Newsflash Sponsor - Varies

- Logo recognition and link in Newsflash announcements that is emailed to 6,000+ BCxA contacts. Choose the package that fits your needs:
 - Four placements for \$400
 - Six placements for \$575
 - Best Opportunity! 12 placements for \$1,000

WEBINAR SERIES

Spring and Fall Sponsors - \$3,500

Available: One Each (Spring and Fall)

BCxA's webinars are a cost effective way for commissioning stakeholders to get training and earn continuing education credits. These webinars are delivered by nationally respected commissioning providers. Each webinar is viewed by an average of 300 attendees. Sponsoring BCxA webinars is a great way to show your dedication to building performance and promote commissioning training for professionals in the built environment.

- Exclusive sponsorship of this webinar series
- Ten registrations and continuing education credit for your staff or to share with your customers
- Logo recognition on the BCxA training page and during the opening of each webinar
- Logo and link placed in all emails announcing the webinars in your series



BCxA Annual Meeting & Dinner Sponsor - \$3,500

Available: One

The BCxA International Board of Directors' Annual Member Appreciation Meeting and Dinner is the signature kick-off to NCBC. In 2013, we tagged this event "not your ordinary Annual Meeting," and we intend to keep it that way in 2017! This high-spirited trend continues, and our planning committee has a great lineup for 2017 in Salt Lake City!

- Exclusive sponsorship of this event
- One conference registration
- Six tickets to the BCxA Annual Meeting & Dinner
- Logo recognition on the BCxA and NCBC sponsor web pages
- Logo and link on NCBC conference website
- Logo and link placed in all emails announcing Annual Meeting and conference
- Logo recognition in conference guide and brochure
- Signage at the event including cocktail napkins

For further details, call Liz Fischer at 971.245.6078.



ANNUAL GOLF TOURNAMENT Michael R. Chelednik Memorial

Available: Varies

The BCxA Scholarship Foundation holds its *Annual Michael R. Chelednik Memorial Golf Tournament* in conjunction with NCBC and the BCxA Annual Meeting and Dinner. The Foundation was created to support students and young professionals who want to enter the field of commissioning.

The tournament format will be a traditional scramble with shotgun start at 9:00 AM. Along with the usual prizes for Lowest Team Score, Highest Team Score, KP (Men's and Women's) and Longest Drive (Men's and Women's), there will be some unconventional and fun wrinkles on advancing the ball in certain situations, and a one-time opportunity to get creative with scorekeeping.

The emphasis will be on FUN in supporting the purpose of the tournament – raising money for the BCxA Scholarship Foundation. Please join us for a lively event in a magnificent setting for this worthwhile cause.

Platinum Tournament Sponsor - \$1,500

- Two-Hole sponsorship with sign and table at one hole
- One item in the participant bag (corporate swag or brochure)
- Logo on materials including logo and link on website
- Includes a foursome

Gold Tournament Sponsor - \$1,000

- One-Hole sponsorship with sign and table at hole
- One item in the participant bag
- Logo on materials – company listing on website
- Two golfer registrations

Silver Tournament Sponsor - \$500

- One-Hole sponsorship with tee box sign
- One item in the participant bag
- Logo on materials
- One golfer registration

NCBC SPONSORSHIP

NCBC SPONSORSHIP PACKAGES

The exclusive NCBC sponsorship opportunities, described below, may be added to your BCxA sponsorship to maximize value, or purchased separately.

NCBC 2017 will be held on October 16-18, 2017 in Salt Lake City, Utah.

Please Note: Some sponsorships are available on a first-come, first-served basis.

Exhibitor Reception Sponsor - \$5,000

Available: One

- One conference registration
- One 10' x 10' booth space at the reception
- One full-page black and white ad in the conference guide
- Two tickets to the BCxA Annual Meeting & Dinner held at NCBC
- Logo and link on conference website
- Logo in two conference reminder emails
- Signage at the exhibitor reception Tuesday night
- Logo in conference guide and brochure

Conference Notepads - \$3,500

Available: One

- One conference registration
- Name and logo on notepads
- Name listed in conference guide and agenda

NCBC Lunch Sponsor - \$3,500

Available: One

- One conference registration
- VIP seating at the lunch
- Logo placed prominently on lunch signage
- Display table near registration
- Name listed in conference guide and agenda

NCBC Lanyard Sponsor - \$3,000

Available: One

- Logo on lanyards for the conference attendees
- One VIP exhibitor reception invitation

NCBC Break Sponsor - \$1,000

Available: One Each (per break)

- Logo placed prominently on break signage
- Display table in lobby during break
- Name listed in conference guide and agenda

NCBC Conference Guide Ad - \$250

Available: Unlimited

- One full-page black and white ad in the conference guide



"I would and do highly recommend the BCxA to all of my colleagues. BCxA brings significant value to the building industry through its comprehensive training courses and the opportunity of being involved in local chapters to develop commissioning not only to a variety of regions nationally but now internationally as the BCxA moves its leadership role in whole building commissioning forward into the global space."

- Carl Lundstrom, PE, CCP
Dewberry

NCBC EXHIBITOR

NCBC EXHIBITOR RECEPTION

Open the show on Day One with NCBC's popular Exhibitor Showcase and Reception!

This single-day event brings the conference audience to you when participation, enthusiasm and focus are high -- allowing you to attend the rest of the conference and continue building relationships.

Sign up now to schedule your pre- or post-conference webinar, grow brand recognition, and build sales opportunities with your product and service buyers.

WHO SHOULD EXHIBIT AT NCBC?

- OEM's, Distribution and Integrators
 - HVAC Systems
 - Building Automation Systems
 - Sensor & Monitors
 - Meters & Tools
 - Instrumentation
 - Lighting Controls
- Energy/Water Utilities Controls
- Providers Code and Standards Developers
- Cx Software Providers
- Monitoring Software Providers
- Cx Providers

EXHIBITORS AT NCBC 2017, CAN:

- Link your URL on the exhibitor page and receive a direct link to your products and services
- Leverage potential relationships before the conference even begins
- Create or maintain your visibility and brand
- Arrange meetings with new and key customers
- Demonstrate your product capabilities
- Conduct competitive, customer and industry research
- Introduce new products or test market your new concept
- Get on-the-spot customer feedback
- Meet with channel partners
- Capture leads and write orders



WHAT IS INCLUDED IN YOUR EXHIBITOR PACKAGE?

- 10' x 10' booth space, (1) 6-foot skirted table, (2) chairs
- One conference registration
- Two exhibit registrations for booth staff
- Conference guide advertising: \$100 discount included
- One-time use of electronic attendee list
- Furniture upgrades available
- Company listed in conference guide
- **AND...** Pre or Post conference webinar marketed to all BCxA contacts and also saved to the BCxA YouTube Channel



BUILD.
CONNECT.
ACHIEVE.

BCA[®]

Building Commissioning Association

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