

# EXHIBITOR PACKAGE



JOIN US  
FOR THE GRANTS MANAGERS NETWORK

**5<sup>th</sup>**  
ANNUAL  
CONFERENCE

STREAMLINING GRANTMAKING:  
Charting a Course  
for CHANGE

MARCH 15-17, 2010      BALTIMORE MARRIOTT WATERFRONT

**The Grants Managers Network Annual Conference** provides the only opportunity for technology vendors, consultants, organizations, and academic institutions to showcase their products, services, and initiatives to grants management professionals in a cost-effective way. We hope you will commit to becoming an exhibitor at the 2010 Conference today!

## New in 2010

### Sponsoring Exhibitor

The Sponsoring Exhibitor level combines the recognition and exposure of a conference sponsor with the practical benefits of a conference exhibitor, maximizing your event impact.

### Exhibitor Sessions

Exhibitors have the opportunity to deliver 90-minute workshops, which connect the conference theme and learning tracks to their specific products and services.

### Extended Exhibit Hall Hours

Conference attendees wanted more! The Exhibit Hall will now be open for the entirety of the GMN conference starting 8:00 am Monday, March 15 and closing at 1:00 pm on Wednesday, March 17.

# Exhibitor Package Options

Level/ Benefit	SPONSORING Exhibitor	SESSION Exhibitor	CONFERENCE Exhibitor*	ADVERTISING Sponsor
<b>Sponsorship Amount</b>	\$5,000	\$3,000	\$2,000	\$250
<b>Number of Opportunities</b>	5	6	Approx 20	Unlimited
<b>Sponsored Event</b>	Choice of:  Breakfast Sponsor (2) Lunch Sponsor (2) Break Sponsor (1)  (a \$2,500 value)	N/A	N/A	N/A
<b>Exhibitor Session</b>	One Session (a \$1,000 value)	One Session (a \$1,000 value)		
<b>Exhibit Space</b>	Yes (a \$2,000 value)	Yes (a \$2,000 value)	Yes (a \$2,000 value)	N/A
<b>Complimentary Conference Registrations</b>	4 complimentary registrations for your representatives (a \$1,980 value)	3 complimentary registrations for your representatives (a \$1,485 value)	2 complimentary registrations for your representatives (a \$990 value)	N/A
<b>Program Ad (deadline applies)</b>	Full page (a \$500 value)	Half page (a \$250 value)	Half page (a \$250 value)	Half page (a \$250 value)
<b>Recognition</b>	<ul style="list-style-type: none"> <li>• Logo in conference program</li> <li>• Ad in slide show during meals and transitions</li> <li>• Recognition from podium</li> <li>• Introduction &amp; opportunity for 5-7 minutes at podium during sponsored event</li> <li>• Announcement of your company's participation in monthly GMN conference communications</li> <li>• Logo on GMN conference website for one year</li> </ul> (marketing value)	<ul style="list-style-type: none"> <li>• Logo in conference program</li> <li>• Ad in slide show during meals and transitions</li> <li>• Recognition from podium</li> <li>• Announcement of your company's participation in monthly GMN conference communications</li> <li>• Logo on GMN conference website for one year</li> <li>• Promotion of your session content</li> </ul> (marketing value)	<ul style="list-style-type: none"> <li>• Logo in conference program</li> <li>• Ad in slide show during meals and transitions</li> <li>• Recognition from podium</li> <li>• Announcement of your company's participation in monthly GMN conference communications</li> <li>• Logo on GMN conference website for one year</li> </ul> (marketing value)	<ul style="list-style-type: none"> <li>• Logo in conference program</li> <li>• Ad in slide show during meals and transitions</li> <li>• Recognition from podium</li> <li>• Announcement of your company's participation in monthly GMN conference communications</li> <li>• Logo on GMN conference website for one year</li> </ul> (marketing value)
<b>Total Package Value</b>	\$7,980 plus marketing value	\$4,735 plus marketing value	\$3,240 plus marketing value	\$250 plus marketing value

## Reserve Your Spot Today!

**Key Deadlines:**  
November 15, 2009  
February 1, 2010

**Sponsoring and Session Exhibitor Commitments Due**  
**Conference Exhibitor and Advertising Sponsor Commitments Due**

# Exhibitor Package Components

## Sponsoring Exhibitor

Receive the maximum benefit from your participation at the GMN conference by becoming a Sponsoring Exhibitor. Sponsoring exhibitors are given the opportunity to address the entire conference at their chosen sponsored events, are highlighted in all conference communications, and receive all of the Session Exhibitor and Conference Exhibitor benefits described below.

## Exhibitor Sessions

Sessions exhibitors will design and deliver a 90-minute workshop specific to their products and services. Exhibitor sessions will be held during the normal conference times and will not be concurrent with each other. This will allow both current and potential clients the opportunity to expand their knowledge about your products and services.

### Sample Session Topics

- Using [Your Product] to Go Online and Paperless!
- Improving Pre- and Post-Grant Due Diligence with [Your Product]
- Simplifying the Proposal In-Take and Review Cycle with [Your Product]
- [Your Product] and The Art of Grantseeker Surveys and Applications
- Improving Grantseeker and Grantee Communications with [Your Product]

We encourage exhibitors to develop sessions that connect to the conference theme of “Streamlining Grantmaking: Charting a Course for Change”, which allows for a variety of dynamic topics showcasing how your products and services can help grantmakers and their grantseekers maximize their scarce resources.

## Exhibit Space

As an exhibitor, you will play an important role in informing participants about new developments in the field and sharing how your products and services can help them solve problems and improve their grantmaking operations. Each exhibitor space will include one skirted 6’ table with chairs. Exhibit space will be available from 8:00 am to 5:00 pm on Monday, March 15 and Tuesday, March 16 and from 8:00 am to 1:00 pm on Wednesday, March 17.

We’ve devised a number of strategies to ensure that exhibitors receive maximum exposure and foot traffic throughout the conference. These include:

- Exhibit space adjacent to the meeting space
- Exhibitor “Bingo” in which participants receive stickers (will be provided) from each exhibitor to place on a card. When the card is full, it may be submitted for a raffle prize.
- Daily giveaway items available only in the exhibitor area.
- “Coffee break” refreshments located in the exhibitor area.

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