

BALTIMORE 2018

SLEEP

JUNE 02-06

SPONSORSHIP APPLICATION

SLEEP 2018 | 32nd Annual Meeting of the Associated Professional Sleep Societies, LLC

Baltimore Convention Center | Baltimore, MD | June 2-6, 2018

SPONSOR INFORMATION

Company Name: _____

Contact Person & Title: _____

Address: _____

City: _____ State/Province: _____ Postal Code: _____ Country: _____

Contact Telephone: _____ Fax: _____

Email: _____

Please contact Chris Waring, National Sales Manager at (630) 737-9731 or cwaring@aasm.org to inquire about the availability of sponsorship opportunities prior to submitting this application.

EXHIBITOR UPGRADES

	Price	Quantity	Total
Truss lighting upgrade (see pg 9 of Exhibitor Prospectus)	\$		
Catered Food & Beverage - From the booth	\$500		
Tote Bags - From the booth	\$500		
Online Exhibitor Listing Upgrade	\$300		
Pre-Meeting Email Blast - Limit 20 Companies	\$500		
Post-Meeting Email Blast - Limit 20 Companies	\$500		
Final Program Logo Upgrade	\$100		
QR Code Upgrade	\$100		
Final Program Logo Upgrade and QR Code Combo	\$150		
Exhibitor Upgrade Opportunities Subtotal			

SLEEP 2018 SPONSORSHIP OPPORTUNITIES:

Advertising Opportunities: Digital Advertising	Price	Quantity	Total
SLEEP 2018 Mobile App	\$25,000		
Wi-Fi	\$30,000		
BUY BOTH! Both Mobile App and Wi-Fi	\$45,000		
Digital Advertising Opportunities Subtotal			
Exhibit Hall Sponsorships	Price	Quantity	Total
NEW SLEEP 2018 Photo Souvenir	\$10,000		
NEW Exhibit Hall Lounge (4 total)	\$10,000 ea.		
BUY ALL FOUR Exhibit Hall Lounge Sponsorships	\$30,000		

Freestanding Exhibit Hall Column	\$2,500 ea.		
Exhibit Hall Benches	\$5,000		
Exhibit Hall Custom Floor Clings	\$1,000 ea.		
Individual Column Wrap - In front of the Exhibit Hall	\$4,000 ea.		
Column Wraps in front of Exhibit Hall (all 6)	\$18,000		
Aisle Signs	\$2,500 ea.		
Break Area Carpet Logo	\$7,500		
Footprints	\$7,500		
Napkins	\$2,500		
Coffee Cups	\$5,000		
Bottled Water	\$10,000		
BUY ALL THREE! Napkins, Coffee Cups & Bottled Water	\$15,000		
Executive Suite (Early Bird Discount by 3/8/2018)	\$7,500 ea.		
Executive Suite (Regular Rate by 4/19/2018)	\$9,500 ea.		
General Session Refreshment Breaks	\$500 ea.		
Exhibit Hall Sponsorships Subtotal			
Convention Center Sponsorships	Price	Quantity	Total
NEW Charge and Go Spot	\$1,500 ea.		
NEW Charge and Go Column (4 spots)	\$3,500 ea.		
Escalator/Stair Clings Pratt Street Entrance to SLEEP 2018 Exhibit Hall	\$7,500		
Escalator/Stair Clings Pratt Street Entrance to SLEEP 2018 Registration	\$7,500		
Buy Both Sponsorships	\$12,000		
NEW SLEEP 2018 Exhibit Hall Welcome Banner	\$8,500		
Sponsored Hallways (4 total)	\$5,000 ea.		
Large Displays – Registration/Exhibit Hall Area	\$4,500 ea.		
NEW Registration Area – Informational Signage (4 total)	\$1,500 ea.		
Exhibit Hall Door Clings	\$10,000		
Registration Fill-In Counter	\$12,000		
Registration Desk – Kick Panels	\$3,000 ea.		
SLEEP 2018 Career Center	\$5,000		
Speaker Ready Room	\$1,500		
Convention Center Sponsorships Subtotal			
Attendee Experience	Price	Quantity	Total
Lanyards	\$10,000		
SLEEP 2018 Totebags	\$25,000		
Notepads	\$10,000		
Pens	\$10,000		
BUY BOTH! Notepads & Pens	\$15,000		
Course Break Saturday	\$2,000 ea.		
Course Break Sunday	\$2,000 ea.		
Course Break Both Days	\$3,000		
Plenary Session Refreshment Break	\$10,000		
Nurses Breakfast	\$10,000		
SRS Trainee Symposia Series	\$10,000		
Evening Poster Receptions	\$15,000		
Attendee Experience Subtotal			

Other Sponsorships	Price	Quantity	Total
Hotel Keys	\$25,000		
Hotel Door Drops:			
Headquarter Hotel – Sunday & Monday (per night)* (4 total)	\$2,000		
Headquarter Hotel – Saturday & Tuesday (per night)* (4 total)	\$1,000		
Other Hotels – Sunday & Monday (per night)* (4 total)	\$1,000/hotel		
Other Hotels – Saturday & Tuesday (per night)* (4 total)	\$500/hotel		
SLEEP 2018 General Meeting Supporter	\$2,500		
*DOES NOT INCLUDE HOTEL FEES, PRODUCTION COSTS, SHIPPING ETC.			
Other Sponsorships Subtotal			
Hilton Baltimore – Headquarter Hotel Sponsorships	Price	Quantity	Total
Elevator Door Clings, Lobby to Guest Rooms (6 total)	\$5,000 ea.		
Elevator Door Clings, Lobby to Meeting Rooms (2 total)	\$5,000 ea.		
Lobby Entrance Door Clings (14 Total)	\$2,500 ea.		
	\$		
	\$		
	\$		
Hilton Baltimore – Headquarter Hotel Sponsorships Subtotal			
Miscellaneous Sponsorship Opportunities			
	\$		
	\$		
Miscellaneous Section Subtotal			
Grand Total			

CUSTOMIZED SPONSORSHIP OPPORTUNITIES

For more information
Chris Waring
National Sales Manager
cwaring@aasm.org
(630) 737-9731

Are you interested in customizing a particular sponsorship or developing a sponsorship package tailored to your market? The APSS is interested in working with you to maximize your return on investment at SLEEP 2018. The sponsorship opportunities listed within this application are not meant to be an exhaustive list. We are open to all sponsorship ideas.

OPPORTUNITIES: For additional details contact Chris Waring at cwaring@aasm.org or (630) 737-9731

Print Advertising

- Preliminary Program (ad material and payment due 1/19/2018)
- Final Program (ad material and payment due 4/6/2018)
- Pre and Post Meeting Mailing Lists

Pre-Meeting Advertising

- Online Exhibitor Listing
- Upgrade Final Program Listing (Logo and/or QR Code)
- Pre-Meeting Email Blast

Attendee Experience

- Industry Supported Events
- Industry Product Theater
- Executive Suite
- Tote Bags

Post-Meeting Advertising

- Post-Meeting Email Blast

PAYMENT INFORMATION:

Personal Check or Money Order

CHECKS AND INTERNATIONAL MONEY ORDERS SHOULD BE MADE PAYABLE TO THE APSS.
CHECKS WILL NOT BE ACCEPTED UNLESS THEY ARE MADE IN U.S. FUNDS DRAWN ON A U.S. BANK.

Credit Card Please charge (Grand Total): \$ _____

To my (check one) Visa MasterCard American Express Discover

Card Number: _____ Exp. Date: _____ Validation Code*: _____

Name on Card: _____ Signature: _____

*for VISA, MasterCard or Discover, the validation code is the last three digits in the signature box. for an american express, the validation code is the four numbers above the credit card number.

Payment in full must accompany this application and agreement and be received by the APSS via postal mail at 2510 North Frontage Road, Darien, IL 60561 or via fax to (630) 737-9789. Sponsorships are nonrefundable.

The person signing this document expressly represents and warrants to the APSS that they are authorized by Sponsor to bind it to sponsorship agreement terms and conditions hereof. The person signing this document understands and agrees that they are personally bound and liable pursuant to the sponsorship agreement terms and conditions hereof in the event such authority to bind the Sponsor does not actually exists. **The undersigned acknowledges that they have read and accept the sponsorship agreement terms and conditions as set forth in this contract.**

Printed Name: _____ Title: _____

Signature: _____ Date: _____

(AUTHORIZED COMPANY REPRESENTATIVE)

APSS Meeting Department
Attn: SLEEP 2018
2510 North Frontage Road
Darien, IL 60561

Phone: (630) 737-9700
Fax: (630) 737-9789
Email: sleepmeeting@sleepmeeting.org

SPONSORSHIP AGREEMENT TERMS AND CONDITIONS

The sponsorship opportunities detailed on the front pages of this SPONSORSHIP AGREEMENT (the "Agreement") is being organized by the Associated Professional Sleep Societies, LLC ("APSS"). You, the Sponsor (hereafter the "Sponsor"), agree to abide by the terms and conditions herein and those set forth on the front/first page of this Agreement.

1. **Sponsorship.** APSS, conducts sponsorship opportunities indicated on the front pages of this Agreement, hereinafter as "Events". The Events are included in the SLEEP 2018 32nd Annual Meeting of the Associated Professional Sleep Societies, LLC. Sponsor desires to sponsor the Events; and APSS desires to permit Sponsor to sponsor the Events on a non-exclusive basis in exchange for certain compensation. During the Term of this Agreement (as defined herein):

- (a) APSS shall identify and acknowledge Sponsor as a sponsor of the Events, as permitted in connection with qualified sponsorship payments under Section 513(i) of the Internal Revenue Code of 1986, as the same may be amended or supplemented (the "Code"), and the Treasury regulations thereunder. Such identification and acknowledgment shall include displaying Sponsor's corporate logo and certain other identifying information (as permitted in connection with qualified sponsorship payments under Section 513(i) of the Code and the Treasury regulations thereunder) on the said and applicable Events in connection with the Events, as well as on other appropriate promotional media and materials in connection with the Events. The placement, form, content, appearance, and all other aspects of such identification and acknowledgment shall be determined by APSS in its sole discretion.
- (b) Sponsor shall provide to APSS, and allow it to use its trademarks, servicemarks, logos and other information, content and materials (in printed, electronic and/or other form) (collectively, the "Sponsor Marks") in connection with Sponsor's sponsorship of the Events; provided, however, that all uses of Sponsor's Marks shall be determined by APSS in its sole discretion and shall be in accordance with Section 2 below.

2. **Limited License to APSS.**

- (a) Subject to the provisions of this Agreement, Sponsor hereby grants to APSS a non-exclusive, nontransferable, revocable license to use the Sponsor Marks solely in connection with Sponsor's sponsorship of the Events (the "APSS License"). APSS shall have no right to sublicense the Sponsor's Marks.
- (b) All uses of the Sponsor Marks by APSS shall be in connection with goods and/or services of a consistently high standard of quality, commensurate with the current standards and reputation for quality associated with APSS, and the provision of the goods and/or services under the Sponsor Marks shall not reflect adversely upon the Sponsor Marks or Sponsor.

- (c) Except as expressly granted to APSS under the terms of this Agreement, all right, title and interest in and to the Sponsor Marks shall at all times remain with Sponsor. APSS shall not take any action that is inconsistent with Sponsor's ownership of the Sponsor Marks or that would impair Sponsor's rights in the Sponsor Marks, and all goodwill and benefits accruing from use of the Sponsor Marks shall inure to the benefit of Sponsor. APSS shall not, at any time, seek to register the Sponsor Marks.
- (d) Sponsor represents and warrants to APSS that (i) it has the full right, power and authority to license the Sponsor Marks to APSS pursuant to this Section 2; and (ii) use of the Sponsor Marks by APSS pursuant to the terms of this Agreement will not infringe upon the proprietary rights of any person or entity.
- (e) Sponsor hereby represents and warrants to APSS that as of the date hereof (i) Sponsor is a corporation duly organized, validly existing and in good standing under the laws of their residing State or Providence, and the execution, delivery and performance of this Agreement have been duly authorized by all necessary corporate action; (ii) this Agreement is the legal, valid, and binding obligation of Sponsor, enforceable against Sponsor in accordance with its terms; and (iii) none of the execution, delivery or performance of this Agreement by Sponsor will conflict with, result in a breach or violation by Sponsor of or constitute a default under, any of the terms, conditions or provisions of any contract, agreement or other instrument to or under which Sponsor is bound or affected.

3. **Term.** The Term of this Agreement will commence on the date and year first set forth on the front/first page of this Agreement and will terminate immediately upon conclusion of the Events ("Term"), unless terminated earlier by either party as set forth in Section 8 below.

4. **Contribution Schedule.**

- (a) Sponsor agrees to make a cash contribution to APSS in the total amount stated on the front pages of this Agreement in a single lump-sum with the submission of this Agreement. Sponsor acknowledges that no part of the sponsorship fee shall be returned to the sponsor.
- (b) The cash contribution known as the "sponsorship fee" is compensation to the APSS for the Sponsor License, right to sponsor the event and right to receive marketing benefits from being acknowledged by APSS as a sponsor of the Event during the terms of this agreement. Sponsor agrees that the sponsorship fee is an accurate representation of the rights provided and will not request documentation of expenses from the APSS.
- (c) To the extent that any portion of a payment under this Section 4 would not (if made as a separate payment) be deemed a qualified sponsorship payment under Section 513(i) of the Code, such portion of such payment and the other portion of such payment shall be deemed and treated as separate payments.

5. **Obligations.** The Sponsor agrees to adhere to applicable Events deadlines and provide artwork for the Events by the deadlines put forth by the APSS. The sponsor will be forwarded a detailed schedule after execution of this Agreement. If submission deadlines are missed it could result in loss of benefits or opportunities associated with the said Event(s). If Sponsor fails to meet the deadlines, Sponsor is still held liable for the cash contribution outlined in Section 4.

PLEASE INITIAL HERE: _____

6. **Relationship of Parties.** The relationship of sponsor and APSS to each other is that of independent contractors. Nothing herein shall create any association, joint venture, partnership or agency relationship of any kind between the parties. Neither party is authorized to incur any liability, obligation or expense on behalf of the other, to use the other's monetary credit in conducting any activities under this Agreement, or to represent that APSS is in the business of providing the products and/or services provided by Sponsor.
7. **Indemnification.** Sponsor hereby agrees to indemnify, save and hold harmless APSS and its subsidiaries, affiliates, related entities, partners, agents, officers, directors, employees, attorneys, heirs, successors, and assigns, and each of them, from and against any and all claims, actions, demands, losses, damages, judgments, settlements, costs and expenses (including reasonable attorneys' fees and expenses), and liabilities of every kind and character whatsoever, which may arise by reason of: (i) any act or omission by Sponsor or any of its officers, directors, employees or agents; (ii) any use of Sponsor's name, trademarks, service marks, logo, website or other information, materials, products or services provided by Sponsor; and/or (iii) the inaccuracy or breach of any of the covenants, representations and warranties made by Sponsor in this Agreement. This indemnity shall require the payment of costs and expenses by Sponsor as they occur. APSS shall promptly notify Sponsor upon receipt of any claim or legal action referenced in this Section 7. The provisions of this Section 7 shall survive any termination or expiration of this Agreement.
8. **Termination.** This Agreement shall terminate: (i) upon the occurrence of a material breach of a material provision by one (1) of the parties hereto if such breach is not cured within thirty (30) days after written notice of such breach is received by the breaching party from the non-breaching party identifying the matter constituting the material breach; or (ii) at any time upon the mutual written consent of both parties.
9. **Warranties.** Sponsor and APSS covenants, warrants and represents that it shall comply with all laws and regulations applicable to this Agreement and the performance of the parties' obligations hereunder, and that it shall exercise due care and act in good faith at all times in the performance of its obligations hereunder. The provisions of this Section shall survive any termination or expiration of this Agreement.
10. **Waiver.** Either Sponsor's or APSS' waiver of, or failure to exercise, any right provided for in this Agreement shall not be deemed a waiver of any further or future right under this Agreement.
11. **Governing Law.** All questions with respect to the construction of this Agreement or the rights and liabilities of the parties hereunder shall be determined in accordance with the laws of the State of Illinois. Any legal action taken or to be taken by either party regarding this Agreement or the rights and liabilities of parties hereunder shall be brought only before a federal, state or local court of competent jurisdiction located within the State of Illinois. Each party hereby consents to the jurisdiction of the federal, state and local courts located within the State of Illinois.
12. **Headings.** The headings of the various paragraphs hereof are intended solely for the convenience of reference and are not intended for any purpose whatsoever to explain, modify or place any construction upon any of the provisions of this Agreement.
13. **Assignment.** This Agreement may not be assigned, or the rights granted hereunder transferred or sub-licensed, by either Sponsor or APSS without the express prior written consent of the other party.
14. **Heirs, Successors and Assigns.** This Agreement shall be binding upon and inure to the benefit of each party, its subsidiaries, affiliates, related entities, partners, shareholders, agents, officers, directors, employees, heirs, successors, and assigns, without regard to whether it is expressly acknowledged in any instrument of succession or assignment.
15. **Counterparts.** This Agreement may be executed in one (1) or more counterparts, each of which shall be deemed an original and all of which taken together shall constitute one (1) and the same instrument.
16. **Entire Agreement.** This Agreement: (i) constitutes the entire agreement between the parties hereto with respect to the subject matter hereof; (ii) supersedes and replaces all prior agreements, oral and written, between the parties relating to the subject matter hereof; and (iii) may be amended only by a written instrument clearly setting forth the amendment(s) and executed by both parties.
17. **Notice.** All notices or communications required or permitted hereunder must be in writing and shall be deemed to have been duly given (a) upon delivery, if delivered personally; (b) on the first business day after transmission, if delivered by facsimile transmission and such delivery is confirmed telephonically; or (c) on the first business day after the mailing or sending of such notice by commercial overnight courier (e.g. Federal Express), to the following addresses: If to APSS: Associated Professional Sleep Societies, LLC, Attention: Executive Director, 2510 North Frontage Road, Darien, IL 60561, Ph. (630) 737-9700, Fax (630) 737-9789. With a copy to: Jed R. Mandel, Chicago Law Partners, LLC, 333 West Wacker Drive, Suite 810, Chicago, IL 60606, Ph. (312) 929-1960, email jmandel@clpchicago.com. If to Sponsor: the address indicated on the front/first page of this Agreement.
18. **Severability.** All provisions of this Agreement are severable. If any provision or portion hereof is determined to be unenforceable in arbitration or by a court of competent jurisdiction, then the remaining portion of the Agreement shall remain in full effect.
19. **Rejection of Application.** The APSS reserves the right to reject a sponsorship application. The enforcement of this right is at the sole and absolute discretion of APSS management.

PLEASE INITIAL HERE: _____