



# 2020 SPONSORSHIP + EXHIBITOR PACKAGE

MARCH 5-7, 2020  
RICHMOND, BRITISH COLUMBIA

[actsafeconference.ca](http://actsafeconference.ca)

**DATE**

March 5-7, 2020

**River Rock Casino Resort**

8811 River Road  
Richmond, BC V6X 3P8

**ATTENDEES EXPECTED**

300+

**SPONSORSHIP CONTACT**

Jennifer Lane  
Actsafe Safety Association  
Toll Free 1.888.229.1455 or  
604.733.4682 ext 210  
jenniferlane@actsafe.ca



**This is your invitation to become part of the only conference in the Pacific Northwest focused on sharing knowledge about making arts and entertainment workplaces safer for workers and audiences alike.**

2020 marks the fourth and biggest year yet of Actsafe's annual conference (formerly the Actafe Event Safety Conference). This year, in response to popular demand, we've added a third day to include programming related to the film and television industry in addition to performing arts and live events.

This Sponsorship and Exhibitor package outlines the opportunities for your company to join us as a partner and be recognized among the industry professionals that attend this event.

Be part of important conversations about workplace safety and worker wellbeing in the arts and entertainment industries while advancing your business goals through sponsorship or exhibitor opportunities.

**Be a Part of the Excitement!**

- 3 Full Days
- 300+ Delegates
- 50+ 90-Min Sessions
- 20+ Exhibitors
- Live Demos
- Social Events



**ABOUT ACTSAFE**

Actsafe is a not-for-profit health and safety association supporting British Columbia's arts and entertainment industries.

Since 1998, Actsafe has provided the resources needed to help employers, workers, and supervisors achieve a healthy and safe workplace.

As of July, 2019,

**~2,500 companies + ~66,000 workers**

in the following industry sectors have utilized our resources, training, and services:



Motion picture, commercial, or television production



Performing arts



Organizing or conducting special events



Live performance venues

## WHO ATTENDS?

**300+**  
Delegates

- Canada
- USA
- UK



**2017 (YEAR 1)**



**170**

**2018**



**239**

**2019**



**264**

Actsafes Entertainment Safety Conference provides the opportunity to network and learn about safety and wellbeing in the arts and entertainment industries from a range of experts in their fields.

The conference includes more than 50 workshops, presentations, panel discussions, roundtables, and interactive demonstrations led by a range of experts in their fields, as well as networking opportunities and social events.

Each year we're joined by workers and management, health & safety representatives, employers, government services officials, service organizations, educators, suppliers, and students in attendance from across Canada, the US, and from as far away as the UK.

Over 300 delegates are anticipated to attend in 2020, including stakeholders from:

- Festivals
- Performing Arts Organizations
- Live Event Venues
- Motion Picture, Commercials, & Television Productions
- Health & Safety Organizations
- Event Production Suppliers
- Education Providers
- Government
- Labour Unions
- And more!

## WHAT'S IN IT FOR YOU?

This is your opportunity to stand out in the arts and entertainment industries and showcase your offerings to an engaged group of delegates.

Sponsors and exhibitors join us for a variety of reasons, but the common thread is to reach a targeted audience and to support the industry.

A company may use this conference to:

- Raise brand awareness through Actsafes online channels
- Launch a new product or service at our tradeshow
- Showcase and sell products and services to 300+ engaged delegates over three full days
- Host prospective clients at a discounted conference rate
- Connect with key decisionmakers and other stakeholders
- Gain recognition as a company committed to safety, and as a supporter of the arts and entertainment industries

## THANK YOU TO OUR 2019 SPONSORS + EXHIBITORS



## SPONSORSHIP TIERS

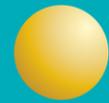
The following sponsorship options are samples. We'd be pleased to customize a package to suit the needs, priorities and values of your company.



### PLATINUM

**\$10,000+**

- Up to 4 full 3-day conference passes
- Sponsorship of up to 4 student passes
- Up to 3 individual session sponsorships (logo recognition on signage and session description on website and app; introduce speaker)
- Up to 2 session presentation opportunities (*Subject to approval*)
- Sponsorship of an Entertainment Safety Award, to be presented the evening of March 6
- Opportunity to provide one Actsafe *Safety Scene* article focused on a theme related to safety in the arts and entertainment industries. *Safety Scene* is issued in print and online to over 1,100 subscribers. (*Subject to conditions; value: \$1,200*)
- Opportunity to deliver a 5-minute pitch or info session on the tradeshow floor during the conference (*Subject to conditions*)
- Your company's free-standing signage prominently placed at the conference venue
- Full-page ad (6.75 x 9.25"; EPS format) in digital conference program
- Logo placement on delegate name badges
- Logo placement on Actsafe's STAR (Safety Training and Records) system, viewable by 22,000+ users
- Logo placement in conference email blasts
- Social media promotion
- Association Discount pass price of \$375 for additional attendees (purchased by Jan. 31)
- Tradeshow exhibition space (*Value: up to \$1,000*)
- Logo and sponsorship recognition on event signage and screens, on the conference website and app, and in the digital program
- Participation in the conference's social events, including Actsafe's inaugural Entertainment Safety Awards
- Your promotional materials (sponsor-supplied) in delegate bags



### GOLD

**\$7,500**

- Up to 3 full 3-day conference passes
- Sponsorship of up to 4 student passes
- Up to 3 individual session sponsorships (logo recognition on signage and session description on website and app; introduce speaker)
- Up to 1 session presentation opportunity (*Subject to approval*)
- Half-page ad (6.75 x 4.75"; EPS format) in digital conference program
- Social media promotion
- Association Discount pass price of \$375 for additional attendees (purchased by Jan. 31)
- Tradeshow exhibition space (*Value: up to \$1,000*)
- Logo and sponsorship recognition on event signage and screens, on the conference website and app, and in the digital program
- Participation in the conference's social events, including the Entertainment Safety Awards
- Your promotional materials (sponsor-supplied) in delegate bags



**Raise your profile within the arts & entertainment industries and the health and safety sector**



### SILVER

**\$4,000**

- Up to 2 full 3-day conference passes
- One individual session sponsorship (logo recognition on signage and session description on website and app; introduce speaker)
- Sponsorship of up to 2 student passes
- 1/4 page ad in digital conference program
- Tradeshow exhibition space (*Value: up to \$1,000*)
- Logo and sponsorship recognition on event signage and screens, on the conference website and app, and in the digital program
- Participation in the conference's social events, including the inaugural Entertainment Safety Awards
- Association Discount pass price of \$375 for additional attendees (purchased by Jan. 31)
- Your promotional materials (sponsor-supplied) in delegate bags



### BRONZE

**\$2,000**

- 1 full 3-day conference pass
- Sponsorship of up to 2 student passes
- 1/8 page ad in digital conference program
- Logo and sponsorship recognition on event signage and screens, on the conference website and app, and in the digital program
- Participation in the conference's social events, including the inaugural Entertainment Safety Awards
- Association Discount pass price of \$375 for additional attendees (purchased by Jan. 31)
- Your promotional materials (sponsor-supplied) in delegate bags

*Opportunities are available on a first-come basis. Prices are listed in Canadian Dollars (CAD)*

SPONSORSHIP BENEFIT	PLATINUM	GOLD	SILVER	BRONZE
Full 3-day conference pass (Value: \$500)	4	3	2	1
Student pass sponsorship	UP TO 4	UP TO 3	UP TO 2	UP TO 2
Session sponsorship opportunities	UP TO 3	UP TO 2	UP TO 1	
Session proposal/presentation opportunities (Subject to approval)	UP TO 2	UP TO 1		
Sponsorship of an inaugural Entertainment Safety Award (Awards to be presented at the conference)	★			
Opportunity to provide one Actsafe Safety Scene article (issued in print & online) focused on a theme related to the conference (Subject to conditions. Value: \$1,200)	★			
Opportunity to deliver 5-minute pitch or info session on tradeshow floor (Subject to conditions)	★			
Your company's free-standing signage prominently placed at the conference venue	★			
Ad (EPS format) in digital program	FULL PAGE	1/2 PAGE	1/4 PAGE	1/8 PAGE
Logo placement on delegate name badges	★			
Logo placement on STAR (Safety Training and Records) system	★			
Logo featured in Actsafe Safety Scene quarterly newsletter throughout sponsorship	★			
Logo placement in conference email blasts	★			
Social media promotion	★	★		
Tradeshow exhibition space (Value: Up to \$1,000)	★	★	★	
Association Discount pass price of \$375 for additional attendees (Register by Jan. 31)	★	★	★	★
Your promotional materials (sponsor-supplied) provided to delegates	★	★	★	★
Logo placement in/on:	★	★	★	★
• Event signage and projection	★	★	★	★
• Conference website	★	★	★	★
• Conference app	★	★	★	★
• Digital program	★	★	★	★
Participation in the conference social events, including Actsafe's inaugural Entertainment Safety Awards (March 6)	★	★	★	★

## TESTIMONIALS



*This is exactly what we need to be doing as a community to improve the health and wellbeing of our employees.*

*There was always a relevant session to attend for the wide variety of professions present.*

*The level of many of the presentations was top notch.*

*I walked away with very valuable information. I liked that there was a good mix of technical and administrative sessions.*

*The speakers were experts in their field and had excellent knowledge of the session topic.*



## SUPPORTING SPONSORSHIPS

Beyond the standard sponsorship packages, there are many opportunities to contribute. Choose a supporting sponsorship, or contact us for a customized sponsorship package to suit your company's priorities and needs.



### ENTERTAINMENT SAFETY AWARDS (MAR. 6)

**\$2,000 | GOLD**  
**\$1,500 | SILVER**

As part of the March 6 social evening event at the River Rock Casino Resort, we're pleased to present Actsafe's inaugural Entertainment Safety Awards, featuring three industry-specific awards categories. Details TBA.

#### \$2,000 | GOLD

- 2 tickets to awards evening
- Present an award onstage at the event
- Logo on awards evening signage and projections
- Logo and recognition on conference app and website

#### \$1,500 | SILVER

- 2 tickets to awards evening
- Logo on awards evening signage and projections
- Logo and recognition on conference app and website



### SOCIAL EVENING EVENT (MAR. 5)

**\$1,500 | 1 AVAILABLE**

Meet and mingle with delegates following conference programming in the theatre at the River Rock Casino Resort on March 5.

- Logo on event signage and projections
- Logo and recognition on conference app and website
- 2 tickets to awards evening



### ICEBREAKER EVENT (MAR. 4)

**\$1,200 | 1 AVAILABLE**

We'll kick off the event with a pre-conference icebreaker at the River Rock's Curve Lounge. Your contribution contributes to appetizer for attendees.

- Logo on social event signage
- Logo and recognition on conference app and website



### SUSTAINABILITY PARTNER

**\$2,500 | 1 AVAILABLE**

In keeping with our [corporate social responsibility](#) efforts, we have a commitment to integrating sustainable practices within our office and at the conference, and your support will help. As part of our green efforts, we're again forgoing a printed program and utilizing the conference app [Whova](#). We'll still have some printing needs, and make every effort to print on sustainable [Sugar Sheet](#).

- 1 full conference pass
- Logo and recognition on conference app and website
- Logo on event signage and projections



### LUNCH

**\$1,000 | 3 AVAILABLE**

- Logo on lunch break signage
- Logo and recognition on app and website ("Lunch sponsored by...")
- Verbal sponsor acknowledgement at lunch break
- 5-minute Pitch opportunity during lunch break



### COFFEE BREAK

**\$750 | 9 AVAILABLE**

- Logo on coffee break signage
- Logo and recognition on app and website ("Coffee break sponsored by...")
- Verbal sponsor acknowledgement at lunch break



### SESSION

**\$250 | 50+ AVAILABLE**

- Logo on room signage
- Logo and recognition on app and website (on session listing)
- Verbal sponsor acknowledgement at session opening



### STUDENT PASS

**\$100 | 20 AVAILABLE**

- Logo on student name badge
- Verbal sponsor acknowledgement during conference announcements

## CONTACT

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[jenniferlane@actsafe.ca](mailto:jenniferlane@actsafe.ca)  
[actsafeconference.ca](http://actsafeconference.ca)

## EXHIBITOR OPPORTUNITIES

Showcase your offerings to an engaged group of delegates over **THREE** full days!

Connect with members of your target audience on the tradeshow floor at the River Rock Casino Resort in Richmond, BC. You'll have access to key decisionmakers from across the arts and entertainment industries from across North America and farther afield!

### EXHIBITORS RECEIVE

- Registration for 2 booth personnel per table purchase. Includes full conference access (including lunches, coffee breaks and social event on March 5)
- Logo on conference website, app, and digital program
- One 6'x6' booth space (Note: No walls)
- One 6'x2.5' skirted table and two chairs
- Use of one AC outlet. Limited power available.

If your equipment or space needs exceed what is listed, please specify your request in your application.

### You asked, we listened!

In addition to live events and performing arts, the 2020 conference includes the motion picture, commercials, and television production industry.

- **3 Full Days**
- **300 Delegates**
- **20 Tradeshow Booths**

**Book your spot early to avoid disappointment!**



## EXHIBITOR DETAILS

Visit [actsafeconference.ca](http://actsafeconference.ca) to complete an Exhibitor Application Form.

Act fast! Space is very limited and will book up quickly.



TRADESHOW TABLE\* **\$1,000**

NONPROFIT RATE\*\* **\$750**

*\*Past exhibitors are eligible for a 10% discount if booking prior to January 31. Does not apply to cost of additional passes.*

*\*\*Proof of nonprofit status may be requested*

### TRADESHOW SCHEDULE

Tradeshow Setup:

**March 4** (Load-in times TBA)

Tradeshow Hours:

**March 5** 8:00am–5:00pm

**March 6 & 7** 9:00am–5:00pm

### Entertainment Safety Awards

Plan to join us the evening of Friday, March 6 for the Entertainment Safety Awards and a social in the theatre at the River Rock Casino Resort.

### Exhibitor Awards Event Tickets:

\$50 per person + GST (includes light refreshments; cash bar). Contact us to purchase a ticket.

### BOOTH PERSONNEL

Will you have only one person from your company attending the event? Your secondary pass can be donated to a student OR you may sponsor a conference session. Contact us for further details.

Bringing more than two personnel? Contact us to request an **Association Discount pass: \$375 per person** (value \$500; register by Jan. 31).

*Please Note: Scheduled times are tentative and subject to change without notice. Refer to our website for up-to-date details.*

## POLICIES

### SPONSOR + EXHIBITOR APPLICATIONS

We want to ensure you're receiving value for your investment in this conference, so we'd be pleased to discuss building a customized sponsorship package to suit your company's values and needs.

Ready to participate? You can find sponsorship and exhibitor application forms on our website at [actsafeconference.ca](https://actsafeconference.ca). You may also request these by email.

Company logos are requested upon application. Please submit files (EPS or PNG format) by email to Jennifer Lane at [jenniferlane@actsafe.ca](mailto:jenniferlane@actsafe.ca).

Remember, the earlier you provide your commitment to participating, the sooner your company will benefit from exposure and promotion on our website and marketing materials!

### PAYMENT + CANCELLATION POLICY

Once your application has been reviewed and approved, you will be emailed an agreement to be signed, confirming your participation. Actsafe will not guarantee sponsor's selections or exhibition space without a signed agreement and payment in full, required within 30 days of the date of invoice. Payments are non-refundable.

Any revisions or modifications to the agreement must be agreed to in writing by both parties.

Full cancellation policy details are listed in the Sponsorship and Exhibitor Agreements.



## VENUE + ACCOMMODATIONS

The 2020 Actsafe Entertainment Safety Conference takes place in Richmond, British Columbia at the River Rock Casino Resort, Western Canada's only AAA Four Diamond Casino Resort. River Rock is ideally situated in a gorgeous setting on the banks of the Fraser River. The resort facilities have been built to complement River Rock's beautiful waterfront property and West Coast heritage.

The hotel has a swimming pool with large jacuzzi and waterslide, fitness centre and weight room, Absolute Spa with 6 private treatment rooms, 9 bars, restaurants, and lounges spread throughout the property, and a beautiful marina and boardwalk overlooking the Fraser River.

The venue is easily accessed by rapid transit on the Canada Line, just five minutes from the airport and 20 minutes from downtown Vancouver.

**River Rock Casino Resort**  
8811 River Road  
Richmond, BC V6X 3P8

A limited number of guest rooms are available to Actsafe Entertainment Safety Conference delegates **until February 12, 2020** at the special conference rate of \$179.00 CDN/night.

Contact us for your unique booking link.

## QUESTIONS?

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We work with B.C.'s arts and entertainment industries to make sure people come home safely every day.

#140 - 4259 Canada Way  
Burnaby, B.C. V5G 1H1  
604.733.4682 | 1.888.229.1455  
[www.actsafe.ca](http://www.actsafe.ca)  
@actsafe

**actsafe**★  
Safety Association

**Learn more about Actsafe's Entertainment Safety Conference at [actsafeconference.ca](http://actsafeconference.ca)**