



Celebrating 40 Years | 1977 – 2017

#### KEY CONFERENCE and CONTINUING CARE SECTOR FACTS AND FIGURES

- In May, 2016 we had a record attendance for our Annual Conference with over 450 service providers, commercial members and exhibitors, and community service groups in attendance. A growth of over 50% service provider attendees since 2012.
- In terms of the number of presenters, this is the **largest event of its kind** for the continuing care sector in Canada: <http://www.bccare.ca/39th-annual-bccpa-conference/>
- Top level exposure to BCCPA members who are part of a dynamic continuing care sector which employs over 15,000 people. Our members provide care for over 12,000 seniors in residential care and over 10,000 in home care settings each day.
- Annual Conference provides direct access and exposure to 160 current BCCPA service provider members and their key decision-makers.
- Our 40<sup>th</sup> Anniversary conference will be extended **by an extra day**.
- Exhibitor Hall used as venue for a number of the breakfast, lunch and coffee breaks.
- Evening events provide prime networking opportunities.





August 8th, 2016

Dear BCCPA Commercial Members,

I am pleased to announce that we will be **extending the RFP for our 40<sup>th</sup> Annual Conference title sponsor until October 5th**. This is being done to recognize that our short three-week turnaround and mid-summer deadline has resulted in a number of key decision makers not being able to respond in time.

Our 40th Annual Conference will be held May 28-31, 2017 in Whistler, BC at the Fairmont Chateau Whistler. Please find enclosed a *Special Request for Sponsorship Proposal*, as well as the Submission Form. Proposals are due on or before **Wednesday, October 5, 2016 by 5:00 pm (PDT)**. Sponsorship proposal instructions are outlined in the enclosed materials.

As Title Sponsor, your company will be provided with a unique opportunity to expose your goods and services to the entire continuing care sector. As well, we are excited to offer [new](#) opportunities to recognize and showcase our title sponsor.

We are looking forward to a record turnout next year for our 40th Anniversary Conference celebration in Whistler and look forward to working with our title sponsor to showcase their products and services. If you have any questions, please don't hesitate to reach out to me directly.

We look forward to receiving your proposal.

Sincerely,

Hart Dashevsky  
Director of Membership Services and Sponsorships  
[hart@bccare.ca](mailto:hart@bccare.ca)  
604-736-4233 x 231  
Cell: 604-314-0487  
Enclosures

## SPECIAL REQUEST FOR SPONSORSHIP PROPOSAL – 2017

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DEADLINE TO SUBMIT PROPOSAL: Wednesday October 5, 2016 (by 5 pm PDT).

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### Instructions

- Submit your proposal by **Wednesday October 5, 2016 by 5:00 pm (PDT)** by e-mail to: [hart@bccare.ca](mailto:hart@bccare.ca)
- The person(s) authorized to sign on behalf of the proponent and to bind the proponent to the proposal must sign the proposal.
- All proposals will be irrevocable for a period of ninety (90) days from the date of the proposal submission deadline.
- If you have any questions about the proposal, please contact:

Hart Dashevsky  
Director of Membership Services and Sponsorships  
604.736.4233 X 231  
Cell: 604-314-0487  
[hart@bccare.ca](mailto:hart@bccare.ca)

### Scope of Request

The purpose of this Special Request is to select a Title Sponsor for the BCCPA Annual Conference in Whistler from May 28-31, 2017.

### Sponsorship Features

Sponsor will be entitled to the following benefits as a Title Sponsor:

- Maximum number of sponsors – one.
- Cost – RFP price selected for successful sponsor.

- Exhibit booth – one booth with up to two booth representatives included at no extra charge.
- **NEW!** Up to six additional booth representatives permitted at reduced rates. **(Estimated savings: \$5,100)**
- The Title sponsor is guaranteed advance first choice of premiere exhibit location (and for any other extra booth purchases). **(Estimated value: \$500)**
- **NEW!** One (1) complimentary golf foursome. **(Estimated value \$800)**
- Title sponsor guaranteed a position on the 2016-17 40<sup>th</sup> Annual Conference Committee.
- **NEW!** Custom branded hotel key cards putting your logo in the hands of every single delegate! **(Estimated value \$3000)**
- On-stage mention and introduction of Title sponsor.
- Prominent branded window signage behind main registration desk. **(Estimated value \$2,000).**
- Enclosure in delegate bag permitted.
- Logo displayed on conference webpage and app.
- Ad displayed on all electronic displays throughout the event.
- On-site recognition signage displayed throughout the venue.
- VIP invitation to BCCPA exclusive events outside of the conference for period of one year October 2016 to August 2017 **(Estimated value \$2,000)**



Figure 1 Title Sponsor branding will be located behind registration desk

## Confidentiality

Proposals will be kept confidential and the successful bid will be verified by BCCPA staff and announced by no later than Wednesday October 12, 2016.

## Right to Cancel

The BC Care Providers Association has the right to cancel at any time this Special Request or any part of any agreement resulting from it.

## Governing Law

This Special Request and any proposal submitted in response to it will be governed by the laws of the Province of British Columbia. Any dispute arising out of this Special Request or its process will first be mediated. If mediation is unsuccessful, the dispute will be determined by a court of competent jurisdiction in the Province of British Columbia.

## BCCPA Rights

The BC Care Providers Association reserves the right to:

- reject any or all proposals;
- re-issue this Special Request;
- cancel this Special Request with or without issuing another Special Request;
- supplement, amend, substitute or otherwise modify this Special Request;
- permit or reject modifications to or corrections of proposals; and
- request any additional or clarifying information or more detailed information from any proponent.

## Decisions

By responding to this Special Request, proponents will be deemed to have agreed that the decision of the BC Care Providers Association is final and binding.

## Timeline

Revised Special Request issued:

August 8th, 2016

Proposals due:

October 5th, 2016 (by 5:00 pm PDT)



## SPECIAL REQUEST FOR SPONSORSHIP PROPOSAL

### Submission Form

Company Name:

Address:

Individual contact:

Position:

Telephone:

Email:

Amount of Title sponsorship proposed: \$ \_\_\_\_\_

Industry: BCCPA member: Yes / No

Additional sponsorship and advertising with BCCPA (indicate all that apply):

Additional comments:

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name

\_\_\_\_\_  
Position