



## KEY CONFERENCE and CONTINUING CARE SECTOR FACTS AND FIGURES

- In 2015 we had record attendance for our Annual Conference.
- Over 290 care service providers and 150 commercial members, community service groups, and exhibitors attended the 2015 BCCPA conference in Whistler. A growth of 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/annualconference21/>
- 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 11,000 seniors in residential care and over 10,000 in home care settings each day.
- Annual Conference provides direct access and exposure to 136 current BCCPA service provider members and their key decision-makers.





June 23, 2015

Dear BCCPA Commercial Members,

The BC Care Providers Association (BCCPA) is seeking a Title Sponsor for the next Annual General Conference being held from May 29-31, 2016 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 **Friday, July 24, 2015 by 12:00 p.m. (PDT)**.

As Title Sponsor, your company will be provided with a unique opportunity to expose your goods and services to the entire sector. In 2015, we had a record number of attendees for the conference, including almost 300 service provider delegates.

Sponsorship proposal instructions are outlined in the enclosed materials. If you have any questions, please do not hesitate to contact me directly at 604.736.4233 ext. 231 or by e-mail at: [hart@bccare.ca](mailto:hart@bccare.ca)

We look forward to receiving your proposal.

Sincerely,

Hart Dashevsky  
Director of Membership Services and Sponsorships

Enclosures

## SPECIAL REQUEST FOR SPONSORSHIP PROPOSAL – 2016 RFP002-2015

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**DEADLINE TO SUBMIT PROPOSAL: Friday, July 24, 2015 (by 12 pm PDT).**

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### Instructions

- Submit your proposal by **Friday, July 24, 2015 by 12:00 p.m. PDT** by e-mail to: [hart@bccare.ca](mailto:hart@bccare.ca).
- Option to mail c/o: 738-4710 Kingsway, Burnaby, BC V5H 4M2.
- 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  
Ph: 604.736.4233 ex 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 29-31, 2016.

### 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. Additional 3<sup>rd</sup> delegates or more are subject to regular rates. **(Estimated value: \$1,900)**
- **New for 2016:** The Title sponsor is guaranteed first choice of exhibit location (and for any other extra booth purchases) for the early priority placement option. **(Estimated value: \$200)**
- One (1) complimentary golf spot for sponsor and (2) two complimentary passes for a service provider member to use in lieu of payment for their own golfing fees. **(Estimated value \$450)**

- Title sponsor and its representative will receive a position and active participation on the 2015-16 39<sup>th</sup> Annual Conference Committee.



**Figure 1 Title Sponsor branding will be located behind registration desk**

- **New for 2016\*:** First option to co-sponsor a special Monday night VIP lounge with one commercial member who will provide the furniture for the lounge. Sponsors are solely responsible for coordinating the programming of all features of the lounge and any costs for additional features added by sponsors.
- On-stage mention and introduction of sponsor.

- Prominent branded window signage behind main registration desk. [Estimated value \$1,500]
- Registration monitor display of company logo.
- On-site handout permitted.
- Logo displayed on conference webpage and app.
- Logo displayed in 2015-16 CEO Member Report.
- Ad displayed on all electronic signage throughout the event.
- On-site recognition from the podium.
- On-site recognition banners displayed throughout event.
- VIP invitation to BCCPA exclusive events.



\*Monday evening event format is subject to final approval by the Annual Conference Committee

## Confidentiality

Proposals will be kept confidential and the successful bid will be verified by BCCPA staff and announced by no later than Friday, July 31, 2015.

## 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

Special Request issued:

June 23, 2015

Proposals due:

July 24, 2015 (12:00 p.m. Noon PDT)



## SPECIAL REQUEST FOR SPONSORSHIP PROPOSAL

### Submission Form

Company Name:

Address:

Individual contact:

Position:

Telephone:

Email:

Industry: BCCPA member: Yes / No

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

Additional comments:

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

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name

\_\_\_\_\_  
Position