



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

- In May, 2016 we had a record attendance for our Annual Conference.
- Over 450 care service providers, commercial members and exhibitors, and community service groups attended the 2016 BCCPA conference in Whistler. 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.





July 12, 2016

Dear BCCPA Commercial Members,

The BC Care Providers Association (BCCPA) is seeking a Title Sponsor for the special 40th Annual General Conference being held from 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 Friday, August 5, 2016 by 5:00 pm (PDT).

As Title Sponsor, your company will be provided with a unique opportunity to expose your goods and services to the entire continuing care sector. In 2016, we had a record number of attendees for the conference, including almost 300 service provider delegates. We are anticipating over 500 attendees in 2017.

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 – 2017

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DEADLINE TO SUBMIT PROPOSAL: Friday, August 5, 2016 (by 5 pm PDT).

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### Instructions

- Submit your proposal by Friday, August 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  
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 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.
- Up to six additional booth representatives permitted at reduced service provider delegate rates. (Estimated savings: \$5,100) - **NEW**
- The Title sponsor is guaranteed advance first choice of premiere exhibit location (and for any other extra booth purchases). (Estimated value: \$500)
- One (1) complimentary golf foursome. (Estimated value \$800)
- Title sponsor guaranteed a position on the 2016-17 40<sup>th</sup> Annual Conference Committee.

- First option to be the sole sponsor for a special Monday night VIP lounge. *\*Sponsor is solely responsible for coordinating the programming of all features of the lounge [including furniture] and costs for additional features added by sponsors i.e. specially ordered food & beverages*



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

- On-stage mention and introduction of Title sponsor.
- Prominent branded window signage behind main registration desk. [Estimated value \$2,000].

- Registration desk monitor display of company logo.
- On-site handout permitted.
- Logo displayed on conference webpage and app.



- Ad displayed on all electronic displays throughout the event.
- On-site recognition banners displayed throughout parts of the venues.
- VIP invitation to BCCPA exclusive events outside of the conference for period of one year – August 2016 to August 2017 [Estimated value \$2,000]

\*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, August 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

Special Request issued:	July 13, 2016
Proposals due:	August 5, 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