2020 Annual Management & Technical Conference

October 21 -22, 2020

Golden Nugget
Atlantic City, NJ 08401

Standard and Premier Packages
Registration Information
SECTION ONE

Standard Registration Information

Including:

- Exhibiting Details
- Hotel Reservation Info
- Sponsorship Opportunities
- Call for Presentations
Exhibitor Information

About the New Jersey Water Association

The New Jersey Water Association (NJWA) is a statewide, non-profit association of water and wastewater service providers. We work with, and provide education for, operators, managers, engineers and all others who are responsible for the production and delivery of safe drinking water, and the collection and proper treatment of wastewater throughout the state.

Our extensive training program provides half-day and one-day seminars that are conveniently located for water professionals throughout New Jersey. We cover a wide variety of subjects that focus on the technical, managerial and financial knowledge and skills necessary for efficient system management and operation.

For More Information

The NJWA website address is www.njwater.org. This site contains information about NJWA membership, governance, activities and events. Complete information on the 2020 Annual Conference is also available on the website.

Why Exhibit with the NJ Water Association?

Our 2020 conference will provide excellent opportunities for you to present your products and services directly to the people who use them and who make purchasing decisions.

In addition, the NJWA conference provides opportunities to:

- Network with agency representatives, system managers and operators
- Attend regulatory training sessions which will help you anticipate future industry needs
- Increase your prominence and demonstrate your expertise by instructing

Enhance your brand exposure by becoming a Gold Sponsor, or by sponsoring one or more of our conference events.
**Exhibitor Information**

**Attendance Profile**

Our 2019 Conference was a great success. We had over 350 in attendance, which included licensed operators, managers, regulators, board members and industry representatives.

**Exhibitor Profile**

We welcome all exhibitors. Typically, NJWA conference exhibitors are representatives of public and private businesses, and Federal and State agencies. Our exhibitors sell water and wastewater equipment and supplies, and provide professional services related to engineering, utility management, data management, legal services, laboratory services and funding.

**Instructor Profile**

The New Jersey Water Association Annual Management and Technical Conference is a premier training forum for water and wastewater industry operators, managers and decision makers. We invite professional presentations on all industry-related topics. To request an opportunity to present, simply fill out and submit the Call for Presentations application below.

If your company is not already a member of the NJWA, we encourage you to join!

**NJWA MISSION STATEMENT:**

“To enable our water and wastewater membership to safeguard the health of their users by providing leadership and professional services.”
Exhibitor Registration Information

Hotel Information

The 2020 NJWA Management and Technical Conference is being held at the Golden Nugget in Atlantic City located at Huron Avenue and Brigantine Boulevard, Atlantic City, NJ 08401.

NJWA has reserved a block of rooms at the rate of $72.00 per night (not including tax & resort fees). To receive this rate, we recommend that you make your reservation as soon as possible.

To make your reservation via phone, please call: 1-800-777-8477.

Please specify that you are attending the New Jersey Water Association Conference and use Group Code ANJWA20. (Room Block closes 10/5/2020)

Hotel Parking
The hotel provides valet parking and self-parking

Exhibit Hall Space
Standard Registration will include the following for one (1) representative:
- Six (6) foot skirted table with two chairs
- Electric outlet
- Seating for all meals and events
- Listing in Conference Program
- Copy of final registration list

Registration Fees:
NJWA Members—$700.00
Non-Members—$1365.00

Additional representative $265.00 each

Second Table with one (1) additional representative can be purchased at the rate of - $575.00

Exhibit Booth Number Assignments

Exhibit booth space will be assigned on a first-come, first-served basis except for Gold Sponsors
Exhibit Hall Set Up and Teardown

The Exhibit Hall will be available for setup at 3:00 pm on Tuesday October 20, 2020. The Hall opens 6:30 am on Wednesday October 21, 2020. Most tables are unreserved. Gold sponsors will have the reserved tables of their choice. Teardown of exhibit tables will be from 1:00 pm to 3:00 pm on Thursday October 21, 2020. No teardowns will be allowed before lunch on Thursday, October 21, 2020.

Load In / Load Out

Convention Service Staff will be available to assist exhibitors in bringing materials from their car to exhibit hall. This must be done through the loading dock area and not the front entrance. Golden Nugget requests anyone needing assistance to call and let Convention Services know the day and time of your arrival, along with type of materials to be unloaded, in order to have the right amount of staff and equipment to transport to exhibit hall. Convention Services: 609.441.8351

Shipping

All items being shipped to the Golden Nugget need to be received three (3) but not more than five (5) days prior to start of conference. Address items to:

Golden Nugget
600 Huron Avenue
Atlantic City, NJ 08401
Attn: Convention Service Department
NJ Water Association Conference – October 19-22, 2020
(Your Contact Name and Company)

Oversized or excessive shipments will require a drayage company. Please call Golden Nugget Convention Services at 609.441.8351 for information.

Insurance

An exhibitor shall carry its own insurance. NJWA and Golden Nugget Atlantic City assume no responsibility for the safety of the properties of the exhibitor, its officers, agents, or employees from theft, damages by fire, accident, or any other cause whatsoever, and the exhibitor expressly agrees to save and hold harmless NJWA, Golden Nugget Atlantic City and their respective management, agents, and employees from injuries or damage to exhibitor, its agents, employees, persons, and/or properties in connection with the exhibitor’s use of the exhibit space.

The Exhibit Hall will be locked each evening.

Awards Luncheon

The NJWA Annual Awards Luncheon will be held on Wednesday October 21, 2020. Your registration fee includes a seat at the luncheon.

Cancellation Policy

Cancellations will be accepted up to October 2, 2020

If you have any questions or concerns, you may reach our office at 609.242.7111 or via email: officemanager@njwater.org

Thank you! We hope to see you there!
INFORMATION & GUIDELINES FOR PRESENTERS

General Guidelines

The New Jersey Water Association Annual Technical Conference is a premier training forum for water and wastewater industry operators, managers and decision makers. The Association invites professional presentations on all suitable topics related to the industry. Class descriptions and speaker names will be printed in the Conference Program. Eligible classes will be assigned New Jersey Training Contact Hours (TCHs). Most classes are scheduled for 30-60 minutes. Instructors should be prepared to begin their class on time and fill the entire block allotted. Questions from the attendees are encouraged. NJWATER reserves the right to accept or reject any proposed class or instructor.

Class Title

The title for your presentation should be a concise, straightforward description of the primary content of the class. Avoid long or complex class titles.

Class Description

The class description will be printed in the conference program and should give attendees an overview of the major topics of your class. Descriptions should be between 75 – 100 words. Longer descriptions may be submitted but will be edited due to space constraints. Electronic submissions are required. Please email your description to info@njwater.org

Instructor Biography

The instructor biography will be used when we introduce you. The biography should give attendees an overview of your relevant experience. Biographies should be between 75 – 100 words. Longer biographies may be submitted but will be edited due to space constraints. Electronic submissions are required. Please email your biography to info@njwater.org

Handouts / Materials

If you choose to provide materials, please consult with us regarding the number of copies. Conference attendees are free to select the classes they wish, so actual attendance may be.

Class Procedure

Your classroom will be set up according to the audiovisual requirements you indicate on the Instructor Information Form. All classrooms have a projection screen and a microphone. Your presentation will be introduced by a conference host. This person will also pass around a class sign-in sheet, and evaluation forms. Please remind participants to fill out evaluation forms at the end. Any questions or requests regarding certification credits should be referred to a NJ Water employee.
CALL FOR PRESENTATIONS APPLICATION

Please type or print application. Presentations cannot directly promote a company and/or product. Corporate logo on slides and presentation materials is permitted. Submitting a subject proposal does not guarantee assignment.

Check which categories best describe your presentation:

Drinking Water Related  Technology
Wastewater Related  Management

PRESENTATION TITLE: ____________________________________________________________

PRESENTER NAME: ____________________________________________________________

COMPANY: _________________________________________________________________

ADDRESS: _________________________________________________________________

CITY: __________________________ STATE: ___________ ZIP: __________

PHONE: ________________________ FAX: ______________________

Briefly describe the topic to be covered: ________________________________________

________________________________________________________________________

Learning Objective: _________________________________________________________

________________________________________________________________________

The amount of time requested for your presentation: _30 min ___ 45 min ___ 1 hour

Will you have handouts for this presentation? _____ Yes _____ No

Electronic Submissions preferred. Please return this form to:

officemanager@njwater.org

New Jersey Water Association
505 US Highway 9
Lanoka Harbor, NJ 08734-2236
Phone: 609-242-7111 Fax: 609-242-7112
SPONSORSHIP OPPORTUNITIES

You may choose one or multiple - let us know what you would like to sponsor!
Enter your selection on the Exhibitor Registration Form

**Be a Breakfast Sponsor** - Unlimited Availability
Recognition in conference program and in post conference highlights

- **Wednesday Breakfast** - $300
- **Thursday Breakfast** - $300
- **Both days** - $550

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**Be a Lunch Sponsor** - Unlimited Availability
Recognition in conference program and in post conference highlights

- **Wednesday Lunch** - $350
- **Thursday Lunch** - $350
- **Both days** - $650

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**Be a Wednesday Evening Social Sponsor** - Limited Availability
Recognition in conference program and post conference highlights

- **Bar Sponsor** - $275 or **Hors D'Oeuvres Buffet** - $275 - or - **Both** - $450

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**Conference Pens Sponsor**

We will donate our company pens - (Qty - 600 - shipped to NJWA prior to conference) (First Come First Serve)

For your donation we will include your sponsorship in the conference program, signage in the exhibit hall and the next issue of the NJWA Magazine. If you have any questions - please call (609) 242-7111.

Thank you for your support!!

Sponsorship DEADLINE June 30, 2020
Deadline to submit your company logo for signs, and your business listing for the conference program is June 30, 2020.
Business listing should include contact info and a brief description of products and or services

Logo Specifications:
Preferred: Press-ready PDF with all fonts embedded. PDF’s must be made using high-quality or press quality settings. Images must be 300 dpi or greater. Flattened Adobe Photoshop .PSD or Illustrator .PDF or .EPS with all fonts outlined or .AI

Business Listing:
can be sent in Word or .pdf formats
Please print clearly. Information will be used for your Conference ID.

**Company Name:**
_________________________________________________________________________________

**(How you want it to appear in the program—Please type or print clearly)**

**Contact Person:**
___________________________________________________________________________________

**Mailing Address:**
__________________________________________________________________________________

**City/State/Zip:**
_____________________________________________________________________________________

**Phone:** _______________________________________________  **Fax:** ________________________

**Email:** ______________________________________________________________________________

**Description of Your Products/Service:** ________________________________________________

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### Lodging Information:

**Golden Nugget Hotel & Casino**  
**1.800.777.8477**

$72 per night  
(not including tax & resort fees)

Cut-off date for rate 10/05/2020

Don’t forget to mention  
“New Jersey Water Association Conference”  
and use Group Code ANJWA20 to receive our special rate.

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### Exhibitor Selections

<table>
<thead>
<tr>
<th>Member</th>
<th>Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibit Booths</td>
<td>$700</td>
</tr>
<tr>
<td>Second Table Request</td>
<td>$575</td>
</tr>
<tr>
<td>Additional Rep(s) - #__@</td>
<td>$265</td>
</tr>
<tr>
<td>Add or Renew a Membership</td>
<td>$500</td>
</tr>
</tbody>
</table>

**Member** | **Non-Member**

**Registration Total:** ______________

### Sponsorship Opportunities*

Select one or multiple - let us know what you would like to sponsor!

Details for each sponsorship can be found inside packet.

- **Breakfast Sponsor** - (unlimited availability)  
  Wednesday ___ $300  Thursday ___ $300  Both Days ___ $550

- **Lunch Sponsor** - (unlimited availability)  
  Wednesday ___ $350  Thursday ___ $350  Both Days ___ $650

- **Wednesday Night Social Sponsor** - (limited availability)  
  Bar ___ $275 or Appetizer Buffet ___ $275 or Both ___ $450

- **Conference Pens Sponsor** - (call our office for availability)  
  We will donate our company pens  
  (Qty - 600 shipped to the NJWA office prior to conference)

- **Prize Donation**
  - **Donated by (company) _______________________________**
  - **Contact Name _______________________ Telephone: _________**
  - **Prize Description _________________________________________**

### Payment Information

<table>
<thead>
<tr>
<th>Payment Methods: Check: ___________ (payable to NJWA)</th>
<th>Credit Card: Visa:______  MC: ______  AMEX: ______</th>
</tr>
</thead>
<tbody>
<tr>
<td>Card Number: ______________________________________</td>
<td>Expiration Date: __________  CID#: ______ (3 or 4 digit code)</td>
</tr>
<tr>
<td>Name as it appears on card (Please print clearly): __________________________</td>
<td>Billing Zip Code: __________</td>
</tr>
<tr>
<td>Email Address to send Receipt: __________________________________________</td>
<td>Signature: ______________________</td>
</tr>
</tbody>
</table>

**Total To be Charged:** $_________  **Check Enclosed:** ______  **Total Amount Enclosed:** $_________

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Mail/Fax/Email completed forms and payments to: NJWA, 505 US Highway 9, Lanoka Harbor, NJ 08734  
Phone: (609) 242-7111 / Fax: (609) 242-7112 / email: officemanager@njwater.org

Registration is also available through our website:  www.njwater.org
SECTION TWO

Premier Sponsorship Registration Information

Including:

- Sponsorship Details
- Hotel Reservation Info
- Registration Form

Exhibiting Details and Call for Presentations Info can be found in Section One
2020 Annual Management & Technical Conference
October 20-22, 2020
Golden Nugget & Casino
Atlantic City, NJ

Sponsorship Packages

Gold Sponsor Package
$2200

Package includes:

- Two (2) exhibit tables and two (2) representatives
- First choice premium booth location in exhibit hall
- Company Name/Logo on Conference Shirt
- Special recognition throughout the conference
- Sponsorship sign at booth
- (Social Media)
- Full page advertisement in the conference program
- Listed on NJWater website as Gold Sponsor with your logo and link to your website
- Recognition as Gold Sponsor in a post conference issue of the NJ Water Magazine
- Technical article or advertisement in a post conference issue of the NJ Water Magazine

Silver Sponsor Package
$1500

Package includes:

- One (1) Exhibit table and two (2) representatives
- Company Name/Logo on a conference give away
- Special recognition throughout the conference
- Sponsorship sign at booth
- Half-page advertisement in conference program
- Listed on NJWater website as Silver Sponsor
- Recognition as Silver Sponsor in a post conference issue of the NJ Water Magazine

Bronze Sponsor Package
$1000

Package includes:

- One (1) Exhibit table and one (1) representative
- Quarter-page advertisement in conference program
- Sponsorship sign at booth
- Recognition as Bronze Sponsor in a post conference issue of the NJ Water Magazine

Sponsorship DEADLINE June 30, 2020

Deadline to submit your company advertisement, logo for signage, and business listing for the conference program is June 30, 2020. Business listing should include contact info and a brief description of products and or services.

Advertisement Specifications:

Preferred:  Press-ready PDF with all fonts embedded. PDF’s must be made using high-quality or press quality settings. Images must be 300 dpi or greater. Flattened Adobe Photoshop .PSD or Illustrator .PDF or .EPS with all fonts outlined or .AI

Do not submit Ad layouts in Word, Excel, PowerPoint, Publisher, PageMaker or Free-hand files.

AD SIZES:  All dimensions are given in inches, width by height. Please keep Live matter 1/2” from Trim edge top, bottom and sides.

FULL PAGE:  5.5 x 8.5
HALF PAGE:  5.5 x 4.25
QUARTER PAGE:  2.25 X 2.75
2020 Annual Management & Technical Conference
October 21-22, 2020
Golden Nugget, Atlantic City, NJ

Sponsorship Packages Registration Form

Please print clearly. Information will be used for your Conference ID.

Company Name: __________________________________________
(How you want it to appear in the program—Please type or print clearly)
Contact Person: __________________________________________
Mailing Address: __________________________________________
City/State/Zip: ____________________________________________
Phone: __________________________ Fax: ______________________
Email: __________________________________________________
Description of Your Products/Service: __________________________

**Payment Information**

- Check Enclosed: ______  Total Amount Enclosed: $__________

**Lodging Information**

Golden Nugget Hotel & Casino
1.800.777.8477

- $72 per night (not including tax & resort fees)
- Cut-off date for rate 10/05/2020
- Don’t forget to mention “New Jersey Water Association Conference” and use Group Code ANJWA20 to receive our special rate.

**Payment Methods**

- Check Enclosed: ______
- Visa: ______ MC: ______ AMEX: ______
- Card Number: __________________________ Expiration Date: ___________ CID#: _______ (3 or 4 digit code)

**Package Selection**

**Gold** $2200
- Two (2) exhibit tables and two (2) representatives
- First choice premium booth location in exhibit hall
- Company Name/Logo on Conference Shirt
- Special recognition throughout the conference
- Sponsorship sign at booth
- Recognition on Facebook, Twitter, and Instagram
- Full page advertisement in the conference program
- Listed on NJWater Magazine as Gold Sponsor with your logo and link to your website
- Sponsorship sign at booth
- Special recognition throughout the conference
- Recognition as Gold Sponsor in a post conference issue of the NJ Water Magazine

**Silver** $1500
- One (1) Exhibit table and one (1) representative
- Special recognition throughout the conference
- Listed on NJWater website as Silver Sponsor
- Half-page advertisement in conference program
- NJWater Magazine Technical article or advertisement in a post conference issue of the NJ Water Magazine

**Bronze** $1000
- Recognition as Silver Sponsor in a post conference issue of the NJ Water Magazine
- Special recognition throughout the conference
- Listed on NJWater website as Silver Sponsor
- Quarter-page advertisement in conference program
- NJWater Magazine Technical article or advertisement in a post conference issue of the NJ Water Magazine

**SPONSORSHIP DEADLINE JUNE 30, 2020**

Deadline to submit your company advertisement and business listing for the program, and your logo for website and promotional materials must be received within two (2) weeks of registration.

**Advertisement Specifications**

- Preferred: Press-ready PDF with all fonts embedded. PDF’s must be made using high-quality or press quality settings.
- Images must be 300 dpi or greater. Flattened Adobe Photoshop .PSD or Illustrator .PDF or EPS with all fonts outlined or .AI.
- Do not submit Ad layouts in Word, Excel, PowerPoint, Publisher, PageMaker or Free-hand files.

**AD SIZES**

- FULL PAGE: 5.5 x 8.5
- HALF PAGE: 5.5 X 4.25
- QUARTER PAGE: 2.25 X 2.75

Mail/Fax/Email completed forms and payments to: NJWA, 505 US Highway 9, Lanoka Harbor, NJ 08734
Phone: (609) 242-7111 / Fax: (609) 242-7112 / email: officemanager@njwater.org

*Registration is also available through our website: www.njwater.org*