



2023

MANAGEMENT & TECHNICAL  
CONFERENCE

**October 18-19, 2023**

**Golden Nugget  
Huron Avenue & Brigantine Blvd.  
Atlantic City, NJ 08401**



## **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 professional 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](http://www.njwater.org). This site contains information about NJWA membership, governance, activities and events. Complete information on the 2023 Annual Conference is also available on the website.*

### **Why Exhibit with the NJ Water Association?**

*Our 2022 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 2022 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 2023 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 \$75.00 per night (not including 13.625% tax & \$30 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 ANJWA23.** (Room Block closes 10/2/2023)*

### **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—\$850.00***

***Non-Members—\$1600.00***

***Additional representative \$300.00 each***

*Second Table with one (1) additional representative can be purchased at the rate of - \$650.00*

### **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 17, 2023.  
The Hall opens 6:30 am on Wednesday October 18, 2023. 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 19, 2023.*

*No teardowns will be allowed before lunch on Thursday, October 19, 2023.*

## ***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 16-20, 2023  
(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 18, 2023*

*Your registration fee includes a seat at the luncheon.*

## ***Cancellation Policy***

*There will be no refunds after September 30, 2023*

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



2023 Annual Management & Technical Conference  
October 18-19, 2023  
Golden Nugget, Atlantic City, NJ

## 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](mailto:officemanager@njwater.org)

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





2023 Annual Management & Technical Conference

October 18-19 2023

Golden Nugget, Atlantic City

## **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 Meal Sponsor*** - Unlimited Availability

*Recognition in conference program and in post conference highlights.*

**\$400.00** \_\_\_\_\_

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***Be a Vendor Social Sponsor*** - Unlimited Availability

*Recognition in conference program and in post conference highlights.*

**\$300.00** \_\_\_\_\_

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***Pen Sponsorship – One (1) Available*** \_\_\_\_\_

***Lanyard Sponsorship – One (1) Available –*** \_\_\_\_\_

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***Thank you for your support!!***

**Sponsorship DEADLINE August 15, 2023**

**Deadline to submit your company logo for signs,**

**and your business listing for the conference program is August 15, 2023.**

**The 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



2023 Annual Management & Technical Conference  
October 18-19, 2023  
Golden Nugget, Atlantic City, NJ

## Exhibitor 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:

Exhibit space includes:  
One (1) 6 ft skirted table  
with chairs & electric.

Registration includes:  
Tabletop Exhibit Space  
Exhibitor's Social Hour &  
All Meals for one (1).

**Additional  
Representative(s):**  
Includes same as above.

**Second Table Requests:**  
Will include same as  
above plus one (1)  
representative

### EXHIBITOR SELECTIONS

Member | Non-Member

Exhibit Booths \_\_\_\_\_ \$850 \_\_\_\_\_ \$1600

Second Table Request \_\_\_\_\_ \$650 \_\_\_\_\_ \$ 650

Additional Rep(s) - # \_\_\_\_\_ @ \_\_\_\_\_ \$300 \_\_\_\_\_ \$ 300

Add or Renew a Membership: \_\_\_\_\_ \$600

Sponsorship Amount: \_\_\_\_\_

Registration Total: \_\_\_\_\_

### Company Representative(s) at Conference will be:

Name (1): \_\_\_\_\_ Title: \_\_\_\_\_

Name (2): \_\_\_\_\_ Title: \_\_\_\_\_

Name (3): \_\_\_\_\_ Title: \_\_\_\_\_

Name (4): \_\_\_\_\_ Title: \_\_\_\_\_

Name (5): \_\_\_\_\_ Title: \_\_\_\_\_

### Lodging Information:

**Golden Nugget Hotel & Casino**

**1.800.777.8477**

**\$75 per night**

(not including 13.625% tax & \$30 resort fee)

**Cut-off date for rate 10/02/2023**

Don't forget to mention

"New Jersey Water Association Conference"  
and use Group Code ANJWA23 to receive our  
special rate.

### \*Sponsorship Opportunities\*

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

Details for each sponsorship can be found inside packet.

**Meal Sponsorship - (unlimited availability)**

**\$400.00** \_\_\_\_\_

**Vendor Social Sponsorship - (unlimited availability)**

**\$300.00** \_\_\_\_\_

**Pen Sponsorship - One (1) Available** \_\_\_\_\_

**Lanyard Sponsorship - One (1) Available** \_\_\_\_\_

**Raffle Prize Donation**

Will donate prize: Yes \_\_\_\_\_ No \_\_\_\_\_

**Logos for the Meal and Vendor Social Sponsorships  
are due by August 15, 2023**

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

### Payment Information

Payment Methods: Check: \_\_\_\_\_ (payable to NJWA) Credit Card: Visa: \_\_\_\_\_ MC: \_\_\_\_\_ AMEX: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CID#: \_\_\_\_\_ (3 or 4 digit code)

Name as it appears on card (Please print clearly): \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

Billing Address for Card: \_\_\_\_\_ Email Address for Receipt: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount to be Charged: \$ \_\_\_\_\_ Check Enclosed \_\_\_\_\_

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](http://www.njwater.org)



2023 Annual Management & Technical Conference  
October 18-19, 2023  
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 \$1650

**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 \$1100

**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 DEADLINES: GOLD July 15<sup>th</sup> – SILVER & BRONZE – August 15<sup>th</sup>**

**Deadline to submit your company advertisement, logo for signage, and business listing for the conference program is July 15<sup>th</sup>. The 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



## 2023 Annual Management & Technical Conference

October 18-19, 2023

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: \_\_\_\_\_

#### Lodging Information:

**Golden Nugget Hotel & Casino**

**1.800.777.8477**

**\$75 per night**

(not including 13.625% tax & \$30 resort fee)

**Cut-off date for rate 10/02/2023**

**Don't forget to mention**

**"New Jersey Water Association Conference"**  
**and use Group Code ANJWA23**  
**to receive our special rate.**

#### PACKAGE SELECTION

**Gold \$2200**

**Silver \$1650**

**Bronze \$1100**

Booth selection for the  
Gold Sponsorship will  
be emailed at a later  
date.

**Sponsor Packages  
DO NOT include  
membership-  
\$600**

**Include Membership**

#### EXHIBITOR REPRESENTATIVES

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Maximum allowed tables per package: two (2)

Second table for Silver and Bronze Packages may be purchased at the  
rate of \$400.00. Add table \_\_\_\_\_ Total: **\$400.00**

Additional representatives may be purchased at the rate of \$265.00 each.

Add # \_\_\_\_\_ @ 300.00 - Total: \_\_\_\_\_

#### SPONSORSHIP DEADLINES: GOLD JULY 15TH – SILVER & BRONZE – August 15<sup>th</sup>

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:** 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

#### ☐ 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 NJWater Magazine Technical article or advertisement in a post conference issue of the NJ Water Magazine

#### ☐ Silver Sponsor Package - \$1650

##### 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 - \$1100

##### 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

**Sponsor Packages do not include Associate Membership of \$600**

☐ **Include Membership:**

#### Payment Information

Payment Methods: Check: \_\_\_\_\_ (payable to NJWA)    Credit Card: Visa: \_\_\_\_\_ MC: \_\_\_\_\_ AMEX: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CID#: \_\_\_\_\_ (3 or 4 digit code)

**Name as it appears on card** (Please print clearly): \_\_\_\_\_ **Billing Zip Code:** \_\_\_\_\_

**Billing Address for Card:** \_\_\_\_\_ **Signature:** \_\_\_\_\_

**Email for Receipt:** \_\_\_\_\_ **Total To be Charged: \$** \_\_\_\_\_ **Check Enclosed:** \_\_\_\_\_

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](http://www.njwater.org)**

