



2101 Stone Blvd. Ste. 200  
West Sacramento, CA 95691  
p: 831-442-3536 f: 831-442-2351  
info@papaseminars.com

## A Sponsorship With An Impact

**9,500+**  
seminar  
attendees  
**annually**

**50** seminars  
offered in  
**2020**

**5,800+**  
association  
members

All sponsors  
showcased on  
**website**



**55,700**  
annual  
website visits

**Platinum  
sponsors**  
featured on  
homepage

**Audiences  
reached**

- Qualified Applicators Certificate (QAC)
- Private Applicator
- Qualified Applicators License (QAL)
- Certified Crop Advisor (CCA)
- Structural Pest Control Board
- Agricultural Pest Control Advisor (PCA)
- International Society of Arboriculture (ISA)
- Golf Course Superintendents Association of America (GCSAA)
- Mosquito and Vector Control Association of California (MVCAC)

**50+ opportunities  
to display**



Featured spot in our  
quarterly e-newsletter

# 2020 Sponsorship Opportunities

## Platinum Sponsorship (\$3,000)

- Display table at up to 30 regular PAPA seminars in 2020 (cost breakdown is \$100 per seminar)
- Includes a Ruby Sponsorship at PAPA's 2020 Multi-Day Conference, September 23-25, 2020
- All other Gold Sponsorship perks
- Company logo displayed on front page of the PAPA website, as well as the Sponsor page
- Opportunity to submit to PAPA a 3-slide PowerPoint that will run during breaks at all 2020 PAPA seminars
- Opportunity to provide PAPA with a hard copy of promotional materials that will be displayed for you at the registration tables of all 2020 PAPA seminars

## Gold Sponsorship (\$1,500)

- Display table at up to 12 regular PAPA seminars in 2020, not including PAPA's Multi-Day Conference (cost breakdown is \$125 per table)
- All other Silver Sponsorship perks
- Company logo on flyer that is included on the front of packet given to all attendees
- Opportunity to provide PAPA with a hard copy of a promotional flyer that will be included in the packets given to all attendees at your 12 chosen seminars
- Company promotion on PAPA's social media networks

## Silver Sponsorship (\$750)

- Display table at up to 5 regular PAPA seminars in 2020, not including PAPA's Multi-Day Conference (cost breakdown is \$150 per table)
- Company logo and contact information displayed on our website's Sponsor Page
- Company logo displayed in our opening PowerPoint at all 2020 PAPA seminars
- Company logo advertised in editions of our quarterly newsletter, Applicators News

As a PAPA Sponsor, your company is not only reaching a wide range of Applicators and members of the industry; you're also assisting PAPA's efforts to execute seminars that are informative, interesting, and relevant to issues facing the industry. We at PAPA thank you sincerely for your support!

# 2020 Sponsorship Registration Form

**How to pay:** Mail (see address on reverse), online [www.papaseminars.com/sponsor-signup](http://www.papaseminars.com/sponsor-signup), email [info@papaseminars.com](mailto:info@papaseminars.com), phone 831-442-3536

**Platinum Sponsorship** (3,000)    **Gold Sponsorship** (\$1500)    **Silver Sponsorship** (\$750)

Company Name: \_\_\_\_\_ Representative Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Representative Phone #: \_\_\_\_\_ Representative Email: \_\_\_\_\_

Payment Type:    Card (fill out below)    Check (write check # below)

Card #: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_   Exp. Date: \_\_\_\_\_ / \_\_\_\_\_

Exp. Date: \_\_\_\_\_ / \_\_\_\_\_   CVV: \_\_\_\_\_   Billing Zip Code: \_\_\_\_\_   **OR**   Check #: \_\_\_\_\_

# Pesticide Applicators Professional Association - PAPA 2020 Sponsorship Contract

This agreement is made on \_\_\_\_\_,  
between Pesticide Applicators Professional Association (PAPA) and

Company Name: \_\_\_\_\_

Company Representative Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

By the signature of the Company's representative on this agreement, the Company acknowledges that they have read, understand, and agree to abide by the Terms and Conditions listed in this contract.

## Article I

### Sponsorship Levels

- (a) **Silver:** One table space measuring up to 8 feet long by 3 feet wide at a maximum of regular 5 PAPA seminars in 2020. Sponsor's logo and an active link to their website will be displayed on PAPA's website. Sponsor's logo will be displayed in the opening PowerPoint at all 2020 PAPA seminars. Sponsor's logo will be advertised in 2020 editions of PAPA's quarterly newsletter, *Applicators News*.
- (b) **Gold:** One table space measuring up to 8 feet long by 3 feet wide at a maximum of 12 regular PAPA seminars in 2020. Sponsor's logo and an active link to their website will be displayed on PAPA's website. Sponsor's logo will be displayed in the opening PowerPoint at all 2020 PAPA seminars. Sponsor's logo will be advertised in 2020

editions of PAPA's quarterly newsletter, *Applicators News*. Sponsor's logo will be printed on a flyer which is included on front of the packet given to all attendees at 2020 PAPA seminars. Sponsor has the opportunity to provide PAPA with hard copies of a promotional flyer that will be included in the packet given to attendees at the Sponsor's 12 chosen seminars. PAPA will promote Sponsor on PAPA's social media networks.

- (c) **Platinum:** One table space measuring up to 8 feet long by 3 feet wide at a maximum of 30 regular PAPA seminars in 2020. Sponsor's logo and an active link to their website will be displayed on PAPA's website, both on the Sponsor page and the front page. Sponsor's logo will be displayed in the opening PowerPoint at all 2020 PAPA seminars. Sponsor's logo will be advertised in 2020 editions of PAPA's quarterly newsletter, *Applicators News*. Sponsor's logo will be printed on a flyer which is included on front of the packet given to all attendees at 2020 PAPA seminars. Sponsor has the opportunity to provide PAPA with hard copies of a promotional flyer that will be included in the packet given to attendees at the Sponsor's 12 chosen seminars. PAPA will promote Sponsor on PAPA's social media networks. Sponsor has the opportunity to provide PAPA with a 3-slide PowerPoint that will run during breaks at all 2020 PAPA seminars. Sponsor has the opportunity to provide PAPA with hard copies of promotional materials that will be displayed for the Sponsor at the registration table of all 2020 PAPA seminars. Sponsor receives a Ruby Sponsorship and its included perks at PAPA's 2020 Multi-Day Conference.

## **Sponsorship Fee Schedule**

- (a) **Silver:** \$750
- (b) **Gold:** \$1,500
- (c) **Platinum:** \$3,000

Applicable fee must be paid to PAPA prior to the Sponsor being afforded any Sponsorship benefits.

## **Article II**

### **Terms**

The term of Sponsorship will commence on January 1, 2020, or (if received after January 1, 2020) the date payment is received, and will terminate on December 31, 2020. Sponsorships paid after February 1, 2020 cannot be prorated to accommodate for less Seminar availability.

The code of ethics adopted by PAPA is as follows:

To promote and maintain high standards of public service and conduct in order that agricultural suppliers may justly be regarded as professionals and that the public may have increasing confidence in their integrity, and that the practice of pest management may best serve the public interest. It is understood that the following are PAPA rules, regulations and conditions for the Sponsor. PAPA expects each Sponsor and their representatives and employees to abide by the rules, regulations, and conditions given herein and by subsequent amendments and additions, considered by the PAPA Board of Directors. PAPA has developed these rules, regulations and conditions for the best interest of all the Sponsors and Seminar registrants. The Sponsor must abide by the following rules, regulations, and conditions:

### **Article III**

#### **Conditions**

- a) Sponsors shall refrain from unfair business practices through the following:
  - Must limit their activities to within the confines of the table space in a manner consistent with non-interference of activities legitimately exercised by other Sponsors, seminar speakers, and PAPA staff.
  - Maintain a reputation for fair and honorable conduct with customers, employees, and suppliers.
  - Conduct business on the basis of service to the industry and the public.
  - Avoid false, misleading, or deceptive advertising.
  - Abide by laws and regulations affecting the pest management industry and to promote their enforcement. To acknowledge that governmental and recognized standard are the mutual responsibility of the product manufacturer and user.
- b) Sponsors may not sell products at PAPA seminars. This includes any type of exchange including credit cards, purchase orders, etc. No vending is allowed.
- c) Sponsors and their representatives are not eligible to receive CEU credits for the seminars at which they display.
- d) Sponsors may make product forms available on table-top display only. Material regarding Sponsor's products and/or displays not related to the educational content of a speaker's presentation may not be placed in the registration packets.
- e) Sponsors must limit their solicitation activities to prior to the seminar, after the seminar, and during breaks and lunch times. Sponsors are required to shut down their displays during the educational portion of the seminar.

- f) The Sponsor should plan to set up their display during the early morning registration period. Since registration time may vary from site to site, consult the Educational Coordinator for the time at the site the Sponsor wishes to attend. The Educational Coordinator will advise the Sponsor of the break times and/or the Sponsor can request a copy of the agenda from the Educational Coordinator.
- g) The Sponsor must notify the Educational Coordinator no less than 7 business days before the PAPA seminar if the Sponsor plans to participate. Depending upon space available, the Educational Coordinator can make arrangements to have a display table available for the Sponsor or Sponsor's representative. Availability is limited based on each individual venue, and spaces are reserved on a first come, first serve basis.
- h) A maximum of two lunches per seminar will be provided to the attending Sponsor/representative(s). If more lunches are needed for the Sponsor/representative(s), additional lunches can be purchased. The Educational Coordinator can provide the cost of additional lunches on a per seminar basis.
- i) If the Sponsor reserves space at a seminar but cannot attend, PAPA must receive a minimum of 3 days notice for non-attendance. Notice less than 3 days in advance of the requested seminar, or no notice at all, will count toward the total number of seminars that the applicable Sponsorship level allows.
- j) All Sponsor representatives/personnel will be required to sign-in on the provided Sponsor sign-in sheet the morning of the applicable seminar.

## **Article IV**

### **Suspension of Sponsorship**

- a) PAPA reserves the right to prohibit, reject, or eject any Sponsor's representative, or exhibit in whole or part, with or without giving cause. If cause is not given, liability shall not exceed the return to the Sponsor of the Sponsorship fee at the time of ejection. If a Sponsor is ejected for violation of these terms and conditions or for any other reason, no return of the Sponsor fee shall be made.
- b) PAPA reserves the right to refuse acceptance of a Sponsor due to the Sponsor exhibiting professional misconduct by not abiding to the terms and conditions given herein, any subsequent amendments and additions considered by PAPA Board of Directors.

### **Legal Recourse**

PAPA Board of Directors determinations regarding suspension, revocation, or ejection shall be final.