

2024

SPONSORSHIP  
OPPORTUNITIES



TAMPA, FL



OCTOBER 6-9



**OUR** Reach  
**YOUR** Sponsorship



# ENGAGE

**OUR** Mission: turning complicated issues the industry is currently facing into building blocks for the future.

**OUR** 90+ Member companies

**OUR** 110+ Industry partners

**OUR** Programs and services

**OUR** Network and connections

**OUR** Education and training services

**OUR** Conference

... is made possible,  
thanks to **YOUR** support.



# YOUR sponsorship matters



The Gas Machinery Research Council is a community of proactive natural gas companies dedicated to investigating technical issues within the rapidly evolving gas machinery industry and uncovering innovative solutions that improve reliability, efficiency, and cost-effectiveness of mechanical and fluid systems.

For more than 70 years, we have offered members a place to learn and connect. As a result, our members have redefined how to produce, transport, market and deliver natural gas.

Through the support of sponsors like you, GMRC is now known as the industry's meeting place where:

- Ideas are born
- Relationships are developed
- Education is available
- Business is conducted
- Natural gas professionals can network

**Your sponsorship of our conference and programs allows us to provide our members opportunities to learn, exchange ideas and share solutions.** We convene at a critical time in the industry's complex operations. With our commitment to research and increase in efficiency, your sponsorship serves as our catalyst to investing in the future of natural gas.

**OUR reach of visibility, exhibition, networking, and member services – and YOUR sponsorship support – links an industry of people, ideas, and information TOGETHER.**

We look forward to working with you to find the ideal sponsorship opportunities for your company.

## **SUZANNE OGLE**

*President and CEO, Southern Gas Association  
President, Gas Machinery Research Council*

# WHY BECOME A SPONSOR?



We are dedicated to educating and empowering our expansive member network by promoting community, conversation, and connection.

Your sponsorship facilitates the knowledge transfer, leadership, and innovation to fulfill our mission of advancing the natural gas industry and individuals by linking people, ideas and information.



**To Secure Sponsorships Contact:**  
Susan Joiner | [Susan.Joiner@southerngas.org](mailto:Susan.Joiner@southerngas.org)  
(214) 912-4530

# What **YOUR** sponsorship provides

## **BRAND VISIBILITY**

Put your brand front and center in the multiple mass e-marketing and social media campaigns promoting this year's schedule. **The higher your sponsor level, the more visibility.**

## **LEAD GENERATION**

GMRC programs provide you access to qualified customers, business development connections, and even non-competing businesses that can collaborate with you on future projects.

## **CUSTOMER PERCEPTION**

Customers have a positive and reputable perception of businesses and brands that provide experiences, social content, and sponsorships of organizations such as GMRC. Over 98% of consumers share (and tag, follow and re-share) social content while attending these events and experiences.

## **TARGETED MARKETING**

Stand out from the competition and engage one-on-one with people from all segments of the natural gas industry looking for relevant ideas and solutions. We'll work with you to target your ideal audience through multiple marketing channels, event locations and conference experiences.

## **RETURN ON INVESTMENT**

Well after our events, program sponsors find value through joint marketing and partner participation. The return is measurable through elevated recognition, new customer leads, brand awareness, memorable experiences, and new relationships and partner connections.





# GMC Gas Machinery Conference



**OCTOBER 6–9  
TAMPA, FLORIDA**



The Gas Machinery Conference provides technical training and presentations, provided by the industry's leading subject matter experts. Educational sessions and presentations on recent GMRC research are valuable for design engineers, facility engineers, technicians and others, with an emphasis on the operation, maintenance and testing of gas compression machinery. GMC will feature many exhibitors with dedicated exhibit hall times and events.



# GMC Conference Sponsorship Levels



## REQUIREMENTS

Check this list in order to sponsor the GMC conference:

- Companies must be a GMRC or SGA member
- Sponsors can choose from either a general sponsorship OR a conference event/enhancement (if available) under each Sponsor level
- Simply choose your preferred level of support and which item you would like to sponsor
- There is no limit to the amount of General Sponsors accepted, but specialty items are limited to one sponsor only
- If you select to sponsor a specialty item (keycards, lanyards, etc.), you will be responsible for sourcing, ordering, shipping and paying for these items





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Susan Joiner | susan.joiner@southernngas.org

(214) 912-4530

## TRIPLE FLAME \$20,000+

Triple Flame sponsors receive recognition as follows:

- Company logo listed in all conference email communications and in the GMC Today
- Digital recognition on conference monitors
- Logo on printed signage and print material at conference
- Podium and visual recognition in general session
- Email list of opt-in attendees in excel with contact information by request (This will be provided upon request after the conference to ensure the security of attendees during the conference)
- 2-minute video advertisement played on TVs around conference
- Logo hyperlinked on conference webpage
- Opportunity to sponsor ONE workshop for calendar year
- Corporate collateral can be displayed on designated sponsor table(s) in networking area
- Floor sticker at booth (exhibitors only)
- 25% off GMC Today advertisement
- Logo on Triple Flame level meter board sign
- Premium advertising in conference app

### General Triple Flame Sponsor \$20,000

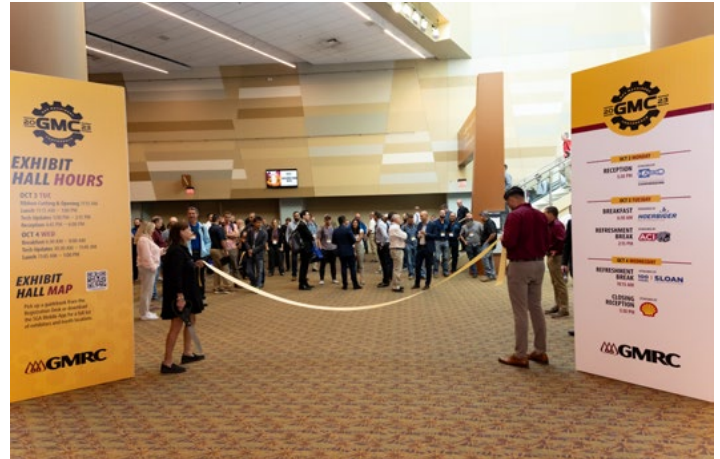
- Receives everything listed under Triple Flame
- One speaking opportunity at special event

### Sunday Welcome Reception \$25,000

- Receives everything listed under Triple Flame
- Speaking opportunity at the welcome reception
- Option to welcome attendees at the reception
- Branding on all welcome reception signage and bars
- Exclusive option to provide branded reception items (cups, napkins, koozies, etc – sponsor makes all arrangements to source and provide these items onsite)

### **SOLD** Tuesday Breakfast \$20,000

- Receives everything listed under Triple Flame
- Option to welcome attendees to the breakfast
- Branding on all breakfast signage
- Exclusive option to provide branded breakfast items (cups, napkins, etc. Sponsor makes all arrangements to source and provides these items onsite)



### Exhibit Hall Sponsor \$20,000

- Receives everything listed under Triple Flame
- Logo on hanging banners in the center aisle of the expo hall
- Logo on all aisle signs in expo hall
- Branded directional floor signage throughout exhibit hall

### Exhibit Hall Networking Lounge \$25,000

- Receives everything listed under Triple Flame
- 20 x 20 island space
- Open during Exhibit Hours
- Option to provide branded items for give-away
- Can order beverages and snacks for lounge during designated hours at added cost
- Includes company logo on Welcome to Network Lounge
- Includes phone charging station
- Opportunity to provide a retractable pop-up banner and literature rack
- GMC will provide carpet and soft seating furniture
- Does not allow for corporate booth setup

# GMC Conference Sponsorship Levels



## DIAMOND \$15,000+

Diamond sponsors receive recognition as follows:

- Company logo listed in all conference email communications and in the GMC Today
- Digital recognition on conference monitors
- Logo on printed signage and print material at conference
- Podium and visual recognition in general session
- 1-minute video advertisement played on TVs around conference
- Logo hyperlinked on conference webpage
- Opportunity to sponsor ONE workshop for calendar year
- Corporate collateral can be displayed on designated sponsor table(s) in networking area
- Floor sticker at booth (exhibitors only)
- 20% off GMC Today advertisement
- Logo on Diamond meter board sign
- Premium advertising in conference app

## ☐ General Diamond Sponsor \$15,000

- Receives everything listed under Diamond
- One speaking opportunity at special event

## ☐ Monday General Session \$15,000

- Receives everything listed under Diamond
- Logo on general session signage
- Logo recognition on screen as attendees enter the room
- Opportunity to welcome attendees
- Can provide welcome remarks
- Logo recognition on screen

## ☐ Conference WiFi \$15,000

- Receives everything listed under Diamond
- Company branding on WiFi login link – 750+ attendees will have your company name on their mind daily as they type in the WiFi password

## SOLD Wednesday Closing Reception \$17,500

- Receives everything listed under Diamond
- Option to welcome attendees at the selected reception
- Branding on all closing reception signage and bars
- Exclusive option to provide branded reception items (cups, napkins, etc – sponsor makes all arrangements to source and provide these items onsite)



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## PLATINUM \$10,000+

Platinum sponsors receive recognition as follows:

- Recognition on signage and print material at conference
- Recognition on conference emails and during conference general session
- Podium and visual recognition in general session
- Digital recognition on conference monitors
- Logo hyperlinked on conference webpage
- Opportunity to sponsor ONE workshop for calendar year
- Corporate collateral can be displayed on designated sponsor table(s) in networking area
- Floor sticker at booth (exhibitors only)
- 15% off GMC Today advertisement
- Advertising in conference app with logo

## General Platinum Sponsor \$10,000

- Receives everything listed under Platinum

## ~~SOLD~~ Badge Lanyards \$10,000

- Receives everything listed under Platinum
- Sponsor receives exclusive right to offer branded conference badge lanyards to 750+ attendees which will be handed out at registration to each attendee
- Lanyard sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor





# GMC Conference Sponsorship Levels



## **GOLD \$7,500**

Gold sponsors receive recognition as follows:

- Recognition on signage and print material at conference
- Recognition on conference emails and during conference general session
- Logo recognition on TVs around conference
- Logo on conference webpage (no hyperlink)
- 10% off GMC Today advertisement
- Advertising in conference app with logo

## **General Gold Sponsor \$7,500**

- Receives everything listed under Gold

## **SOLD** **Conference Tote Bags \$7,500**

- Receives everything listed under Gold
- Sponsor receives exclusive right to offer branded conference tote bags to 750+ attendees which will be available at registration to each registrant
- Tote bag sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor

## **Hotel Key Cards \$7,500**

- Receives everything listed under Gold
- Sponsor receives exclusive right to offer branded hotel key cards to 750+ attendees to be delivered and handed out to registrants at the Hyatt as the host hotel
- Key card sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor

## **Mobile App Sponsor \$7,500**

- Receives everything listed under Gold
- Prominent logo placement within mobile app seen by all attendees utilizing daily show guide

## **Sports/Water Bottles \$7,500**

- Receives everything listed under Gold
- Sponsor receives exclusive right to offer branded bottles to 750+ attendees
- Reusable bottles will be handed out at registration
- Bottle sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor

Please select a date below

## **Tuesday Lunch in Exhibit Hall \$7,500**

## **Wednesday Lunch in Exhibit Hall \$7,500**

- Receives everything listed under Gold
- Branding on all luncheon signs for the date selected
- Exclusive option to provide branded luncheon items (cups, napkins, etc. Sponsor makes all arrangements to source and provide these items onsite)



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## SILVER \$5,000+

Silver sponsors receive recognition as follows:

- Recognition on signage and print material at conference
- Logo on conference webpage (no hyperlink)
- 5% off GMC Today advertisement
- Recognition on conference emails and during conference general session
- Recognition in conference app on selected day

### General Silver Sponsor \$5,000

- Receives everything listed under Silver

### Conference Notepads \$5,500

- Receives everything listed under Silver
- Receives exclusive right to offer branded notepads to 750+ attendees
- Notepad sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor

### Conference Pens \$5,500

- Receives everything listed under Silver
- Receives exclusive right to offer branded pens to 750+ attendees
- Pen sponsor will make all arrangements to source and provide these items onsite at additional cost to sponsor

Please select a date below

### Tuesday Tech Talks Coffee Break Sponsor \$5,500

### Wednesday Tech Talks Coffee Break Sponsor \$5,500

- Receives everything listed under Silver
- 2 coffee breaks per selected day near the Tech Talks stage in exhibit hall
- Logo recognition on signage at selected break
- Exclusive option to provide branded break items (coffee mugs/cups, napkins, etc – sponsor makes all arrangements to source and provide these items onsite at additional cost to sponsor)

## BRONZE \$3,500

Bronze sponsors receive recognition as follows:

- Recognition on signage and print material at conference
- Recognition during conference general session
- Logo on conference webpage (no hyperlink)
- Recognition in conference app
- Option to purchase AD in Conference Guidebook

### General Bronze Sponsor \$3,500

- Receives everything listed under Bronze

New sponsorship ideas are always welcome. Do you have an idea but don't see it on this list? We will be happy to work with you on coordination and accommodation of the sponsorship



# GMC Sponsor Agreement Form



## SPONSOR INFORMATION

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

Sponsor Representative: \_\_\_\_\_ Title: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP/Postal Code, Country: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Email: \_\_\_\_\_

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

.eps vector company logo is included with this agreement.

Sponsor must provide a vector file of company logo or placement cannot be guaranteed on printed materials or website produced by GMRC.

**Cancellation Policy:** Sponsorships are non-cancellable. Promotion of your sponsorship will begin after payment is received and will align with the level of sponsorship.

## GMC SPONSORSHIP DETAILS

**Please Note:** 2023 sponsors have a first right of refusal up until May 31, 2024.

GMC Conference Sponsor Level: \_\_\_\_\_ Sponsorship Value: \$ \_\_\_\_\_

Sponsored Event/Item: \_\_\_\_\_

Interested in exhibiting? Please connect with **Susan Joiner** now to request your booth at [susan.joiner@southerngas.org](mailto:susan.joiner@southerngas.org)

## METHOD OF PAYMENT (CHECK ONE)

Check enclosed in US\$ \_\_\_\_\_

Credit Card

3% Convenience fee for Credit Card transactions.  
Call with credit card details.

Return form to: Susan Joiner  
[Susan.Joiner@southerngas.org](mailto:Susan.Joiner@southerngas.org)

Questions: 214-912-4530

**Please Note:** Your credit card will be charged the full amount (listed in Sponsorship Value) upon receipt of this signed agreement.

## SIGN AND DATE BELOW

GMRC Representative: Susan Joiner Sponsor Representative: \_\_\_\_\_

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

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

**ACCEPTANCE:** Sponsor has read the Terms & Conditions on the next page of this Agreement. Sponsor understands that this Agreement shall be legally binding between GMRC and the Sponsor. Sponsor also understands that any changes in the information in this Agreement must be provided to GMRC in writing.



# TERMS AND CONDITIONS OF SPONSORSHIP

## 1. AGREEMENT

These terms and conditions of sponsorship (the "Terms and Conditions") are entered into by GMRC ("GMRC") and the sponsor ("Sponsor"), whose name is set forth on the Sponsorship Agreement Form (the "Sponsor Form"). Together, the Sponsor Form and these Terms and Conditions (collectively, the "Sponsorship Agreement") shall govern the performance of the Sponsor (the "Sponsorship"), as described further in this Sponsorship Agreement. Capitalized terms not otherwise defined in these Terms and Conditions shall have the meanings ascribed to them in the Event Sponsorship Form. Unless otherwise specifically noted, all references in these Terms and Conditions to paragraphs or sections will refer to the paragraphs and sections of these Terms and Conditions. GMRC reserves the right to accept or refuse any Sponsorship Agreement or proposed Sponsorship, in its sole discretion.

## 2. PAYMENT & CANCELLATION POLICY

Full payment must be received with the Sponsor Form to secure the Sponsorship. Without full payment GMRC cannot guarantee and will not reserve the Sponsorship for Sponsor. Sponsorships are non-cancellable. Sponsorships are non-transferable.

## 3. CONFLICTING MEETINGS AND SOCIAL EVENTS.

In the interest of the success of the Conference, Sponsor agrees not to extend invitations to social events, call meetings, or otherwise encourage absence of any other conference registrants or members of the Council from the Conference and/or Exhibit at any time during the Conference and/or Exhibition, except on those days and during those times that the Council designates for such activities.

## 4. SPONSORSHIP APPROVAL

All Sponsorship activities and promotions are subject to approval by GMRC. GMRC reserves the right to restrict, prohibit, or remove any activity, material, or promotion by Sponsor which, in its opinion and at its sole discretion, becomes objectionable for any reason and may detract from the general character of the Event. Such activities and promotions may include, but are not limited to, persons, objects, conduct, printed materials and anything which GMRC determines to be objectionable. In no event shall GMRC be liable for any expenses incurred as a result of such restriction, prohibition or removal.

## 5. COMPANY RECOGNITION

A Sponsorship shall exist under one (1) corporate brand name only and cannot be shared between two (2) or more entities unless special circumstances warrant shared recognition.

## 6. HOTEL ACCOMMODATIONS

All sponsor representatives will be required to stay at GMRC's assigned hotel and within GMRC Room Block for the duration of sponsored event. Sponsor is responsible for securing hotel reservations for ALL of its sponsor representatives at the time of event registration. Should Sponsor fail to utilize GMRC's Room Block, Sponsor is in breach of Sponsor Agreement.

## 7. INDEPENDENT CONTRACTOR

Each party is an independent contractor. This Sponsorship Agreement does not constitute either party as an agent, representative or partner of the other and neither shall have the authority to enter into contracts or obligations on the other's behalf. Each party shall be solely responsible for all debts and obligations incurred by it in performing its obligations under the Sponsorship Agreement, including, without limitation, all obligations to and in respect of its employees, and each party agrees to indemnify the other to the extent a party is held to be liable for a debt or obligation of the other party under this paragraph.

## 8. INTELLECTUAL PROPERTY

Subject to the provisions below relating to termination of the Agreement, GMRC's trademarks, service marks, brand names, logos and artwork displayed on the signs and other materials hereunder, and all trademark rights or copyrights in such signs and other materials, shall be and remain the sole and exclusive property of GMRC. Sponsor shall not have the right to use in any way or reproduce for any purpose the corporate or trade names, trademarks, service marks, logos or other proprietary symbols of GMRC without the GMRC's prior written consent. GMRC's use of Sponsor's name and logo pursuant to the Sponsorship does not convey GMRC's approval, endorsement, certification, or referral of any product or service provided by Sponsor.

## 9. TERMINATION

Sponsor may not terminate this Sponsorship Agreement for any reason after Sponsor Contract is signed and received by GMRC. GMRC may terminate this Sponsorship Agreement at any time in the event of material breach of this Sponsorship Agreement (including without limitation non-payment of fees) by Sponsor. In the event that GMRC terminates the Sponsorship Agreement following a material breach, Sponsor shall receive no refund of the Sponsorship fee.

## 10. LIMITATION OF LIABILITY

The council's liability to sponsor hereunder shall not, under any circumstances, exceed the amounts paid to the council by sponsor pursuant to the contract. In no event shall the council be liable for any indirect, consequential, special, exemplary or punitive damages regardless of the theory of recovery upon which such damages may be based and regardless of whether or not the council has been advised of the possibility of the same.

## 11. INDEMNIFICATION

Sponsor agrees to indemnify and hold GMRC, the Event facility and its owners, officers, committees, directors, employees and agents (collectively, the "Indemnitees") harmless from any and all claims, damages, costs, losses, expenses, causes of action, liabilities and obligations of whatever nature or type, which the Sponsor has, or may have, or which have been, or could have been, or in the future otherwise might have asserted against it in connection with acts of the Sponsor, its directors, shareholders, officers, agents or employees. Upon signing this Agreement, Sponsor expressly releases the Indemnitees from any and all claims for loss, damage or injury.

## 12. INABILITY TO HOLD CONFERENCE OR CHANGE IN SCHEDULED DATES

If because of war, strike, the destruction, construction or renovation of the Conference Venue, government order, terrorist act, act of God, pandemic or other cause beyond the control of the Council, the Conference and Exhibition or any part thereof is prevented from being held, the Council shall be relieved of its obligations under these Terms and Conditions. If the Event proceeds in an alternate format, i.e. Virtual, the event is considered "not canceled". Sponsorships are non-refundable. The Council shall determine the remaining aggregate value of the sponsorship fees as of the date of cancellation or postponement and apply the remaining sponsorship value to an upcoming conference as agreed to by the parties. Exhibitor(s) and/or Sponsor(s) acknowledge and agree that the Council may be required to change the scheduled dates of the Conference and Exhibition as set forth in the Contract for reasons beyond its control or for reasons that, in the sole judgment of the Council, will benefit the Conference and Exhibition and the participating exhibitors and sponsors. In the event that the Council is required, or decides, to change the dates of the Conference and Exhibition, the Council will make its best efforts to notify exhibitors and sponsors in writing of such change at least thirty (30) days prior to the dates originally set forth in the Contract.

## 13. JURISDICTION; VENUE; GOVERNING LAW

Sponsor hereby consents to the exclusive jurisdiction of the federal and state courts of Dallas, Texas. Any dispute arising under these Terms and Conditions that is not settled by agreement between the parties shall be settled exclusively by appropriate legal proceedings in the Court of Common Pleas of Dallas County, Texas or the United States District Court for the Texas. These Terms and Conditions, having been executed in Dallas, TX, shall be governed by and constructed in accordance with the Laws of the Texas without regard to its rules or principles regarding conflicts of laws.

## 14. AMENDMENTS

Except as provided herein, no change in or addition to these Terms and Conditions shall be valid as between the parties hereto unless set forth in a writing which is signed by an authorized representative of both parties and which specifically states that it constitutes an amendment or addendum to these Terms and Conditions.

## 15. BINDING EFFECT

These Terms and Conditions shall be binding upon and shall inure to the benefit of the parties hereto, their successors and assigns, or other legal representative.

**YOUR** Sponsorship  
**OUR** Gratitude