



## Sponsorship Options

### FMI 2013 Energy & Store Development Conference

The Food Marketing Institute's Energy & Store Development Conference provides innovative ideas and tactical solutions to help retailers design, develop and maintain stores that are more energy-efficient, cost effective and meet changing consumer needs and desires. Attendees are retail and wholesale executives, as well as suppliers/service providers, responsible for store design, construction, engineering, maintenance, refrigeration and energy management. Conference sponsors receive priority access to retail attendees as well as enhanced brand recognition and industry good will.

Participating retail and wholesale companies at the 2012 ESD Conference included:

Ahold USA  
 Associated Grocers, Inc. (LA)  
 Associated Wholesale Grocers, Inc.  
 Bashas' Inc.  
 Big Y Foods, Inc.  
 BI-LO/Winn-Dixie Stores  
 Brookshire Brothers Ltd.  
 Brookshire Grocery Company  
 Buehler Food Markets, Inc.  
 Calgary Co-operative Association Ltd.  
 Coborn's, Incorporated  
 Defense Commissary Agency  
 Dorothy Lane Market, Inc.  
 Down to Earth Corporate  
 Food Lion, LLC  
 Foodland Super Market, Ltd.  
 Fry's Food & Drug Stores  
 Giant Eagle, Inc.  
 Golub Corporation  
 Haggen, Inc.  
 Harps Food Stores, Inc.  
 Harris Teeter Supermarkets Inc.  
 H-E-B

Hy-Vee, Inc.  
 King Kullen Grocery Co., Inc.  
 Kudrinko's Ltd.  
 K-VA-T Food Stores, Inc.  
 Loblaw Companies Limited  
 Lund Food Holdings, Inc.  
 Mars Super Markets, Inc.  
 Marsh Supermarkets, Inc.  
 Martin's Super Markets, Inc.  
 Meijer, Inc.  
 Metro Richelieu Inc.  
 Milford Markets, Inc.  
 Nash Finch Company  
 Northgate Gonzalez Market  
 Overwaitea Food Group  
 Price Chopper Supermarkets  
 Publix Super Markets, Inc.  
 Raley's Family of Fine Stores  
 Redner's Warehouse Markets, Inc.  
 Rice Epicurean Markets, Inc.  
 Riesbeck Food Markets, Inc.  
 Rouse's Enterprises, Inc.  
 Safeway Inc.  
 Save Mart Supermarkets

Schnuck Markets, Inc.  
 ShopRite Supermarkets, Inc.  
 Sobeys Atlantic Region  
 Sobeys Inc.  
 Sobeys Quebec Region  
 Sobeys Western Region  
 SUPERVALU INC.  
 Target Corporation  
 The Kroger Co.  
 The North West Company Inc.  
 The Stop & Shop Supermarket Company  
 Tops Markets, LLC  
 TopSource LLC  
 W. Lee Flowers & Co., Inc.  
 Wakefern Food Corporation  
 Wal-Mart Stores, Inc.  
 Wegmans Food Markets, Inc.  
 Weis Markets, Inc.  
 Whole Foods Market, Inc.  
 Winn-Dixie Stores, Inc.  
 Zuppardo's Family Supermarket

## **FMI 2013 Energy & Store Development Conference**

### **SPONSORSHIP OPPORTUNITIES AND BENEFITS**

#### **PLATINUM LEVEL (\$11,000 and Up)**

##### **Benefits Include:**

- Registration for 2 company representatives at the FMI Retailer/Wholesaler rate (a savings of \$660.00)
- Complimentary four-color ad in conference directory (a \$500 value)
- Enlarged color logo on sponsor page in conference directory
- Logo and link to website on FMI ESD Conference web page
- Logo and link in ESD Conference app
- Logo on sponsor PowerPoint loop
- Recognition on signage at event
- Recognition/thanks by conference chairperson
- Attendee list 2 weeks prior to conference

##### **Opportunities:**

- Tuesday Social Event (can be co-sponsored)
- Sunday Reception
- Monday Reception
- Wireless Internet (password is your company name)
- Golf Tournament
- Monday Luncheon
- Conference Breaks

#### **GOLD LEVEL (\$6,000 - \$10,000)**

##### **Benefits Include:**

- Registration for 1 company representative at the FMI Retailer/Wholesaler rate (a savings of \$330.00)
- 50% discount four-color ad in conference directory (a savings of \$250.00)
- Logo on sponsor page in conference directory
- Logo and link to website on FMI ESD Conference web page
- Logo and link in ESD Conference app
- Logo on sponsor PowerPoint loop
- Recognition on signage at event
- Recognition/thanks by conference chairperson
- Attendee list 2 weeks prior to conference

##### **Opportunities:**

- Conference App
- Conference Directory with Back Cover Ad
- Tuesday Luncheon
- Monday Breakfast
- Tuesday Breakfast
- Store Tours
- Lanyards
- Key Cards

#### **SILVER LEVEL (\$5,000)**

##### **Benefits Include:**

- 50% discount four-color ad in conference directory (a savings of \$250.00)
- Logo on sponsor page in conference directory
- Logo and link to website on FMI ESD Conference web page
- Logo and link in ESD Conference app
- Logo on sponsor PowerPoint loop
- Recognition on signage at event
- Recognition/thanks by conference chairperson
- Attendee list 2 weeks prior to conference

##### **Opportunities:**

##### **(general sessions and breakout tracks)**

- Food Retailing 2013
- A Wall Street Perspective on the Supermarket Industry
- Energy Market Update
- Transcritical CO2 Refrigeration
- The Art and Science of Fresh Food Formats
- Integrated Store Design
- Motivational Closing Session
- Energy Breakout Track
- Refrigeration Breakout Track
- Store Design/Develop. Track



## **FMI 2013 ESD Conference Sponsorship Commitment Form**

Company Name (as it should appear on signage) \_\_\_\_\_  
 Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State & Zip Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**DESIRED SPONSORSHIP – Please rank your top 3 choices:**

Sponsorship Option	Sponsorship Cost	Please mark your choices here:
<b>Platinum Level</b>		
Tuesday Social Event (Reception and Baseball Game)	\$25,000	<b>SOLD</b>
Sunday Reception/MREs	\$15,000	<b>SOLD</b>
Monday Reception/MREs	\$15,000	<b>SOLD</b>
Wireless Internet (password is your company name)	\$15,000	
Golf Tournament	\$13,000	<b>SOLD</b>
Monday Luncheon	\$12,000	<b>SOLD</b>
All Breaks (Monday/Tuesday)	\$12,000	<b>SOLD</b>
<b>Gold Level</b>		
Conference App	\$10,000	
Conference Directory w/Back Cover Ad	\$10,000	<b>SOLD</b>
Tuesday Luncheon	\$10,000	
Monday Breakfast	\$9,000	<b>SOLD</b>
Tuesday Breakfast	\$9,000	
Store Tours	\$8,000	<b>SOLD</b>
Lanyards	\$7,000	<b>SOLD</b>
Key Cards	\$7,000	<b>SOLD</b>
<b>Silver Level (general sessions and breakout tracks)</b>		
Food Retailing 2013	\$5,000	<b>SOLD</b>
A Wall Street Perspective on the Supermarket Industry	\$5,000	
Energy Market Update	\$5,000	<b>SOLD</b>
Transcritical CO2 Refrigeration	\$5,000	<b>SOLD</b>
The Art and Science of Fresh Food Formats	\$5,000	<b>SOLD</b>
Integrated Store Design	\$5,000	<b>SOLD</b>
Motivational Closing Session – The Corporate Athlete	\$5,000	
Energy Breakout Track	\$5,000	<b>SOLD</b>
Refrigeration Breakout Track	\$5,000	<b>SOLD</b>
Store Design/Development Track	\$5,000	<b>SOLD</b>

**Scan/email or fax your completed form to Laurie Gethin at [lgethin@fmi.org](mailto:lgethin@fmi.org), 202-220-0830.  
 Questions? Email or call Laurie at: 202-220-0715.**