

## Sponsorship Options

### FMI 2016 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 2015 ESD Conference included:

Ahold USA  
Albertsons Companies  
Associated Food Stores, Inc.  
Associated Grocers, Inc. (LA)  
Associated Wholesale Grocers, Inc.  
Associated Wholesale Grocers – Gulf Coast Div.  
Associated Wholesale Grocers – Nashville Div.  
Associated Wholesale Grocers – Oklahoma City  
Bashas' Inc.  
Big Y Foods, Inc.  
Brookshire Brothers Inc.  
Brookshire Grocery Company  
Coborn's, Inc.  
Defense Commissary Agency  
Delhaize America  
Federated Cooperatives  
Food Lion, LLC

Foodland Super Market, Ltd.  
Giant Eagle, Inc.  
Hannaford Bros. Co.  
Harris Teeter Supermarkets H-E-B  
Hy-Vee, Inc.  
King Kullen Grocery Co., Inc.  
The Kroger Co.  
Kudrinko's Ltd.  
Loblaw Companies  
Lowe's Foods  
Lucky's Markets  
Market Basket Food Stores  
Mars Super Markets, Inc.  
Martin's Super Markets, Inc.  
Massy Stores  
Meijer, Inc.  
Metro Richelieu  
National Co-op Grocers  
The North West Company  
Publix Super Markets, Inc.

Raley's Family of Fine Stores  
Rite Aid Corporation  
Roadtown Wholesale Traders  
Save Mart Supermarkets  
Schnuck Markets, Inc.  
ShopRite Supermarkets, Inc.  
Sobeys Inc.  
Sobeys Quebec Region  
Southeastern Grocers LLC  
Sprouts Farmers Market, LLC  
Strack & Van Til Supermarkets, Inc.  
Target Corporation  
Tops Markets, LLC  
Wakefern Food Corporation  
Wal-Mart Stores, Inc.  
Wegmans Food Markets, Inc.  
Weis Markets, Inc.  
Whole Foods Market  
Woolworths Supermarkets

# FMI 2016 Energy & Store Development Conference

## SPONSORSHIP OPPORTUNITIES AND BENEFITS

### PLATINUM LEVEL (\$12,000 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)
- Color logo on sponsor page in conference directory
- "Proud ESD Sponsor" logo that can be displayed on company website
- Logo and link to company 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 (*Mardi Gras World*)
- Sunday Reception
- Monday Reception
- Wireless Internet (*password is your company name*)
- Conference App (*company logo on landing page*)
- Monday Luncheon
- Conference Breaks

### GOLD LEVEL (\$7,000 - \$11,500)

#### 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
- "Proud ESD Sponsor" logo that can be displayed on company website
- Logo and link to company 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 Directory with Back Cover Ad
- Energy Track
- Refrigeration Track
- Store Devel. Track
- Tuesday Luncheon
- Monday Breakfast
- Tuesday Breakfast
- Store/Facility Tours
- Lanyards
- Key Cards

### SILVER LEVEL (\$5,000 - \$6,500)

#### Benefits Include:

- 50% discount four-color ad in conference directory (a savings of \$250.00)
- Logo on sponsor page in conference directory
- "Proud ESD Sponsor" logo that can be displayed on company website
- Logo and link to company 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)*

- Opener: Anticipating and Leading Market Disruptions
- Bricks and Clicks: Disruptive Industry Models
- 2016: A Disruptive Campaign Year
- Design Trends
- Big Data: Revolution in Store Development
- EPA Update
- Closer: Resilient Leadership

**FMI 2016 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 three choices:**

Sponsorship Option	Member Sponsorship Cost	Non-Member Sponsorship Cost*	Please rank your top three choices:
<b>Platinum Level</b>			
Tuesday Social Event ( <i>Mardi Gras World</i> )	\$25,000	\$26,500	Hillphoenix
Sunday Reception/MREs	\$15,000	\$16,500	Zero Zone
Monday Reception/MREs	\$15,000	\$16,500	Heatcraft
Wireless Internet ( <i>password is your company name</i> )	\$13,000	\$14,500	Groom Energy
Conference App ( <i>company logo on landing page</i> )	\$13,000	\$14,500	Hussmann
Monday Luncheon	\$12,000	\$13,500	Bitzer, Sporlan
All Breaks (Monday/Tuesday)	\$12,000	\$13,500	Carlyle
<b>Gold Level</b>			
Conference Directory ( <i>sponsor gets back cover Ad</i> )	\$10,000	\$11,500	Hussmann
Energy Breakout Track ( <i>6 sessions</i> )	\$10,000	\$11,500	
Refrigeration Breakout Track ( <i>6 sessions</i> )	\$10,000	\$11,500	Arneg
Store Development Breakout Track ( <i>6 sessions</i> )	\$10,000	\$11,500	
Tuesday Luncheon	\$10,000	\$11,500	National/KeepRite
Monday Breakfast	\$10,000	\$11,500	Seasons-4
Tuesday Breakfast	\$9,000	\$10,500	
Store/Facility Tours	\$8,000	\$9,500	Emerson
Lanyards	\$7,000	\$8,500	Carel
Hotel Key Cards	\$7,000	\$8,500	Danfoss
<b>Silver Level (<i>general sessions</i>)</b>			
Opener: Anticipating and Leading Market Disruptions	\$5,000	\$6,500	Carnot
Bricks and Clicks: Disruptive Industry Models	\$5,000	\$6,500	Trakref
2016: A Disruptive Campaign Year	\$5,000	\$6,500	Singh360
Design Trends	\$5,000	\$6,500	Amerlux
Big Data: Revolution in Store Development	\$5,000	\$6,500	Verisae
EPA Update	\$5,000	\$6,500	Chemours
Closer: Resilient Leadership	\$5,000	\$6,500	Honeywell

\* Includes one year Affiliate Partner-level FMI Membership

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