



## PARTNERSHIP OPPORTUNITIES

The co-location of FMI's 2013 Financial Executive and Internal Auditing Conferences provides a unique and valuable venue for your organization to increase exposure, build relationships and enhance your company's image among decision-making financial executives and internal auditing professionals in the grocery retail industry. Opportunities are limited, so make your selection today. Projected attendance is 250+

**Please note that all sponsors must already be, or become, FMI Associate Members in order to sponsor the conference.**

### Attendee Profile:

#### Financial Executive Conference

- CFOs
- Vice Presidents of Finance
- Controllers
- Treasurers
- Accounting Directors
- Anyone involved in financial management

#### Internal Auditing Conference

VPs, Directors and Corporate/Store Auditors involved in:

- Internal Audit
- Finance
- Compliance
- A/P Auditing
- Loss Prevention
- Corporate Controls

### Representing a broad range of retail and wholesale companies such as:

- |                                      |                               |
|--------------------------------------|-------------------------------|
| • Ahold USA, Inc.                    | • Piggly Wiggly               |
| • Alex Lee, Inc.                     | • Publix Super Markets, Inc.  |
| • Associated Wholesale Grocers, Inc. | • Riesbeck Food Markets, Inc. |
| • Ball's Price Chopper               | • Safeway Inc.                |
| • Big Y Foods, Inc.                  | • Save Mart Supermarkets      |
| • Bozzuto's Inc.                     | • Save-A-Lot, Ltd.            |
| • Brookshire Grocery Company         | • Schnuck Markets, Inc.       |
| • Giant Eagle, Inc.                  | • Spartan Stores, Inc.        |
| • Food Lion, LLC                     | • Tops Markets, LLC           |
| • Hy-Vee, Inc.                       | • United Supermarkets, LLC    |
| • King Kullen Grocery Co., Inc.      | • Wakefern Food Corporation   |
| • K-VA-T Food Stores, Inc.           | • Wal-Mart Stores, Inc.       |
| • The Kroger Co.                     | • Wegmans Food Markets, Inc.  |
| • Meijer, Inc.                       | • Weis Markets, Inc.          |
| • Overwaitea Food Group              | • Whole Foods Markets, Inc.   |
| • Price Chopper Supermarkets         | • Winn Dixie Stores, Inc.     |

## Sample of Topics of Interest to Attendees

- Cloud Computing
- Financial Software Solutions
- Vendor/Contract Management
- Data Security /PCI Compliance
- Shrink Measurement and Management
- Business Intelligence/Data Analytics
- Credit / Debit Card Fee Reduction Initiatives
- Corporate Social Responsibility
- Procurement Auditing
- Loyalty Card Program Auditing
- Operational Risk and Store Safety
- Distribution Center Auditing
- Fraud
- Data Mining
- Business Continuity
- Social Engineering / PCI Compliance

## 2012 Sponsors

- Apex Analytix (2013 Sponsor)
- Ameriquest Transportation Services (2013 Sponsor)
- Audit Technology Group (2013 Sponsor)
- Balance Innovations, LLC (2013 Sponsor)
- Connolly, Inc. (2013 Sponsor)
- Inmar (2013 Sponsor) (2013 Sponsor)
- NCH Marketing Services, Inc. (2013 Sponsor)
- Phyle Inventory Control Specialists (2013 Sponsor)
- Prologic Redemption Solutions
- PRGX (2013 Sponsor)
- Reliant Inventory Control
- SIB Development (2013 Sponsor)
- Worldpay

Sponsoring the FMI 2013 Financial Executive and Internal Auditing Conferences provides the following outstanding benefits:

- The opportunity to network with decision makers and top executives in the supermarket industry specializing in financial management and internal auditing.
- Tabletop exhibit at a vendor showcase evening (NEW in 2013)
- Fantastic location on the famous San Antonio Riverwalk, giving access to a wealth of dining options to entertain potential clients.
- Company logo in the sponsor section of the conference web page.
- Company logo and listing in the onsite directory.
- Mention in conference marketing e-blasts, sent to thousands of contacts in retail and food safety industry.
- Recognition in on-site signage and from the podium.
- Conference attendee list prior to and after the conference.

For more information, please contact:

AMANDA BOND-THORLEY, CMP  
202-220-0606  
[abondthorley@fmi.org](mailto:abondthorley@fmi.org)

## “The Trust Edge” Premier Partner - \$ 20,000

FMI is proud to present “The Trust Edge”, an inspiring presentation that will help companies develop faster results, better relationships, a more committed team and a stronger bottom line. Our special partnership with David and his company Horsager Leadership LLC, allows us to bring you this unique sponsorship package that will deliver you and your company game-changing benefits that will endure way beyond the Financial Executive and Internal Auditing Conference. Select this partnership and position yourself as a forward-thinking organization committed to the principles of trust and integrity.

### Partner Benefits

- Exclusive title sponsorship with company logo on all conference marketing materials
- Sponsorship of the “Trust Edge” Keynote on Tuesday, May 21 and introduction of speaker. Includes:
  - Complimentary “Trust Edge” books to be given away to all attendees (Value: up to approx. \$ 5,000)
  - Up to 100 complimentary books for sponsor’s employees (Value: up to approx. \$2,600)
  - Free one-hour consultation or teleseminar with David Horsager (Value: approx. \$ 1,500 - \$ 3,500)
- Tabletop exhibit at the Welcome Reception and Vendor Showcase
- Pre-conference welcome email to all attendees
- 3 complimentary registrations to the conference (Value: \$ 3,375)
- Discount sponsor registration rates (\$795) for additional company representatives
- Full page color ad in the conference directory (back cover)
- Logo on conference marketing eblasts
- Company logo in the sponsor section of the conference web page and in the onsite directory.

### Opportunities available (1)

## Retail Industry Financial Report - Premier Partner - \$ 15,000

During the first quarter of 2013, FMI will conduct a survey among its members on financial and operational performance in food retailing. Topics will cover issues impacting food retailing, key financial ratios such as same-store sales, profits and capital investments and other topics and benchmarks that are key pieces of knowledge for the conference audience. Our partnership with 210Analytics, a market research company, headed by FMI’s former Director of Research, allows us to bring you this partnership package that will cite you as the research report title sponsor.

### Partner Benefits

- Sponsorship of the Retail Industry Financial Review Report distributed free to all conference attendees and offered to FMI members in the FMI online store.
- Sponsorship of the Retail Industry Financial Review Report presentation and introduction of speaker.
- Tabletop exhibit at the Welcome Reception and Vendor Showcase
- Pre-conference welcome email to all attendees
- 3 complimentary registrations to the conference (Value: \$ 3,375)
- Full page color ad in the conference directory (inside cover)
- Logo on conference marketing eblasts
- Company logo in the sponsor section of the conference web page and in the onsite directory.

### Opportunities available (1)

## Signature Event Partner \$12,500

### Sponsor Benefits

- Sponsorship of the selected event
- Tabletop exhibit at the Welcome Reception and Vendor Showcase
- 2 complimentary registrations to the conference
- Full page black and white ad in the conference directory
- Company logo in the sponsor section of the conference web page and in the onsite directory.

### Opportunities available (6)

- ~~Evening Reception (2)~~ **SOLD**
- ~~Tuesday Social Event (1)~~ **SOLD**
- ~~Lunch (Monday, May 20) (1)~~ **SOLD**
- Lunch (Tuesday, May 21 ) (1)

## Preferred Partner \$10,000

### Sponsor Benefits:

- Company logo on selected merchandise
- 2 complimentary registrations to the conference
- Tabletop exhibit at the Welcome Reception and Vendor Showcase
- Full page black and white ad in the conference directory
- Company logo in the sponsor section of the conference web page and in the onsite directory.

### Opportunities available (3)

- ~~USB drive with corporate logo (1)~~ **SOLD**
- ~~Lanyards with corporate logo (1)~~ **SOLD**
- ~~Hotel key cards with corporate logo/design(1)~~ **SOLD**

## General Conference Partner \$6,000

### Sponsor Benefits:

- Sponsorship of selected event
- 1 complimentary registration to the conference
- Full page black and white ad in the onsite directory
- Company logo in the sponsor section of the conference web page.
- Company logo and listing in the onsite directory.

### Opportunities available (3)

- ~~Breakfast (3)~~ **SOLD**

## General Conference Partner \$2,500

### Sponsor Benefits:

- Sponsorship of selected event
- Company logo in the sponsor section of the conference web page and in the onsite directory.

### Opportunities available (16)

- Morning OR Afternoon Networking Breaks (4)
- Breakout Session (12) **10 AVAILABLE**

# FMI 2013 FINANCIAL EXECUTIVE AND INTERNAL AUDITING CONFERENCE SPONSOR COMMITMENT FORM

Company Name (as it will appear on signage): \_\_\_\_\_

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

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State and ZIP Code: \_\_\_\_\_

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

**Desired Sponsorship Level:**

Premier Partner	Sponsorship Cost	Tabletop Exhibit	Directory Ad	Registrations
<input type="checkbox"/> Trust Edge(Title) Partnership (1)	\$ 20,000	Yes	<input type="checkbox"/> Color (Back cover )	Three
<input type="checkbox"/> Financial Report Partnership (1)	\$ 15,000	Yes	<input type="checkbox"/> Color (Inside cover )	Three
Signature Event Partner				
<input type="checkbox"/> Reception (Sunday/Monday)	\$ 12,500	Yes	<input type="checkbox"/> Black/White	Two
<input type="checkbox"/> Tuesday Social Event	\$ 12,500	Yes	<input type="checkbox"/> Black/White	Two
<input type="checkbox"/> Scavenger Hunt	\$ 12,500	Yes	<input type="checkbox"/> Black/White	Two
<input type="checkbox"/> Lunch (Monday/Tuesday)	\$ 12,500	Yes	<input type="checkbox"/> Black/White	Two
Preferred Partner				
<input type="checkbox"/> USB Drive (1)	\$ 10,000	Yes	<input type="checkbox"/> Black/White	Two
<input type="checkbox"/> Lanyards (1)	\$ 10,000	Yes	<input type="checkbox"/> Black/White	Two
<input type="checkbox"/> Hotel Keycards (1)	\$ 10,000	Yes	<input type="checkbox"/> Black/White	Two
General Partner				
<input type="checkbox"/> Breakfast (3)	\$ 6,000	No	<input type="checkbox"/> Black/White	One
General Partner				
<input type="checkbox"/> Breakout (12)	\$ 2,500	No	N/A	N/A
<input type="checkbox"/> Breaks (4)	\$ 2,500	No	N/A	N/A

**Payment Details:**

Enclosed is a check in the amount of \$\_\_\_\_\_ (U.S. funds drawn on a U.S. bank payable to FMI – Reference No. 3945-004-0222)

**Terms and Conditions:**

The sponsor agrees to pay the fees in accordance with the payment terms. Payment is due in full upon receipt of invoice, which will be sent upon receipt of this form. I agree that by signing this form I agree to the terms and conditions outlined above

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

**Please return completed form to:**

Heather Cain

Phone: 202.220.0815

Fax: 202.220.0830

Email: [hcain@fmi.org](mailto:hcain@fmi.org)

**FMI Use Only:**

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

Amount Received: \_\_\_\_\_

Check Number: \_\_\_\_\_

Acct No: \_\_\_\_\_