

SMPS ST. LOUIS 2020

SPONSORSHIP OPPORTUNITIES

JOIN US



SUMMER DEADLINE
June 1, 2020

BUSINESS TRANSFORMED THROUGH MARKETING LEADERSHIP.

For information contact Sponsorship at sponsorship@smps-stl.org

BENEFITS OF BECOMING A SPONSOR



increase brand awareness,
promote your firm
and win more work



sharpen skills
through education



connect with potential
clients and partners



access our thriving
network of professionals,
develop deeper relationships



grow your network,
advance your career



leverage your firm as a leader in the
A/E/C industry

WHO SHOULD JOIN?

A/E/C firms	Graphic design firms
Accounting software suppliers	Market research companies
Consulting firms	Office equipment suppliers
Binding equipment retailers	Architectural photographers
Trade publications	Presentation equipment retailers
Building product manufacturers	Printing and signage firms
Promotional product retailers	Proposal management software firms
Contact management software firms	Rendering and model-making companies

THANK YOU TO OUR SPONSORS

WE COULDN'T DO THIS WITHOUT YOU

PLATINUM



GOLD



SILVER



BRONZE



OFFICIAL PARTNERS OF SMPS ST. LOUIS



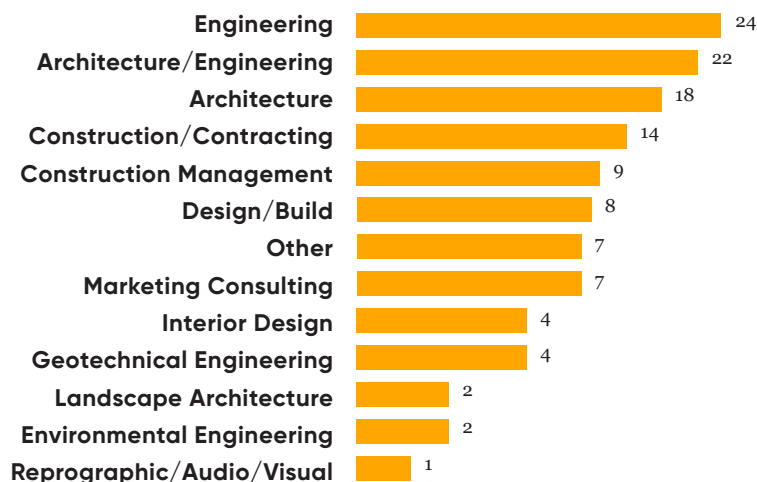
AWARD WINNING ST. LOUIS CHAPTER HISTORY & STATISTICS

Did you know that it all started in St. Louis? That's right, SMPS, the now national organization supporting marketing professionals is rooted in our city. This first Chapter was founded 46 years ago. Back then the founders called themselves the 'Society of Bird-doggers' and this group included familiar names such as Dan Cutter, P.E. with Casco (**current Platinum Sponsor**) and Glen Cherry, CPSM to name a few. The Society for Marketing Professional Services (SMPS) is a diverse community of marketing and business development professionals working together to move the Architecture, Engineering, and Construction industries forward. SMPS is the only organization dedicated to creating business opportunities in the A/E/C industry. An SMPS sponsorship is ideal for companies who are looking to either grow their network, get more involved in their local industry community, or simply connect with industry professionals.

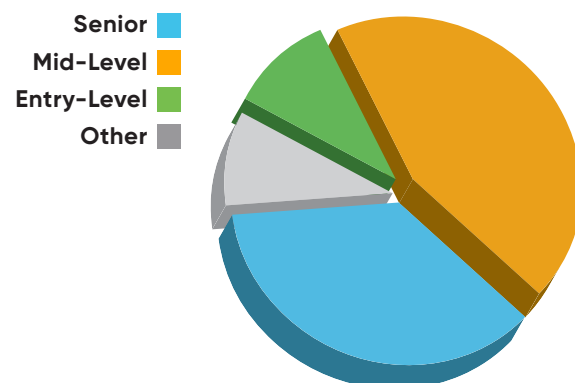
CURRENT MEMBERSHIPS



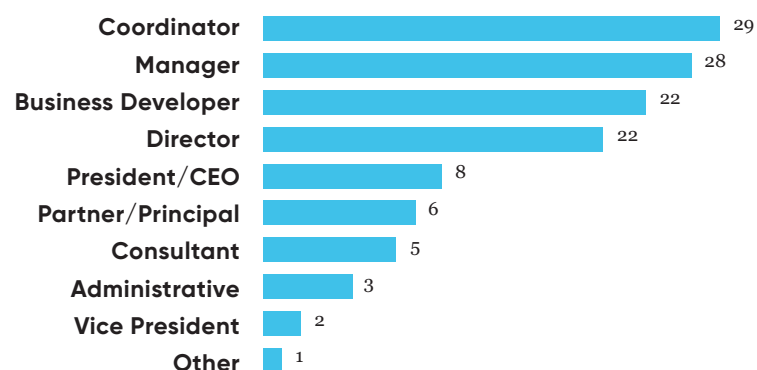
DISCIPLINES



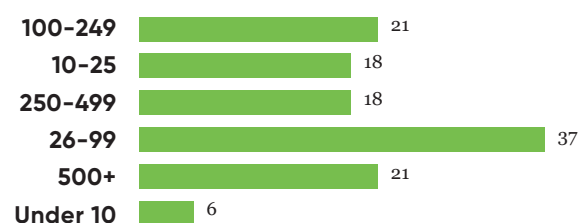
BUSINESS LEVEL



JOB FUNCTION



FIRM SIZE (PEOPLE)



BUSINESS TRANSFORMED THROUGH MARKETING LEADERSHIP

"This was my first SMPS event and I was very pleased with everything. I've been involved with many organizations throughout the years and this panel was superb."

Branding Panel Discussion Program
Amanda Bradham-Little
Marketing Director
Pace Properties



"I thought this session was extremely beneficial! A seminar on just client retention/relationships, events and SEO. I also LOVE any sort of learning lab you all offer."

Table Talk Program
Melanie Tyson
Marketing Coordinator
Ross & Baruzzini, Inc.

"This was a real treat being able to hear the conversation between client and designer and builder but also being able to tour the project was wonderful."

St. Louis Union Station Aquarium Tour
Bob Winters
Principal
OWH, Inc.



"I really enjoyed the two presenters. Their information was extremely valuable to me as a marketing professional who is consistently preparing proposals and helping gather presentation materials for interviews. I wish my entire marketing and business development team could have attended because it was enjoyable yet insightful. 10/10 would recommend."

Winning A/E/C Interviews Program
Shannon Rabe
Marketing Assistant
Lawrence Group

2020 MEMBERS LISTING

Alberici Constructors, Inc..	Gewalt Hamilton Associates, Inc.	Ottolino Winters Huebner Inc.
ARCO Construction Company, Inc..	Grubbs & Associates	Pace Properties
Bieg Plumbing Company	Guarantee Electrical Company	Paragon Architecture
Bond Architects	Hanson Professional Services, Inc.	Paric Corporation
BRIC Partnership	Haskell Company	Peckham & Wright Architects, Inc.
BSA Lifestructures	Health, Education + Research	POE
Cannon Design	Associates Inc.	Poettker Construction Company
CASCO + R S	HERA Laboratory Planners	Prairie Engineers, P.C.
Castle Contracting, LLC	Horner & Shifrin	Premier Design Group, LLC
Chassin Consultancy, LLC	Icon Mechanical	RDG Planning & Design
Civil & Environmental Consultants	IMEG Corp	Robinson Construction Company
Civil Design Inc.	IMPACT Strategies	Rosemann & Associates, P.C.
Clayco Construction	Indox Services	Ross & Baruzzini
Cochran	Insperity	S. M. Wilson & Co.
Code Consultants Inc.	Intertek-PSI	Shannon & Wilson, Inc..
Cole Associates, Inc.	Jacobs	Smith & Company
Compass Communications, LLC	Jacobs Engineering Group Inc.	Spellman Brady & Company
Crawford, Murphy & Tilly, Inc.	JEMA	SSC Engineering, Inc.
CRB Consulting Engineers, Inc.	JM Films	St. Louis Business Journal
Development Strategies	KAI Enterprises	St. Louis Design and Construction
DTLS Landscape Architecture	Korte & Luitjohan Contractors, Inc.	SWT Design
Environmental Works, Inc.	Kozeny-Wagner Inc.	Tarlton Corporation
Envision Lighting Design, LLC	KPFF Consulting Engineers	TBE Architects
ETEGRA, Inc.	KWK Architects	Terracon Consultants, Inc.
Faith Group LLC	Lawrence Group	Thouvenot, Wade & Moerchen, Inc.
Farnsworth Group, Inc.	Mackey Mitchell Architects	TOKY Branding + Design
Fox Architects	MAGNETIZE	Trivers Associates
G & W Engineering Corporation	McCarthy Building Companies, Inc..	Warehouse of Fixtures
G&W Engineering	Mead & Hunt	Western Governors University
Gannett Fleming	Oates Associates, Inc.	
Geissler Roofing Co., Inc.	Oculus, Inc.	
Geotechnology, Inc.	O'Shea Builders	

2020 ANNUAL SPONSORSHIP PACKAGES

	PLATINUM \$3,000 <small>\$4,000 non-members</small>	GOLD \$1,000 <small>\$1,400 non-members</small>	SILVER \$600 <small>\$850 non-members</small>	BRONZE \$300 <small>\$450 non-members</small>
Annual SMPS Membership (\$395 value)	●			
Free attendance to every event for one member <i>(excludes Special/Workshop events)</i>	●			
Limited to ONE A/E/C & other (Non-Compete)/Lottery if more than one firm interested	●			
One (1) Private lunch/breakfast with client panelist and other non-compete Platinum Sponsors before events	●			
Two (2) Opportunities to present a one-minute firm overview at any event	●	●		
One (1) Opportunities to present a one-minute firm overview at any event			●	
Six (6) free registrations to regular lunch programs		●		
Three (3) free registrations to regular lunch programs			●	
Distribution of promotional item or brochure on tables at all regular meetings	●	●	●	●
Name/Logo on SMPS Website, Chapter E-Vites and Mailers	●	●	●	●
Name/logo on tabletop displays at all regular programs/special events	●	●	●	●
Name, listed with link and firm description on SMPS St. Louis' Sponsorship Page	●	●	●	●



SMPS 2020 ANNUAL CALENDAR OF EVENTS

Introducing new programs, unique sponsorship opportunities and increased membership incentives! Join SMPS St. Louis as we educate, inspire, connect and elevate marketing within the A/E/C industry. Sponsorships available for individual programs. Including our signature event, 8-on-8: Lunch with a Prospective Client in May 2020. Contact the Sponsorship Director at sponsorship@smps-stl.org to help gain exposure for your firm.

PLEASE NOTE THAT EVENTS ARE SUBJECT TO CHANGE DATES | TO REGISTER FOR AN EVENT PLEASE CHECK SMPS-STL.ORG

JANUARY

- M** **Client Panel**
Healthcare edition including owners and operators.
- E** **Half-Day Workshop**
Marketing and Business Development.
- R** **Holiday Party & Fundraiser**
Helping raise funds for the St. Louis Aquarium Foundation.

MARCH

- M** **Leadership Series #1**
- R** **Construction Tour & Happy Hour**
Explore City Foundry with colleagues from SMPS, ULI and CREW.
- R** **Meet & Eat**
Preparing your submission for Marketing Excellence Award.

MAY

- R** **Salute to Sponsors**
Sponsorship appreciation happy hour and more.
- S** **8-on-8 Lunch with a Prospective Client**
Event sponsorships available.

JULY

- R** **SMPS Webinar**
Topic is to be determined.
- M** **Mindful Mentorship**
Speaker
- E** **Leadership Series #3**

Lunchtime Learning Labs (bimonthly): 2nd Wednesday, 12 pm ET
SMPS Webinars (monthly): 3rd Tuesday, 2 pm ET

FEBRUARY

- S** **Mindful Mentorship**
Featuring Greg Yawitz with KEAT Properties, their projects, expertise and teaming opportunities.
- S** **Mary Abbajay**
Ms. Abbajay is a national speaker and author of 'Managing Up' 2 Workshop sessions will be available.
- R** **Meet & Eat**
CPSM Certification

APRIL

- S** **4/15 - SAME & SMPS Happy Hour**
- S** **4/16 - SAME & SMPS Industry Day**
- S** **Half-Day Workshop**
Marketing and Business Development.

JUNE

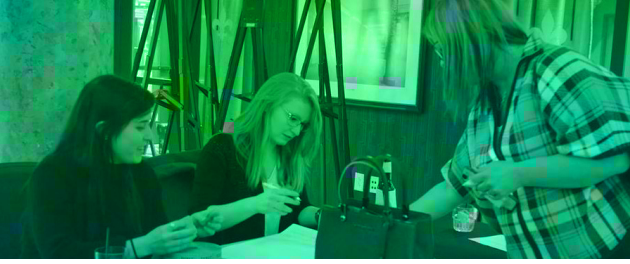
- S** **Marketing Excellence Awards Ceremony**
St. Louis Chapter Awards
- M** **Mindful Mentorship**
Speaker to be announced.
- E** **Leadership Series #2**

AUGUST

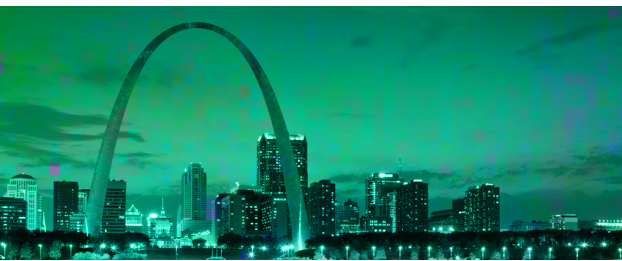
- 8/12-14 - National Build Business Conference**
Austin, Texas
- R** **Meet & Eat**
Build Business Conference recap.
- R** **Construction Tour & Happy Hour**
Ballpark Village II
- M** **St. Louis Chapter Annual Meeting**
- E** **Leadership Series #4**

SYMBOL GUIDE

M MEMBERS ONLY **E** EDUCATIONAL PROGRAM **S** SPECIAL EVENT **R** REGULAR EVENT



ADVOCATE. EDUCATE. CONNECT.



smps
St. Louis

sponsorship@smps-stl.org
www.smps-stl.org