



# SULLIVAN COUNTY

*Serving the communities of:*

Acworth, Charlestown, Claremont, Cornish, Croydon, Goshen, Grantham, Langdon,  
Lempster, Newport, Plainfield, Springfield, Sunapee, Unity and Washington

## Board of Commissioners

14 Main Street  
Newport, NH 03773  
(603)863-2560  
Fax (603)863-9314  
[commissioners@  
sullivancountynh.gov](mailto:commissioners@sullivancountynh.gov)

## County Manager

14 Main Street  
Newport, NH 03773  
(603)863-2560  
Fax (603)863-9314  
[manager@  
sullivancountynh.gov](mailto:manager@sullivancountynh.gov)

## Dept. of Corrections

103 County Farm Road  
Unity, NH 03743  
(603)542-8717  
Fax (603)542-0239  
[doc@sullivancountynh.gov](mailto:doc@sullivancountynh.gov)

## Facilities & Operations

5 Nursing Home Drive  
Unity, NH 03743  
(603)542-9511 x230  
Fax (603)542-2829  
[facilities@  
sullivancountynh.gov](mailto:facilities@sullivancountynh.gov)

## Human Resources & Payroll

5 Nursing Home Drive  
Unity, NH 03743  
(603)542-9511 x286  
Fax (603)542-9214  
[humanresources@  
sullivancountynh.gov](mailto:humanresources@sullivancountynh.gov)

## Natural Resources

95 County Farm Road  
Unity, NH 03743  
(603)542-4891  
Fax (603)542-2829  
[natural@sullivancountynh.gov](mailto:natural@sullivancountynh.gov)

## Sullivan County Health Care

5 Nursing Home Drive  
Unity, NH 03743  
(603)542-9511  
Fax (603)542-9214  
[nursinghome@  
sullivancountynh.gov](mailto:nursinghome@sullivancountynh.gov)

February 21, 2018

Re: 2018 NHAC Annual Conference and Trade Show

Dear Friend:

On behalf of the Sullivan County Board of Commissioners, I am pleased to announce vendor registration is now open for this year's NH Association of Counties Annual Conference and Trade Show, September 16-19, 2018.

This year's event promises to be a unique and exciting experience. The theme, *Adding Value Through Partnerships*, will emphasize the critical role County government plays in New Hampshire. This theme is shaping every aspect of the conference starting with the physical layout for our activities. The conference will be primarily hosted at Mount Sunapee Lodge and the trade show will be at the Common Man Restaurant in Claremont.

This year's theme is also an opportunity for us to focus on the partnership between NHAC and **you**, our sponsors. **Without your support there would be no conference and trade show!** With that in mind, we have designed this year's sponsorship packages to provide maximum value and exposure in exchange for your generous support. As you'll see in the attachments, our premium sponsors will enjoy complimentary suites, free conference access, the opportunity to speak at our mealtime keynote presentations, and extra networking during the *Taste of Claremont* social event.

Based on sponsor feedback, we designed this year's trade show as a separate, two-hour event to facilitate better engagement with attendees and guests. However, capacity is limited so you will need to act fast. There are only 11 premium sponsorships which will be assigned on a first-come, first-served basis. Verbal commitments for all sponsorships are required no later than March 16, 2018 with a **25% deposit due by March 30, 2018!** Balances will be due by July 30, 2018.

Please do not hesitate to contact us if you have any questions about the conference agenda, trade show logistics, or sponsorship levels.

Sincerely

Derek R. Ferland, County Manager

E. [manager@sullivancountynh.gov](mailto:manager@sullivancountynh.gov)

T. (603) 863-2560

Enc. Attachment 1 *Sponsorship Opportunities at a Glance*  
Attachment 2 *Sponsorship Package Details*

ATTACHMENT 1

## SPONSORSHIP OPPORTUNITIES AT A GLANCE

Activities ↓	Platinum	Gold	Silver	Bronze	Supporter
	1 \$12,000	5 \$8,000	4 \$5,000	8 \$2,000	20 \$500
Lake Sunapee Boat Cruise	●				
Live Band	●				
Speaking Role	●		●		
Appetizers at Vendor Expo	●	●	●		
Suites	PREMIUM	PRIME	STANDARD		
Logo on Giveaway Bags	LARGE	MEDIUM	STANDARD		
Complimentary Awards Banquet Tickets	4	2	2		
Complimentary Conference Tickets	4	2	2	2	
Complimentary Conference Meals	4	2	2	2	
Tradeshow Exhibition Location at Common Man	PREMIUM	PRIME	STANDARD	STANDARD	
Logo on Powerpoint at Conference	●	●	●	●	
Listing on Signage	LOGO	LOGO	LOGO	LOGO	NAME
Listing in Conference booklet	FULL PAGE	1/2 PAGE	1/4 PAGE	1/8 PAGE	NAME
NHAC & Sullivan County Website Acknowledgement	●	●	●	●	●
Taste of Claremont Sponsor (4 Opportunities)		●			
NHAC President's Reception Sponsor		●			
Lunch Sponsor at Lodge (2 Opportunities)			●		
Breakfast Sponsor at Lodge (2 Opportunities)			●		
Workshop Refreshments (4 Rooms)				●	
Chairlift Ride & Mountain Top Reception				●	
Wednesday Breakfast				●	
Tour Buses (2 Opportunities)				●	

## ATTACHMENT 2

### SPONSORSHIP PACKAGE DETAILS!

#### **2018 NHAC CONFERENCE at MOUNT SUNAPEE**

**September 16-19, 2018**

#### **TRADE SHOW EXHIBITION**

**The Common Man Inn, Claremont**

**PLATINUM SPONSOR:** This year's Platinum Sponsorship (\$12,000) includes the following features:

- **Lake Sunapee Boat Cruise** – The Platinum Sponsor will enjoy a 2-hour sunset cruise aboard the 100-passenger *MV MT Sunapee II* the evening of Sunday, Sept 16, from 4 to 6 p.m. on beautiful Lake Sunapee! You'll enjoy a captive audience and phenomenal networking opportunities with conference attendees. Trip includes two complimentary drink tickets (wine/beer) for all passengers as you enjoy breathtaking views and the opportunity to connect with passengers. This sponsorship includes signage on the boat, in the conference booklet, and a special announcement by the boat captain!
- **Live Band** – There will be a live band at the Mount Sunapee Lodge after the awards banquet concludes on Tuesday, Sept 18. The band will provide the backdrop for a fun evening of cold beverages, dancing, and a corn hole competition, which will be part of the County Cup Challenge! Your sponsorship and logo will be featured prominently on signage throughout the lodge and in the conference booklet.
- **Penthouse Suite at Mountain Edge Resort & Spa at Sunapee** – Three nights of accommodations in 1,800 square feet of luxurious, prime networking real estate—**a value of \$1,047!** Arrive Sunday, Sept 16, and depart Wednesday, Sept 19. The *Penthouse* includes two bedrooms, two bathrooms, fireplace, full kitchen, balcony, and two queen sleeper sofas in the living room for your guests to enjoy.
- **Opportunity to address the entire conference prior to final keynote speaker.**
- **Appetizers During Trade Show Exhibition:** Your sponsorship will co-fund the Common Man Restaurant's *Golden Award-Winning* appetizers! Signage throughout the Sugar River Ballroom & Woven Label Room, will recognize all premium sponsors!

**(4) Complimentary Conference Workshop Tickets & Meals (approx. \$1,000 value)**

**(4) Complimentary Awards Banquet Tickets (approx. \$200 value)**

**Trade Show-Exhibition Booth Location:** PREMIER location at the Common Man Sugar River Ballroom.

**Large-size company logo** on complimentary attendee tote bags. Your company may include items in the giveaway bags for attendees.

**Company Logo ad:** Receive a full-page ad in the conference booklet and recognition on PowerPoint presentations shown at the conference.

## ATTACHMENT 2

**GOLD SPONSORS:** There are five (5) Gold Sponsorships this year (\$8,000 each), which include:

- **NHAC President's Reception & Taste of Claremont (ToC) Kickoff:** After the vendor trade show, the NHAC President's Reception will provide a unique opportunity for conference attendees to enjoy amazing views of the Sugar River in Claremont's historic mill district. The fifth Gold Sponsor will help launch the festivities by briefly addressing the conference attendees and helping newly appointed NHAC President, Tom Tombarello, welcome everyone to the conference. The NHAC President's Reception will also serve as the kickoff for the ToC featuring more delicious food prepared by the Common Man Restaurant!
- **Taste of Claremont:** Following the NHAC President's Reception, four of the five Gold Sponsors will serve as guest hosts at four different restaurant locations in Claremont. Throughout the rest of the night, groups of conference attendees will circulate through each location in 45-minute rotations to enjoy the very best food and drink Claremont has to offer! Two of the participating sites, Revolution Cantina and Farro Deli, were recently named among the Top 10 in NH by the website "Best Things New Hampshire." It promises to be an incredible night of amazing food, tasty beverages, and excellent networking with conference attendees!
- **Five (5) Signature Suites at the [Common Man Inn, Claremont](#):** Premier Terrace, Junior Two-Level & three other luxurious suites! Each Gold Sponsor will receive three nights of complimentary accommodations in *unique suites featuring spacious living areas and cozy fireplaces that encourage guests to relax and unwind after a full day mingling with NHAC conference attendees.* The **Terrace Suite, a value of \$987**, features a private terrace overlooking the river with an in-ground hot tub! Three **Signature Suites, a value up to \$837**, with spectacular views of the river, and the **Junior Two-Level Suite, a value of \$717**, also with incredible views of the Sugar River.
- **Appetizers During Trade Show Exhibition:** Your sponsorship will co-fund the Common Man Restaurant's *Golden Award-Winning* appetizers! Signage throughout the Sugar River Ballroom and Woven Label Room will recognize all premium sponsors.

**(2) Complimentary Conference Workshop Tickets & Meals (approx. \$500 value)**

**(2) Complimentary Awards Banquet Tickets (approx. \$100 value)**

**Trade Show-Exhibition Booth Location:** PRIME space at the Common Man Sugar River Ballroom.

**Medium-size company logo** on complimentary attendee tote bags. Your company may include items in the giveaway bags for attendees.

**Company Logo ad:** Receive a half-page ad in the conference booklet and recognition on PowerPoint presentations shown at the conference.

## ATTACHMENT 2

**SILVER SPONSORS:** There are four (4) Silver Sponsorships this year (\$5,000 each), which include:

- **Breakfast & Lunch Sponsorship (w/speaking role):** Silver Sponsors will help provide meals during the conference in exchange for excellent exposure and an opportunity to briefly address the entire audience. Each sponsor will be introduced at one of the breakfasts or lunches on Monday and Tuesday at the Sunapee Mountain Lodge, prior to the Keynote Speakers. Additionally, Silver Sponsor company logos and names will be prominently featured on each table during the meals.
- **Four (4) Signature Suites at the Common Man Inn.** Each Silver Sponsor will receive three nights of complimentary accommodations in *unique suites featuring spacious living areas and cozy fireplaces that encourage guests to relax and unwind after a full day mingling with NHAC conference attendees, a value up to \$777.* These suites are located close to the vendor trade show for your convenience.
- **Appetizers During Trade Show Exhibition:** Your sponsorship will co-fund the Common Man Restaurant's *Golden Award-Winning* appetizers! Signage throughout the Sugar River Ballroom and Woven Label Room will recognize all premium sponsors.

**(2) Complimentary Conference Workshop Tickets & Meals (approx. \$500 value)**

**(2) Complimentary Awards Banquet Tickets (approx. \$500 value)**

**Trade Show-Exhibition Booth Location:** STANDARD space at the Common Man Sugar River Ballroom.

**Standard size company logo** on complimentary attendee tote bags. Your company may include items in the giveaway bags for attendees.

**Company Logo ad:** Receive a quarter-page ad in the conference booklet and recognition on PowerPoint presentations shown at the conference.

## ATTACHMENT 2

### **BRONZE SPONSORS:** There are eight (8) Bronze Sponsorships this year (\$2,000 each), which include:

- **Chairlift Ride and Mountain Top Reception:** After the final keynote speaker and just before the annual awards banquet begins, one Bronze Sponsor will provide conference attendees a chance to enjoy a 12-minute chairlift ride to the summit and breathtaking views of Sullivan County (and, to be truthful, a little bit of Merrimack County, too!). But wait—there's more: There will also be a choice of wine or delicious Harpoon beer to enjoy along the way. This Bronze Sponsor will be there to greet everybody at the top, along with signage acknowledging their generosity.
- **Bus Transportation for Guest Tours:** Two Bronze Sponsors will have an opportunity to sponsor buses on Sept 17 and 18 to entertain conference guests. These two sponsorships will ensure they enjoy Sullivan County's unique cultural, historical and natural features. The tours include great restaurants; an art gallery; a tour of the *Artisan's Park* in nearby Windsor, Vermont, which features Harpoon Brewery, SILO Distillery and Simon Pearce glass blowing and pottery studio; a stroll through Saint-Gaudens National Historic site in Cornish, New Hampshire, and a photo opportunity at the Cornish-Windsor Bridge—*the longest two-span covered bridge in the world!*
- **Workshop Refreshments:** Four different Bronze Sponsors will have the opportunity to sponsor refreshment stations at the four workshop locations. Each location will host three different sessions, and every time an attendee gets a coffee, tea, water, juice or soda, they'll see a sign with your company name and logo acknowledging your generosity!
- **Wednesday Breakfast:** As the 2018 conference wraps up on Wednesday morning with annual meetings for the affiliates and NHAC leadership, conference attendees will relive all the great moments of the preceding days over a hot breakfast, with this Bronze Sponsor's name and logo on each table!

### **(2) Complimentary Conference Workshop Tickets and Meals (approx. \$500 value)**

**Company Logo ad:** Receive an 1/8-page ad in the conference booklet and recognition on PowerPoint presentations shown at the conference.

### **SUPPORTER SPONSORS:**

- Exhibitors Space (4 ft. area) at the Trade Show scheduled for Monday, Sept 17, at the Common Man Sugar River Ballroom or Woven Label Room.
- All sponsorship levels may include swag in the complimentary giveaway bags for attendees!
- Acknowledgment: Your company will be listed within the conference directory.

## 2018 NHAC CONFERENCE & TRADE SHOW SPONSOR & EXHIBITOR REGISTRATION CONFIRMATION FORM

Email completed form to: [commissioners@sullivancountynh.gov](mailto:commissioners@sullivancountynh.gov) By: **Fri., March 16, 2018**

Yes! Please sign me up for *(just click on the box beside the level you'd like to select)*,

### SPONSOR LEVELS:

- |                                   |          |                                  |                                   |
|-----------------------------------|----------|----------------------------------|-----------------------------------|
| <input type="checkbox"/> PLATINUM | \$12,000 | One (1) available                | Lodging reservations made by host |
| <input type="checkbox"/> GOLD     | \$ 8,000 | Five (5) available*              | Lodging reservations made by host |
| <input type="checkbox"/> SILVER   | \$ 5,000 | Four (4) available <sup>†</sup>  | Lodging reservations made by host |
| <input type="checkbox"/> BRONZE   | \$ 2,000 | Eight (8) available <sup>‡</sup> | See lodging note below            |
- SUPPORTER-EXHIBITOR (only) \$500      **Up to thirty-four (34) 4' booth spaces available!**
- CONFERENCE BOOKLET DIRECTORY LISTING (only; inclusive with above levels) \$100
- Tote Bags: Yes, I would like to include swag in the complimentary attendee tote bags

### COMPANY NAME:

Contact Person Name and Title:

Contact Person Email and Telephone number:

Contact Person Mailing Address:

### Please indicate number attending, names and date arriving/departing:

**LODGING:** Group discounted lodging is available for **Bronze and Supporter Level Sponsors** at The Common Man Inn for two nights only (Monday, Sept 17 & Tuesday, Sept 18) at a rate of \$109 Queen and \$129 King (excludes 9% state rooms & meals tax or daily housekeeping gratuity). Call (603) 542-0647 to reserve your room and mention **New Hampshire Association of Counties Conference** for these dates.

**WIFI Available** at Mount Sunapee and at the Common Man Sugar River Ballroom & Woven Label Room

Email any questions to [commissioners@sullivancountynh.gov](mailto:commissioners@sullivancountynh.gov) or call (603) 863-2560

Further instructions will arrive upon receipt of this confirmation. Thank you!

### NOTES:

\* Gold Sponsors must indicate preferences for suites and sponsorship event. Assignments will be made on first-come, first-served basis.

<sup>†</sup> Silver Sponsors must indicate preferences for sponsorship event. Assignments will be made on first-come, first-served basis.

<sup>‡</sup> Bronze Sponsors must indicate preferences for sponsorship event. Assignments will be made on first-come, first-served basis.