

WEST COAST
EMC[®]

Energy Management Congress

June 5-6, **2019**
Santa Clara, CA
Santa Clara Convention Center

Exhibitor
Prospectus

energyevent.com

Presented by

ae[®]

Association of Energy Engineers

The World's Center of Technology & Innovation

Silicon Valley, the area that runs south of San Francisco through the county of Santa Clara, is known globally as a place where ideas are born. Many of the most significant scientific and technological advances have come from this region. It is home to more than 3 million residents with a wide and diverse range of energy needs. The city of Santa Clara is home to such businesses as Intel, Yahoo!, Applied Materials, and Owens Corning Corporation. While, Google, Facebook, Apple, and NASA are all close neighbors. The demand for energy to power the vast number of offices, research and development (R&D) facilities, manufacturing plants, and mission-critical IT facilities is extraordinary. A factor that spurs the development of new energy incentives and clean energy technologies. Join your peers in the heart of Silicon Valley for the West Coast Energy Management Congress, June 5-6, 2019.

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SILICON VALLEY



WEST COAST
EMC
Energy Management Congress

Join Us in 2019...

The Association of Energy Engineers invites your company to join commercial, industrial, institutional, municipal, government and the high-tech sector users at the **West Coast Energy Management Congress**.

This leading conference and technology expo focuses on innovation and implementation of energy efficient solutions for building automation, facility management, and energy supply, as well as the latest developments in clean, sustainable energy technologies.

For More Information or to Exhibit,
Please Contact...

Matt Streicher, Exhibit Manager

Tel: 770.279.4381

Email: matt@aeecenter.org
www.energyevent.com/exhibit

EMC gathers key
energy industry
decision makers
to the heart of
Silicon Valley...

About the Association of Energy Engineers

The Association of Energy Engineers (AEE) is your source for information and networking in the dynamic fields of energy engineering and energy management, renewable and alternative energy, power generation, energy services, sustainability, and all related areas. As a growing professional association, AEE's overall strength is augmented by its strong membership base of over 18,000 professionals in over 100 countries and its widely recognized energy certification programs. Its network of over 100 local chapters located throughout the U.S. and abroad meet regularly to discuss energy issues impacting their regions.

EMC Attracts Energy Industry Leaders, Decision Makers & End-users

- Association of Energy Engineers (AEE) Members
- Energy Engineers & Energy Managers
- Certified Energy Managers (CEM®)
- Directors of Facilities
- Directors of Energy Planning
- Project Managers
- Managers of Energy Services
- Industrial & Commercial End Users
- Building Administrators
- Energy Coordinators
- Building Owners and Property Managers
- Directors of Finance
- Managers of Electric Utilities
- Vice Presidents of Operations
- Consultants, HVAC Contractors, and Energy Service Professionals
- Energy Consultants for Commercial, Institutional, & Industrial Customers
- Mechanical Engineers
- Directors of Property Management
- Directors of Engineering
- Directors of Operations
- Plant Engineers and Managers
- Physical Plant Administrators
- Government Facility Managers
- Electrical Engineers
- Process Engineers
- Institutional Facility Managers
- Healthcare Facilities Administrators



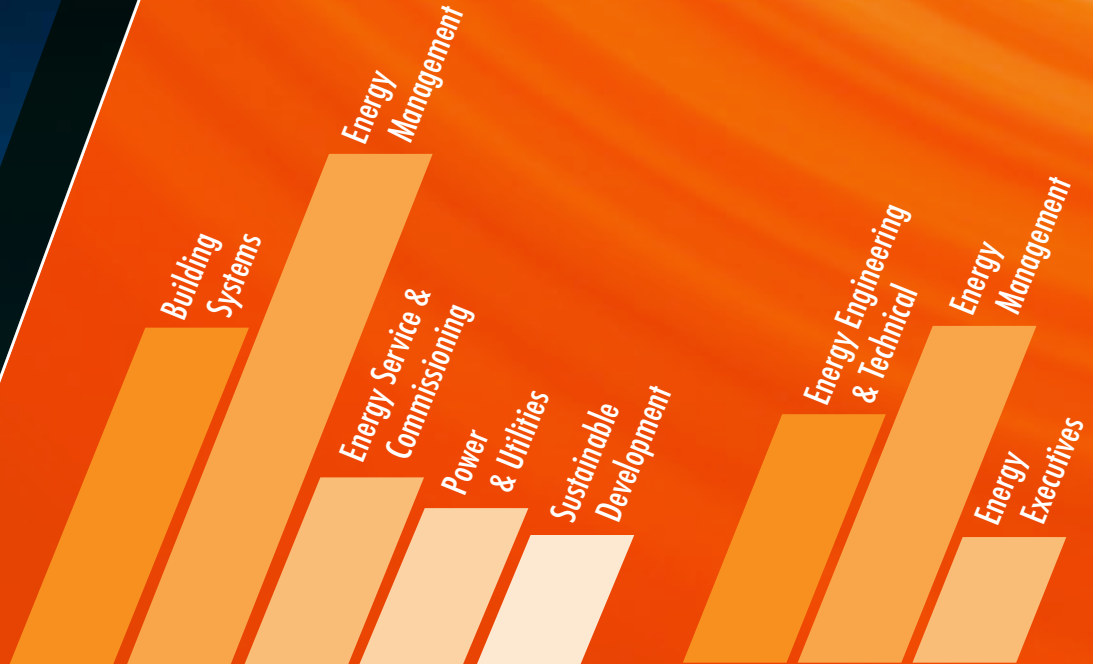
2,500+

Conference &
Expo Attendees

91%

Satisfied with
Products & Services
Offered

Exhibit, Engage & Network



Attendees - Industry Segment Representation

Attendees - Functional Representation

An Expo For Energy Management & Efficiency

Showcase Your Technologies

ENERGY MANAGEMENT

- Energy Management Systems
- Building Automation Systems
- Industrial Process Controls
- Standby & Backup Power Systems
- Power Quality Systems
- Energy Storage
- Internet Energy Management
- Monitoring & Metering

ENERGY SERVICES

- Energy Marketers
- ESCOs
- Energy Auditing
- Performance Contractors
- Financing Companies
- Power Quality
- Renewable Services
- Consulting & Contracting Services

RENEWABLE TECHNOLOGIES

- Solar Technologies
- Stand-alone Systems
- Grid-connected Systems
- Geothermal Technologies
- Closed- & Open-Loop Systems
- Self-Contained & Split Systems
- Building Integrated Systems

ENERGY MANAGEMENT SOFTWARE

- Energy Usage & Billing Analysis
- Building Energy Simulation
- Life Cycle Costing
- Demand Forecasting
- Cloud-based Facilities & Maintenance Management
- Cloud-based Building Automation
- Load Management

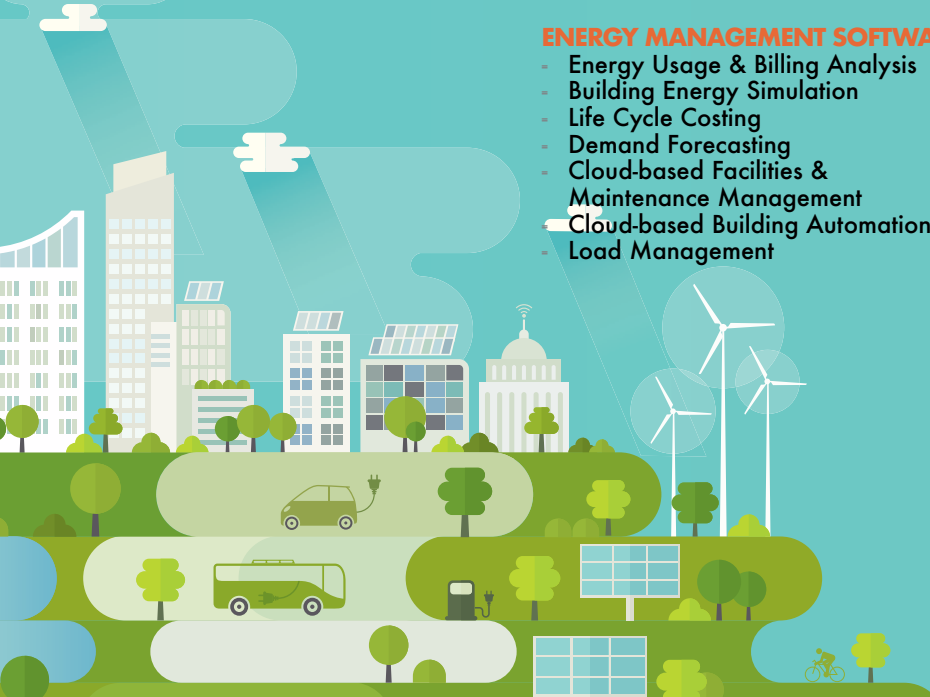
BUILDING ENVELOPE

- High-Efficiency Roofing Systems
- Green Roof Technologies
- Energy-Efficient Doors & Windows
- Window Coatings
- Recycled & Composite Building Materials

ON-SITE GENERATION

- Distributed Generation
- Microturbines
- Combined Heat & Power
- Power Generating Boilers
- Fuel Cells
- Fuel Cell Power Plants
- Natural Gas-Fired Cogeneration Systems
- Renewable Powered Cogeneration Systems
- Standby Power Systems
- Reciprocating Engines
- Instruments & Controls
- Peak Shaving Gensets
- Industrial Switchgear

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& Solutions

AEE Members and Energy Professionals return year-after-year to gain exposure to the widest cross-section of energy management **technologies, products and services** available in the marketplace.

LIGHTING & CONTROLS

- Lighting Control Systems
- LED Technologies
- Metal Halide Technologies
- High-Pressure Sodium Technologies
- Fluorescent Technologies
- Halogen Technologies
- H.I.D. Technologies
- Photoelectric Controllers
- Automatic Dimmers
- Electronic Switches
- Ballasts Technologies
- Power Quality Products
- Fixtures & Optics
- Software Products
- Preventive Maintenance Management Services
- Lamp & Ballast Disposal Services

HVAC & BUILDING SYSTEMS

- Energy-Efficient Cooling & Heating
- Energy-Efficient Chillers
- Absorption & Engine-Driven Chillers
- Desiccant Cooling Systems
- Gas Cooling Systems
- Solar Thermal Process Heat Systems
- Radiant Heating
- Thermal Storage Systems
- Geoexchange Technologies
- Plant & Facility Management
- Compressed Air System Management
- Compressed Air Equipment
- Variable Speed Drive Fans & Pumps
- Heat Exchangers, Pumps, & Recovery Equipment
- Control Technologies

BOILERS & COMBUSTION CONTROLS

- Packaged High- & Low-Pressure Boilers
- High-Efficiency Firetube & Watertube Boilers
- High-Efficiency Gas-Fired Boilers
- High-Efficiency Electric Boilers
- Waste Heat Boilers
- Mass Burn Boilers
- Combustion Controls
- Burners & Steam Traps
- Steam Distribution Systems
- Heat Recovery Systems
- Emission Monitoring & Control Equipment

VEHICLES

- Electric
- Hybrid
- Fuel cell

“Customers genuinely want to talk face-to-face to compare energy products and solutions.”





"The workshop generated a lot of interest from educated customers, and drove traffic to our booth."



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On the Expo Floor...

Reach customers who are actively seeking the latest generation of innovative and cost-saving energy technologies and services for their facilities by placing your product and sales team on the show floor. Reserve your booth space early to take advantage of a free exhibitor workshop or a prime location in the California Green Showcase.

Workshops By Exhibitors to Attendees

Exhibitors are given the opportunity to make technical application and success story presentations in two specially designated areas held in the exhibit hall. Conference and expo attendees are invited to attend these special workshop presentations free of charge.

For More Information, Please Contact

Jennifer DeBold

Program Administrator

Tel: 770.279.4391

Email: jenn@aeecenter.org

Web: energyevent.com/exhibit/workshops

California Green Showcase!

- Expanded expo area - walk the green carpet
- Green-specific products and services
- Networking with green motivated buyers

The **U.S. Environmental Protection Agency, ENERGY STAR®** program invites you to exhibit and participate in the this focused area of the exhibit hall. Highlight your role as a leading provider of environmentally friendly, green energy efficiency-related products and services.



A Proven Forum to Gain New Business

Previous Exhibitors in EMC...

- 2G Energy
- 360° Smart Water Management
- 3M Window Films
- AB Energy USA
- ABC Sun Control
- Above All Lighting
- Abraxas Energy Consulting
- Accuenergy (Canada)
- ACR Systems
- Air Monitor Corporation
- Air Treatment Corporation
- Airius
- Aleddra LED Lighting
- Alphalite
- American Power Solutions
- Applied Power Technologies
- Apricus Solar Hot Water
- ATG Electronics
- Auburn Manufacturing
- Audacity Wireless
- Baker Hughes, a GE Company
- Belimo Americas
- Bes-Tech
- BOSCH
- Brown Minneapolis Tank
- BuildingIQ
- BuildPulse
- California Boiler
- California Hot Water Supply
- CALMAC
- Camfil
- Case Controls
- CircuitMeter
- ClimateMaster
- Coldwell Solar
- Conserve Energy
- Continental Control Systems
- Copper Development Association
- CopperTree Analytics
- Cree
- CUBE USA
- DB Engineering
- Delta Controls
- DENT Instruments
- DN Tanks
- Duthie Power Services
- Dynamic Air Quality Solutions
- Echelon Corporation
- Echoflex Solutions
- Eco-Revolution
- Edmonds USA
- eGauge Systems
- EIKO Global
- ELB Electronics
- Electro Industries / Gauge Tech
- EMCOR Services Mesa Energy Systems
- eSight Energy
- ESL Vision
- Espen Technology
- Euri Lighting
- Evaporcool Solutions
- EverLast Lighting
- Every Industry
- Fanlight Corporation
- Filamento Lighting
- FLEXIM Americas Corporation
- FLOMEC
- Flow Control Industries
- GoCanvas
- GPS Insight
- Great Plains Industries
- GridNavigator
- Hays Fluid Controls
- Hermanson Company
- Hitachi America,
- Honeywell E-Mon Meters
- HOTSTART
- Howard Lighting Products
- Hubbell Lighting
- Insolcorp
- Integrity Energy Services
- IR-TEC America
- J&D Electronics
- James Trading Company Limited
- JL Lighting
- Kitchen Energy Solutions
- KOBI Electric
- LA Lighting
- LEDtronics
- Legrand Wattstopper
- Leviton Manufacturing Co.
- LG Electronics
- Lighting Technology Services
- LinmoreLED
- Lockheed Martin Energy
- Logic Beach Incorporated
- Los Angeles Dept. of Water & Power (LADWP)
- LSI Lighting
- Luceco
- Lutron
- Magnelab
- Martin Energy Group
- Mitsubishi Electric US
- MULTISTACK
- Munters Corporation
- Nidec Industrial Automation USA
- Nidec Motors
- Nightstick by Bayco Products
- Nortec Humidity
- Northwest Energy Efficiency Council (NEEC)
- NW Energy Coalition
- ONICON Incorporated
- OnSwitch
- Optergy

- Optilumen
- OSRAM
- P2S
- Pacific Power Group
- Panoramic Power
- Paso Robles Tank
- Peterson Power Systems
- Phase Change Energy Solutions
- PLC Multipoint
- Powersmiths International
- Powerstar
- Preload
- Progress Solar Solutions
- Puget Sound Energy (PSE)
- R.F. MacDonald Co.
- RAB Lighting
- ReGreen
- Revolution Lighting
- Rexel Energy Solutions
- Rheem
- Sage Metering
- Schneider Electric
- Seattle City Light
- Shannon - INSULTECH®
- Sharp SmartStorage
- Siemens
- Sigma Six Solutions
- Skidmore Pumps
- Snohomish County PUD
- Socomec
- Solar Gard Saint-Gobain
- Solar Washington
- Southern California Edison
- Stem
- Steril-Aire
- Summa Energy Solutions
- Summit Technology
- Sunbelt Rentals
- Sunworks Solar Power
- Tacoma Power
- The Weather Company
- ThermaXX
- Transformative Wave
- Triacta Power Solutions
- Universal Lighting Technologies
- VCA Green
- Venture Lighting International
- Viking Cold Solutions
- VM5 Lighting Solutions
- V-TAC USA CORP
- WCR Incorporated
- Western Energy Systems
- Willdan Energy Solutions
- World Alliance for Decentralized Energy (WADE)
- Yardi Systems
- ZOO Fans

- *List subject to change without notice





AEE's Energy Conference Drives Attendees to Your Booth

**"AEE brings in
quality guests and
speakers that draw
in the crowds."**

Multi-track Conference

EMC is held in-conjunction with AEE's multi-track conference. Recognized industry experts from commercial, industrial, institutional, municipal, government and the high-tech sector users present and share the latest developments in the industry.

Educational Seminars

A wide range of professionals are on-site attending energy seminars and gaining industry recognized certifications. They get exclusive time for visiting the expo to see your products, services and solutions.

energyevent.com



Networking Events Designed for you to Connect

Expo Hall Luncheon

Each Day attendees break from the conference schedule and seminar classes to gather on the trade show floor. This presents exhibitors with an ideal opportunity to network over lunch, or prospect from your booth as the crowd walks the trade show floor.

“Networking with conference attendees at the opening reception is invaluable.”

Opening Reception

The conference opening night reception is often the highlight of the event for both conference attendees and exhibitors. For Exhibitors, it allows after hours networking in a truly social atmosphere, typically off-site from the trade show floor.



Sponsorship Opportunities

Premium Sponsors

- Diamond
- Platinum
- Gold
- Silver
- Bronze

CWEEL Sponsor

Career Center Sponsor

On-Site Event Sponsors

- Reception
- Opening Session
- Breaks (Coffee/Tea)
- Networking Lunch
- Lanyards
- Tote Bags
- Welcome Banner

Exhibit Hall Directory

Show Website Banner

Attendee eNewsletter

Buyer's Guide

Aisle Signage

Literature Showcase

Social Media

Custom mailing



Maximize Your Reach

Before, During and After the Event

Sponsorships & Advertising

By participating in a pre-show, onsite or post show advertising vehicle, you help to set your company apart from the competition and stand out from other show participants. Select a single option or consider packaging a variety of options to achieve your attendee exposure, branding and sales lead generation.

For a Complete Media Guide or to Advertise, Please Contact

Jacqueline Fraga,
Advertising Manager

Tel: 770.279.4390

Email: jacqueline@aecenter.org
energyevent.com/exhibit/marketing

How We Promote EMC To Attract Your Customers



Direct Marketing

Prospects and show attendees receive timed promotions that include the EXPO Preview, Expo Program, and Expo News (70,000 copies each), as well as Free Expo Passes (100,000 copies) and additional “save-the-date” promotions throughout the year.



Digital Marketing

We maintain a fully segmented, email database of over 90,000 subscribers. Over 4,500 individuals are directly associated with EMC.



Social Media & Public Relations

EMC news is pushed out across traditional PR networks and AEE’s social media channels. AEE has over 45,000 combined followers, and last year alone, EMC generated over 300 dedicated posts.



Industry Presented Publications

All AEE presented events are promoted in a variety of industry publications in online directories with a diverse readership and wide distribution.



PR Newswire



Key Exhibitor Info

Location

- June 5-6, 2019
- Santa Clara Convention Center
- Hall A, B, & C
- Santa Clara, CA

Show Days:

- Wednesday, June 5th from 10am-4pm
- Thursday, June 6th from 10am-2pm

Move in and Setup

- Monday, June 3rd from 2pm-5pm
- Tuesday, June 4th from 8am-5pm

Dismantle and Move out

- Thursday, June 6th from 2pm-8pm

Booth Costs

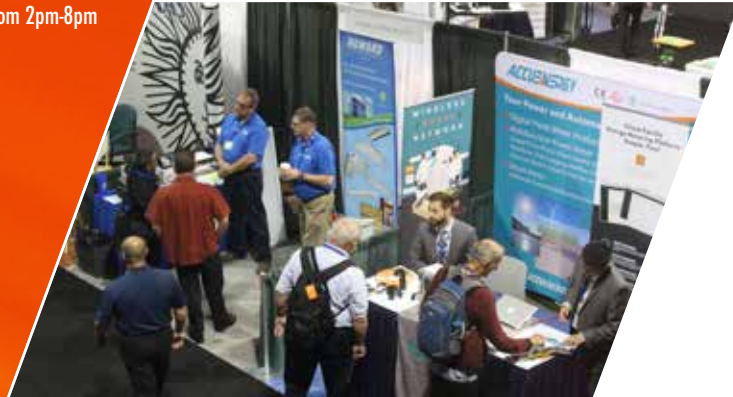
- \$2850 per 10'x10' booth space

Booth Height Restrictions

- In-line standard booths may not exceed 8' in height.
- Island displays larger than 10x10' may exceed 8' in height.

Your Exhibit Includes

- Two complimentary conference registrations.
- Unlimited Free Expo passes in digital format with your company name, saving guests the \$95 show admission fee.
- 20 reduced rate conference registrations in digital format with your company name.
- Personalized exhibitor badges for all booth personnel.
- 8' curtained backdrop and 3' standard side drape.
- 7"x44" standard company ID sign.
- Booth Carpeting is NOT included, but is required.
- Logo in Preshow News (Deadline December 15, 2018).
- Exhibitor service kit for planning all your onsite needs.



Reserve Your Space Online or Please Contact...

Matt Streicher

Exhibit Manager

Tel: 770.279.4381

Email: matt@aeecenter.org

energyevent.com/exhibit



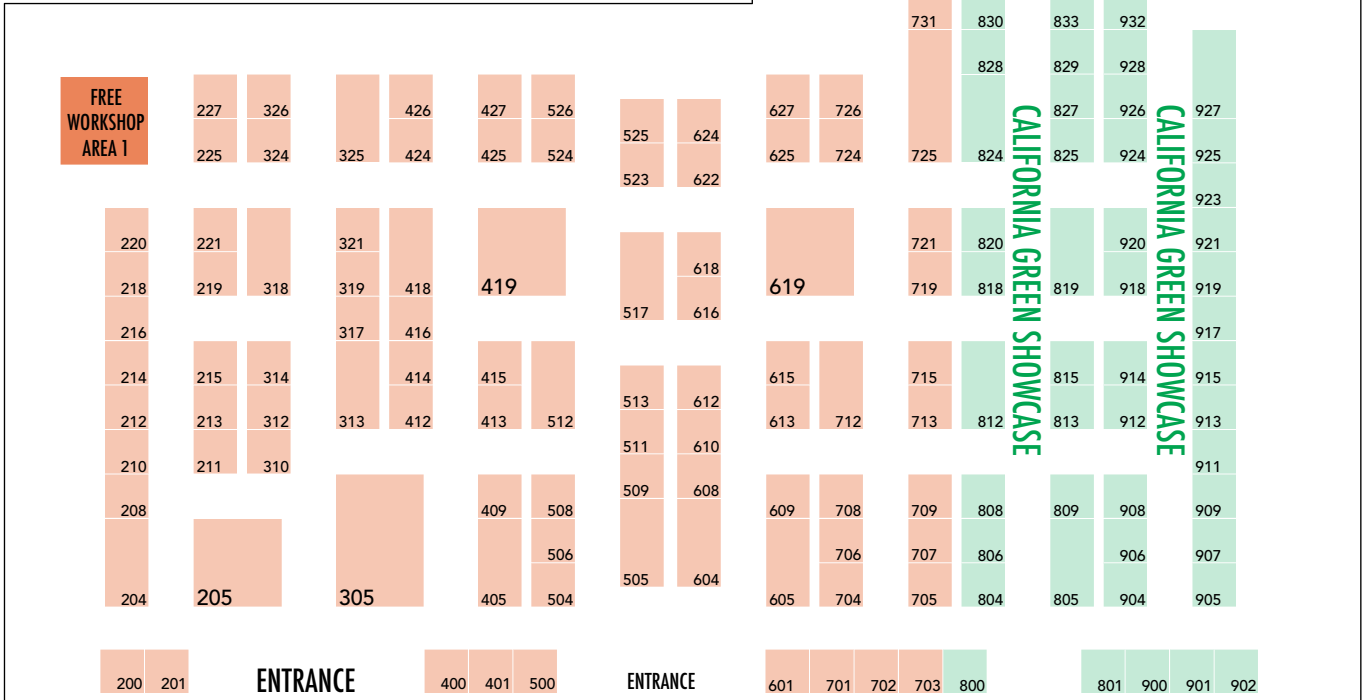
Floor Plan

June 5-6, 2019
Santa Clara, California

Energy Management Congress

AVAILABLE BOOTH SIZES

Other booth variations and sizes available upon request and availability



*Floor plan subject to change without notice.

ORDER

- YES, please reserve exhibit space for our use at EMC 2019, June 5-6, 2019, to be held at the Santa Clara Convention Center, Santa Clara, CA. I agree to the terms and conditions and understand booth space is available in multiples of 10'x10' at a cost of \$2850.

Number of 10'x10' spaces desired: _____

@ \$2850 per 10'x10' = Amount due: \$ _____

- YES, also please reserve our: link and logo on EMC website @ \$150 = amount due: \$ _____

Your web address: www. _____

Note: logo should be sent in Adobe Illustrator .eps format.

- Link and logo on website + on mobile app @ \$325 = amount due: \$ _____
- Social media links on show website @ \$95 = amount due: \$ _____
- Buyer's Guide listing @ discounted rate of \$195 = amount due: \$ _____
- Enhanced Buyer's Guide listing (includes product photo) @ discounted rate of \$295 = amount due: \$ _____
- Exhibit Hall Directory Advertising
(Check ad size below - Official directory distributed to show attendees)
- \$395 Business Card Ad \$850 Quarter Page Ad
- \$1350 Half Page Ad \$2600 Full Page Ad
- @ amount due: \$ _____

Total Amount Due: \$ _____

BOOTH & PRODUCT DETAILS

Booth space(s) preferred: _____

1st Choice 2nd Choice 3rd Choice

We will display these products or services:

Indicate up to 3 competitors whose booths you prefer not to be adjacent to. We will try to accommodate but cannot guarantee to meet your request.

Competitor 1 Competitor 2 Competitor 3

CONTACT

Name _____

Title _____

Company/Organization _____

Street Address _____

City State Zip

Phone Fax

Email _____

X

Authorized Signature (required) _____ Date _____

*** See Full Terms and Conditions on next page**

PAYMENT

- Full Payment Enclosed: \$ _____
- 50% Payment Enclosed: \$ _____
- Check enclosed (Payable to AEE Exhibit Programs)
- Bill company (P.O.-if used-must be attached)
- Bill credit card in the amount of \$ _____
- VISA MasterCard American Express Discover

Credit card number _____

CW _____

X

Authorized Signature of Cardholder (required) _____

Expiration Date _____

Credit Card Billing Address (Where credit card bill is sent)

Name on Card (Please Print) _____

Street Address _____

City State Zip

Return To: AEE Exhibit Programs - EMC 2019
P.O. Box 1026, Lilburn, GA 30048
Phone (770) 279-4381
FAX (770) 381-9865
Email: matt@aeecenter.org

Exhibitor Contract Terms

As an Exhibitor in the show, we hereby agree to conduct business in a professional manner, to observe the regular hours of the exposition, and to the following terms and conditions:

1. Exhibitors will indemnify, defend, and hold the Association of Energy Engineers (AEE), AEE Programs, Show Management and its contractors, show hosts, sponsors, and cosponsors, and the Santa Clara Convention Center harmless from any claims, losses, expenses, (including attorneys' fees) and liability arising in connection with the "Association's" meeting being held at the Santa Clara Convention Center, Santa Clara, CA, June 3-7, 2019. Exhibitor agrees to make no claims whatsoever for loss, theft, damage, destruction of goods; nor for any injury to himself or employees while in the exposition quarters; nor for any damage of any nature, including damage to his business, nor for any loss resulting from labor disputes, acts of God or nature, or any action of any nature of AEE, AEE Programs and Show Management. Force Majeure: In the event the Exhibit Hall or any part of the exhibit area thereof is unavailable whether for the entire event, or a portion of the event as a result of wind, fire, flood, tempest, act of God or nature, or any other such cause or as a result of governmental intervention, malicious damage, acts of war, acts of terrorism, strike, lockout, labor dispute, riot or any other cause or agency over which Show Management has no control, or should Management decide that because of any such cause it is necessary to cancel, postpone, or resite this show, AEE, AEE Programs, Show Management, Host, and Sponsors shall not be liable to indemnify or reimburse the Exhibitor in any respect of any damage or loss, direct or indirect, arising as a result thereof.
2. Upon submitting booth contract we understand and we agree to adhere to the cancellation policy terms (No. 8). If we cancel, we will be charged at a minimum 50% of the published booth fee for the number of spaces we have contracted. Use of space: Exhibitor shall not assign, share, or sublet any space without written consent from AEE Exhibit Programs
3. Exhibitors are advised to carry floater insurance to cover their exhibit material against damage and loss and public liability insurance to cover against injury to the Exhibitor, its staff, and to injury to others. All property of Exhibitor is understood to remain under its custody and control in transit to and from and within the confines of the exhibit area and Exhibitor shall maintain insurance covering Exhibitor's property. Exhibitor shall also carry comprehensive general liability and property damage liability and statutory Workmen's Compensation with employers' liability. Appropriate Certificates of Insurance shall be furnished by Exhibitor upon request by Show Management or its contractors. Obtaining insurance and amount of insurance remains solely the responsibility of the Exhibitor.
4. In island spaces with aisles on all four sides, overhead panels or "bridge type" construction may be permitted. No exhibit shall be permitted to interfere with a neighboring exhibit. Island exhibits must not include a back wall that blocks visibility of neighboring booths. In-line booth side-dividers of a height in excess of 36" must not extend further than three (3) feet out from the back wall. Booth walls or equipment displayed must not exceed eight (8) feet in height. Any exceptions must first be approved by Exhibition Management. Exposed/unsightly portions of booth may be ordered "masked" by Show Management — the expense for which is the sole responsibility of the Exhibitor. Carpeting of exhibit space is required. AEE Programs retains the right to change the expo floor plan and Exhibitor's booth location without prior notice.
5. Internet advertising is available to current Exhibitors who have submitted at least a 50% booth deposit. Special exhibit/package rate reflects a significant discount off of regular Internet advertising rates and may not be combined with any other offers. The Association of Energy Engineers reserves the right to reject advertising for any reason whatsoever.
6. All exhibits must be set up by 5:00 pm the evening prior to the opening of the show. Booth space not set up and claimed by the evening prior to the show opening will be forfeited and may be reassigned by Show Management at its discretion. AEE Programs reserves the right to force set an exhibitor's booth if freight has been delivered or remove freight from the floor prior to show opening. All charges will be applied to exhibitor's account.
7. Regulations and Compliance: No explosives, fuel, combustibles, or hazardous materials, decorative materials not fireproof nor flameproof, or any materials or substances deemed hazardous under applicable fire regulations may be brought into the Exhibit Hall. Exhibitor must observe all union regulations in force in the Exhibit Hall and use qualified personnel for services. All Exhibitor's electrical, pneumatic, and hydraulic equipment must meet requirements of all applicable electrical and safety codes.
8. Cancellation, change of space, change of Exhibitor information, and refund policy:
 - (a) Exhibitor agrees to notify Show Management in writing if it needs to change its booth size, change its company listing and/or contact information, as well as if it needs to cancel out of the show.
 - (b) Written cancellation received by Exhibit Manager more than 120 days prior to the opening date of the show, cancellation fee of 50% of total booth cost (Internet and directory ads are non-refundable) will be assessed.
 - (c) Written cancellation received within 60 to 120 days prior to the opening date of the show, cancellation/ penalty fee of full amount of booth cost (Internet and directory ads are non-refundable) will be assessed regardless of cancellation notification, and no refund will be made. Exhibitor will be billed accordingly.
 - (d) Written cancellation received less than 60 days prior to the opening date of the show, total payment for the booth space (Internet and directory ads are non-refundable) is due regardless of cancellation notification, and no refunds will be made.
 - (e) If an Exhibitor decreases its booth size from the original contract, it will be deemed a cancellation for the booths decreased, and the show's cancellation schedule will apply. Exhibitor agrees to immediately notify AEE Programs Show Management in writing prior to the show of any changes in company profile. Upon submitting the reservation/contract form, exhibiting company is liable for payment for applicable booth space fee. No refunds or transfers of Exhibitor funds are permitted. In case of a dispute, the governing laws of Georgia will apply. Any legal or collection-related costs incurred by Show Management resulting from delinquent payment by Exhibitor will be paid by Exhibitor.

EXPO 2019
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