

CELEBRATE
— OUR —



STRENGTH

Invitation to Exhibit, Advertise & Sponsor

47TH ANNUAL CONVENTION & EXPO

MONDAY, OCTOBER 3, 2022

MARRIOTT COPLEY PLACE HOTEL, BOSTON

*The Providers' Council's Annual Convention & Expo is the **largest convening of its type in the Northeast**. The event is an excellent opportunity to promote your products and services to an audience of **1,000 decision makers** in Massachusetts' community-based human services sector.*



Envisioning change • Leading advocacy • Driving progress

Massachusetts Council of Human Service Providers, Inc. | Human Services Providers Charitable Foundation, Inc.
100 Crossing Blvd., Suite 100 | Framingham, MA 01702 | p: 508.598.9800 | f: 508.599.2260 | e: info@providers.org



47TH ANNUAL CONVENTION & EXPO | OCTOBER 3, 2022 | MARRIOTT COPLEY PLACE

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Lyndia Downie, *Co-Chair*
Jeff Thielman, *Co-Chair*
Michael Weekes,
President/Ex-officio

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Summer 2022

Dear Friends:

I invite you to join your peers, supporters and potential customers at the largest human service convention and expo in the Northeast. Our 47th Annual Convention & Expo: *Celebrate Our Strength*, will take place on Monday, October 3rd at the Marriott Copley Place Hotel in Boston, as we return to an in-person event and bring attendees and the decision-makers that you want to meet together in one place. This celebration of the human services sector provides unparalleled single-day exposure for your products and services, which is why our expo tables and ad space sell out year after year.

The Providers' Council is the largest statewide association of private, community-based care-giving organizations in Massachusetts. Our members provide social, rehabilitation, education and health care services. People served include individuals with intellectual, developmental and physical disabilities; those with mental health issues; people who are homeless; individuals in recovery; the elderly; children; survivors of domestic violence; and our veterans – just to name a few.

We invite you to take advantage of this opportunity for your business to connect with the CEOs, CFOs, business and property managers, as well as HR, development, IT and program staff that lead the contracted human services industry. This fast-growing sector comprises more than 185,000 jobs across Massachusetts, and your business may be able to provide these workers and organizations products and services that they need to run their programs, facilities and offices. Attendees are also eligible to buy through state contracts.

We encourage educational institutions, community partners and providers to exhibit as well. This event provides a great opportunity to increase awareness of your programs and to recruit partners!

Please review the accompanying brochure to learn more about the exhibiting, sponsorship and advertising opportunities available to your organization. We have limited expo tables available and availability of some sponsorship benefits are subject to timing, so act fast!

I hope that you will join us for this great business opportunity and celebration of our industry. If you have any questions, please contact us at 508.598.9800 or by email at the address provided below.

Sincerely,

Michael Weekes
President & CEO
mweekes@providers.org

Ann Schuler
Director of Education & Membership
aschuler@providers.org



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100 Crossing Boulevard, Suite 100 | Framingham, MA 01702 | P: 508.598.9800 | www.providers.org
Supported by the Human Services Providers Charitable Foundation, Inc.



Exhibitor, Advertiser & Sponsor Information

Exhibitor Packages

Premier Exhibitors receive the Standard package, plus:

- A larger (8 ft. by 3 ft.) exhibit table than the standard
- Placement in high-traffic areas to maximize your exposure
- Listing on Expo Bingo card to drive attendees to your table
- A full-page advertisement (a \$650 value) in the Convention Program Book, which is given to all attendees
- Four complimentary lunch tickets (a \$300 value)
- Admission for two additional exhibit staff (total of four)
- Your company's logo, a link to your website and your company description on the Council's website
- Acknowledgment in our industry newspaper, *The Provider*, with a print and digital circulation of over 5,000

Standard Exhibitors receive:

- One 6 ft. by 3 ft. exhibition table
- Admission for two exhibit staff
- Listing on the Providers' Council website
- Listing in the *Exhibitors' Directory* of the Convention Program Book, given to all attendees

Questions? Contact Ann Schuler at ann@providers.org.

Pricing

Premier Exhibitors	Standard Exhibitors
Members: \$1,600	Members: \$800
Non-members: \$2,200	Non-members: \$1,100

Convention Program Book Advertising

Intensify your exposure by advertising in the Program Book.

Distributed to all attendees, the Convention Program Book is your organization's opportunity to:

- Increase your organization's visibility
- Congratulate an Award of Excellence recipient
- Highlight your products and services
- Show your support for the Council and human services

Limited full page, full color advertisement spaces are available. Before purchasing a color advertisement, please

contact Stefan Geller at stefan@providers.org.

- All other advertisements are **black and white**. Please send your ad in **black and white or grayscale format**; embed all fonts. The Council is not responsible for quality degradation with ads submitted with the incorrect format or color palette. We accept .pdf files
- **Direct questions and e-mail all advertisements** to Stefan Geller
- The Council reserves the right to reject any ad

Sponsor the Council's Convention

The Providers' Council offers maximum exposure for those wishing to sponsor the Convention.

- Sponsorship levels include our top level, the **Diamond Sponsors (\$25,000)**. This level receives a **logo illumination**, two **luncheon tables for 20 people**, a **premier exhibitor table**, **remarks from the stage** and putting a **promotional item** in the conference bag
- Other sponsorship levels are **Platinum Sponsors (\$15,000)**, **Gold Sponsors (\$10,000)**, **Silver Sponsors**

(\$5,000), **Bronze Sponsors (\$3,000)**, **Benefactors (\$1,000) & Friends (\$500)**

- Some sponsorship levels include sponsorship of events, like breakfast, lunch and keynote; signs will be at events.
- Some benefits are dependent on the timing of sponsor's commitment and payment
- For a **list of benefits** available, please see the inserted sheet or visit www.providers.org/sponsorship. **For questions**, contact Ann Schuler at ann@providers.org

Terms of Exhibition

On the day of the Expo, exhibitors agree to:

- Arrive no later than **7:30 a.m. to prepare for the 8:00 a.m. Expo opening**
- Have available and distribute sufficient copies of a general brochure or similar literature to Expo visitors
- Supply any audio-visual or similar equipment that is necessary. Electricity and Wifi are available for an additional fee
- **Staff the exhibit continuously from 8 a.m. to 4 p.m.**
- Pay Marriott Copley Place directly for any phone, internet or audio-visual needs

- Only display materials which are fire-proof and conform to city, state and national fire prevention codes
- Fit exhibits in the space provided (6 ft. by 3 ft. for standard exhibitors; 8 ft. by 3 ft. for premier exhibitors). If your exhibit does not fit in the allotted space, the Providers' Council reserves the right to relocate you
- The Providers' Council has exclusive relationships with several Endorsed Business Partners; companies providing competing products or services are ineligible to participate in this event. Contact Ann Schuler

(ann@providers.org) at the Council with questions regarding event eligibility

- Hold harmless the Providers' Council for any loss, theft or damage to property of the exhibitor, his/her employees or designees, as well as any damage to property or injury to persons during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitors or his/her assigns, and the exhibitor shall indemnify and hold harmless the Council from all liability which might ensue from any cause

The Providers' Council reserves the right to use its discretion in selection of exhibitors, exhibit locations, advertisers and sponsors for its Annual Convention & Expo.

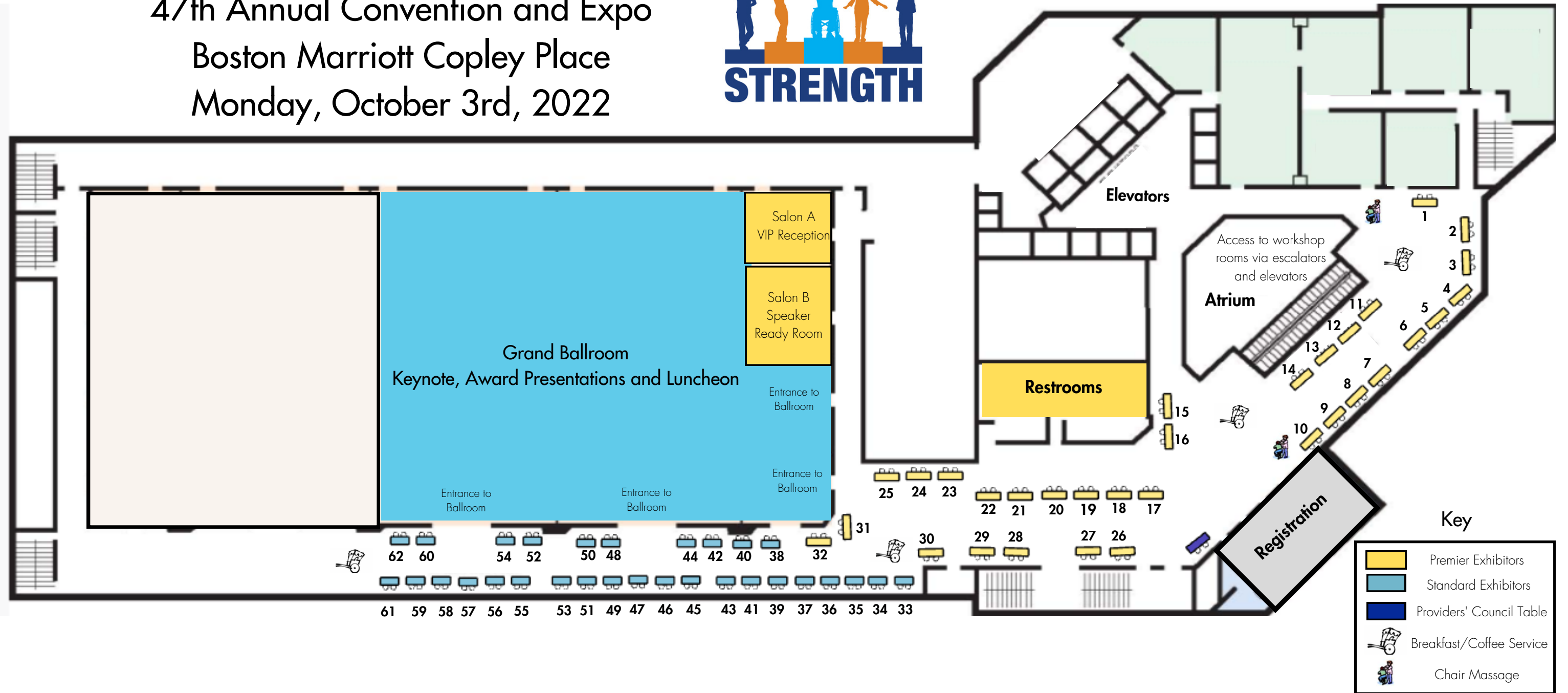
Space is limited to 32 Premier and 30 Standard Exhibitors.
Reserve today to ensure participation. In-person events have sold out since 2005!



47th Annual Convention and Expo

Boston Marriott Copley Place

Monday, October 3rd, 2022



CELEBRATE
— OUR —



47TH ANNUAL CONVENTION & EXPO

MONDAY, OCTOBER 3, 2022

MARRIOTT COPLEY PLACE HOTEL

SPONSORSHIP LEVELS

Diamond: \$25,000

- Opportunity to make remarks from the stage
- One premier expo table
- One promo item in attendees' conference bags
- Logo illumination and appropriate event signage
- Full-page ad in program book (priority placement)
- Two complimentary luncheon tables (20 attendees)
- Company logo in registration brochure and program book and on conference bag & planner
- Company logo, description & link on website
- Social media callout – priority placements
- Publicity in *The Provider* newspaper

Platinum: \$15,000

- Introduction from stage from President/CEO
- One promo item in attendees' conference bags
- Appropriate event signage
- One standard expo table
- Full-page ad in program book
- Complimentary luncheon table (10 attendees)
- Company logo in registration brochure and program book and on conference bag
- Company logo, description & link on website
- Social media callout – priority placements
- Publicity in *The Provider* newspaper

Availability of some benefits subject to timing. For more information, please contact Ann Schuler at 508.599.2243 or aschuler@providers.org.

All advertisements are due by Friday, August 12.

We hope to see you at Celebrate Our Strength!

Gold: \$10,000

- Introduction from stage from President/CEO
- Keynote Sponsor
- Full-page ad in program book
- Complimentary luncheon table (10 attendees)
- Company logo in program book & on website
- Social media callout – priority placements
- Appropriate event signage & *The Provider* publicity

Silver: \$5,000

- Luncheon Sponsor
- Full-page ad in program book
- Six complimentary tickets to the event
- Company logo in program book & on website
- Appropriate event signage & *The Provider* publicity

Bronze: \$3,000

- Breakfast Sponsor
- Half-page ad in program book
- Four complimentary tickets to the event
- Appropriate event signage & *The Provider* publicity
- Name recognition in program book & on website

Benefactors: \$1,000

- Name recognition in program book & on website
- Appropriate signage during event
- Publicity in *The Provider* newspaper

Friends: \$500

- Name recognition in program book & on website

Exhibitor, Advertiser & Sponsor Contract

Please complete the contract and return with payment to:
Providers' Council, 100 Crossing Blvd., Suite 100, Framingham, MA 01702
The deadline for Exhibiting and Advertising is August 12, 2022

Contact Information

Name (printed) _____
Organization _____ Job Title _____
Address _____ City _____ State _____ Zip _____
Phone _____ Fax _____ Email _____

Exhibitors

Attach a description of your organization and its mission in 25 words or fewer. Table location will be assigned on a first-paid, first-served basis. **Please return this form with payment to identify your top choices. Send questions to Ann Schuler at ann@providers.org.**

Names & e-mail addresses of exhibit staff attending the expo from your organization:

Desired space choices: **(Tables 1 – 32 are reserved for Premier Exhibitors)**

1st _____ 2nd _____ 3rd _____

Does your exhibit require an electrical outlet or Wifi? ☐ Electrical outlet ☐ Wifi

I agree to the "Terms of Exhibition" stated on the previous page.

Signature _____ Date _____

Advertisements

Please include your ad and indicate the size advertisement you are purchasing. **Email your advertisement to stefan@providers.org Deadline is Friday, August 12, 2022.**

Black and white .pdf files (unless purchasing color CMYK ad) for PC via email. If you are sending a .pdf file, please be sure the fonts are embedded. **All artwork must be sent to stefan@providers.org by Aug. 12, 2022.**

☐ FULL PAGE COLOR ADVERTISEMENT \$700

☐ Full Page (7½ w x 10 h) \$ 650
(\$400 for Council Members)

☐ Quarter Page (7½ w x 2½ h) \$ 450
(\$200 for Council Members)

☐ Half Page (7½ w x 5 h) \$ 550
(\$300 for Council Members)

☐ Quarter Page (3¾ w x 5 h) \$ 450
(\$200 for Council Members)

Sponsorship

Please indicate which level of sponsorship you are purchasing. **Email your logo to the Council (ann@providers.org) by Friday, August 12, 2022.**

Please refer to the insert to view benefits for each level of sponsorship. Some benefits are contingent upon timing of sponsorship. To make the most of your sponsorship opportunity, please **sign up as soon as possible.**

☐ DIAMOND SPONSOR \$25,000

☐ Platinum Sponsor \$ 15,000

☐ Bronze Sponsor \$ 3,000

☐ Gold Sponsor \$ 10,000

☐ Benefactor Sponsor \$ 1,000

☐ Silver Sponsor \$ 5,000

☐ Friend Sponsor \$ 500

Payment

Please enclose a check (made out to Providers' Council) or credit card info for payment. **All payments must be received no later than Friday, August 12, 2022.**

Premier Exhibitor Package	\$ _____	\$1,600 members; \$2,200 non-members (w/ 4 lunch tickets)
Standard Exhibitor Package	\$ _____	\$800 members; \$1,100 non-members) (no lunch tickets)
Lunch for Exhibitors only	\$ _____	\$75 per person
Advertisement	\$ _____	Please see above for price list
Sponsorship	\$ _____	Please see above for price list
Total Payments	\$ _____	

Cancellation Policy

Refunds will be provided only if cancellation is received in writing by Friday, August 26. There is a \$50 fee for processing refunds in addition to any credit card fees.

Credit Card Payment MasterCard Visa
Cardholder's Name _____
Card # _____
Expiration Date _____
Cardholder's Signature _____



**Massachusetts Council of Human
Service Providers, Inc.**
100 Crossing Blvd, Suite 100
Framingham, MA 01702

Thanks to our previous exhibitors & sponsors

- ◆ 501Partners
- ◆ AAFCPAs
- ◆ ABCD
- ◆ AdvantEdge Healthcare Solutions
- ◆ Advocates
- ◆ American Training
- ◆ Annkissam
- ◆ Apothecare
- ◆ Arbor Associates
- ◆ Ascentria Care Alliance
- ◆ BAMSI
- ◆ Bay Cove Human Services
- ◆ Bay Path University
- ◆ Becket Family of Services
- ◆ Belmont Savings Bank
- ◆ Blue Sky Collaborative
- ◆ Blum Shapiro
- ◆ Boston University School of Social Work
- ◆ Bridgewell
- ◆ Bristol Elder Services
- ◆ Cambridge College
- ◆ Casner & Edwards
- ◆ CBIZ & MHM
- ◆ Center for Living & Working, Inc.
- ◆ Centinel Financial Group
- ◆ Charm Medical Supply
- ◆ CheckWriters
- ◆ Children's Services of Roxbury
- ◆ CIL
- ◆ Citizens
- ◆ Citrin Cooperman
- ◆ CLA (CliftonLarsonAllen LLP)
- ◆ Clark University
- ◆ CLASS, Inc.
- ◆ Communities for People
- ◆ Community Resources for Justice
- ◆ Credible Behavioral Health Software
- ◆ Crystal Springs School
- ◆ Dana Group Associates
- ◆ Delta Dental of Massachusetts
- ◆ Delta Projects
- ◆ Delta-T Group
- ◆ Department of Children & Families
- ◆ Devereux Foundation
- ◆ Eastern Bank
- ◆ eHana
- ◆ Eliot Community Human Services
- ◆ Enterprise Fleet Management
- ◆ Foothold Technology
- ◆ Full Circle Arts
- ◆ Gandara Center
- ◆ Gardiner Howland Shaw
- ◆ Group 7 Design, Inc.
- ◆ HMEA
- ◆ Hopewell
- ◆ iCater
- ◆ iCentrix
- ◆ Insource Services
- ◆ Interior Resources
- ◆ Justice Resource Institute
- ◆ Kevin P. Martin & Associates
- ◆ Key Program
- ◆ Mass Council for Adult Foster Care
- ◆ MassDevelopment
- ◆ MassMATCH - Mass Rehab Commission
- ◆ May Institute
- ◆ Mental Health Association
- ◆ MHPI, Inc.
- ◆ Michael Weekes
- ◆ More Than Words
- ◆ NFI Massachusetts
- ◆ North Suffolk Mental Health Association
- ◆ Northeast Arc
- ◆ Oppenheimer
- ◆ Pathlight
- ◆ Pear Associates
- ◆ Pelham Community Pharmacy
- ◆ People's United Bank
- ◆ Philadelphia Insurance
- ◆ Pine Street Inn
- ◆ Qualifacts
- ◆ Road to Responsibility
- ◆ Roxbury Youthworks
- ◆ RSM
- ◆ Salem State University
- ◆ Scioto Properties
- ◆ ServiceNet
- ◆ Seven Hills Foundation
- ◆ SkillSurvey
- ◆ Smith College
- ◆ Suffolk University
- ◆ Tempus Unlimited
- ◆ The A.R.T. Institute
- ◆ The Home for Little Wanderers
- ◆ The Key Program
- ◆ TILL
- ◆ USI Insurance Services
- ◆ UTMIC
- ◆ Venture Community Services
- ◆ Victory Human Services
- ◆ Victory Programs
- ◆ Vinfen
- ◆ Wayside Youth & Family Support Network
- ◆ Wediko Children's Services
- ◆ William James College
- ◆ Youth Villages