

# Dare to Deliver

Auxiliary Services = Student Success

June 5 - 7, 2011 Vancouver Community College Vancouver, BC, Canada

■ Charlene Tomlinson, Chair ■ Sandra MacSorley, Host ■ Les Patterson ■ Mark Miller, Business Partner Coordinator  
■ Bob Dunham ■ Deb Peterson ■ Ron Campbell ■ Linda Hewitt ■ Carlos Garcia, NACAS West President  
■ Neil Markley, NACAS West President-Elect

Greetings!

We are pleased to invite you to participate in the NACAS West Annual Conference, June 5 -7, 2011. We hope you will join us as a current business partner or a new business partner in stunning Vancouver this year!

NACAS is the largest auxiliary/ancillary services support organization serving higher education with member institutions throughout the United States, Canada, the United Kingdom, Ireland, and Australia. NACAS provides professional development and leadership opportunities necessary for its members to be successful as they support higher education through auxiliary/campus services in an ever-changing environment. Through your partnership with NACAS West, you can impact the programs and services offered to many students, faculty, and staff throughout the West region! As issues of increased efficiency and revenue generation continue to impact our campuses, NACAS West continues to seek partnerships that will help build a better future for higher education.

The NACAS West Annual Conference is an opportunity for the leaders of these organizations to learn and collaborate on topics and issues that are crucial to auxiliary/ancillary operations. We know that your organization is committed to serving higher education, and we are convinced that your participation and collaboration with NACAS West is crucial to the continuing success of our auxiliaries/ancillaries. Business Partners have the opportunity to develop contacts with the key auxiliary/ancillary administrators who make and influence decisions on their respective campuses.

In this packet you will find information on the available partnership opportunities designed to enhance your presence at the conference and increase awareness of your company among NACAS West members. As a reminder, there is the Bronze level – also known as the 'Chef du Parti' level for those business partners that do not require a table display. This is also a great level for those business partners who simply want to get a feel for NACAS West and what we have to offer. Please note that this level does not include a complimentary conference registration so that will be an extra cost to budget. We would be glad to discuss partnership opportunities with you directly if you have any questions.

We are excited about the 2011 Conference program and encourage you to register early. Our previous Business Partners have found their NACAS West partnership to be valuable, and we hope that you will, too!

Looking forward to seeing you in Vancouver.

Charlene & Sandra



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## CONFERENCE CONTACT & HOTEL INFORMATION

### Business Partner Contact Information

*For inquires contact*

Mark Miller  
Idaho Commons and Student Union  
875 Line Street PO Box 442540  
Moscow, ID 83844-2540  
[Millerml@uidaho.edu](mailto:Millerml@uidaho.edu)  
208.885.6958  
Fax 208.885.6210

*For all other conference inquiries, contact*

Sandra MacSorley  
Vancouver Community College  
Assoc. Director, Hospitality Business Services  
Vancouver BC Canada  
[Smacsorley@vcc.ca](mailto:Smacsorley@vcc.ca)  
604.443.8324

Charlene Tomlinson  
NACAS West Past President & Conference Chair  
Director, Ancillaries and Facilities  
Bow Valley College  
Calgary AB Canada  
[Ctomlinson@bowvalleycollege.ca](mailto:Ctomlinson@bowvalleycollege.ca)  
403.410.1710



### Delta Vancouver Suites

550 West Hastings Street, Vancouver BC V6B 1L6  
**Special Rates for Conference:**  
\$199.00 Single Occupancy - \$199.00 Double Occupancy  
Plus 14% HST/Hotel Tax  
Phone: 1-888-890-3222

Note: Special Hotel Rates are extended three days prior to and three days following the actual conference based on availability. Remember to mention you are attending the NACAS West Regional Conference 2011 to receive the group rate. The group block will be held until May 4, 2011. After that time, group rates expire and rooms will be subject to availability.



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## 2011 Business Partner Program

### *Business Partner Participation Levels*

#### **Celebrity Chef (Platinum)                      \$3500**

- ❖ Invitation to the First Timer's Reception with NACAS West Leadership before Opening Banquet.
- ❖ Complimentary conference registration for three representatives.
- ❖ Five minute presentation at a General Session.
- ❖ Raffle gift provided on behalf of business partner - valued at \$100
- ❖ Table display at conference.
- ❖ Signage placed at major conference activities thanking business partners.
- ❖ Verbal recognition at General Session.
- ❖ Recognition in conference materials (requires April 1 commitment)
- ❖ NACAS West Annual attendee list.
- ❖ Business partner's logo displayed on NACAS West website after partnership commitment to conference. Logo will also continue to be displayed at least three months following the annual conference.

#### **Executive Chef (Gold)                              \$2500**

- ❖ Complimentary conference registration for two representatives.
- ❖ Raffle gift provided on behalf of business partner - valued at \$100
- ❖ Table display at conference.
- ❖ Signage placed at major conference activities thanking business partners.
- ❖ Verbal recognition at General Session.
- ❖ Recognition in conference materials (requires April 1 commitment)
- ❖ NACAS West Annual attendee list.
- ❖ Business partner's logo displayed on NACAS West website after partnership commitment to conference. Logo will also continue to be displayed at least three months following the annual conference.

#### **Sous Chef (Silver)                                 \$1500**

- ❖ Complimentary conference registration for one representative.
- ❖ Table display at conference.
- ❖ Signage placed at major conference activities thanking business partners.
- ❖ Recognition in conference materials (requires April 1 commitment)
- ❖ NACAS West Annual attendee list.
- ❖ Business partner's logo displayed on NACAS West website after partnership commitment to conference. Logo will also continue to be displayed at least three months following the annual conference

#### **Chef du Parti (Bronze)                            \$750**

- ❖ NACAS West Annual attendee list.
- ❖ Business partner's logo displayed on NACAS West website after partnership commitment to conference. Logo will also continue to be displayed at least three months following the annual conference.

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## Business Partner REGISTRATION FORM AND CONTRACT

Delta Vancouver Suites

Level of Sponsorship - Check Appropriate Box

*Celebrity Chef*  *Executive Chef*  *Sous Chef*  *Chef du Parti*  In-Kind Item(s) \_\_\_\_\_  
\$3500                      \$2500                      \$1500                      \$750                      Dollar Value of In-Kind \$ \_\_\_\_\_

### BUSINESS PARTNER INFORMATION *(For invoicing and company listing in conference program.)*

Company/Business Name - \_\_\_\_\_  
Contact Name - \_\_\_\_\_  
Company Address - \_\_\_\_\_  
Company Address - \_\_\_\_\_  
Phone Number - \_\_\_\_\_ Fax Number - \_\_\_\_\_  
E-mail - \_\_\_\_\_

### BUSINESS PARTNER NEEDS - *For Celebrity Chef, Executive Chef and Sous Chef Business Partners*

Will Business Partner need a table in the vendor's display area?  **Yes**  **No**  
If yes, do you require an electrical outlet?  **Yes**  **No**  
Does vendor have any special needs for the display?  **Yes**  **No**  
(Data port for internet, wireless network access, or audio/visual equipment)\*  
If yes, please explain - \_\_\_\_\_ \* *Extra Charges May Apply*  
*For questions about onsite arrangements such as electrical, internet access and materials delivery, please contact Sandra MacSorley at 604.443.8324 or smacsorley@vcc.ca*

### CONFERENCE REGISTRATION

*Celebrity Chef* - Three complimentary registrations. *Executive Chef* - Two complimentary registrations.  
*Sous Chef* - One complimentary registration.

**NOTE** - Transportation and room accommodations are the responsibility of the Business partner.

Name (for name badge) and title of free registrant(s).

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Does Business Partner have additional attendees?  **Yes**  **No**

*At Business Partner's expense - registration should still be coordinated with Mark Miller for these individuals.*

Name (for name badge(s)) and title of free registrant(s).

4. \_\_\_\_\_
5. \_\_\_\_\_

Make checks payable to NACAS West. For credit card transactions, please contact Mark Miller directly . Mail completed registration forms on or before April 1, 2011 to:

University of Idaho, Attention: Mark Miller, Idaho Commons and Student Union, 875 Line Street PO Box 442540,  
Moscow, ID 83844-2540

Or Email to - millerml@uidaho.edu Phone - 208.885.6958 FAX - 208.885.6210