



American Water Works Association  
**Pacific Northwest** Section  
MSC Committee

Trustee Meeting Committee Report

February 2019  
Kristin Kihs, Chair

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It's another great year for vendor registrations! To date we've sold 92 of our 101 booths and have surpassed sponsorship sales for this time last year. Though the layout of the Hilton Convention Center required creative use of space, it looks like it will be another great experience.

**2019 Sponsorship Status**

Premium Booths (\$1,100) – 7 **(SOLD OUT)**  
Exhibitor Booths (\$900) – 94 **(SOLD OUT)**  
Silver Sponsors (\$2,000) – Brown and Caldwell, PACE  
Gold Sponsors (\$3,000) – Parametrix, Murray Smith, HDR  
Platinum Sponsors (\$4,500) – RH2, No-Des, Core and Main **(SOLD OUT)**  
Competition sponsor (\$500) – 0  
Smartphone Banner Ads (\$500) – 6 **(SOLD OUT)**  
Technical Classroom Sponsorships (\$250) – 2  
Signature Kick off Sponsor (\$750) – 0

*Scavenger Hunt*

Venue Hosts (\$500) – 2  
Partner Sponsor (\$400) – 1  
Patron Sponsor (\$200) - 0

*Golf Tournament*

Signature Sponsors (\$500) – 2 **(SOLD OUT)**  
Hole Sponsors (\$250) – 8

**Leadership Transition**

Over the past 8 years, I've worked with the Board and others to develop a successful vendor management program which results in high sponsorships, sold-out exhibit floors and satisfied exhibitors. This position has provided me the opportunity to grow as a leader and given me the tools to be successful in my upcoming role as AWWA Manufacturer/Associates Council Chair.

With current and future improvements of our conference structure and planning process, we've determined that it's most effective to include vendor management in the responsibilities of the conference meeting planner. Stephanie Kennedy is shadowing me in the process this year and will be trained to manage exhibitors starting with the Spokane conference in 2020.

Thank you for the extraordinary opportunity to volunteer for this Section.