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## **2026 CAMA CONFERENCE**

The Canadian Association of Municipal Administrators - CAMA is pleased to present the following partnership opportunities for the 52<sup>nd</sup> Annual CAMA Conference being held on May 25-27, 2026 at the Whistler Conference Centre in Whistler, British Columbia.

A partnership with CAMA is a partnership with municipal managers across Canada. For all Conference information including the hotel room block visit the **CAMA Conference website**.



# FACTS ABOUT CAMA MEMBERSHIP & ANNUAL CONFERENCE

As a national association, the CAMA membership offers a wide geographical appeal to potential business partners and has a membership of of almost 1,000 local government professionals. The Annual Conference typically has 375 members attend each year representing 300 Canadian communities.

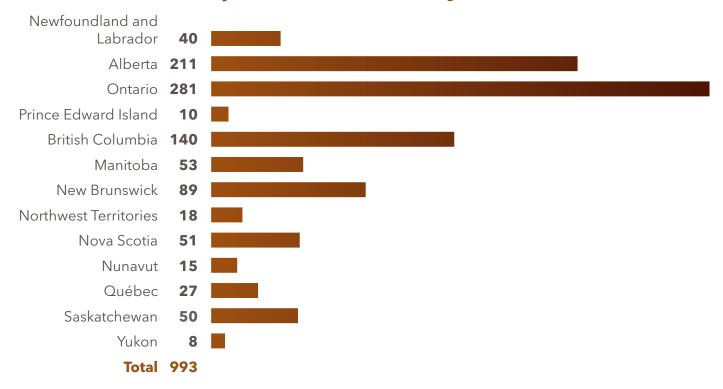
Canadian municipalities spend in excess of \$40-billion annually and CAMA members represent over 85% of the nation's population. CAMA members are the most senior appointed officials in their municipalities including Chief Administrative Officers (CAO)/City Managers and any person employed in a senior management position that reports directly to the CAO (Deputy CAOs, Directors, Departments Heads, General or Chief Commissioners, City Clerks, etc.)

Other delegates include retired or honorary members, emerging managers and decision makers in municipalities, private sector consultants, product or service providers.



## WHO ATTENDS?

## **CAMA Membership - Province/Territory**



### **CAMA Membership Title**



# THANK YOU TO OUR 2025 SPONSORS

#### **PLATINUM** -

## LIDSTONE & COMPANY







#### **GOLD**









#### **SILVER**











#### **BRONZE**

DCG PHILANTHROPIC SERVICES INC.

# THE CONFERENCE PARTNERSHIP OPPORTUNITIES

Contribution Amount
\$22,000
Contribution Amount
\$16,500
\$11,000
\$11,000
Contribution Amount
\$9,000
\$1,500 Sponsorship Fee (plus food and beverage costs paid directly to the venue, typically \$6,000)
\$6,500
\$5,000
\$5,000
Contribution Amount
\$4,500
\$4,000/each
\$3,250
\$3,250
\$3,000
\$2,750
\$2,750
Contribution Amount
\$250
\$500

## **CUSTOM OPPORTUNITIES**

Want to propose something that you don't see listed in this brochure?

We would be happy to discuss your organization's marketing goals and customize a sponsorship that is right for you. Contact Jennifer Goodine, CAMA Executive Director, at <a href="mailto:admin@camacam.ca">admin@camacam.ca</a> or <a href="mailto:506-460-2135">506-460-2135</a>.

# Platinum Partnership Opportunities (\$20,000+) Platinum Partners are recognized from May 2026 to April 2027

President's Dinner Partner .....\$22,000

A Platinum Partnership for the President's Dinner is an exclusive and high-level sponsorship package that offers your organization significant recognition and access to this prestigious event. The President's Dinner is more than just a formal gathering; it's an opportunity to align your brand with excellence and networking opportunities.

#### Partners receive

#### Visibility

- Placement of logo in a prominent location on CAMA's e-brief newsletter year-round.
- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Logo on introduction slides before all sessions at the Conference.
- Logo and messaging included in branded announcements during the event - push notifications sent through the mobile app.
- Your organization's promotional video to be played at the President's Dinner.
- Signage as a partner at the President's Dinner and throughout the Annual CAMA Conference venue.
- Opportunity to set up banners at the President's Dinner and throughout the Annual CAMA Conference venue.

#### **Networking**

- Three complimentary VIP passes for representatives of your organization to attend the conference and meet the participants including all social events.
- A table of 8 for employees or guests to attend the President's Dinner.
- Two additional seats at the President's table (which will include the President, incoming President and host CAO).
- Opportunity to deliver a brief message at the President's Dinner. However, please note that this venue is not conducive to a product presentation.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.
- One year <u>Business Partner</u> <u>Membership</u> with CAMA.

## **Gold Partnership Opportunities**

#### Gold Partners (\$10,000 - \$19,999) are recognized from May 2026 to April 2027.

#### Casual Night Out Dinner .....

..\$16,500

The Casual Night Out Dinner held on the Tuesday evening of the event is an unforgettable evening of CAMA-RADERIE and networking in a laid-back and enjoyable setting. At the heart of our Conference, we believe in fostering connections and building relationships beyond the professional development sessions, and our Casual Night Out is designed to do just that. Delegates will enjoy a variety of entertainment options, from live music to games and activities that encourage interaction and laughter. It's also a great time to indulge in local flavors.

#### Partners receive:

#### Visibility

- Placement of logo in prominent location on CAMA's e-brief newsletter year-round.
- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in Conference Program.
- Logo on introduction slides before all sessions at the Conference.
- Logo and messaging included in branded announcements during the event - push notifications sent through mobile app.
- Signage as a partner at the Casual Night Out and throughout the annual CAMA Conference venue.
- Opportunity to set up banners at the venue for Casual Night Out.

#### **Networking**

- Two complimentary VIP passes for representatives of your organization to attend the conference and meet the participants including all social events.
- A table of 8 for employees or guests to attend the Casual Night Out.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

#### Welcome Reception Partner . . . .

.\$11,000

The Welcome Reception is always a big hit with delegates and companions and is an engaging social gathering designed to kick off the CAMA Conference in the Exhibitor Tradeshow area. You can expect excellent attendance, which translates into extensive networking opportunities and sets the stage for the rest of the event by fostering a welcoming and collaborative atmosphere! The reception is held from 6:00 p.m. – 9:00 p.m. and includes a wonderful food buffet and a cash bar.

#### Partners receive:

#### Visibility

- Placement of logo in prominent location on CAMA's e-brief newsletter year-round.
- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Logo on introduction slides before all sessions at the Conference.
- Logo and messaging included in branded announcements during the event - push notifications sent through mobile app.
- Signage as a partner at the Welcome Reception and throughout the Annual CAMA Conference venue.
- Opportunity to set up banners at the Welcome Reception venue.

#### Networking

- One complimentary VIP pass for a representative of your organization to attend the conference and meet the participants including all social events.
- Ten (10) passes for employees or guests to attend the Welcome Reception.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

At each CAMA Conference, Golf Day is a "must-do" event. This tournament is a unique and exciting addition to our Annual Conference, designed to provide an engaging and interactive platform for our participants to network, relax, and enjoy the great outdoors while showcasing their golfing prowess. This event is a perfect blend of business and leisure, offering an opportunity for attendees to unwind, connect with peers, and build relationships in a casual, scenic environment.

This event expects anywhere from 100-120 golfers with an average of 25 foursomes with a shotgun start. This is an excellent opportunity for partners to be involved in a truly recreational portion of the Conference.

#### Partners receive:

#### Visibility

- Placement of logo in prominent location on CAMA's e-brief newsletter year-round.
- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Logo on introduction slides before all sessions at the Conference.
- Logo and messaging included in branded announcements during the event - push notifications sent through mobile app.
- Signage as a partner at the Golf Tournament and throughout the Annual CAMA Conference venue.
- Opportunity to set up banners at the Golf Clubhouse.

#### Networking

- One complimentary VIP pass for a representative of your organization to attend the conference and meet the participants including all social events.
- An opportunity for four people from your organization to join delegates on the course.
- The opportunity for a representative from your organization to introduce themselves and the company, and also act as the "Golf Master of Ceremonies" during the luncheon with presentation of prizes following the tournament. Please note that this venue is not conducive to a product presentation.
- Four (4) Complimentary Passes to the Welcome Reception (on the Monday evening) for representatives from your organization.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with company logo and description in the CAMA e-Brief newsletter.

# Silver Partnership Opportunities Silver Partners (\$5,000 - \$9,999) are recognized from May 2026 to April 2027

Presenting Partner of Keynote Speaker ......\$9,000
Two Partnerships Available

An opportunity for a representative from your company to introduce the opening or closing keynote speaker at the Conference.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Signage as a partner at the Keynote Speaker Session that is being sponsored.
- Opportunity to set up banners on the stage during the keynote speaker session.

#### **Networking**

- One complementary VIP pass for a representative from your organization to attend the Conference on the day of the partnership only.
- There will be a podium and microphone available at this event for a representative from your organization to introduce the keynote speaker and the session. You can also introduce your company, however, please note that this venue is not conducive to a product presentation.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.



Welcome to the heart of relaxation and networking at our Conference - the Hospitality Suite. This cozy and inviting space is designed to provide Conference attendees with a respite from the hustle and bustle of the event. Your organization will act as host of the Suite to round-out one evening of the Conference for a 90-minute event.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Signage as a partner at the Hospitality Suite venue.
- Opportunity to set up banners at the Hospitality Suite.

#### **Networking**

 One complementary VIP pass for a representative from your organization to attend the Conference on the day of the partnership only.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.



Be the Registration Desk partner and your company can be positioned at a table in this high-traffic area (from Sunday to Wednesday) which is a perfect way to communicate your message, brand and products to delegates as they arrive in Mont Tremblant.

The hours of operation of the registration desk are as follows and an individual from your team must always attend:

Sunday, May 24 <sup>th</sup>	2:00 p.m. to 6:00 p.m.
Monday, May 25 <sup>th</sup>	11:00 a.m. to 8:00 p.m.
Tuesday, May 26 <sup>th</sup>	7:00 a.m. to 4:30 p.m.
Wednesday, May 27 <sup>th</sup>	7:00 a.m. to 3:00 p.m.

There is only one partnership available and would be exclusive to your company.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Signage as a partner at the partner registration desk.
- Opportunity to set up banners at the partner registration desk.

#### **Networking**

 Opportunity for two representatives from your organization to attend the Conference, however one representative must be at the partner registration desk at all times.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

Elevate your brand's presence and digital reach at CAMA by becoming the official mobile app partner. Your brand can play a pivotal role in enhancing connectivity, engagement, and convenience for all attendees. The app will be available to those on-site at the Whistler Conference Centre, but also to those who cannot attend. The app provides access to event information from agenda to speaker bios, and maps right from your smartphone, and in one place. Link to other delegates, and view exhibitors right from your phone, tablet or laptop, and provide real-time feedback, ask questions and participate in discussions. Participants can access information on changes, announcements, and time sensitive content. The app is provided for free by CAMA, and is presented by EventMobi.

The Conference Mobile App will allow your company to be prominently featured on the official mobile app, ensuring a strong digital footprint throughout the event where you will stand out as a tech-savvy industry leader. CAMA's 2025 Conference Mobile App had 542 unique visitors, and over 29,801 page views.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Your logo or graphical ad will be prominently displayed on the opening page that will be viewed by all visitors. Graphics will be on the top and bottom. When clicked users will be directed to your enhanced listing page.

#### **Networking**

 Work with CAMA's Social Media Coordinator to create a survey questionnaire for attendees to collect market research or to create buzz and generate leads.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

## President's Dinner Wine Sponsor ......\$5,000 One Exclusive Opportunity

The President's Dinner is the signature gala of the CAMA Conference, bringing together more than 400 delegates and guests for an evening of celebration, recognition, and connection. As the exclusive Wine Sponsor, your organization will be prominently recognized for enhancing this elegant experience, with your support acknowledged each time a glass is raised. This partnership positions your brand alongside the prestige and hospitality of CAMA's most anticipated evening.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Prominent signage as the exclusive Wine Sponsor at the President's Dinner.

#### **Networking**

 One complimentary VIP pass for a representative from your organization to attend the President's Dinner.

- Social media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.



## **Bronze Partnership Opportunities**

#### Bronze Partners (\$1,000 - \$4,999) are recognized from May 2026 to April 2027

Presenting Partner of Breakout Session ......\$4,500
Four Opportunities Available

An opportunity for a representative from your company to introduce the speaker of the Breakout Session at the Conference.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Signage as a partner at the Breakout Speaker Session that is being sponsored.
- Opportunity to set up banners on the stage during the Breakout Session.

#### **Networking**

- One complementary VIP pass for a representative from your organization to attend the Conference on the day of the partnership only.
- There will be a podium and microphone available at this event for a representative from your organization to introduce the Breakout Session Speaker and the session. You can also introduce your company, however, please note that this venue is not conducive to a product presentation.

#### Marketing & Engagement

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

Refreshment Break Partner ......\$4,000/Each
Three Opportunties Available (Two on Tuesday and One on Wednesday)

CAMA's refreshment breaks take place in the Exhibitor Tradeshow and provide refreshment stations offering a wide variety of beverages, snacks and light bites to keep attendees energized and hydrated.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Partner's logo and branding will be prominently displayed at the refreshment break stations.
- Opportunity to set up banners in the refreshment break area.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

#### .\$3,250 Transportation Partner ...

Transportation is a vital component of our event's success. This partnership ensures that attendees have convenient, efficient and hassle free transportation options for all Conference activities.

#### Partners receive:

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.

#### **Marketing & Engagement**

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

#### 

#### .....\$3,250

#### Two Opportunities Available

This partnership ensures that our attendees start their day right, with a nutritious and delightful breakfast experience that prepares them for a day of learning, networking, and inspiration.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Logo, link, and company description in the Conference Program.
- Signage as a partner at the Breakfast.
- Opportunity to set up banners at the Breakfast.
- Opportunity to provide a promotional giveaway/postcard information piece at each table setting at the Breakfast.

#### Networking

 Opportunity for a representative from your organization to deliver a brief message at the Breakfast. However, please note that this venue is not conducive to a product presentation.

#### Marketing & Engagement

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

#### 

The Program-At-A-Glance (pocket program) is provided to each delegate in their name badge and is referenced time and again as delegates navigate their way around the Conference.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Corporate name and logo featured prominently on this pocket program.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

Your company logo and branding will be prominently displayed on all name tags for Conference attendees. This adds a personalized touch to our event promoting effective networking.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Signage as a partner during the Event.
- Corporate name and logo recognition on the name tag.

#### **Marketing & Engagement**

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

#### 

Create lasting memories as the exclusive photo booth partner at the President's Dinner which is a very popular space. This partnership ensures that attendees have the opportunity to capture and cherish their Conference memories in a creative and engaging way.

#### Visibility

- Logo and link on sponsor page on CAMA's website.
- Corporate name and logo recognition on the photo.
- Opportunity to set up banners in the photo booth area.

- Social Media posts acknowledging your organization from CAMA.
- Announcement of your partnership with your company logo and description in the CAMA e-Brief newsletter.

### **Contributors Opportunities**

#### **Golf Hole Sponsorship Opportunity**

CAMA's Golf Tournament is a popular event with approximately 100 delegates taking place on Monday, May 25, 2026. This is a great opportunity to maximize your company's visibility.

- Company name on the sign at one hole on the course.
- Verbal mention of sponsor during Golf Luncheon and on signage at the clubhouse.

- Company name on sign at one hole on the course.
- Opportunity to set up product sampling, demonstrations, etc. at the hole and be staffed by sponsors/company employee(s).
- Verbal mention of sponsor during Golf Luncheon and on signage at the clubhouse.
- Tickets to attend the Golf breakfast and luncheon with players are available at an additional cost.

### **Sponsor Obligations**

- The Sponsor shall refrain from any conduct that would detract from the image of integrity or professionalism of the Canadian Association of Municipal Administrators.
- The Sponsor shall maintain the confidentiality of privileged information entrusted by the Canadian Association of Municipal Administrators.
- The Sponsor shall make reasonable effort to minimize conflicts between events which may be hosted by the Sponsor and the Annual Conference's scheduled activities.
- Use of the CAMA logo and name by the Sponsor requires the approval of the CAMA Executive Director.

# TYPICAL PROGRAM-AT-A-GLANCE

Monday, May 25, 2026	
1:00 p.m. to 4:30 p.m.	Regular Tradeshow Exhibitor Set Up
7:30 a.m. to 2:30 p.m.	Golf Tournament
Morning/Afternoon	Pre-Conference Activities
6:00 p.m. to 9:00 p.m.	Opening Reception in Exhibitor Tradeshow
9:00 p.m. to 10:30 p.m.	Hospitality Suite
Tuesday, May 26, 2026	
6:00 a.m. to 7:00 a.m.	Morning Run
7:30 a.m. to 8:15 a.m.	Breakfast
8:15 a.m. to 9:00 a.m.	Annual General Meeting
9:00 a.m. to 9:15 a.m.	Opening Ceremonies
9:15 a.m. to 10:15 a.m.	Opening Keynote Speaker
10:15 a.m. to 11:00 a.m.	Refreshment Break in Exhibitor Tradeshow
11:00 a.m. to 12:00 Noon	Plenary Session
12:00 Noon to 1:00 p.m.	Long Service Awards Luncheon
1:00 p.m. to 1:30 p.m.	Dessert in Exhibitor Tradeshow for Delegates
1:30 p.m. to 2:30 p.m.	Breakout Sessions
2:30 p.m. to 3:15 p.m.	Refreshment Break in Exhibitor Tradeshow
3:15 p.m. to 4:15 p.m.	Breakout Sessions
6:30 p.m. to 10:30 p.m.	Casual Night Out

Wednesday, May 27, 2026	
6:00 a.m. to 7:00 a.m.	Morning Run
7:30 a.m. to 8:15 a.m.	Breakfast
8:15 a.m. to 9:15 a.m.	Plenary Session
9:15 a.m. to 10:15 a.m.	Plenary Session
10:15 a.m. to 11:00 a.m.	Refreshment Break in Exhibitor Tradeshow
11:00 a.m. to 12:00 Noon a.m.	Closing Keynote
12:00 Noon to 1:00 p.m.	CAMA Awards of Excellence Lunch
1:00 p.m. to 1:30 p.m.	Closing Ceremonies and Exhibitor Tradeshow Draws
2:00 p.m. to 4:00 p.m.	Study Tours/Workshops
6:30 p.m. to 7:00 p.m.	President's Dinner Reception
7:00 p.m. to 11:00 p.m.	President's Dinner



# YEAR ROUND SPONSORSHIP OPPORTUNITIES

The CAMA Conference is a perfect place for you to communicate with our members, however why not keep in touch year-round?

CAMA's Business Partner Program allows companies to showcase their products and services to CAMA members and their employees.

What is the Cost to Become a Business Partner?

- \$550.00 (plus applicable taxes) for a one-year membership.
- \$1000.00 (plus applicable taxes) for a two-year membership.

Visit the **CAMA website** to find out more about the advantages and benefits to being a Business Partner.

#### **CAMA e-Brief Newsletter**

#### e-Brief

We have created several options that will allow you to deliver your information to our members through our website and e-Brief. e-Brief is CAMA's electronic newsletter that is distributed to all current members on a regular basis. To view samples click <a href="here">here</a>.

## Special Edition e-Brief Newsletter:

- Reach the entire CAMA
   membership with a personalized
   issue of CAMA's e-Brief
   newsletter that highlights only
   your company, information
   package, and logo.
- At least four to five articles can be included in this Special Edition which will be designed by CAMA and will receive your final approval before being circulated.
- This one-time edition will stay on the CAMA website.

• Regular Rate: \$1600.00

• Business Partner Rate: \$1350.00

#### **E-Brief Newsletter Insert**

- Reach the entire CAMA
   membership by providing a brief
   article, no more than 100 words,
   in an executive summary format
   that will have a website link and
   one logo for a one-time
   insertion.
- All e-Brief newsletters are on the CAMA Website.

• Regular Rate: \$600.00

• Business Partner Rate: \$450.00