



# Florida Industrial Pretreatment Association

## Sponsor Information Packet • Fall 2023

**Location: Embassy Suites Sarasota**  
**202 North Tamiami Trail • Sarasota, Florida 34236**

**Event Dates:**  
**October 24-27, 2023**

The **Florida Industrial Pretreatment Association (FIPA)** is a non-profit association consisting of regulatory members such as municipal pretreatment program personnel, wastewater representatives, and municipal laboratory personnel; industrial members responsible for operating or administering pretreatment equipment located in private or public industries, and corporate members.

FIPA holds training events twice a year, covering topics of industrial pretreatment and fats, oils & grease management. The 4-day training events consist of voluntary certification courses, technical sessions, workshop presentations and a networking event. FIPA invites sponsors to introduce their products and services to FIPA members by participating in these training events.

### Sponsor Opportunities:

*Refer to Sponsorship Levels chart for benefit chart.*

#### October 26-27: Exhibit Tables

Exhibit tables set up for students to visit after certification exam (Thursday) and workshop attendees to visit during workshop breaks (Friday).

#### October 26: Technical Sessions

Gold, Platinum & Diamond sponsors are eligible to host a 45-minute technical session

#### October 24-26: Training/Certification Courses

Eligible sponsors may attend a FIPA training course as a student. Courses offered:

- Industrial Pretreatment Levels B & C
- Fats, Oils & Grease Program Management I & II
- Advanced Local Limits

*Detailed course descriptions available on FIPA's [website](#)*

#### October 27: Workshop

Diamond level sponsors may give a 40-minute presentation at the workshop. Number of speaking slots is limited; contact [president@fipaonline.com](mailto:president@fipaonline.com) for more information.

**All sponsors  
(new & returning)  
must complete the  
Sponsor Registration  
Form**

***Submit completed form to***  
[\*\*\*sponsorcoordinator@fipaonline.com\*\*\*](mailto:sponsorcoordinator@fipaonline.com)

Be sure to [email](#) your  
website link and a high  
resolution logo so your  
company can be advertised!

### **Registration Deadline**

**Sponsors must submit registration  
form and payment by 10/17/2023  
to participate in the Fall Event!**

## Event Overview

	Tuesday	Wednesday	Thursday	Friday
	October 24, 2023	October 25, 2023	October 26, 2023	October 27, 2023
A.M.	Classes	Classes	<b>** Sponsor exhibits **</b> Class Review & Certification Exam	<b>** Sponsor exhibits **</b> Workshop
P.M.			Technical Sessions Networking Event	

## Sponsor Schedule

**Set-up time will be announced once confirmed with the hotel (either Wednesday evening or Thursday morning)**

### Thursday, October 26

- 9:30 a.m. – 12:00 p.m.  
Sponsors at exhibit tables
- 1:00 p.m. – 4:00 p.m.  
Technical Sessions\*
- 6:30 p.m. – 8:00 p.m.  
Networking event – location to be determined; dinner will be served

### Friday, October 27

- 7:30 a.m. – 12:00 p.m.  
Sponsors at exhibit tables
- 12:00 p.m. – 1:00 p.m.  
Lunch provided
- 1:00 p.m.  
Sponsors called to front of workshop for door prize drawing(s)
- 1:30 p.m. – 3:30 p.m.  
Sponsors may opt to stay at exhibit table or quietly leave

*\*Gold, platinum and diamond sponsors may participate in Technical Sessions*

## Door Prizes & Giveaways

FIPA encourages sponsors to bring promotional swag to give away and a door prize, though this is not a requirement.



On Friday, FIPA will provide raffle tickets to each sponsor table, along with a collection basket. Sponsors are encouraged to talk to FIPA members throughout the day and provide them with one raffle ticket. After the lunch break, sponsors will be recognized in front of the workshop audience and the winning ticket will be selected. The grand prize is a prize that FIPA has purchased, though additional tickets will be drawn for any sponsor-provided prizes.

## Hotel Room Reservations:

**Embassy Suites Sarasota**  
**202 North Tamiami Trail**  
**Sarasota, Florida 34236**

**Group Room Rate:** \$150/night

**Resort Fee:** none

**Parking:** \$5.00/night

**Booking Link:** <https://tinyurl.com/3m552st7>



### *Benefits of Registering Early:*

1. Once registration opens, every FIPA email and event publication will contain supporting sponsor logos. The sooner you register/pay, the more your company logo will be shared!
2. There are limited sponsor exhibit tables available, which varies based on our event venue. Register early to guarantee your spot!
3. Tech Session slots are limited and filled on a first to register/pay basis. Register early to select your spot on the agenda.
4. Logos for Diamond and Platinum sponsors are added to FIPA's website.
5. Workshop speaking slots (Diamond level sponsors only) are extremely limited; once the workshop agenda has been filled, it will not be adjusted to allow late-to-register sponsors.

## Sponsor Registration

Two easy ways to register!

### 1. Pay online through PayPal

- 1) Visit FIPA's [sponsor webpage](#)
- 2) Pay via the PayPal link
- 3) Download and complete the registration form
- 4) Email payment receipt and registration form to FIPA's Sponsor Coordinator  
[sponsorcoordinator@fipaonline.com](mailto:sponsorcoordinator@fipaonline.com)

### 2. Mail registration form and check or money order to:

The Florida Industrial Pretreatment Association  
P.O. Box 1872  
Windermere, FL 34786-1872

