



Stand out in the Crowd!

Be a Conference Sponsor!

Call 609-584-1877

for info

Sponsoring at the AEA fall conference is a fantastic way to bring attention to your organization and the great work you do! Connect with the decision-makers who attend AEA events!

- Build name recognition
- Build brand recognition
- Demonstrate stature in your industry
- Gain respect
- Gain credibility
- Make new connections in your target market



AEA 2017 Annual Meeting and Conference
Nov. 14-15, 2017
Caesars, Atlantic City

Tuesday, November 14

Noon to 1:30 p.m.

Commissioner Lunch*

“Talkin’ ‘bout our Generations: Winning over Boomers, Xers & Millennials”

Interactive session led by Chuck Underwood, a nationally recognized expert on the subject of “generational dynamics” who hosted the PBS series, *America’s Generations With Chuck Underwood*. The speaker is a pioneer in the field of generational studies. He assists businesses, government, education, and religious organizations on generational workplace and marketplace strategies. His book on the topic is called, *“The Generational Imperative.”*

***Participation limited to commissioners and their executive directors. Registration required.**

5 p.m.

Conference Opens

Welcome

Keynote: “Generational Dynamics and the Workplace”

Chuck Underwood

Passing on institutional knowledge, preparing tomorrow’s managers, and filling spots for licensed operators are topics of concern among AEA members. Speaker Chuck

Underwood, a nationally recognized expert in his field who hosted the PBS series, *America’s Generations With Chuck Underwood*, will help attendees find solutions by looking through the lens of generational characteristics.

Underwood is founder and principal of the consulting firm The Generational Imperative, Inc. He assists businesses, government, education, and religious organizations on generational workplace and marketplace strategies. His

book on the topic is called, *“The Generational Imperative.”* In New Jersey, organizations he has worked with include the New Jersey Business and Industry Association, the New Jersey Council of Community Colleges, and Campbell’s Soup.

**Sponsorship
Opportunities!**

6:15 p.m.

Networking Reception

Wednesday, November 15

7:30 a.m.
Breakfast



Sponsorship Opportunity!

8:30 a.m.
Annual Meeting

AEA voting representatives will be asked to approve a slate of executive committee and board members. There will be a “state-of-the-association” report, as well as an address from outgoing AEA president, Mike Ruppel, who is retiring in early 2018.

9:15 a.m.
Impact of Election on AEA Membership

David A. Smith PPAG

A principal in the Princeton Public Affairs Group, Dave Smith is a veteran of the NJ public affairs arena and has successfully managed public affairs campaigns impacting auto insurance, life insurance, tort reform and environmental legislative initiatives. He has worked with AEA on legislative matters for many years. Dave will discuss the results of the New Jersey gubernatorial and legislative races and how they might affect AEA members.

9:45 a.m.
Sea Level Rise and Coastal Flood Risk in NJ:
Tools & Analysis, Potential Impacts on NJ Water and WW Utilities

Richard Erickson, First Environment, Inc.

Dan Rizza, Climate Central

The speakers will discuss Surging Seas Risk Finder, a free, public web tool for communities, planners, and leaders that has been designed to help users understand and address climate change, sea level rise and coastal flood hazards. Attendees will gain a deeper understanding of how these changes, already underway, will affect water and wastewater systems and other infrastructure across the state. They will be able to apply these insights to planning, design and asset management efforts all across the State.

10:45 to 12:15
Safety Loss Segment

Safety Best Practices

Gregory S. DePaul, Ocean County Utilities Authority

The speaker, who is the Risk and Safety Manager for OCUA, will discuss best practices for safety and the benefits of these best practices. Attendees will be able to apply these best practices in their own environments.

Workers’ Comp Cost Savings Through Loss Prevention

James Clancy, NJM Insurance Group

The speaker will show how accident prevention is the most direct way to limit workers’ compensation losses and ultimately lower insurance premiums. The key elements of a successful loss prevention program will be covered: how loss prevention programs are the same regardless of an organization’s size, how to administer an effective safety program, how to foster a culture of safety, and how to maintain a relevant safety plan.

The Four W's of Human Resources Investigations and Policies

Stefani Schwartz, Schwartz, Simon, Edelstein

Jody T. Walker, Schwartz, Simon, Edelstein

"It takes less time to do something right than it does to explain why you did it wrong."

Henry Wadsworth Longfellow

When it comes to employee complaints, there is but one chance to conduct the investigation properly. Missteps can cost millions. The speakers will provide a practical guide to doing investigations that limit exposure to litigation. Case histories will help attendees apply what they are learning to their own situations. The presentation will include an open discussion of HR policy implementation.

12:15

Lunch



1:30 p.m.

Panel: The Water Quality Accountability Act – What's Coming for New Jersey's Water and Wastewater Systems?

Moderated by: Chris Sturm, New Jersey Future

Panelists: Matt Maffei, Emergency & Security Program Coordinator for the Assistant Commissioner of Water Resource Management, NJDEP; Rick Risoldi, Middlesex Water Company; Andy Kricun, Camden County Municipal Utilities Authority;

The Water Quality Accountability Act (WQAA) was enacted in July to ensure reliable, safe drinking water across New Jersey. All water purveyors with more than 500 service connections must meet new standards for cyber security, valves and fire hydrants, mitigation of water quality violations and asset management planning and capital investment. Future legislation could impose similar requirements on wastewater treatment and distribution systems. This panel will explore what the WQAA is likely to mean for New Jersey's water systems.

2:30 p.m.

Using Envision to Better Vet Capital Improvement Projects

Evan Bowles, Hazen

Using two case studies, the speaker will discuss how the Envision Infrastructure Rating System can be holistically used for alternatives analysis. The first study will be on how a project team used EIRS to evaluate the continued operations of an aging, underutilized wastewater treatment plant that was susceptible to extreme weather. The second study will show how another team used EIRS to refine decision drivers in the utility's master plan to address resilience challenges. The speaker will share outcomes and methodologies easily transferable to other disciplines and in instances of multiple stakeholders.

3:15 p.m.

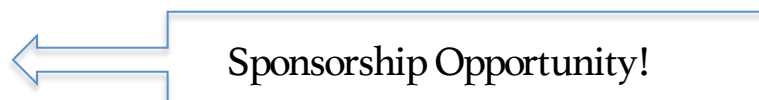
Fiscal Planning and the Funding of Capital Projects

Douglas Bacher, NW Financial; Heather Litzebauer, NW Financial; Bob Beinfield, Hawkins Delafield

The presenters will focus on capital funding sources available for capital projects and equipment (NJEIT, capital leasing, county improvement authorities, and other sources). Speakers will also present the benefits of long-term fiscal planning and financial modeling that can be used to develop a long-term financial plan that forecasts user fees and rates, future fund balances, and future debt service requirements.

4 p.m.

Closing Reception





Stand Out in the Crowd – Sponsor the AEA Annual Meeting



Keynote Sponsorships

The AEA Education and Conference Committee has been able to secure a *fantastic* keynote speaker—Chuck Underwood. (See the agenda above for details.) His presentation is *sure* to be a high-interest event. Because of this, AEA is offering for the very first time a **NEW** sponsorship with a new level of sponsorship value. The **“KEYNOTE SPONSOR”** will receive sponsorship benefits listed below. IN ADDITION, we will display your organization name and logo on a BANNER at the front of the meeting room. Want details? Call Peg or Karen

Wine & Cheese Reception Sponsorship \$2,500

Includes:

- Signs recognizing your sponsorship throughout event space
 - Table-top signs recognizing your sponsorship
 - Program recognition
 - Podium recognition (multiple times during conference)
 - Recognition in *Authority View* newsletter
- Complimentary advertising: Logo on AEA website for three months



Continental Breakfast Sponsorship \$2,000

Includes:



- Speaking role: introducing presenters
 - Signs recognizing your sponsorship throughout event space
 - Table-top signs recognizing your sponsorship
 - Program recognition
 - Podium recognition (multiple times during conference)
 - Recognition in *Authority View* newsletter
- **Logo on AEA website for three months (November through January)**



Autumn Reception Beverage Sponsorship \$1,500

This is very popular event. Lots of drop-ins. Immediately follows the sensational keynote presentation. GREAT way to earn name recognition.

Includes:

- 2 complimentary tickets to the reception (a \$220 value)
- Signs recognizing your sponsorship throughout event space
- Table-top signs recognizing your sponsorship

- Program recognition
- Podium recognition (multiple times during conference)
- Feature article in *Authority View* newsletter

Program Sponsorship \$1000

The meeting **program booklet** contains the agenda, the nominations for officers and directors, a list of sponsors and some blank pages for notes. It goes into the hands of every conference attendee and will be available via QR code on our website.

Includes:

- Color ad on the back cover
- Feature article in *Authority View* newsletter
- Podium recognition (multiple times during conference)



Charging Station Sponsorship \$700

Includes:

- Sign on charging hub table
- Feature article in *Authority View* newsletter
- Podium recognition (multiple times during conference)

Grand Door Prize \$500*

Includes:

- Company representative pull the winning badge
- Representative photographed with the winner
- Photo published in the *Authority View* newsletter and on AEA website, social media
- Podium recognition (multiple times during conference)



*** Half-price if you also reserve to a spring conference exhibit table. Total payment for exhibiting (\$850) and discounted fee for Grand Door prize sponsorship -- \$1,100 -- due by Oct. 31. (Spring Conference: March 13 and 14, 2018 at Caesar's)**

Autumn Reception \$350

Includes:

- Complimentary ticket to the reception (a \$110 value)
- Podium recognition (multiple times during conference)

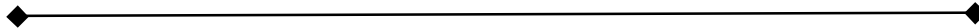
Stand out in the Crowd!

AEA Annual Meeting Sponsorships
November 14-15, 2017



YES! We would like to be a sponsor! Our selection(s):

- Wine & Cheese Reception \$2,500
- Continental Breakfast \$2,000
- Autumn Reception Beverage \$1,500
- Program Booklet \$1000
- Charging Hub \$700
- Grand Door Prize \$500
- Autumn Reception \$350



Enclosed is our check in the amount of \$ _____

Deadline Oct. 31, 2017

Affiliation:	
Contact:	Email:
Address:	
Phone:	Fax:
Name of person(s) using the ticket(s):	

Return form with payment to:

AEA

2333 Whitehorse-Mercerville Road; Suite 2 ~ Mercerville, NJ 08619

Fax: 609-584-8271

Thank you for your Support!