

## Partnering with CG/LA Infrastructure

Founded in 1987, CG/LA Infrastructure is a purpose-driven organization that creates long-term value in the world's infrastructure markets. The ultimate objective is to accelerate effective and efficient infrastructure development that benefits all key stakeholders, including the local community and taxpayers, governments, business, and investors. Leveraging CG/LA Infrastructure's proven track record of world class Infrastructure Leadership Forum events, demonstrated thought leadership and expertise in the development of "Top 100" Infrastructure project lists, and unparalleled access to leaders from government, business and academia, CG/LA Infrastructure invites leading organizations to partner as either an **Event Sponsor** or as a **Member**.

### A. Event Sponsor

For many firms, each of the CG/LA Infrastructure Leadership Forum events offers tremendous value in marketing branding, and employee and business development opportunities. Event Sponsors are specific to each CG/LA Infrastructure Leadership Forum event, and are available at three levels: Platinum (\$30,000 USD per event); Gold (\$15,000 USD per event); and Silver (\$7,500 USD per event). For a full description of the benefits associated to each sponsorship, see Addendum B.

### B. Membership (new for 2019)

In response to many sponsors who have expressed an interest in creating a more strategic and comprehensive "365 day a year" relationship that leverages all of CG/LA Infrastructure's activities, market intelligence, and unparalleled convening platform, **Membership** provides a tremendous value proposition and is offered at two levels:

1. **Strategic Membership**, at an annual cost of 100,000 USD per year, represents the highest level of engagement and visibility, and demonstrates the organization's commitment to world-class infrastructure development at the local, regional, global levels, including the opportunity to provide strategic guidance and advice on CG/LA Infrastructure's key activities. Strategic Membership will be limited to an exclusive community of 30 global organizations and includes the below benefits:

- **Recognition as a Strategic Member** with Platinum Level Event Sponsorship equivalent benefits at the Global Infrastructure Leadership Annual Forum plus any 2 additional Regional Infrastructure Leadership Forums.
- **Blueprint 2025 Membership** including 1 complimentary registration at the Blueprint 2025 Infrastructure Leadership Forum.
- **"Project Developers Capacity Building Seminars" (new in 2019)**. Designed specifically to build capacity among public sector infrastructure officials and Project Developers, the Seminars will be programmed during each Infrastructure Leadership Forum. Strategic Members will have the exclusive opportunity both participate and lead a session in the Seminar on a topic of their choice. Example session topics could include PPP negotiation and management, risk management, internet of things and robotics, talent management, etc.
- **VIP Priority Invitations (new in 2019)** to CG/LA Infrastructure meetings and roundtables that will take place throughout the year in New York and Washington, Montreal and Ottawa, London, Geneva and key cities in Asia.
- **CG/LA "Strategic 100 Projects" CEO Advisory Board (new in 2019)**. The CG/LA Strategic 100 Project Lists, currently published annually and with versions focusing on the global, regional, and country specific project landscape, has been recognized as the definitive list of the top infrastructure project opportunities. Strategic Members will receive priority and complimentary access to all Strategic 100 Project Lists. Additionally, Strategic Members are invited to join the "Top 100 Projects CEO Advisory Board" to provide input on the Top 100 methodology, screening, and selection, including previews of the lists prior to publication.
- **CG/LA Project Steering Committee (new in 2019)**. Leveraging CG/LA's network of infrastructure experts across business, government, the multilateral development community, civil society, and academia, up to two topics will be explored in depth to advance the infrastructure development agenda. Strategic Members will be invited to join the Project Steering Committee to provide input on the project selection, direction, and objectives.

- **Private Infrastructure Briefing (new in 2019).** CG/LA Infrastructure will provide Strategic Members with a customized private briefing for their executives and employees on the current state of infrastructure development, based on the CG/LA Strategic 100 Project Lists evaluation process and/or on CG/LA project topics.
  - **GViP Membership with Curated Support (new in 2019).** GViP is the most comprehensive online professional network for infrastructure leaders. With more than 3000 members across 103 countries and over 2000 project profiles, segmented by sector, budget, location, and phase of development, Strategic Members will receive complimentary access to all of GViP's features including personal curated support on specific project and expert network features.
2. **Regional Membership**, at an annual cost of 60,000 USD per year, represents engagement and visibility at the regional level, and demonstrates the organization's commitment to world-class infrastructure development at the local and regional levels. Regional Membership includes the below benefits:
- **Recognition as a Regional Member** with Platinum Level Event Sponsorship equivalent benefits at any two of the CG/LA Leadership Forums (Global or Regional).
  - **Blueprint 2025 Membership** including 1 complimentary registration at the Blueprint 2025 Infrastructure Leadership Forum.
  - **"Project Developers Capacity Building Seminars" (new in 2019).** Designed specifically to build capacity among public sector infrastructure officials and Project Developers, the Seminars will be programmed during each Infrastructure Leadership Forum. For the selected Leadership Forums, Regional Members will have the exclusive opportunity both participate and lead a session in the Seminar on a topic of their choice. Example session topics could include PPP negotiation and management, risk management, internet of things and robotics, talent management, etc.
  - **VIP Priority Invitations (new in 2019)** to CG/LA Infrastructure meetings and roundtables that will take place throughout the year in New York and Washington, Montreal and Ottawa, London, Geneva and key cities in Asia.
  - **CG/LA "Strategic 100 Projects" Priority Access (new in 2019).** The CG/LA Strategic 100 Project Lists, currently published annually and with versions focusing on the global, regional, and country specific project landscape, has been recognized as the definitive list of the top infrastructure project opportunities. Regional Members will receive priority and complimentary access to all Strategic 100 Project Lists.
  - **GViP Membership with Curated Support (new in 2019).** GViP is the most comprehensive online professional network for infrastructure leaders. With more than 3K members across 103 countries and over 2K project profiles, segmented by sector, budget, location, and phase of development, Regional Members will receive complimentary access to all of GViP's features including personal curated support on specific project and expert network features.

**Addendum A**

**2019 CG/LA Leadership Forum Events**

March 26-28, 2019	12 <sup>th</sup> Global Infrastructure Leadership Forum	Montreal, Canada
April 30 <sup>th</sup> , 2019	Blueprint 2025 Infrastructure Leadership Forum	Washington, DC
July 23-25, 2019	17 <sup>th</sup> Latin America and Caribbean Infrastructure Leadership Forum	Miami, FL
October, 2019	11 <sup>th</sup> North American Infrastructure Leadership Forum	New York City
November, 2019	European Infrastructure Leadership Forum	TBD

## **Addendum B**

### **Event Sponsorship Descriptions**

Event Sponsors are specific to each CG/LA Leadership Forum event, and are available at three levels: **Silver, Gold, and Platinum.**

#### **SILVER EVENT SPONSOR [\$7,500 USD]**

Benefits include

- VIP and priority invitations to the Boardroom Program, a series of private “boardroom style” leader level discussions held in parallel during the Forum program (e.g. VIP private dinner with key businesses, executive decision-makers and public policy officials, private invite-only CEO breakfast, etc.). *\*New in 2019*
- Opportunity to receive Private Meetings with Forum Attendees
- Ad in Forum Book, distributed to all participants
- Complimentary Passes [1]
- Discount for guests [5%]
- Exhibitor booth space to showcase products and services
- Branding: Hyperlink to Firm’s website, and recognition in mailings to CG/LA’s +100,000 executive database, hyperlinked logo & organization’s description on Forum website, and logo on all event signage, banners & badges

#### **GOLD EVENT SPONSOR [\$15,000 USD]**

Benefits include all Silver Event Sponsor benefits plus

- 2 additional Complimentary Passes [3 total]
- Discounts for Guests [10%]
- Moderate a project panel, subject to availability
- Panelist on a Forum Workshop
- Planning meeting with CG/LA leading up to the Forum to identify key project targets and companies to invite and confirm for the Forum

#### **PLATINUM EVENT SPONSOR [\$30,000 USD]**

Benefits include all Gold Event Sponsor benefits plus

- 2 additional Complimentary Passes [5 total]
- Discounts for Guests [20%]
- Co-design a workshop
- Private on-site meeting room for use as a conference and bilateral meeting room
- 2 page policy piece related to infrastructure to be included in the Forum Digital Book