



NWNET

S P O K A N E

— 2027 —

— MARCH 8 - 12 —

Gonzaga University
Spokane, Washington
March 8 – 12, 2027
Exhibitor Packet

Introduction

NWMET is a non-profit organization whose purpose is to connect AV and IT professionals in higher education with each other, and with manufacturers, developers, integrators, and retailers. NWMET hosts a conference annually in the Spring for the express purpose of meeting this objective. The NWMET 2027 Conference is hosted by Gonzaga University and will be held in March of 2027 Spokane, Washington.

We invite you to be an exhibitor at the NWMET 2027 Conference. This will grant you an opportunity to meet with decision-makers and interact with highly motivated and knowledgeable attendees from higher educational institutions across the country.

Who Attends?

Educational technology touches on all aspects of an institution's core mission. At our annual conference we focus on professional development and networking as we bridge technology and pedagogy. NWMET members come from various professions in Higher Education:

Audio Visual Technicians

Teaching & Learning Managers

Information Technology Professionals

Instructional Designers

Equipment Specialists

System and Cloud Service Administrators

Streaming and Broadcast Engineers

Classroom Technology Managers

Classroom Designers

Computer Lab Supervisors

NWMET has hosted attendees from higher education at its annual conference for nearly 50 years. In recent years, we have had attendance from schools such as:

Boise State University

Brigham Young University

Brigham Young University, Idaho

Carroll College

Duke University

Gonzaga University

Idaho State University

Montana State University

Oakland University

Oregon State University

Pepperdine University

Portland State University

San Diego State University

Stanford University

Stony Brook University

University of Arizona

University of Colorado Denver

University of Illinois Chicago

University of Nevada Las Vegas

University of Oregon

University of Southern California

University of Utah

University of Washington

Utah State University

Western Oregon University

Western Washington University

The NWMET conference has had steady growth in attendance over the last decade. Nonetheless, we don’t endeavor to bring you the *most* attendees, but the most *valuable* attendees. Our attendees are decision makers and thought leaders, influencers at their institutions and in the industry.

Year	Venue	Attendance
2016	Boise, Idaho	71
2017	Helena, Montana	84
2018	Corvallis, Oregon	105
2019	Las Vegas, Nevada	70
2022	Coeur d’Alene, Idaho	71
2023	Helena, Montana	88
2024	Corvallis, Oregon	115
2025	Boise, Idaho	134
2026	Salt Lake City, Utah	135

Conference Venue

The NWMET 2027 Conference will be held at the Centennial, a Davenport Hotel, in Spokane, Washington. 303 West North River Drive Spokane, WA 99201.

Exhibition Space

An exhibitor showcase will be held in the Centennial’s Riverfront Ballroom and lobby. A total of 81 tables will be available for exhibitors to purchase. When registering, exhibitors will be able to *select their table*. If an exhibitor wishes to change their selection after registration, we’ll make every effort to accommodate this request, so long as the desired table remains available.

Dates

Exhibitors are invited to set up on March 9th.

A cocktail party reception will be held in the exhibition space from 5:30 PM to 7:00 PM.

The exhibitor showcase will be open all day on March 10th, with a dedicated showcase window between 1:00 PM and 2:00 PM, and a farewell cocktail party from 4:00 PM to 5:00 PM.

Teardown will take place after 5:00 PM on March 10th.

What's Included?

Exhibitors who purchase a space in the exhibition space will receive a 6-ft table, tablecloth, and two chairs. The exhibitor's display must fit within this space. Exhibitors requiring additional space are free to purchase additional adjoining tables. For exhibitors with oversized material, such as large displays and LED walls, a specially designated space will be reserved in the ballroom for these materials and will be made available to the exhibitor at no additional cost. Each table includes **one free general admission pass for their representative**. Each additional exhibitor representative will require a separate general admission pass priced at \$500.

What's NOT Included?

Exhibitors requiring power, network, or specific AV needs can engage with the venue for these services at an additional cost. [Use this form to work with the venue on your AV needs.](#)

Ship In/Ship Out

Exhibitors wishing to ship to the venue and/or store materials at the venue can engage with the venue for these services at an additional cost. [Use this form to work with the venue on your shipping needs.](#)

Attendance Pricing

Attendance for the NWMET 2027 Conference is at a flat rate of \$500 per attendee. Each attendee must have their own registration, regardless of whether they are an industry representative, higher education representative, independent contractor, or anyone else.

Table Pricing

Exhibitors wishing to participate in the exhibitor showcase can purchase a table in one of 4 pricing tiers. Pricing is based on table proximity to the meal area and high traffic areas.

Platinum Table (14 available) – \$2,500

Gold Table (11 available) – \$2,000

Silver Table (13 available) – \$1,500

Bronze Table (43 available) – \$1,000

Please refer to the floor plan at the end of this document for more information about the table locations.

Cancellation Policy

Exhibitors may cancel their sponsorship of the Conference up to 30 days prior to the start date of the Conference for a full refund minus minimal processing fees charged to us by the ticketing platform, Eventbrite. NWMET will be unable to provide a refund within 30 days of the start date of the Conference, as we will have committed to expenses related to the venue and numerous vendors.

Holds

A hold of up to two weeks can be placed on a table on behalf of an exhibitor. Payment must be made within that period, or the table will be released.

Sponsor an Event

A select number of event sponsorships will be available for our industry partners. In exchange for their sponsorship, the event will be branded with the name of our industry partner. Those sponsorships are:

Showcase Opening Reception Sponsorship (1 available)

- Location: Riverfront Ballroom (Exhibition Hall)
- Tuesday, March 9th, from 5:30 to 7:00 PM
- \$2,500

Opening Cocktail Party Co-Sponsorship, Tuesday Night (2 available)

- Location: TBD
- Tuesday, March 9th, from 8 to 10 PM
- \$5,000

Closing Dinner and Party Co-Sponsorship, Thursday Night (2 available)

- Location: Skyline Ballroom
- Thursday, March 11th, from 6 to 9 PM
- \$5,000

Payment

Payment is preferred via credit card through the Eventbrite portal linked at <https://nwmet.org/sponsor/>. Accommodation can also be made upon request for payment via check or bank transfer. Eventbrite provides a receipt for the payment. An invoice can be provided on demand.

Financials

NWMET is conscious of economic realities and endeavors to bring you the best value for your money. It is our goal to keep the cost of the Conference affordable for all our attendees and exhibitors. For 2027, we have changed the pricing structure, but for most industry partners, they will find that the cost of attending and/or exhibiting at the NWMET conference has become *more* affordable.

The Conference could not happen without the support of our industry partners. More than 75% of the revenue for the Conference comes from industry partners like you.

100% of your sponsorship fee goes to the planning and organizing of the Conference. NWMET staff do not receive a salary or stipend.

Swag

Industry partners wanting to distribute marketing materials to attendees in the Conference bag may [contact Conference organizers](#) to make arrangements.

Presentations and Trainings

Our industry partners are invited to submit proposals for full-length (50-minute) presentations. There is *no charge* to the industry partner for these sessions. All proposals will be reviewed by the Conference planners. Not every proposal will be accepted. But if a proposal is accepted, the exhibitor will receive a complimentary upgrade in their sponsorship tier. Session proposals may be submitted at <https://nwmnet.org/proposal/>.

Marketing and Promotion

Exhibitors at the NWMET 2027 Conference will be announced in the Conference's physical and digital materials, including the Conference website, program, email announcements, and social media posts.

Hotel and Travel

NWMET has secured a special room rate for all attendees and exhibitors. To book your hotel, visit <https://nwmet.org/hotel/>.

Lead Captures / NWMET App

The NWMET App is used for lead capturing. There is no cost for the use of the NWMET App. Simply download the app from the Apple App Store or the Google Play Store and sign in. Use it to scan the QR code of attendees. We encourage all exhibitor representatives to download, install, and sign into the app prior to arriving at the Conference.

MET Money

MET Money is our special fake money, which is useable only during the Conference to entice and incentivize attendees to interact with industry partners and get engaged in the Conference. Attendees may then redeem MET Money for prizes during the Closing Party. MET Money is digital and distributed through the NWMET App. Simply scan the QR code of an attendee and they will earn MET Money. Attendees will want MET Money. They will only get MET Money if they allow you to scan their QR code. No MET Money from previous conferences will be accepted at the NWMET 2027 Conference.

Contact Information

Do you have any questions, comments, or concerns? Please reach out to us via email at conference@nwmet.org or you contact Raul Burriel directly at 541-737-4546.

Venue Floor Plan

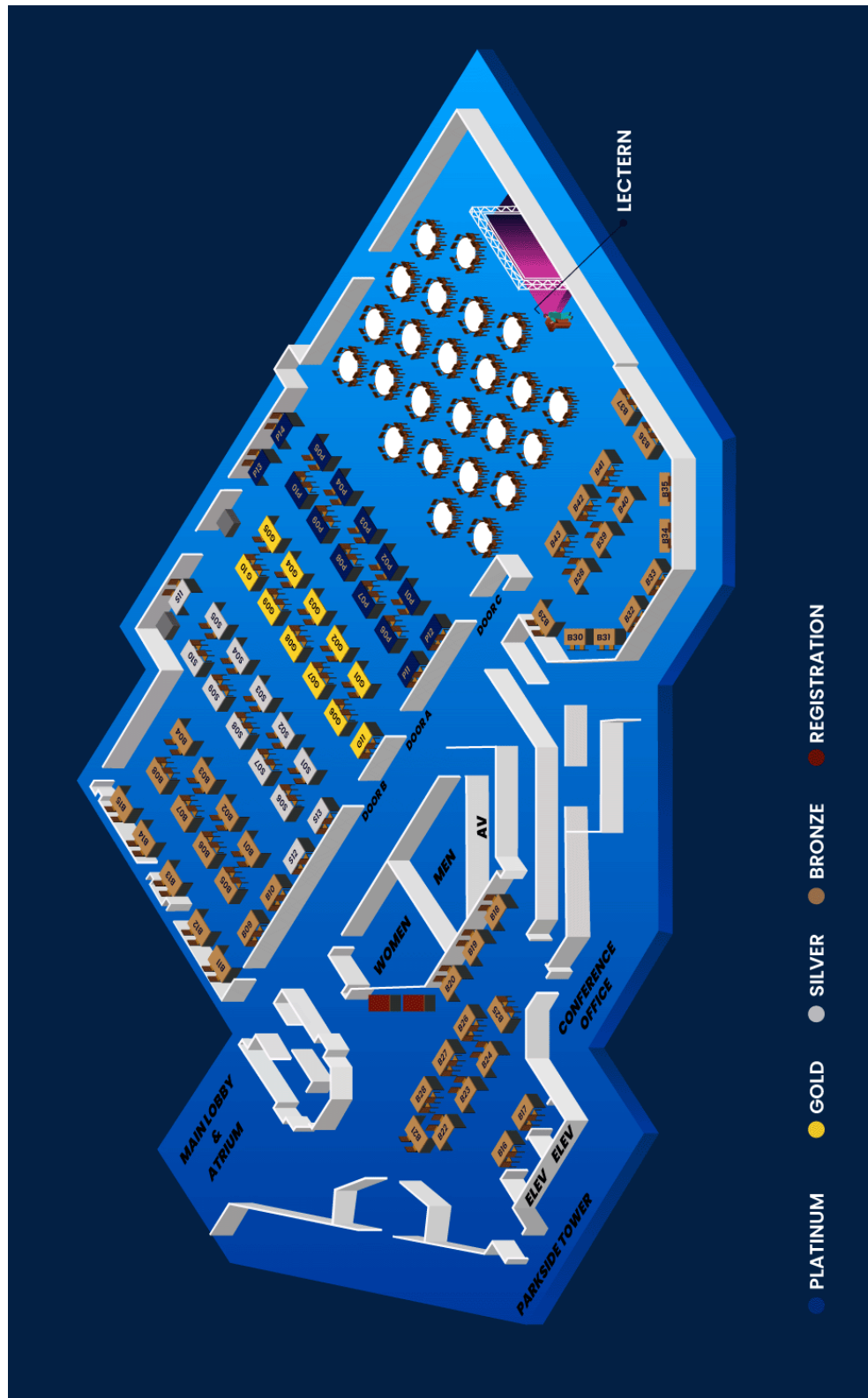


Figure 1 - Riverfront Ballroom, Davenport Centennial Hotel

REGISTER TO BECOME A SPONSOR FOR
THE NWMET 2027 CONFERENCE AT
[NWMET.ORG/SPONSOR](https://nwmnet.org/sponsor)