



# INDUSTRIAL GRADE INNOVATION

CONFERENCE AND EXPO

## SPONSORSHIP KIT

August 17 - 19, 2021  
St. Louis, MO  
Union Station Hotel

**IGIEXPO.COM**



***"IGI is the only construction technology event that assembles industrial contractors, 14 trades, and industrial owners under one roof."***

— Bill Brown, CEO, Ben Hur Construction Co

# MORE THAN AN EVENT

TAUC has the unprecedented ability to assemble a premier group of stakeholders to foster the adoption of innovation.

## **Industrial Grade Innovation is more than just an event:**

TAUC's Innovation and Technology Committee serves as an advisor to the IGI Expo as well as other initiatives throughout the year to drive the adoption of innovation.

## **TAUC Innovation and Technology Committee**

IT & Innovation Director  
Chief Service Director  
Atlantic Plant Maintenance

Virtual Design & Construction Director  
Barton Malow Company

Vice President of Business Development  
Enerfab Power & Industrial, Inc.

Operations Manager  
Superior Construction Company, Inc.

Manager of Engineering  
Bruce & Merrilees Electric Company

Chief Technology Officer  
Alberici Constructors

Director Technology Optimization  
Walbridge Aldinger Company

Project Manager  
Virtual Design Manager  
BMWC Constructors, Inc.

Construction Project Manager  
Burns & McDonnell Engineering Co., Inc.

VP of Corporate Information  
BHI Energy | Specialty Services LLC

AP  
Dearborn Mid-West Company

HR Generalist  
Babcock & Wilcox Construction Co., LLC

Director of PreConstruction, Technical Services  
& Fabrication  
McCarl's Inc.

Director of Information Technology  
Kalkreuth Roofing & Sheet Metal, Inc.

Senior Project Manager  
Nooter Construction Co.

Director of Estimating  
NAES Power Contractors

Manager of Labor Relations - UA Pipefitters  
C.R. Meyer and Sons Company

Assistant Project Manager  
Aristeo Construction



# WHY SPONSOR



## WHO IS THE ASSOCIATION OF UNION CONSTRUCTORS

TAUC member companies perform billions of dollars of construction and maintenance work annually throughout the United States. Our contractors are relied upon in numerous industries, including automotive, chemical, food & pharmaceutical, petrochemical and natural gas, steel, utility, and wood/paper.



## ONE VISION: TRIPARTITE COOPERATION

The Association of Union Constructors (TAUC) is dedicated to bringing the three entities involved in the successful completion of construction projects together, and all three will be active participants in IGI along with innovation and technology firms and subject matter experts. In order for new innovation and technology to make an impact on the union construction and maintenance sector, buy-in from all three is critical.



# WHY IS IGI UNIQUE?



## INDUSTRIAL GRADE INNOVATION (IGI) MISSION

To be a catalyst for the adoption of technology & innovation within the industrial construction & maintenance industry in order to improve productivity, safety, and project delivery.

**TAUC has the unprecedented ability to assemble a premier group of stakeholders to foster the adoption of innovation.**

IGI's goal is to make it easy -safe - cost effective to work with member contractors and its affiliated organizations to drive the adoption of construction technology.



### Contractor

65 governing members  
1,800+ regular members  
34 employer organizations members  
33 affiliate members



### Owner/Client

748 owners  
1,608 facilities  
60+ million work hours annually  
1 labor agreement for 14 trades



### Union Labor

14 trade unions  
3+ million workers  
1,600 training centers



# 2019 IGI RECAP

**308**

attendees

**93%**

overall attendee  
satisfaction with IGI

**42**

exhibitors

**36**

companies that  
attended the Speed  
Networking Session

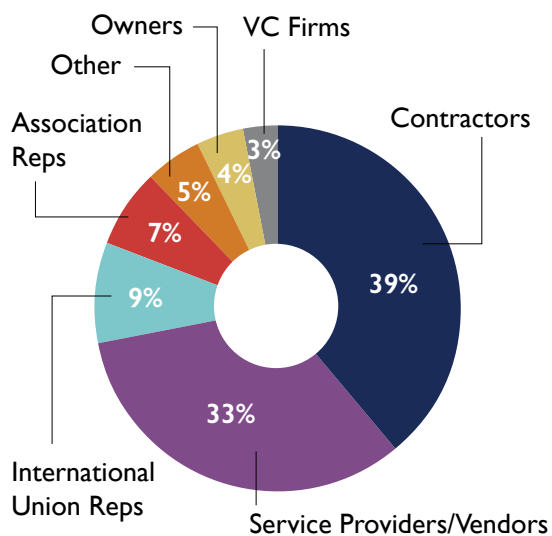
**9**

venture capital  
firms attending

**\$20,000**

the amount the winner,  
M-Suite, took home for winning  
the IGI Start-Up Challenge

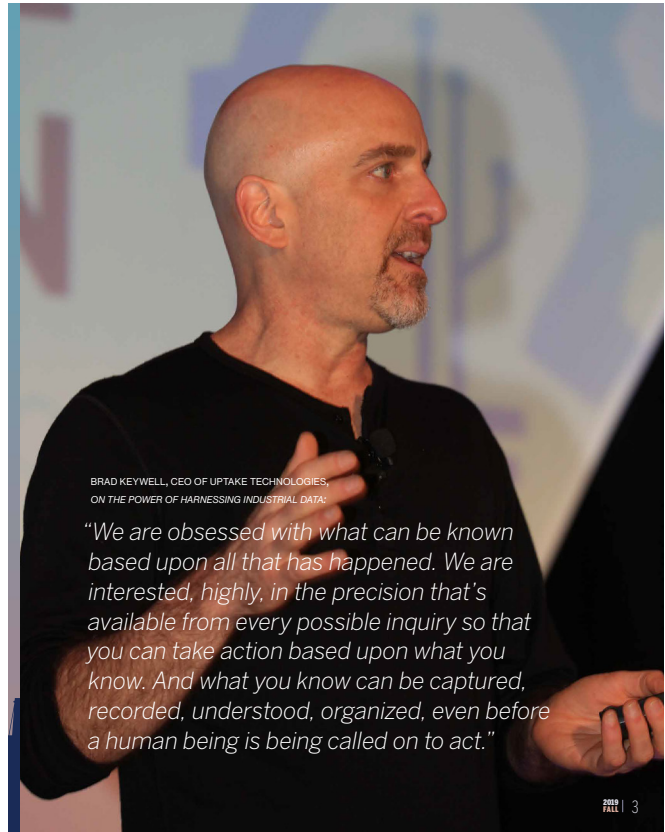
## Attendee Breakdown



## Thank You to All Our 2019 Sponsors

DIAMOND		
PLATINUM		
GOLD		
SILVER		
BRONZE		

# 2019 IGI RECAP



**Iowa-based Construction Tech Firm Wins IGI Startup Competition**

A new technology company specializing in cloud-based construction software wowed venture capitalists and took home a five-figure check at last month's Industrial Grade Innovation Conference and Expo (IGI) in Cincinnati, Ohio.

Based in Cedar Rapids, Iowa, MSuite (www.msuite.tech) beat out two other finalists to win IGI's second annual Industrial Grade Accelerator—and a \$20,000 grand prize check, courtesy of top IGI sponsors Barton Malow and the National Maintenance Agreements Policy Committee, Inc. (NMAPC).

The Accelerator is a fast-paced, energetic "Startup Battle" in which founders of new construction tech firms pitch their products to a group of seasoned venture capitalists, similar to the hit TV show Shark Tank. The entrepreneurs must answer tough questions from the VCs and explain why their product is the best on the market—all in under five minutes. In the preliminary rounds, the audience also gets to vote via text message and influence which firms get to move on to the final showdown.

MSuite offers a cloud-based suite of management software for construction contractors, including BIMPro, a plug-in for Autodesk® Revit® that automates spooling selection and sheet creation up to 90 times faster than its competitors, and FabPro, a real-time shop production management tool that focuses on accurate productivity and status tracking.

"The Startup Battle was a great opportunity for a small company like ours to get in front of hundreds of potential buyers and investors," said MSuite President Britton Langdon. "I've gotten emails and phone calls from interested parties nearly daily since the conference. We expect the exposure that the IGI conference gave us will lead to big things in the near future!"

Langdon added, "The IGI conference is the only one of its kind where nearly all union trades gather to engage in discussions about the future of construction technology. It was an engaging environment, and I love learning more about the needs of the union laborers. I look forward to continuing to strengthen our relationship with TAUC and the individual trades!"

**SUITE**  
WWW.SUITE.TECH

6 | THE CONSTRUCTION USER

**SCI-FI STATE OF CONSTRUCTION INNOVATION FINANCE & INVESTMENT**

**Paul Lyandres, CFO**  
Procore

**Curtis Rodgers**  
Brick and Mortar Ventures

**Kevin Barnes**  
Ferguson Ventures

**Adrian Fortino**  
Mercury Fund

**Murali Joshi**  
ICONIQ Capital Investment

**Helge Jacobsen**  
United Rentals Technology

**INDUSTRIAL GRADE INNOVATION CONFERENCE AND EXPO**

SCI-FI Panel at IGI 2019

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# 2021 INDUSTRIAL GRADE INNOVATION CONFERENCE & EXPO AGENDA

Times	Tuesday, August 17th
1:00 PM – 5:00 PM	Registration and Tradeshow
3:00 PM – 4:30 PM	Speed Networking
6:00 PM – 8:30 PM	Opening Reception
Times	Wednesday, August 18th
7:00 AM	Breakfast
8:45 AM – 9:30 AM	Keynote #1
9:30AM – 10:00 AM	IGI Start-Up Battle FAB 4 Round 1
10:00 AM – 3:30 PM	Tradeshow
10:20 AM – 11:50 AM	Breakout Sessions
10:20 AM – 11:50 AM	Technical Sessions
12:00 PM – 1:00 PM	Lunch at the Tradeshow
1:00 PM – 3:30 PM	Technical Sessions
3:30 PM – 4:00 PM	IGI Start-Up Battle FAB 4 Round 2
4:00PM – 4:45 PM	Keynote #2
5:00 PM - 6:30 PM	Happy Hour at the Tradeshow
6:30 PM	Dinner on your own
10:00 PM	Night Cap & Laser Show
Times	Thursday, August 19th
7:00 AM	Breakfast & Exhibitor Breakdown
8:45 AM – 9:30 AM	Keynote #3
9:30AM – 10:30 AM	IGI Start-Up Battle FINALE
10: 45 AM – 11:30 AM	Keynote #4
11:30 AM – 11:45 AM	Extreme Prize Giveaways
12:00 PM – 1:00 PM	Adjourn & Grab and Go Lunch
2:00 PM – 4:00PM	Axe Throwing and Brewery Tour

# SPONSORSHIP OPPORTUNITIES

Tauc's Industrial Grade Innovation Conference & Expo is the premier annual event where union construction and maintenance executives, owners, technologists, and innovators gather for educational seminars, dynamic speakers, knowledge-sharing, networking, and inspiration. Sponsoring this event is your opportunity to make a lasting impression on the decision-makers in the construction and maintenance industry.

**REGISTRATION FEES BEFORE JUNE 25, 2021** *The registration deadline is JULY 26, 2021.*

**TAUC Governing, Regular, LEO and Affiliate Members: \$395.00**

**Non-Members: \$495.00**

**REGISTRATION FEES AFTER JUNE 25, 2021** *The registration deadline is JULY 26, 2021.*

**TAUC Governing, Regular, LEO and Affiliate Members: \$595.00**

**Non-Members: \$695.00**

**REGISTER NOW!**  
**IGIEXPO.COM**

## Sponsorship Packages

Benefits	Diamond	Platinum	Gold	Silver	Bronze
# of Sponsorships Available	3	9	15	Tradeshow Availability	Tradeshow Availability
Speed Networking Participation	✓	✓	✓	✓	✓
Number of Complimentary Registered Attendees to the Conference & Expo	8	6	4	3	2
Tradeshow Participation	Custom	20' x 20'	10' x 20'	10' x 10'	5' x 5'
Advertisement in TAUC's The Construction User Magazine	Full Page	Half Page	Quarter page		
Select Qty 1 Platinum Level Sponsorship	✓	✓			
Select Qty 1 Diamond Level Sponsorship	✓				
<b>Cost</b>	<b>\$30,000</b>	<b>\$20,000</b>	<b>\$10,000</b>	<b>\$5,000</b>	<b>\$2,500</b>
<b>% Discount vs. A-la-Carte Options</b>	<b>58%</b>	<b>50%</b>	<b>44%</b>	<b>50%</b>	<b>64%</b>
<b>Value</b>	<b>\$72,060</b>	<b>\$39,970</b>	<b>\$17,880</b>	<b>\$10,085</b>	<b>\$6,890</b>

*Provides bundled discounts versus a-la-cart sponsorship opportunities.*



## SPONSORSHIPS A-LA-CARTE

Code	Sponsorships A-La-Carte	Available	Cost	Diamond	Platinum	Gold	Silver	Bronze	A-La-Carte
AC-1	Welcome & Opening Event (Tuesday)	Qty: 1	\$25,000	x					x
AC-2	Custom Exhibitor Experience	Qty: 3	\$25,000	x					x
AC-3	Industrial Grade Start Up Battle	Qty: 3	\$10,000		x				x
AC-4	Breakout Speaker	Qty: 8	\$10,000		x				x
AC-5	Lunch	Qty: 2	\$10,000		x				x
AC-6	Happy Hour @ the Tradeshow	Qty: 1	\$10,000		x				x
AC-7	Night Cap (Wednesday night)	Qty: 1	\$10,000		x				x
AC-8	Custom Laser Show at Hotel Bar	Qty: 3	Starts at \$10,000						x
AC-9	Official T-Shirt	Qty: 1	\$7,500						x
AC-10	Breakfast	Qty: 2	\$7,500						x
AC-11	Charging Station	Qty: 2	\$5,500						x
AC-12	Event App	Qty: 1	\$5,000						x
AC-13	Coffee / Drink Station	Qty: 1	\$5,000						x
AC-14	Mid-afternoon Break	Qty: 1	\$5,000						x
AC-15	Event Bags	Qty: 1	\$5,000						x
AC-16	Green Screen Booth @ Tradeshow	Qty: 1	\$5,000						x
AC-17	Registration Desk	Qty: 1	\$5,000						x
AC-18	Post Event Survey and Summary	Qty: 1	\$4,250						x
AC-19	Lanyards & Badge Holders	Qty: 1	\$3,750						x
AC-20	Hotel Room Key Cards	Qty: 1	\$3,750						x
AC-21	Speed Networking Participation	Qty: 15	\$3,000	x	x	x	x	x	x
AC-22	Event Bag Inserts	Qty: 10	\$1,000						x
AC-23	Post Event Axe Throwing and Brewery Tour	Qty: 10	\$1,000						x
AC-24	20' x 20' Exhibitor Booth	Trade Show Availability	\$20,000		x				x
AC-25	10' x 20' Exhibitor Booth	Trade Show Availability	\$10,000			x			x
AC-26	10' x 10' Exhibitor Booth	Trade Show Availability	\$5,000				x		x
AC-27	5' x 5' Exhibitor Booth	Trade Show Availability	\$2,500					x	x
<b>The Construction User Special Edition</b>		<b>Available</b>	<b>Cost</b>	<b>Diamond</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Bronze</b>	<b>A-La-Carte</b>
Full page		per package	\$3,500	x					
Half page		per package	\$2,800		x				
Quarter page		per package	\$2,100			x			

# INDUSTRIAL GRADE INNOVATION SPONSORSHIP ORDER FORM

Organization Name: \_\_\_\_\_

Billing Contact: \_\_\_\_\_

Billing Contact Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

Sponsorship Package Selection: \_\_\_\_\_

A-la-Carte Sponsorship Selection (include code[s]) \_\_\_\_\_

Total Amount due (filled in by sponsor) \$ \_\_\_\_\_

Total Amount due (checked by TAUC) \$ \_\_\_\_\_

Payment Method:

☐ Check (payable to TAUC)

☐ Automated Billing - Charge My: ☐ VISA ☐ MasterCard ☐ AMEX

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ SID#: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

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**Individual Registration can be done at [www.IGIEXPO.com](http://www.IGIEXPO.com)**

*If paying by check, please mail this form to:*

TAUC, attention: Mike Marrone  
1501 Lee Highway  
Suite 202  
Arlington, VA 22209

*If paying by credit card, fax form to:*

703.524.3364  
email: [mmarrone@tauc.org](mailto:mmarrone@tauc.org)  
or call 703.524.3336 x 115

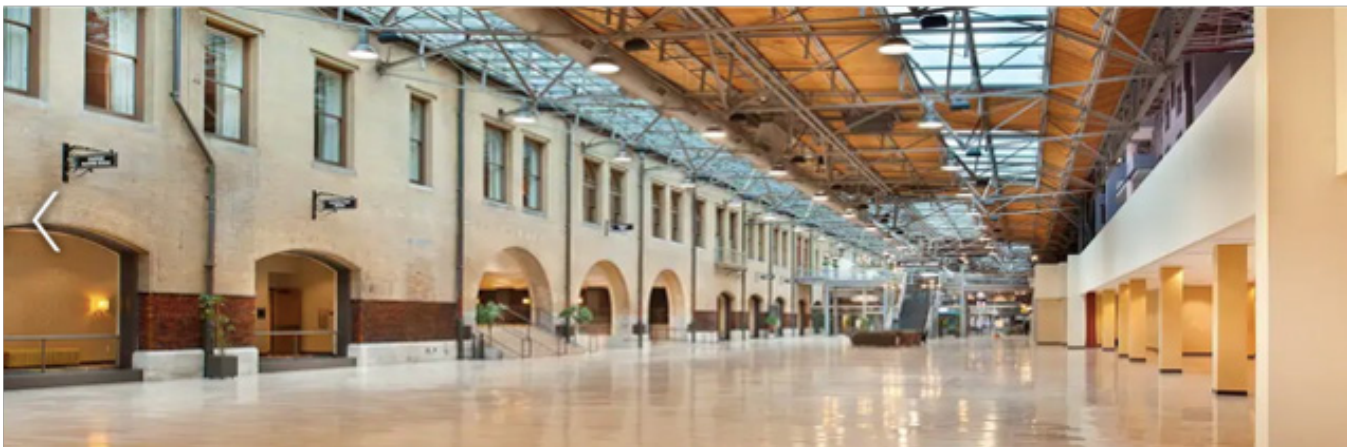
*Questions regarding exhibit space and logistics can be directed to  
Tim Speno at 785.200.3936 or [tspeno@tauc.org](mailto:tspeno@tauc.org).*

# HOST HOTEL AND CONFERENCE CENTER

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ST. LOUIS  
UNION  
STATION  
HOTEL







# GET TO KNOW US

## About TAUC

### The Voice for Union Construction and Maintenance

Located across the Potomac River from Washington, D.C.'s corridors of power, The Association of Union Constructors (TAUC) occupies a unique space in the nation's capital as the premier national trade association for the union construction and maintenance industry.

TAUC is made up of more than 2,000 contractor companies that utilize union labor for their projects, as well as local contractor associations and vendors in the industrial maintenance and construction fields.

## Our Mission

TAUC's mission is to act as an advocate for union contractors and enhance cooperation between the three entities involved in the successful completion of construction and maintenance projects: the union, the contractor and the owner-client, the company for which the work is being completed. By encouraging this "tripartite dialogue," many potential issues and delays are eliminated before work even begins.

We strive to demonstrate that union construction is the best option because it is safer and more productive, and also provides a higher-quality and cost-competitive product. We aim to enhance labor-management cooperation, workplace safety and health and collaboration among construction users with the greater goal of making union contractors more competitive in the marketplace.

## Adaptation in the 21st Century

Founded in 1969 under the auspices of the National Erectors Association, the organization originally served as the voice for union steel erector companies. Over the years, however, the need became apparent for a single national organization to represent all industrial maintenance and construction companies that realize the value of the union workforce, and soon other non-steel erection contractors would join up as well. In recognition of this newfound diversity, in 2007 the association changed its name to The Association of Union Constructors.