



# THAT® CONFERENCE

2023 Wisconsin Sponsorship Handbook

KALAHARI RESORT, WISCONSIN DELLS, WI  
July 24th – 27th, 2023

v.23.2.6

# 2023

# THANK YOU

## We can't do this without YOU!

The past few years have been a challenge—a challenge for everyone across the globe. Most events just hit the pause button, some tried to go online, and others closed their doors. We leaned in, created a brand new platform to support us better as we embark on our next decade.

Even after 11 years, we believe we're just getting started. Our goal remains the same, foster the best tech community connecting geeks and geeklings across the globe. You're a vital part of this, and we want to help you grow your business in ways we've yet imagined.

Your support makes THAT possible. It helps create a ticket affordable to all, and it helps us run the company. We couldn't do any of this without you.

**Thank you for making our 12<sup>th</sup> year possible.**



# 2023

# EVENT DETAILS

## Date

Monday, July 24 – Thursday, July 27, 2023

Workshops: Monday, July 24th

Main Event: Tuesday, July 25th – Thursday, July 27th

## Venue Address

Kalahari Resorts and Conventions

1305 Kalahari Drive

Wisconsin Dells, WI 53965

THAT Conference utilizes the entire 230,000 ft<sup>2</sup> of the Kalahari Convention Center

## Expected In-Person Attendance

- 125 Counselors
- 1000 Campers
- 250 Campmates and Geeklings
- 150 Sponsor and Partner Personnel

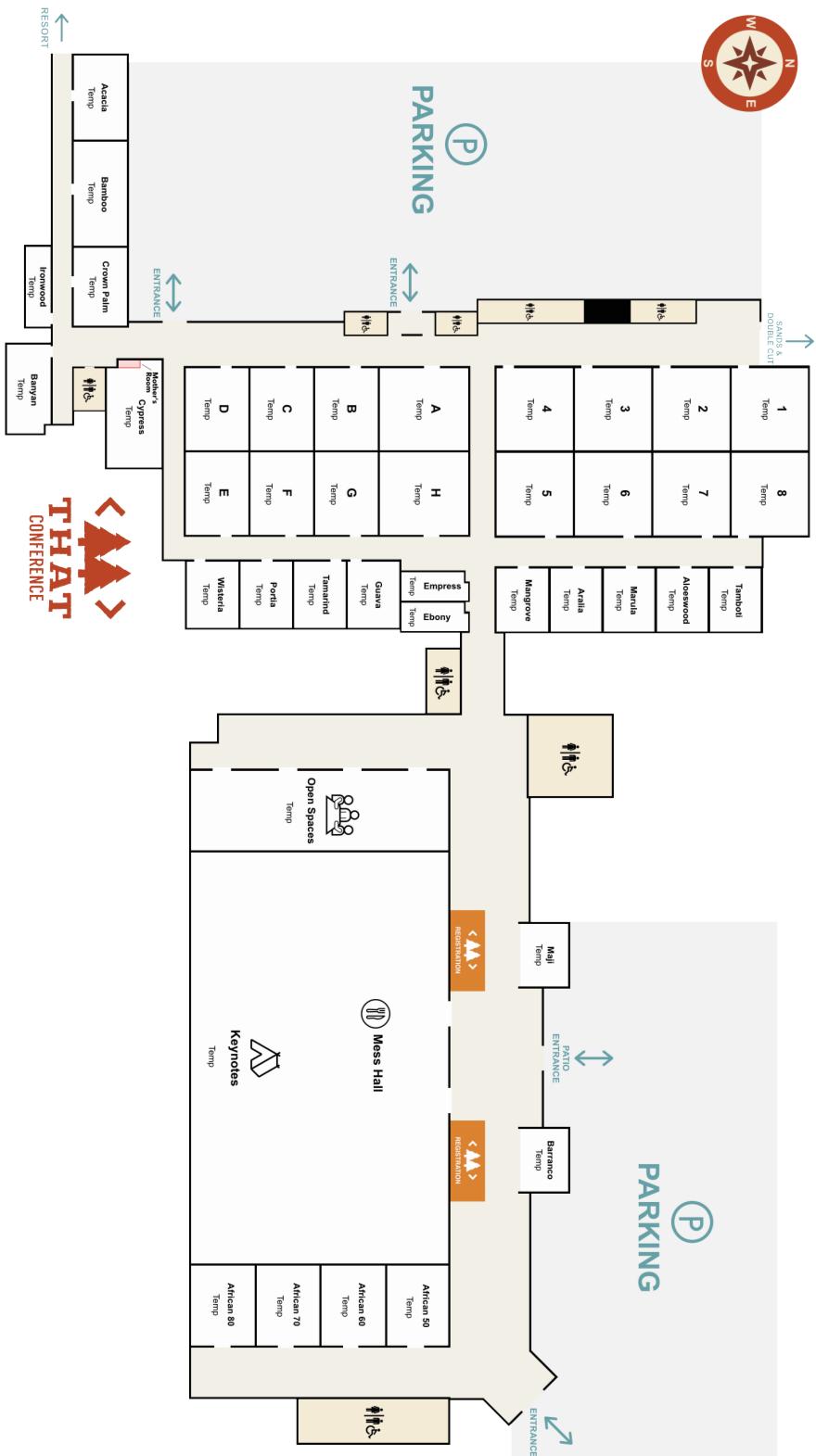


# 2023

# VENUE MAP

## Where am I?

All booths are located in the main atrium bordering the mess hall. Yes, right in the mix of it all. Your exact location will be determined when we arrive onsite.



# 2023

# SCHEDULE

## Sunday, July 23th

- Registration opens at 4:00 pm
- Sponsor Setup all day

## Monday, July 24th

- Registration opens at 6:00 am
- Workshops start at 8:00 am and run all day
- Sponsor Setup all day
- Sponsors Meeting at 3:00 pm
- Early Registration Meet and Greet, starts at 5:00 pm

## Main Schedule

<🌲>	TUES	WED	THUR
7:30-8:30	BREAKFAST	BREAKFAST	BREAKFAST
8:30-10:00	KEYNOTE	KEYNOTE	KEYNOTE
10:30-11:30	SESSIONS	SESSIONS	SESSIONS
11:30-1:00	LUNCH	LUNCH	LUNCH
1:00-2:00 2:30-3:30	SESSIONS	SESSIONS	SESSIONS
4:00-5:00	SESSIONS	SESSIONS	CLOSING REMARKS
5:30-????	HAPPY HOUR		
	7:00 PM GAME NIGHT		WATERPARK PARTY

# 2023

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# SPECIAL EVENTS

## Early Registration Meet and Greet

On Monday evening around 5 pm, early registration opens with a Meet and Greet along the main atrium. More than half of our attendees participate in early registration, so be there to get noticed early! We do have cash bars at this event, so if you're interested in sponsoring drink tickets, let us know so we can coordinate with the Kalahari. We have found that having your brand on a drink ticket really sets you apart as a sponsor. This event is a big success every year, so we hope to see you there.

## Happy Hour

Our Happy Hour is held on Tuesday evening at 5:30 pm along the main atrium and within the Mess Hall. This networking event enables sponsors and attendees to engage in meaningful conversation while enjoying some drinks and appetizers.

## Game Night

On Tuesday night, after Happy Hour, our Mess Hall transforms into a gaming arena. A large selection of board and electronic games are provided for all attendees, sponsors, and families to participate.

## Waterpark Party (and Cabana Rental)

It's no secret that the water park party is one of the major highlights of the entire conference. We have the entire water park at our disposal starting at 9:30 pm, and if you get a cabana, you can entertain conference guests and have their undivided attention. Cabana rental for the evening is only \$600. The kitchens will be closed at the time of the party, arrangements for Cabana catering must be made directly with the Kalahari prior the event.

# 2023 TICKETS



## Claim Your Tickets

If your sponsorship includes attendee tickets, it's time to get them registered. First you need to create an account *and* profile on that.us <https://that.us/signup>. Once your **profile** is created tell us your profile email address and we will create an order for you.

## How To Assign Your Tickets

Once your order is created head over to <https://that.us/my/settings/order-history/>. It's there you will see a list of orders with your unassigned tickets. Transferring is easy, just enter a valid that.us account email address and click transfer.

Order #	Purchased On	Recipient Email	Action
UITIDrknrQDWazyKha3S	Monday July 12, 2021 - 4:20 PM	E.g. hello@that.us	Transfer Ticket
MIYIYmpN0g2V3HLHNICJ	Monday July 12, 2021 - 1:46 PM		

Once transferred, that Camper will receive an email with further instructions on how to enroll and register for the event. Their event ticket will be listed under their profile at <https://that.us/my/settings/tickets/>.

# 2023

# ATTENDEE BAGS

## Attendee Bag Inserts

We love when sponsors include giveaways or information in our attendee swag bags! This is your opportunity to get something into the hands of every attendee and get their attention before they make it to a single session! Swag bag items can be as simple as a flyer, but you can also give away small gifts. We welcome creative ideas!

One caveat, to be included, items have to be received at the Kalahari by Friday July 21st. Please note the attendee bags are packed Saturday morning leading into the event.

It is important to tag your swag bag items differently than other items you may ship so we know what's to go in the bags and what's not.

### Ship Swag Bag Items Directly to the Kalahari

Kalahari Resorts  
C/O THAT Conference - [Company Name] Bag Inserts  
1305 Kalahari Drive  
Wisconsin Dells, WI 53965



# 2023

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## Bulky Items

We've heard in past years that toting stuff to the Kalahari can be a bit tedious. If you would like to ship anything to the Kalahari ahead of time, they do have a service that will accept and hold your package(s) until you arrive. Your online resource at <https://sponsor.that.us>, contains the Kalahari Convention Center Shipping & Receiving form, which outlines the cost and times the service is available. When you arrive at the Kalahari go to the business center in the convention center to pick up your package(s).

## Check-in and Setup

Upon arrival head over to the main atrium and find the sign Partner Check-In. That's where you will receive your badge(s) and any necessary items. All sponsor tables will have the sponsor's name listed on them. If you can't find yours, please ask.

## Sponsors Meeting

On Monday, from 3:00 pm - 4:00 pm in the Open Spaces room, we will be holding a sponsor meeting. This is our opportunity to meet one another, discuss the event, answer any questions, get to meet some of the other sponsors, and get things kicked off before the Meet & Greet Monday evening. This isn't required, so if you won't be able to make it, not a problem, just reach out to someone wearing a THAT Conference organizer shirt if you have additional questions.

## I Need Help!

As you have questions we are always available. Shoot us an email to [Partners@THATConference.com](mailto:Partners@THATConference.com), or hit up any crew member onsite. We are all more than happy to help and are excited to have you as part of THAT!

Because email gets a bit backlogged during the conference you can also **text** Clark Sell at **847-921-7467**.

# 2023

# YOUR BOOTH

## Booth Layout

Included in your sponsorship is a 120V electrical hookup and 1 standard table 8' x 30" with two chairs. Tables are draped in black cloth and set on carpeting. But we know that sometimes you need a little extra to be comfortable, or effective, or just amazing! Use the Kalahari's service order form, found at <https://sponsor.that.us/>, to request additional amenities directly from the Kalahari.

## Your Location

All booths are located in the main atrium bordering the mess hall. Yes, right in the mix of it all. Your exact location will be determined when we arrive onsite and the sponsor placeholders found on the booth tables.

## Booth Security

During non-conference hours, we have Kalahari security working the convention center from 8 p.m. – 7 a.m. on Monday, Tuesday, and Wednesday nights. We encourage you to lock up anything of value, though, whenever your booth is unattended. All property remains the responsibility of the sponsor. THAT Conference and the Kalahari will not be responsible for anything that happens to items at your booth.



# 2023

# BOOTH STAFFING

## Staffing Guidelines

We do things a bit differently at THAT Conference, and that includes our sponsors representing themselves well. Between each session slot, we've allotted 30 minutes. This time has been set aside intentionally to let people network and visit sponsor tables. We feel the face-to-face hallway conversations are just as important as the sessions. You're not required to work your booth at any particular time, but we urge you to maintain a presence not only through the hallway sessions but also until the closing ceremonies, on Thursday, to represent your brand well.

We highly encourage having your booth completely set up and staffed before the registration Meet and Greet on Monday night, as a large portion of our attendees come through early registration. Even if you can't staff your booth, please mingle in with the crowd and have meaningful conversations!

For booth teardown, we expect sponsor booths to stay up and active through the last session of THAT Conference, which means waiting to tear down until later Thursday afternoon.



# 2023

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# SPOTLIGHT PAGE

## Your Home On THAT

You're more than a logo. On <https://that.us> we want to better represent you and your intentions at THAT. We call this the Partner Spotlight page and it's found at your unique address on [that.us](https://that.us). In the case of Clark's & Carrie's company, Unspecified, it's <https://that.us/partners/unspecified>.

Your logo is displayed in a variety of places on THAT.us.

When you're an active sponsor your logo will appear on:

- The partners page <http://that.us/partners>
- The event partners page <https://that.us/events/wi/2023/partners>
- The past partners page <https://that.us/partners/past>

Depending on your sponsorship level it may also appear in other places and the page itself might display different information such as job listings.

## Setting Up Your Spotlight Page

Right now, this is the responsibility of THAT to update Spotlight pages, as we do not have the administration pages built. You will be contacted separately with what we might need for that. If you have questions or update now, as always, reach out to [partners@thatconference.com](mailto:partners@thatconference.com).

These sections are available on Spotlight pages:

- Client logo
- Client name
- Website link
- About text
- List of your goals at THAT Conference
- Social media links (LinkedIn, GitHub, YouTube, Instagram, Facebook, Twitter)
- Team members who are attending or working your booth
- Call to Action statement with link.
- Job openings

# 2023

# LEAD GENERATION

## Exchanging Information

We've devised a unique system for sharing contact information between sponsors and attendees. Our goal with this system is full transparency for everyone involved.

When someone registers at an event they are provided a unique 4-digit pin. When they visit your booth you enter this pin, along with any notes to save them as a contact.

This exchange is two-way. When you enter their pin, you get their information, and the contact gets your information as well, so they know who they spoke with. The contact will not see your notes, only your name, email address and other [opted-in data](#).

There are no collection devices, this is all done though THAT.us. You're able to use your own phone, tablet, computer, etc.

## Setup

We will need to know who will be working your booth so they can be given access to enter pins on your company's behalf. These people must have a THAT profile. Please provide us with profile's email addresses so we can add them to your company. In addition if their profile is public we can add them to your spotlight page too.

Provide us an optional Call to Action statement. This statement will be included in the email sent to the person you just added as a contact.

To see and adjust what is shared head to your shared profile settings accessible through the menu under your avatar or <https://that.us/my/profiles/shared/>.

# Example Email Shared w/ Contact

When a contact is added they receive the contact information of the person who entered the pin, the person they were interacting with. And example of that email:

Hello,

You just grew your network by one. You and Clark Sell are now connected.

Thank you for stopping by and meeting Unspecified. You can learn more about Unspecified at <https://unspecified.io/>.

Are you considering Svelte, or GraphQL for your next project? Let us help!

You can view all of your connections at <https://that.us/my/network/sponsors>.

Cheers,

THAT

## Retrieving Your Contacts

You can review and download contacts from, <https://that.us/partners/my-network/>

## Link Summary

These and other links on the Sponsor Resource Page at <https://sponsor.that.us>!

- Edit shared profile: <https://that.us/my/profiles/shared/>
- Lead generation (at bottom): <https://sponsor.that.us>
- Lead results: <https://that.us/partners/my-network/>
- Sponsor who've scanned you: <https://that.us/my/network/sponsors>



# 2023

# GIVEAWAYS

## Raffle Items

Take advantage of the raffle during the well-attended closing ceremony on Thursday. If you plan to raffle any items, please let us know.

To create more excitement and exposure, we can highlight any raffles or giveaways prior to the start of THAT Conference or during the keynotes.

## How does this work?

You're allowed to run your raffle how you choose. New this year, during the closing, you have the opportunity to take the stage, introduce yourself and announce your winner(s).



# 2023

# MEDIA & SOCIALS

## Social Media

We know you want to reach more people and have your brand recognized in the marketplace. We know you are always looking for ways to show your support the development community. Take a few minutes to Facebook, Twitter, or Instagram your support for THAT Conference and let your followers know about your sponsorship! Don't forget to tag us when you post!

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- The Logo must stand alone. A minimum amount of clear space is needed on all sides. The minimum clear space is equivalent to the height of the logo.
- The integrity of all elements of the Logo must be maintained. For example, the type and trademark notations must be readable; in no event may the Logo appear so small that these conditions are not met.

If you're interested in using our logos just talk to us and let us know your plans. We can then make sure you have the correct assets needed to correctly represent our trademarks and copyrights.