



# Partnership Opportunities

February 1 - 4, 2026 | Sandusky, Ohio

## What is OPRA?

Ohio Parks and Recreation Association (OPRA) is a nonprofit, public interest organization representing over 2,500 professionals and citizen board members striving to provide quality park and recreational facilities and opportunities for all Ohioans while protecting and preserving Ohio's natural resources.

OPRA is directed by a board, executive director, and administrative staff whose primary goal is to connect all those involved in the cause of public parks and recreation. Our members include public parks and recreation agencies, citizen volunteers, and the professionals serving them, allied professionals, contractors, and the exhibitors who support their efforts. OPRA convenes for its annual Conference each winter, where it offers educational and networking opportunities for parks and recreation professionals.

## Why become a Conference Partner?

- Attended by nearly 1,700 parks and recreation professionals, citizen advocates, and industry suppliers last year – endless networking opportunities
- Best chance to secure booth in sold-out Trade Show
- Companies that are engaged in partnership and pre-show promotions can increase booth traffic by more than 35%
- Of those Conference attendees responding to our survey 96% are parks and recreation professionals
- 75% of attendees have operating budgets in excess of \$1 million
- 87% of attendees have purchasing power in their organization – meet and influence decision makers throughout Conference
- 95% of attendees spend time on the show room floor – high visibility for marketing products and services

## Presenting Partner | \$22,500

- Presented by naming rights for the 2026 OPRA Conference & Trade Show, which includes one presented by banner (provided by OPRA), cover page recognition on the Conference brochure, and placement of company name on all promotional materials.
- One resort suite for 3 nights.
- Company to choose one of the following options:
  - Two items from Box 3
  - Three items from Box 2
  - Five items from Box 1
  - Any mix suggested by OPRA staff
- Verbal recognition at major events.
- Banner (provided by company) at partnered event.
- Provide six exhibit booths in the trade show; additional booths can be purchased for the discounted rate of \$450 if inventory is available.
- Provide space for a full page color ad in the Conference brochure.
- Provide a one year OPRA corporate membership to company.
- Two posts on the OPRA Facebook Page.
- Provide a \$1,500 credit to be used for the 2026 OPRA Foundation Golf Outing.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.

For more information:

Celia Thornton, 2026 OPRA Conference Partnership Chair  
614-781-3530 | [celia.thornton@worthington.org](mailto:celia.thornton@worthington.org)

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### Diamond Partner | \$12,500

- Company to choose one of the following options:
  - One item from Box 3 and one item from Box 1
  - Two items from Box 2
- Recognition at partnered event.
- Banner (provided by company) at partnered event.
- Provide four exhibit booths in the trade show; additional booths can be purchased for the discounted rate of \$550 if inventory is available.
- Provide space for a full page color ad in the Conference brochure.
- Provide a one year OPRA corporate membership to company.
- Provide a \$500 credit to be used for the 2026 OPRA Foundation Golf Outing.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.

### Platinum Partner | \$9,000

- Company to choose one of the following options:
  - One item from Box 3
  - One item from Box 1 and one item from Box 2
- Recognition at partnered event.
- Banner (provided by company) at partnered event.
- Provide three exhibit booths in the trade show; additional booths can be purchased for the discounted rate of \$550 if inventory is available.
- Provide space for a half page color ad in the Conference brochure.
- Provide a one year OPRA corporate membership to company.
- Provide a hole sponsorship for the 2026 OPRA Foundation Golf Outing.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.

### Gold Partner | \$6,000

- Company to choose one of the following options:
  - One item from Box 2
  - Two items from Box 1 for an additional \$1000
- Recognition at partnered event.
- Banner (provided by company) at partnered event.
- Provide two exhibit booths in the trade show; additional booths can be purchased for the discounted rate of \$650 if inventory is available.
- Provide space for a half page color ad in the Conference brochure.
- Provide a one year OPRA corporate membership to company.
- Provide a hole sponsorship for the 2026 OPRA Foundation Golf Outing.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.



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### Silver Partner | \$4,000

- Company to choose one item from Box 1.
- Recognition at partnered event.
- Provide one exhibit booth in the trade show; additional booths can be purchased for the discounted rate of \$650 if inventory is available.
- Provide space for a quarter page color ad in the Conference brochure.
- Provide a one year OPRA corporate membership to company.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.

### Bronze Partner | \$2,000

- Provide a one year OPRA corporate membership to company.
- Offer discounted booth space for \$750 if inventory is available.
- Provide admission to education sessions and networking events for one person.
- Place organization's logo on the Conference partnership page with a link to the company's website, on the partnership page of the Conference brochure, and on any printed and/or digital signage listing Conference partners.
- Send an excel file of all Conference attendees for follow-up marketing.



### Box 1

- Awards Networking Reception
- Coffee Station (2/0/3)
- Education Session Time Slot (2/3/8)
- Hotel Remote Check-In
- Networking Pop (0/0/3)
- Professional Head Shots
- Registration Area
- Small Agency Forum (0/1/2)
- Sunday Networking Table (7/5/12)

#### KEY

Red - Sold

Blue - Verbal Agreement or 2025 First Right of Refusal

Black - Available (confirm availability with OPRA)

### Box 2

- App
- Bag
- Conference Gift
- Lanyard
- Monday Hut Hop Networking EventHut (4/0/4)
- Monday Lunch
- Name Badge
- Networking Cup
- Pen
- Tuesday Lunch

### Box 3

- Awards Dinner Presenting Partner
- Awards Dinner Production
- Closing Keynote Speaker
- Mocktails
- Monday Hut Hop Networking Event – Baobab
- Monday Hut Hop Networking Event – Indigo Bay
- Opening Keynote Speaker
- Sunday Night Networking Event Game Partner
- Sunday Night Networking Event Presenting Partner
- Tuesday Night After Awards Networking Partner

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## OPRA PARTNERSHIP ITEM DESCRIPTIONS | BOX 1

**Awards Networking Reception:** Sponsorship of the informal gathering 1 hour prior to the Awards Ceremony that takes place in the South Pathway. Sponsorship includes a sign with your logo displayed on the cash bars.

**Coffee Station:** Sponsorship of the 3 coffee stations set up around the Convention Center. Sponsorship includes a sign with your logo and information in the app and digital brochure. (Three opportunities available: Monday, Tuesday, and Wednesday. The first organization to sign an agreement gets first pick of days.)

**Education Session Time Slot:** Sponsorship of the education session time slots each day. Sponsorship includes verbal recognition in each session, a digital sign with your logo and information in the app and digital brochure. (Eight time slots available. The first organization to sign an agreement gets first pick of time slots.)

Monday 8:30am – 9:45am | 2:30pm – 3:45pm | 4:00pm – 5:15pm

Tuesday 8:30am – 9:45am | 1:00pm – 2:30pm | 2:45pm – 4:15pm

Wednesday 8:30am – 9:45am | 10:15am – 11:30am

**Hotel Remote Check-In:** Sponsorship includes a sign with your logo and information in the app and digital brochure.

**Networking Pop:** Sponsorship of fountain pop at one of the three networking events. Sponsorship includes a sign with your logo and information in the app and digital brochure. (Three opportunities available: Sunday, Monday, and Tuesday. The first organization to sign an agreement gets first pick of days.)

**Professional Head Shots:** Sponsorship includes a sign with your logo and information in the app and digital brochure.

**Registration Area:** Sponsorship includes a sign with your logo and information in the app and digital brochure.

**Small Agency Forum (0/1/2):** Sponsorship of the Sunday Small Agency Forum (SAF) that takes place from 10:00am – 4:00pm. Sponsorship consists of your logo on the PPT and announced at the opening of SAF and all marketing materials and communication prior.

**Sunday Networking Table (7/5/12):** Sponsorship of one of the tables at the Sunday Networking Event. Sponsorship includes one keg, a sign with your logo, and an 8ft table to hand out your swag and marketing materials.

## **OPRA PARTNERSHIP ITEM DESCRIPTIONS | BOX 2**

**App:** Sponsorship of the Conference App. Sponsorship includes your logo in the app and information in the digital brochure.

**Bag:** Sponsorship of the Conference Bag. Sponsorship includes your logo on the bag and information in the app and digital brochure.

**Conference Gift:** Sponsorship of the Conference Gift. Sponsorship includes your logo on the gift and information in the app and digital brochure.

**Lanyard:** Sponsorship of the Conference Lanyard. Sponsorship includes your name or logo on the lanyards and information in the app and digital brochure.

**Monday Hut Hop Networking Event Hut (4/0/4):** Sponsorship of one of the four huts at Monday Night's Networking Event. Sponsorship includes your logo on a screen in the hut and information in the app and digital brochure. Food and two kegs are included in partnership. Entertainment provided by host company.

**Monday Lunch:** Sponsorship of the Monday Lunch in the exhibit hall. Sponsorship includes your logo on a sign and information in the app and digital brochure.

**Name Badge:** Sponsorship of the Conference Badge. Sponsorship includes your logo on the badge and information in the app and digital brochure.

**Networking Cup (22ounce):** Sponsorship of the Conference Reusable Plastic Cup. Sponsorship includes your logo on the cup and information in the app and digital brochure.

**Pen:** Sponsorship of the Conference Pen. Sponsorship includes your name or logo on the pen and information in the app and digital brochure.

**Tuesday Lunch:** Sponsorship of the Tuesday Lunch in the exhibit hall. Sponsorship includes your logo on a sign and information in the app and digital brochure.

## OPRA PARTNERSHIP ITEM DESCRIPTIONS | BOX 3

**Awards Dinner Presenting Partner:** Sponsorship of the Awards Dinner. Logo is included in the presentation and sponsorship is recognized and has the opportunity to speak at the event.

**Awards Dinner Production:** Sponsorship of the background and special effects for the Awards Dinner.

**Closing Keynote Speaker:** Sponsorship of the Closing Keynote Speaker. Logo is included in the presentation and sponsorship is recognized. Opportunity for company to introduce speaker from stage.

**Mocktails:** Sponsorship of the signature mocktail at all three networking events. Sponsorship includes a sign with your logo and information in the app and digital brochure.

**Monday Hut Hop Networking Event – Baobab:** Sponsorship of the Baobab area. Logo is on screen in room. Food and two kegs are included in partnership. Entertainment provided by host company.

**Monday Hut Hop Networking Event – Indigo Bay:** Sponsorship of Indigo Bay. Logo is on screen in room. Dessert and two kegs are included in partnership. Quiet/low-key entertainment provided by host company.

**Opening Keynote Speaker:** Sponsorship of the Opening Keynote Speaker. Logo is included in the presentation and sponsorship is recognized. Opportunity for company to introduce speaker from stage.

**Sunday Night Networking Event Game Partner:** Partner provides the games for the Sunday Night Event. Logo is included on the screen in room.

**Sunday Night Networking Event Presenting Partner:** Presenting Partner of the Sunday Night Event. Logo is included on the screen in room.

**Tuesday Night After Awards Networking Partner:** Sponsorship of the DJ/Dance Room, Game Room, and Quiet Room. Sponsorship includes your logo on a sign and information in the app and digital brochure. Four kegs are included in partnership.