



AOE PORTFOLIO

FUNDRAISING AND SPONSORSHIP PROGRAMS

ABOUT AOE



With roots dating back to the early 1990s, Advancing Organizational Excellence (AOE) is an association management, event planning and marketing consulting firm with unique expertise in the design and construction industry.

Our 80-plus team members have experience in all aspects of business in this industry, ranging from strategic planning and operations to membership, marketing, certification, training, code advocacy and adoption and more.

AOE is committed to providing best-in-class services and putting our profits right back into the industries we serve. When you hire AOE, you invest in yourself, and you invest in your industry.

DRIVING GROWTH THROUGH STRATEGIC FUNDRAISING & SPONSORSHIP

Securing reliable and consistent funding is mandatory for the success of any nonprofit or trade association. At AOE, we understand that building a sustainable financial foundation requires more than just asking for donations. It takes strategic partnerships, innovative sponsorship programs and tailored fundraising campaigns that resonate with your target audience.

Our team has had decades of experience working with organizations in the design and construction sector to reach their fundraising goals. AOE helps organizations cultivate meaningful donor relationships, structure attractive corporate sponsorships and run dynamic events such as silent auctions or pledge drives. By aligning your mission with the motives of your supporters, AOE will assist you in driving long-term growth and ensure your critical initiatives thrive.

The following portfolio highlights our proven approach to revenue generation for nonprofit organizations. Explore these case studies to see how AOE has successfully partnered with leading trade associations and industry foundations to elevate their funding efforts, engage their communities and secure their future.

CLIENTS FEATURED IN THIS PORTFOLIO

- [American Concrete Pavement Association Foundation \(ACPAF\)](#)
- [Concrete Foundations Association](#)
- [Post-Tensioning Institute](#)



American Concrete Pavement Association Foundation (ACPAF)



Building industry foundations through strategic fundraising.

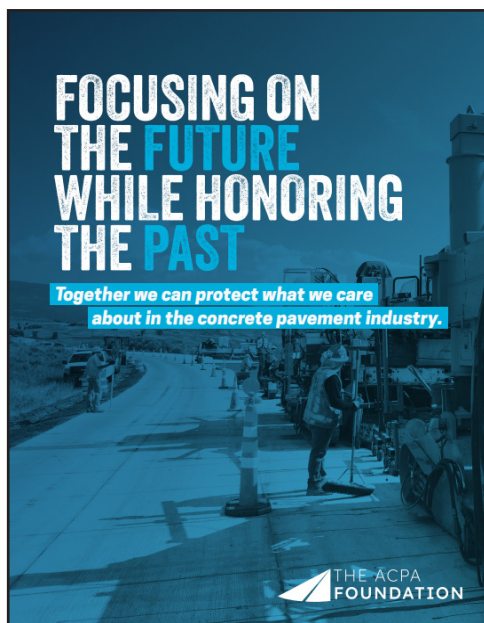
THE CLIENT

The ACPA Foundation exists to ensure the longevity, innovation, and sustainability of the concrete pavement industry by mentoring emerging leaders, advancing research, fostering education, and building strategic partnerships. AOE manages many aspects of foundation operations including marketing, donor relations, administering grant programs and planning fundraising events.

THE CHALLENGE

To fund their leadership development, research and educational programs, the Foundation needed a robust financial strategy. These projects require a dedicated team to manage complex fundraising activities without burdening their internal staff. The primary goal was to connect with industry leaders to secure reliable funding for the future.

In 2024, AOE partnered with the American Concrete Pavement Association (ACPA) Foundation to manage its re-launch, laying the groundwork for new levels of industry impact. From the start, we guided the Foundation through every stage of its renewed fundraising strategy, expanding programs and engagement each year. Our efforts focused on securing major pledges, coordinating impactful silent auctions, and building targeted outreach to donors and partners. During the 2024-2025 period, the AOE Team helped the Foundation secure more than \$200,000 in pledges and funding, directly supporting new research, mentorship, and education goals.



American Concrete Pavement Association Foundation (ACPAF)



THE SOLUTION

The AOE Team worked with the ACPA Foundation board of directors to tailor a fundraising strategy specifically for their industry/audience. Our team manages the entire donor lifecycle to ensure maximum engagement and consistent growth.

Key elements of the approach include:

- Coordinating the annual silent auction by collaborating with over 30 organizations to secure a diverse range of prizes, fostering widespread industry engagement and healthy competition.
- Creating visually compelling graphics and comprehensive promotional kits for every auction package, equipping participating companies with tools to promote their donations and maximizing event visibility.
- Managing pledge drives to secure long-term financial commitments that support critical programs.
- Leading targeted donor outreach to build meaningful relationships with industry leaders.
- Executing recognition efforts that celebrate legacy giving and current contributions.
- Launching and coordinating an industry grant program, awarding over \$40,000 in 2025 to innovative educational and research projects.

Together we can honor the past, while promoting market share and growing the next generation of leaders.

Your unrestricted gift to the foundation will provide ACPA with the flexibility to act in the best interests of ACPA members by addressing the areas of greatest need within its mission.

To join the ACPA Foundation Leadership Giving Circle, please complete a pledge form at the giving levels below. If you are willing to include the ACPA Foundation within your estate planning or would like more information about the Sarah Bazezy Legacy Giving opportunities, please check the appropriate box on the pledge form. Corporate giving and individual giving are both gratefully accepted. All corporate and individual donors will be recognized online and in printed materials as members of their respective programs.

Donations are cumulative, bringing you closer to the prestigious platinum status with each contribution made.

THE ACPA FOUNDATION LEADERSHIP GIVING CIRCLE

Gift Amount	Level
\$10,000 and above	Platinum
\$5,000–\$9,999	Gold
\$2,500–\$4,999	Silver
\$1,000–\$2,499	Bronze
\$500–\$999	Friend
Up to \$499	Patron

HOW TO GIVE

Complete the pledge form and email it to drew.burns@aoeteam.com or mail to:

ACPA
Attn: Valerie Kilmet
9450 Bryn Mawr Ave., Suite 150
Rosemont, IL 60018

Questions? Contact Drew Burns at drew.burns@aoeteam.com

As a 501(c)(3) non-profit organization, donations to the Foundation are fully tax deductible.

It's critical to support young engineering talent. We need more problem-solvers supporting this industry!

Eric Farnabe, ACPA Senior Director of Technical Services

THE ACPA FOUNDATION

THE RESULTS

The dedicated outreach and campaigns developed by our team transformed the financial landscape for the ACPA Foundation. The goal was to make sure donors feel valued, understand our mission and are motivated to give.

- Secured more than \$200,000 in pledges and funding during 2024 and 2025.
- Launched and coordinated annual silent auction (~\$25,000 annually).
- Fundraising efforts led to over \$40,000 being awarded in 2025 toward innovative educational and research programs.
- Curated and maintained a donor database of over 350 current and potential donors.

By streamlining the fundraising process, we helped the ACPA Foundation secure vital funding for their educational, leadership development and research initiatives. Our tailored approach ensures donors see the true value of their contributions and feel connected to the future of the industry.

THE ACPA FOUNDATION **ACPA Foundation Ways to Give**

Special Donations

Instead of the traditional gifts for speakers at your next conference, celebrate them with an honorarium donation to the ACPA Foundation in their name. This approach not only recognizes the speaker's valuable contribution to your event but also amplifies the significance of giving positive change within the industry.

Reach out to Drew Burns at drew.burns@aoeteam.com for more information.

Become a Named Donor

Make your mark on the future of the concrete pavement industry by becoming a named donor of the ACPA Foundation. With a contribution of \$500 or more, your generosity will not only drive impactful initiatives like mentoring, education, and groundbreaking research but will also earn you recognition as a valued supporter of our mission.

Benefit of Becoming a Named Donor

- Your name will be proudly displayed on the ACPA Foundation website, showcasing your commitment to strengthening our industry.
- You'll receive special acknowledgment at the ACPA Annual Meeting, putting you at the forefront of our community of leaders and innovators.

Your contribution ensures the longevity and sustainability of the concrete pavement industry while honoring its legacy and fostering the next generation of talent and ideas. Together, we can pave the way forward.

Join us today as a named donor and secure a lasting legacy that leaves a strong foundation for years to come! Donate by using the QR code below, or filling out the donation form at the end of this packet and returning to drew.burns@aoeteam.com.

Sarah Bazezy Legacy Giving Program

Helped and named after foundation chair, Sarah Bazezy, who has dedicated her life to the ACPA Foundation. Through our acknowledgment and gratitude of your selfless efforts, you designate a portion of your assets as a charitable bequest or a purpose close to your heart. Foundation mission and creates legacy that will last for generations.

and two professionals for more information.

Language

The ACPA Foundation gratefully accepts donations in any language. Please contact Drew Burns at drew.burns@aoeteam.com for more information.

Contingent Gift Language

"I give and dedicate to the American Concrete Pavement Association (ACPA) Foundation, Inc. a sum of \$10,000 (Ten Thousand Dollars) to be used for the purpose of the foundation's mission and to be held in perpetuity for the benefit of the concrete pavement industry. This donation is contingent upon the completion of the foundation's mission and to be held in perpetuity for the benefit of the concrete pavement industry."

ACPA Foundation Ways to Give

If you desire to include the ACPA Foundation in your estate planning efforts, please notify the Foundation by contacting Drew Burns at drew.burns@aoeteam.com.

A bequest of any size will help to leave a lasting legacy to advance the mission of the ACPA Foundation and pave the way for the future of the concrete pavement industry. Through an acknowledgment and gratitude of these exceptional people, we hope that their generosity will inspire others.

If you have additional questions, please contact Drew Burns at drew.burns@aoeteam.com.



Concrete Foundations Association



THE CLIENT

The Concrete Foundations Association (CFA) was formed in 1975 to serve the interests of poured wall contractors. As an international nonprofit trade association with a diverse membership spread throughout the United States and Canada, CFA maintains a network that permits individuals with needs and interests to seek advice and professional experience while curating forums where contractors exchange ideas and gain insight for technological and practice advancements. The association is managed by AOE.



AOE partnered with the Concrete Foundations Association (CFA) to elevate the sponsorship program for their annual event, CFACON. We focused on delivering high-visibility exposure, direct access to decision-makers and meaningful engagement for industry suppliers. Our targeted sales approach resulted in increased funding, stronger relationships and a high percentage of sponsor retention.

THE CHALLENGE

Sponsorship funding is vital for CFACON, which serves as the largest annual gathering for the cast-in-place concrete industry. CFA wanted to provide their network of commercial foundation contractors, residential foundation contractors and designers opportunities to engage with CFA members. To achieve this, our team worked to sell sponsorships, manage corporate outreach and ensure partners received a strong return on their investment.



Concrete Foundations Association



THE SOLUTION

AOE developed a strategic sales plan to connect industry suppliers with key decision-makers at CFACON. Our team managed the entire sponsorship sales cycle. We highlighted the unique value of the event's three days of education, exhibits and networking sessions.

Key elements of our approach included:

- Securing sponsors for high-impact networking events like the kick-off reception, awards luncheon and guest social.
- Selling prime exhibition spaces to manufacturers and equipment suppliers.
- Creating custom sponsorship packages that aligned with partner marketing goals.
- Managing all corporate outreach, relationship building and sponsor recognition logistics.

THE RESULTS

Our dedicated outreach transformed the sponsorship landscape for CFACON. Sponsors gained prime visibility among leading concrete professionals. The CFA secured the financial backing needed to deliver an exceptional convention experience.

- A 15% increase in the number of sponsorships sold in 2025.
- On average, over 50% of eligible members sponsor CFA events.

By driving sponsorship sales for CFACON, we helped the Concrete Foundations Association fund crucial industry education and networking initiatives. Our targeted approach provided clear value to sponsors and strengthened the entire cast-in-place concrete community.



Post-Tensioning Institute



Maximizing industry engagement through strategic sponsorships and partner program.

THE CLIENT

The Post-Tensioning Institute (PTI) is recognized as the world-wide authority on post-tensioning and is dedicated to expanding post-tensioning applications through marketing, education, research, teamwork and code development. The association is managed by AOE.

THE CHALLENGE

The Post-Tensioning Institute (PTI) sought a comprehensive approach to connecting its members with the largest post-tensioning industry players. A sponsorship partner program was identified as a key way to maximize the value of their events, print publications and educational programs. With a stated goal of providing visibility for suppliers and other member categories, the program also was needed to generate non-dues revenue. However, PTI needed a mechanism to manage outreach, logistics and sponsor recognition without overwhelming their internal staff.



Post-Tensioning Institute



THE SOLUTION

AOE and PTI staff, with input from governance, developed and currently manage a multi-tiered sponsorship program that includes high-profile events, certification weeks and exclusive VIP receptions. Our team packaged unique opportunities across several major platforms to ensure maximum exposure. AOE managed the entire process from initial outreach to final execution. This strategic alignment enhances brand visibility for sponsors and drives significant revenue growth for the institute.

Key elements of the project included:

- Managing the World of Concrete VIP reception to connect sponsors with top decision-makers.
- Securing tabletop displays, branded apparel and signage for regional Certification Weeks across the country.
- Coordinating major event sponsorships for the annual PTI Convention, Committee Days and monthly Academy webinars.
- Streamlining advertising sales for the annual Membership Directory and the biannual PTI JOURNAL.

THE RESULTS

The AOE Team is dedicated to connecting experts in post-tensioned and prestressed concrete design and construction, while driving revenue growth for the organization.

- Average number of sponsorships sold annually: 125+
- PTI's 2025 research mixer saw a 21% increase in sponsorship sales over 2024.

By streamlining the sponsorship process, the AOE team helped PTI secure vital funding for their educational, technical and research initiatives. Our tailored approach ensured sponsors saw a strong return on their investment. Together, we are building lasting partnerships that will support the post-tensioning industry for years to come.

2026 Partner Program
(Form Updated: June 2026)

The Post-Tensioning Institute (PTI) offers a unique opportunity to meet your marketing, outreach, and engagement objectives by connecting you with the largest post-tensioning PTI industry audience. Through event participation, sponsorship, and print advertising, you can effectively showcase your brand and marketing messages to key industry players.

World of Concrete
World of Concrete (WOC) is a premier annual international event for concrete and structural professionals, showcasing the latest in equipment, products, training, and technologies that enhance safety, efficiency, and high-quality products.

The institute will be exhibiting in booth N302 located in the North Hall of the Las Vegas Convention Center. PTI will also be hosting a VIP Reception for influential industry leaders. Attendees will enjoy an open bar, hors d'oeuvres, and networking with top decision-makers. Event space not available, you can still connect with key industry figures by sponsoring PTI's VIP Reception.

Please note that sponsorship is exclusive to PTI Members.

Sponsorship	Major Sponsor	Supporting to
Member Pricing	No Longer Available	No Longer Available
Sponsor Recognition	No Longer Available	No Longer Available

Certification Weeks
Certification Weeks offer specialized training and certification workshops for field personnel involved in post-tensioning PTI operations, including students, inspectors, and engineers, across all United States cities.

Visit our 100+ locations offering in 2026 and even more anticipated in 2028. PTI Certification Weeks provide ample opportunities to connect with industry professionals through our sponsorships.

Please note that sponsorship is exclusive to PTI Members.

Sponsorship	Certification Week	Spots Available
Tabletop Display	Week 1: Las Vegas, NV	No Longer Available
	Week 2: Phoenix, AZ	No Longer Available
	Week 3: Nashville, TN	No Longer Available
	Week 4: Phoenix, AZ	No Longer Available
	Week 5: Dallas, TX	No Longer Available
	Week 6: Denver, CO	No Longer Available
	Week 7: Las Vegas, NV	No Longer Available
	Week 8: Austin, TX	No Longer Available

PTI Certification Week
Your company logo will be proudly displayed on PTI's Certification Week materials that will be distributed to all attendees.

PTI Calculators
Your company logo will be prominently displayed on the cover of the Certification Week Directory during each PTI Certification Week.

No Longer Available

www.post-tensioning.org/partnership

Convention
PTI Convention brings together over 200 industry professionals, including engineers, contractors, researchers, design engineers, government employees, educators, and students. This event features product demonstrations, technical sessions, and networking opportunities through local events like the PTI Welcome Reception, PTI Awards Dinner, and the PTI Research Mixer.

There's an opportunity and price point for everyone. Don't miss your chance to be part of this significant event.

2026 PTI Convention
May 6-7, 2026
Long Beach, California, USA

Sponsorship	Sponsorship Level	Spots Available
Welcome Reception	Major Sponsor	No Longer Available
	Supporting Sponsor	No Longer Available
Awards Dinner	Major Sponsor	No Longer Available
	Supporting Sponsor	No Longer Available
Research Mixer	Major Sponsor	No Longer Available
	Supporting Sponsor	No Longer Available
Breakfast	Thursday	No Longer Available
	Wednesday	No Longer Available
	Thursday	No Longer Available
Lunch	Thursday	No Longer Available
	Wednesday	No Longer Available
	Thursday	No Longer Available
Coffee Break	Thursday	No Longer Available
	Wednesday	No Longer Available
	Thursday	No Longer Available
Exhibitor Booth	10x10	No Longer Available
	10x10	No Longer Available
Technical Sessions	Session 1: Topic to be determined	No Longer Available
	Session 2: Topic to be determined	No Longer Available
	Session 3: Topic to be determined	No Longer Available
	Session 4: Topic to be determined	No Longer Available
Convention Luncheon with Company Logo	No Longer Available	No Longer Available
Convention Network with Company Logo	No Longer Available	No Longer Available
Convention Folders with Company Logo	No Longer Available	No Longer Available

www.post-tensioning.org/partnership

2026 PTI Post-Tensioning Convention
May 6-7, 2026
Westin Long Beach Hotel
Long Beach, California, USA

Please Note: Please refer to the color key below to view booth locations. All reservations are on a first-come, first-served basis.

Size: 10x10 Booth, 10x10 Booth

Cost: \$3,250, \$8,150

Benefits: 2 Complimentary, 6 Complimentary

What's Included: PTI T-Shirt, (2) Chair, (1) Table, (1) Signage

Open to: Exhibit Below

Open to: Exhibit Below

www.post-tensioning.org/partnership

Committee Days
Committee Days draw the most active and influential professionals who establish industry standards and lead innovation. The 2025 event achieved record attendance with over 100 participants, including suppliers, contractors and educators. Attendance is anticipated to increase with the 2026 event set in San Antonio, Texas, USA.

PTI is offering five partnership opportunities for 2026, which include sponsorship for meals, coffee breaks, the President's Reception, and badge targets featuring company logos.

2026 PTI Committee Days
September 30 - October 2, 2026
San Antonio, Texas, USA

Sponsorship	Sponsorship Level	Spots Available	Member Price
Welcome Reception	Major Sponsor	No Longer Available	\$1,000
	Supporting Sponsor	1	\$1,500
President's Reception	Major Sponsor	No Longer Available	\$1,000
	Supporting Sponsor	1	\$1,500
Lunch	Thursday	1	\$1,000
	Friday	2	\$1,000
Coffee Break	Wednesday	No Longer Available	\$750
	Thursday	2	\$750
Convention Luncheon with Company Logo	No Longer Available	1	\$1,250
Convention Network with Company Logo	No Longer Available	1	\$1,250
Convention Folders with Company Logo	No Longer Available	1	\$1,250

www.post-tensioning.org/partnership





AOE: AN INDUSTRY PARTNER FOR SUSTAINABLE GROWTH

Building a financially secure future requires more than just good intentions. It demands strategic vision, dedicated resources and strong industry partnerships. Throughout this portfolio, we have highlighted how AOE helps nonprofits and trade associations achieve exceptional growth. Our tailored approach ensures your organization can fund its core mission, expand educational programs and deliver unmatched value to your members and donors.

NEXT STEPS

Your organization deserves a financial strategy that matches the ambition of your mission. We have the experience, industry connections and dedicated personnel to elevate your fundraising efforts. Partner with AOE to transform your sponsorship program into a reliable engine for growth. Let us help you secure the funding you need to lead your industry forward. [Reach out to our team](#) to discuss how we can build a customized financial strategy for your association.

You can reach the AOE Team via email, our website or by phone:



info@aoeteam.com



aoeteam.com



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You can also find us at:

[Facebook](#)

[LinkedIn](#)

[Instagram](#)

[YouTube](#)

[Spotify](#)

