

21ST ANNUAL

BIW

INNOVATOR
AWARDS

**SPONSORSHIP
OPPORTUNITY
GUIDE**

TUESDAY, NOVEMBER 8, 2022
MANHATTAN BEACH, CALIFORNIA

BEAUTYINDUSTRYWEST.ORG

THE BEAUTY INDUSTRY WEST INNOVATOR AWARDS ARE PRESENTED TO HONOREES FOR INNOVATING TO REDEFINE AND ADVANCE INDUSTRY STANDARDS AND FOR LIFETIME ACHIEVEMENT.

FORMER HONOREES

- 2019 – Tiffany Masterson, Founder & CCO – Drunk Elephant
- 2018 – Ralph Akyuz, Founder – Raffaello Research Labs
- 2017 – Andre Walker & Dianne Hudson, Co-Founders – Andre Walker Hair
- 2016 – Jane Wurwand, Founder – Dermalogica
- 2015 – Michael Dubin, Founder – Dollar Shave Club
- 2014 – John Paul DeJoria, Co-Founder – Paul Mitchell Hair Care
- 2012 – Jim & Cheryl Markham, Co-Founders – ColorProof
- 2011 – Howard Murad, MD, Founder – Murad Skincare
- 2010 – Jane Wurwand, Founder – Dermalogica
- 2009 – Scott-Vincent Borba, Founder – Borba Skin Care
- 2008 – Aida Thibiant, Founder – Thibiant
- 2007 – Jill Belasco, CEO – Latitudes
- 2006 – Ole Henrickson, Founder – Ole Henrickson Skin Care
- 2005 – Rebecca James Gadberry & Robert James, CEO's – YG Laboratories Inc.
- 2004 – Annette Green, Founder – The Fragrance Foundation
- 2003 – Michelle Bartok – Founder, Innovative Body Science
- 2002 – Wende Zomnir & Sandy Lerner, Co-Founders – Urban Decay
- 2001 – Kym Wechsler – Founder – Calm & Scents

21ST ANNUAL

BIW

INNOVATOR AWARDS

NOVEMBER 8TH

5:30pm – 10:00pm

WEST DRIFT HOTEL

1400 PARKVIEW AVENUE

MANHATTAN BEACH, CA 90266

SEATED DINNER
COCKTAIL ATTIRE

INNOVATOR OF THE YEAR

AWARD HONOREE



SUSAN GOLDSBERRY

CEO, PROJECT CHEMISTRY INC.

RENOWNED COSMETIC CHEMIST AND SUCCESSFUL ENTREPRENEUR SUSAN GOLDSBERRY HAS BEEN AT THE FOREFRONT OF PRODUCT DEVELOPMENT INNOVATION IN THE PERSONAL CARE, BEAUTY AND COSMETICS INDUSTRIES FOR DECADES. IN 2020, SUSAN FOUNDED PROJECT CHEMISTRY INC., A BRAND INCUBATOR BASED IN HUNTINGTON BEACH, CA.

EVENT TICKETS

NON MEMBER

\$148 – BEFORE 10/28/22

\$168 – AFTER 10/29/22

BIW MEMBER

\$118 – BEFORE 10/28/22

\$148 – AFTER 10/29/22

TO RESERVE TABLES

PLEASE EMAIL TO RESERVE

EVENT SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR

\$2,500 | LIMITED AVAILABILITY

In addition to the benefits listed below, Platinum Sponsors will also receive:

- (2) VIP tickets; contact name must be provided by 11.1.22
- Branded presentation at the event

DUE OCTOBER 15, 2022

GOLD SPONSOR

\$2,000 | LIMITED AVAILABILITY

In addition to the benefits listed below, Gold Sponsors will also receive:

- (1) VIP ticket; contact name must be provided by 11.1.22
- Brand's logo will be placed on menu at dinner tables

DUE OCTOBER 15, 2022

SILVER SPONSOR

\$1,500 | LIMITED AVAILABILITY

Silver Sponsors will receive:

- Brand's logo will be placed on cocktail napkins at the event
- Brand will be listed in all BIW Awards Gala marketing
- Brand's logo will be on step-and-repeat wall at the event

DUE OCTOBER 15, 2022

EVENT GIFTING OPPORTUNITY

GIFT BAG SPONSOR

250 Products

Deliver by 11/1/2022

Make a memorable impression at the event! Place your product, travel kit or special gift into the hands of the first 250 guests attending the Awards Ceremony.

SPONSORSHIP APPLICATION

TERMS & CONDITIONS

- 100% of total fee is due within 15 days of signing this agreement. If contract is submitted within 15 days of the event, full payment is due immediately upon receipt of signed agreement.
- All fees are non-refundable (conditions apply).
- If sponsoring gift bags, Sponsor is responsible for all related shipping charges.
- If sponsoring gift bags, we require a minimum of 250 units.
- The terms of this agreement may not be modified, except by written Agreement, signed by both parties.
- It is understood that this form shall be legally binding between Beauty Industry West, INC Management, hereinafter known as BIW, and your company, hereinafter known as Sponsor, only upon acceptance by BIW.
- Sponsor shall be responsible for providing the "finished" Promotional Opportunity (i.e. artwork, names, product, etc.) as required by the deadline date(s) and for meeting the exact specification indicated in the confirmation letter. In the event that such deadline is not met by the Sponsor, the opportunity in question shall revert back to BIW without obligation or refund of monies.
- If any term of this Agreement shall be declared invalid or unenforceable, the remainder of the Agreement shall continue in full force and effect. This Agreement shall be binding upon the heir and successors of the Sponsor. This Agreement constitutes the entire Agreement between Sponsor and BIW concerning the 2022 INNOVATOR AWARDS GALA Sponsorship Opportunities.
- Cancellation: Any Sponsor wishing to cancel this contract must do so in writing to BIW Management. If such notice is received by BIW Management before fulfillment begins, one half (50%) of the total fee shall be due to BIW Management. If notice is received after fulfillment begins, the total fee (100%) shall be due to BIW Management. All fees Paid to BIW are non-refundable and non-transferable.
- Initiation of this proposal does not constitute a hold on items contained until fully executed by your company and Beauty Industry West, INC (BIW).

SPONSORSHIP SELECTION

- PLATINUM	\$2,500.00	SUB TOTAL:	_____
- GOLD	\$2,000.00	SUB TOTAL:	_____
- SILVER	\$1,500.00	SUB TOTAL:	_____
- GIFT BAGS	250+ UNITS OF PRODUCT	GRAND TOTAL:	_____

KEY DATES

- Last Call for Sponsors	10/15/2022
- Gift Bag Product Due	11/1/2022
- Event Date	11/8/2022

AGREEMENT & ACCEPTANCE

PRINT NAME: _____

SIGNATURE: _____

DATE: _____

EMAIL: _____

PHONE: _____

PAYMENT INSTRUCTIONS

Once complete, please email this form to info@beautyindustrywest.org and an Invoice will be sent to you once your order has been processed. You will be able to pay directly Online with a credit card if that is your preferred method.

QUESTIONS?

INFO@BEAUTYINDUSTRYWEST.COM