



ITALY - SICILY - MARSALA

28<sup>th</sup> Engineering Challenge Cup 2023

ECC2023

September, 7<sup>th</sup> 2022

## Unique Sponsor Opportunities ECC2023 Sicily, Italy

### What is the ECC?

**Founded in 1994**, the **Engineering Challenge Cup (ECC)** is an annual multinational fun sporting event involving a friendly sailing regatta with focus on the social side. It entails **6 days of sailing** around timed courses between overnight destinations.

The participants are people who like sailing and have an association with the engineering and contracting industries. Dotted around the regatta are **plenty of social events** that, given the composition of the crews, also lend themselves for initial professional contacts and exchanges. A fair entry fee and core participant group enables **about 350 sailors** to participate in the ECC every year. The event relies on a limited number of committed sponsors to spice-up the social part of the event and offers in return relevant visibility both within the participants group and at the visited marinas.

The ECC2023 will start on Saturday **May 6th, 2023** with an Opening Party, and culminate on the last racing day Friday **May 12th, 2023** with the Prize Giving Party. The ECC 2023 will be held in **Sicily, Italy**. The itinerary in the region of Marsala, Trapani and the Aegadian islands will touch some of the nicest spots in the region. Sailing in those waters is pleasant and sponsors will have a backdrop of attractions spanning from history and nature to culture, cuisine and warm people.

Please visit the website for updated event information, [www.eccsailing.com](http://www.eccsailing.com).

### Participants

Your target audience is in total approximately 350 international participants, most of them at senior and decision-making level, representing many different (multinational) companies active in Project Development, Engineering, Construction and Operations within New Energy-, Petrochemicals and Chemicals Industries.



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The common interest is sailing. Most participants are experienced in sailing at sea. Approximately 50-70 of the participants are experienced skippers, some of which are also boat owners. The ECC-community is international from, a.o. Germany, United Kingdom, The Netherlands, Belgium, Spain, Switzerland Italy and France.

### Sponsor Opportunities

The ECC sponsors enjoy a unique opportunity to further build their brand as friends between friends. Sponsors participating in the regatta have the opportunity to build strong relationships, in a relaxed surrounding with excellent networking and socializing possibilities during the social programs and evenings at the marinas.

Local sponsors have visibility at the stopovers in the marinas as well as during the regatta. Technical (in kind) sponsors can place their product directly in the hands of experienced sailors.

Furthermore, the OC team with the help of some experienced Commodores, will actively assist in finding connections and matchmaking with companies of your particular interest before, during and after the ECC-event.

Typically, the ECC receives support from companies...

- ... actively participating in the regatta
- ... having an individual participant(s) on the participating boats
- ... operating in the country where we hold the regatta
- ... having interests in connecting with participating companies/participants at Sr. management level
- ... operating in the sport/sailing industry

### How to proceed?

Based on past sponsorship levels, we have defined three possible sponsorship levels. The Organising Committee is also open to jointly define package that meets your needs.

**Main Sponsor Package: € 15.000,- (max 3 Main Sponsors)**

1. Large logo on all means of communication (Website, Event App, Sailing Instructions, social media, Harbour Banners, Pilot etc.), where applicable linked to your landing page / microsite.
2. Logo flags on the Committee Boat (flags to be supplied by the sponsor)
3. Advertisement: full page in the downloadable Crew Yearbook
4. Stickers with Sponsor name



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5. Priority berthing: "Main Sponsor(s) has priority to enter the harbour"
6. At Award ceremony, front row table with two extra guests (e.g., senior management), you may hold a speech of 5 minutes
7. Kiosk on the welcome day (to be confirmed based on location)
8. Brief company presentation at the skippers meeting
9. Right to mention and link to the regatta
10. Right to have a large slot on an email to all participants called "a word from our sponsors"

### **Core Sponsor Package: € 5.000,-**

1. Medium logo on all means of communication (Website, Event App, Sailing Instructions, social media, Harbour Banners, Pilot etc.), where applicable linked to your landing page / microsite.
2. Logo flags on the Committee Boat (flags to be supplied by the sponsor)
3. Advertisement: half page in the downloadable Crew Yearbook
4. Right to mention and link to the regatta
5. Right to have a medium slot on an email to all participants called "a word from our sponsors"

### **Sponsor Package: € 1.500,-**

1. Logo on all means of communication (Website, Event App, Sailing Instructions, social media, Harbour Banners, Pilot etc.), where applicable linked to your landing page / microsite.
2. Right to mention and link to the regatta
3. Right to have a small slot on an email to all participants called "a word from our sponsors"

Thank you for your interest and consideration, we are looking forward to engaging with you on this exciting event.

For any questions, clarifications, and an open dialogue, please contact the OC at [ecc2023.commodore@gmail.com](mailto:ecc2023.commodore@gmail.com).

Gilles Caprari  
**Commodore ECC 2023**

Website: [www.eccsailing.com](http://www.eccsailing.com)