

# BSIDES ST. PETE 2027

January 9th & 10th, 2027  
@ Saint Petersburg College (Midtown)

WHERE SECURITY  
PRACTITIONERS  
MEET REALITY



SPONSORSHIP &  
PARTNERSHIP  
OPPORTUNITIES



SCAN TO VISIT  
[BSIDESSTPETE.COM](https://BSIDESSTPETE.COM)



COMMUNITY  
DRIVEN



PRACTITIONER  
FOCUSED



HANDS-ON  
LEARNING



REAL WORLD  
SECURITY

NO FLUFF.  
JUST REAL SECURITY.

## Our Mission

At BSides St. Pete, our mission is to foster a vibrant and inclusive cybersecurity community that empowers individuals to explore, collaborate, and advance their knowledge in a supportive environment. We aim to bridge the gap between seasoned professionals, budding enthusiasts, and industry leaders by providing a platform for open dialogue, hands-on learning, and cutting-edge research.

Through our events, workshops, and presentations, we strive to promote a culture of continuous learning and skill development, encouraging participants to push boundaries, embrace innovation, and tackle emerging security challenges. We believe that everyone has a valuable contribution to make, and we actively seek to amplify diverse voices and perspectives.

BSides St. Pete is committed to cultivating an atmosphere of camaraderie and networking, where connections are forged, friendships are formed, and collaborations flourish. We prioritize the well-being and growth of our attendees, aiming to provide a safe and inclusive space for personal and professional development.


Together, we aspire to shape the future of cybersecurity, empowering individuals to become resilient defenders of digital landscapes. Through knowledge sharing, community building, and a commitment to excellence, BSides St. Pete aims to inspire, educate, and equip cybersecurity enthusiasts to protect and secure the world we inhabit.

## BSides St. Pete 2027 Sponsorship Package

Catch the Current at BSides St. Pete 2027!

Soar into the cybersecurity scene with the style of a beachside pelican and the energy of a sold-out crowd—BSides St. Pete is returning for its 4th annual conference, and we want you on board as a sponsor! Happening January 9 - 10, 2027, at the St. Petersburg College Midtown Campus, this community-powered event brings together over 600 cybersecurity professionals, students, and enthusiasts for two energizing days of learning, connecting, and coastal vibes. And yes—we've sold out every single year. As a sponsor, you'll have the chance to put your brand front and center while supporting the growth of the local infosec community. Opportunities include everything from getting your logo on our sought-after conference T-shirts, to co-hosting our legendary after-party, to sponsoring coffee, snacks, or hydration stations. You can also donate local treats, gift cards, or unique raffle items to help us keep the energy high and the giveaways flowing. These are just a few of the creative ways to get involved—check out the sponsorship at-a-glance sheet and choose the options that align best with your brand and goals.

As a sponsor, you will be supporting this year's BSides conference expenses and helping us prepare for the 2028 event.

 Don't miss the chance to ride the cyber tide with us—BSides St. Pete 2027 is where the beach meets the breach.

\* BSides St Pete is a fiscally sponsored project of the Cyber Ohana Project, a registered 501(c)(3) organization FEIN 87-3073621

To accommodate varying levels of sponsorship, we have created several packages:

BSides St. Pete 2027 Sponsor Package Options			28 (total) packages available
# of Available Packages	Sponsorship Level	Cost	Benefits
5	 <p><b>NON-PROFIT SPONSOR</b> We love our community non-profits! Help us give back by way of financial sponsorship or by facilitating a value-added service for the conference.</p>	\$500 / \$0	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 2 sponsor passes</li> <li>✔ 2nd floor vendor table on conference day</li> <li>✔ Announcement emailed to attendees</li> </ul>
10	 <p><b>PELICAN WING</b> Help us take flight with the Pelican Wing sponsorship! This entry-level tier is perfect for those looking to support the event and gain valuable exposure in a cost-effective, impactful way.</p>	\$1,250	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 2 sponsor passes plus 1 complimentary attendee pass</li> <li>✔ Choice of 1st or 2nd floor vendor table on conference day (while available)</li> <li>✔ Announcement emailed to attendees</li> <li>✔ Logo on large conference backdrop</li> </ul>
6	 <p><b>TIDAL BRONZE</b> Like the steady flow of the tides, the Tidal Bronze sponsorship package places your brand in the heart of the action—right at the edge where all the exciting conversations happen. This tier is ideal for those who want to be seen and heard without going over the top.</p>	\$2,500	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 2 sponsor passes plus 2 complimentary attendee passes</li> <li>✔ 1st floor vendor table on conference day</li> <li>✔ Discounts for additional conference passes</li> <li>✔ Announcement emailed to attendees</li> <li>✔ Logo on large conference backdrop</li> <li>✔ Enhanced social media posts</li> <li>✔ Recognition during event announcements</li> </ul>
4	 <p><b>SILVER SHORELINE SUPPORTER</b> Join us at the cybersecurity shoreline as a Silver sponsor by making a strong splash while showcasing your brand as a supporter of our digital landscape.</p>	\$4,500	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 2 sponsor passes plus 4 complimentary attendee passes</li> <li>✔ Preferred vendor table location on conference day</li> <li>✔ Discounts for additional conference passes</li> <li>✔ Announcement emailed to attendees</li> <li>✔ Enhanced social media campaign</li> <li>✔ Recognition during event announcements</li> <li>✔ Special mention during keynote/opening remarks</li> <li>✔ Access to attendee mailing list (post-event)</li> <li>✔ Additional opportunities for logo placement in high-traffic areas</li> <li>✔ Post conference interview(s) for media/marketing purposes</li> </ul>

BSides St. Pete 2027 Sponsor Package Options

28 (total) packages available

# of Available Packages	Sponsorship Level	Cost	Benefits
2	 <p><b>GOLDEN SUNRISE</b></p> <p>Bask in the glow of opportunity with our Golden Sunrise package. Shine with distinction and enjoy prime visibility. Ideal for sponsors who want elevated exposure.</p>	\$7,500	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Prominent logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 2 sponsor passes plus 6 complimentary attendee passes</li> <li>✔ Premium vendor table location on conference day</li> <li>✔ Discounts for additional conference passes</li> <li>✔ Announcement emailed to attendees</li> <li>✔ Enhanced social media campaign</li> <li>✔ Recognition during event announcements</li> <li>✔ Special mention during keynote/opening remarks</li> <li>✔ Access to attendee mailing list (pre &amp; post-event)</li> <li>✔ Additional opportunities for logo placement in high-traffic areas</li> <li>✔ Logo placement on (digital &amp; printed) event site maps</li> <li>✔ Logo on room/directional signage</li> <li>✔ Prominent sponsor designation on promotional materials</li> <li>✔ Pre &amp; post conference interviews for social media</li> <li>✔ Presentation opportunity or 30-min session/workshop (subject to approval)</li> </ul>
1	 <p><b>PLATINUM PELICAN</b></p> <p>Soar to new heights with the ultimate sponsorship experience. As the top Pelican partner, you'll receive unparalleled exposure, co-branded merchandise perks, and an exclusive spotlight as the event's premier sponsor.</p>	\$10,000	<ul style="list-style-type: none"> <li>✔ Logo on event website &amp; marketing materials</li> <li>✔ Social media shoutouts</li> <li>✔ Opportunity to distribute promotional materials in swag bags</li> <li>✔ Largest logo on conference t-shirt</li> <li>✔ Logo on attendee lanyard badge</li> <li>✔ 4 sponsor passes plus 6 complimentary attendee passes</li> <li>✔ Premium vendor table location on conference day</li> <li>✔ Discounts for additional conference passes</li> <li>✔ Announcement emailed to attendees</li> <li>✔ Enhanced social media campaign</li> <li>✔ Recognition during event announcements</li> <li>✔ Special mention during keynote/opening remarks</li> <li>✔ Access to attendee mailing list (pre &amp; post-event)</li> <li>✔ Additional opportunities for logo placement in high-traffic areas</li> <li>✔ Logo placement on (digital &amp; printed) event site maps</li> <li>✔ Logo on room/directional signage</li> <li>✔ Prominent sponsor designation across promotional materials</li> <li>✔ Pre &amp; post conference interviews for social media</li> <li>✔ Ad banner exposure on each page of conference website</li> <li>✔ Conference day presentation opportunity (subject to approval)</li> <li>✔ Sponsor workshop opportunity for Friday (subject to approval)</li> <li>✔ Branding on select event video content</li> <li>✔ Co-branded merchandise</li> <li>✔ Co-host post-conference after-party</li> <li>✔ After-party logo display</li> <li>✔ Press release &amp; media mentions</li> </ul>

In addition to our main sponsorship tiers, we offer a variety of creative add-ons to help your brand stand out. From getting your logo on our must-have conference T-shirts, to co-hosting the after-party, or sponsoring the coffee and snack stations, there are plenty of ways to make an impact. You can also contribute raffle items, gift cards, or local treats to engage with our enthusiastic crowd.



## BSides St. Pete 2027 Sponsor Package Options



### Additional Sponsorship Opportunities

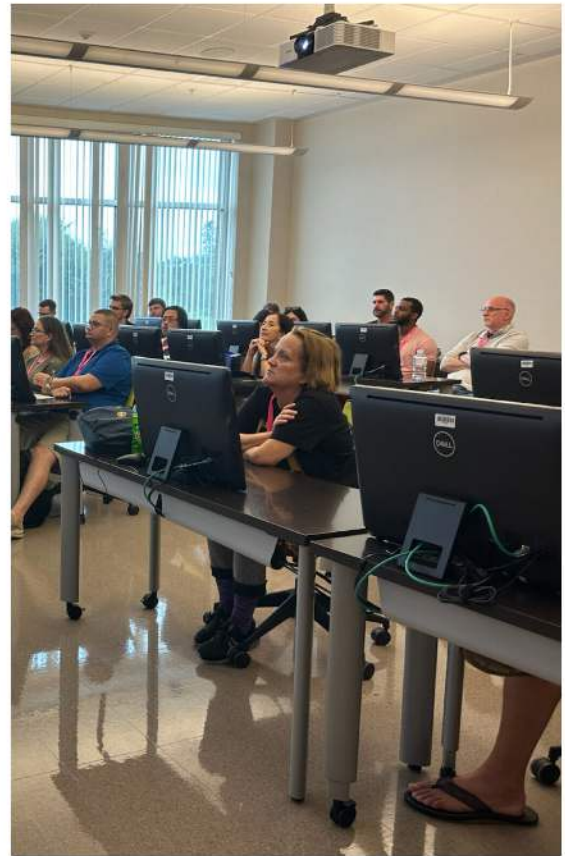
Show your support with the following add-ons. We'll show much thanks and praise!  
Social media shoutouts included.  
All sponsor levels have opportunity to provide promotional materials in the conference swag bags.

# of Available Packages	Sponsorship Level	Cost	Benefits
1	Coffee Sponsor	\$750	<ul style="list-style-type: none"> <li>✓ Beverage station signage</li> </ul>
2	After-Party Co-Host	\$2,500	<ul style="list-style-type: none"> <li>✓ Co-host post-conference networking/reception event</li> <li>✓ Featured in press releases &amp; media mentions</li> </ul>
6	Sponsored Workshops	\$1,000 – \$3,000	<ul style="list-style-type: none"> <li>✓ 60–120–180 minute sessions available on Friday, 9/27/25</li> <li>✓ Enhanced social media shoutouts</li> <li>✓ Ticket sales for Friday's vendor-sponsored sessions to be donated to local charity</li> </ul>
1	T-shirt Sponsor (Left Sleeve)	\$3,500	<ul style="list-style-type: none"> <li>✓ T-shirt sponsor will support the supply of attendee &amp; volunteer t-shirts; a limited number of custom souvenir t-shirts will be created with exclusive co-branding. Sponsorship includes logo on <b>Left</b> sleeve of conference tee.</li> </ul>
1	T-shirt Sponsor (Right Sleeve)	\$3,500	<ul style="list-style-type: none"> <li>✓ T-shirt sponsor will support the supply of attendee &amp; volunteer t-shirts; a limited number of custom souvenir t-shirts will be created with exclusive co-branding. Sponsorship includes logo on <b>Right</b> sleeve of conference tee.</li> </ul>
1	Signage Sponsor	\$1,500	<ul style="list-style-type: none"> <li>✓ Help pelicans find their way around the conference; backdrops &amp; printing expenses</li> </ul>
1	Co-branded Merchandise	\$2,500	<ul style="list-style-type: none"> <li>✓ Various options available</li> </ul>
1	Volunteer Breakfast Sponsor	\$650	<ul style="list-style-type: none"> <li>✓ Feed and fuel our helpful Pelicans</li> </ul>
1	Volunteer Lunch Sponsor	\$850	<ul style="list-style-type: none"> <li>✓ Feed and fuel our helpful Pelicans</li> </ul>
1	Water Sponsor	\$400	<ul style="list-style-type: none"> <li>✓ Pelicans need hydration! Support attendees with a water supply</li> </ul>
1	Sticker Sponsor	\$200	<ul style="list-style-type: none"> <li>✓ Sponsor will enjoy exclusive sticker designs that include their logo</li> </ul>
1	Snack Sponsor	\$500	<ul style="list-style-type: none"> <li>✓ Support with snacks for attendees</li> </ul>
1	Capture The Flag (CTF) prizes	\$650	<ul style="list-style-type: none"> <li>✓ Support the prizes for this friendly competition</li> </ul>
unlimited	Door prizes	–	<ul style="list-style-type: none"> <li>✓ Donate door prize gifts for conference attendees and after-party</li> </ul>

♥ Thank you for supporting the BSides St. Pete community!

# BSides St Pete Sponsorship Package





# Thank you for the consideration

BSides St. Pete is dedicated to fostering a vibrant community of cybersecurity professionals, enthusiasts, and students through collaboration, knowledge sharing, and the exchange of innovative ideas.

By considering sponsorship, your organization is showing a commendable dedication to supporting and promoting this mission. We truly believe that your organization's support could make a meaningful difference to our event, and we look forward to the possibility of featuring your brand prominently at our event and through our various promotional channels.

Should you have any further questions or require additional information to assist you in your decision-making process, please do not hesitate to reach out to us at [sponsorships@bsidesstpete.com](mailto:sponsorships@bsidesstpete.com). We would be more than happy to provide any further information you need.

Thank you once again for considering this sponsorship opportunity. We greatly appreciate your time and consideration, and we hope to forge a successful partnership with you for BSides St. Pete 2027.

Warm regards,  
Wilson Bautista  
Founder, Organizer & Lead  
BSides St. Pete 2027

