

Business Community 2016 Showcase

Opportunities & Benefits

September 21, 2016

9:00a.m. to 6:30 p.m.

at the Bedford County Airport

SOLD \$2,500 SHOWCASE MARQUIS PRESENTING SPONSORSHIP (*EXCLUSIVE – Only 1*)

- Prime double-booth space inside & opportunity to display vehicle as part of “stationary parade” outside
- Banner displayed during event (provided by sponsor)
- 8 Networking Lunch tickets, 8 Workshop Tickets, 8 Mixer tickets
- Opportunity to provide welcome during luncheon & inclusion in program during mixer
- Your company logo featured on the front of our 2016 Showcase Print Program (largest logo on page)
- Priority exposure during the live radio broadcasts during our event
- Your company name featured in all radio advertisements “Presented by (*your name here*)...”
- Your company logo in all print & web advertising (newspaper, direct mail, Chamber website, emails, etc.)

Plus...All featured marketing items listed on page three.

\$1,500 SHOWCASE PRIME SPONSORSHIP (*Limited – Only 5 Total/Categorical exclusivity*)

- Preferred double-booth space (if desired) & opportunity to display vehicle adjacent to main hangar
- Your company logo appearing on front of our 2016 Showcase print program
- 4 Networking Lunch tickets, 4 Workshop Tickets, 4 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing of event
- Featured exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...4 items from the list of Chamber marketing opportunities on page three

SOLD \$1,000 or In-Kind: SHOWCASE MIXER SPONSOR (*Exclusive – Only 1 Available*)

(This sponsorship available to a business to provide the Showcase Networking Event/Cocktail Party from 5-7pm)

- Your company featured as named Mixer Sponsor
- Complimentary booth – as available & opportunity to display vehicle as part of “stationary parade” outside
- Your company logo appearing on front of our 2016 Showcase Program
- 4 Networking Lunch tickets, 2 Workshop Tickets & 8 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing
- Priority exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...3 items from the list of Chamber marketing opportunities on page three

\$1,000 SHOWCASE LUNCHEON, SPEAKER or TECHNOLOGY CAFÉ or Workshop

(*Exclusive – 1 of each Available, pending renewals*)

(A Food Service Business May Choose this option in-kind and cater the luncheon)

- Your company featured as named lunch sponsor (Lunch by...)
- Complimentary booth – as available & opportunity to display vehicle as part of “stationary parade” outside
- Your company logo appearing on front of our 2016 Showcase Program
- 4 Networking Lunch tickets, 4 Workshop Tickets, 4 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing
- Priority exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...2 items from the list of Chamber marketing opportunities on page three

\$750 SHOWCASE FEATURED SPONSORSHIP

- Featured Booth space – as available & opportunity to display vehicle as part of “stationary parade” outside
- Your company logo appearing on front of our 2016 Showcase print program
- 3 Networking Lunch tickets, 3 Workshop Tickets & 3 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing of event
- Priority exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...2 items from the list of Chamber marketing opportunities on page three

TASTE OF BEDFORD COUNTY – TAILGATE TAPAS STATION (in-kind Sponsorship)

- Opportunity to Showcase your culinary expertise during the Business Community Showcase Mixer (4:30-6:30)
- Table Space for a tasting of your choice of appetizer and/or dessert (for approx. 175 attendees)
- Table Space may also be used to promote your business (sans food) during Student Career Fair (9-11:30) and Business-Public Display time (1:30-2:30)
- Your company logo appearing in the 2016 Showcase print program.
- 2 Networking Lunch tickets, 2 Workshop Tickets & 6 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing of event
- Your company logo in all print advertising

Plus...1 items from the list of Chamber marketing opportunities on page three (\$500 sponsorship level)

\$500 SHOWCASE SUPPORTING SPONSORSHIP

- Booth space included – as available & opportunity to display vehicle as part of “stationary parade” outside
- Your company logo appearing on front of our 2016 Showcase print program
- 4 Networking Lunch tickets, 4 Workshop Tickets & 3 Mixer tickets
- Your company logo (with a link to your website) in all Chamber email & website marketing of event
- Priority exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...1 item from the list of Chamber marketing opportunities on page three

\$500 SHOWCASE HOSPITALITY SPONSOR (Only 2/Renewals pending)

OR CORPORATE WELLNESS CENTER SPONSOR (Only 2 available – sponsor exclusively for \$750)

(A Food Service Business May Choose this option in-kind and provide the food and beverages throughout the day)

- Your company featured as named hospitality area sponsor (The *Your Name Here* Hospitality Room...)
- Complimentary booth – as available & opportunity to display vehicle as part of “stationary parade” outside
- 3 lunch tickets & 3 Mixer tickets (5 for exclusive sponsorship)
- Your company logo appearing on front of our 2016 Showcase print program
- Your company logo (with a link to your website) in all Chamber email & website marketing
- Priority exposure during the live radio broadcast during our event
- Your company name mentioned in all radio advertisements
- Your company logo in all print advertising

Plus...1 items from the list of Chamber marketing opportunities on page three (2 for exclusive sponsor)



Business Community Showcase

SPONSORSHIP REGISTRATION **2016 BUSINESS COMMUNITY SHOWCASE** **September 21, 2016 – 9:00 a.m. to 6:30 p.m.**

Sign me up for the _____ sponsorship for the 2016 Business Community Showcase taking place on Sept. 21st at the Bedford County Airport's Elite Corporate Hangar.

OPTIONS FOR SPONSORSHIPS – Circle the letter of the items you choose

- A. 8.5"x11" flyer (1 or 2 sided) inserted in the Chamber's Monthly Direct Mail Packet to Members (\$1000 or above – 6 months, \$750 – 4 months, \$500 – 3 months)
Note: Sponsor must provide 625 flyers by the 15th of each month.
- B. Website Sponsorship (logo/link on animated billboard of sponsors on Chamber homepage) (\$1000 sponsorship: 6 months; \$750 – 4 months, \$500 – 3 months)
- C. E-Connection (Blast E-mail) Sponsorship – logo/link on sponsors block of e-mail (\$1000 – 8 months, \$750 – 6 months, \$500 – 4 months)
- D. E-Connection (Blast E-mail) business coupon or event advertisement (\$1000 sponsorship: 10 weeks; \$750 – 8 weeks; \$500 – 6 weeks)
- E. 10% off future Chamber event sponsorships at the same level or higher

Company Name _____ Contact Name _____

Address _____ City, State & Zip _____

Email _____ Phone _____

TOTAL COST \$ _____

Check Enclosed

Please Invoice

I would be interested in doing a demonstration at my booth about:

_____ **During the 2016 Business Community Showcase**

Choice of Booth: First Choice _____ Second Choice _____ Third Choice _____

PLEASE NOTE: Returning in 2016, the Chamber is pleased to partner with BASICS (Businesses and Schools Investing in Cooperative Solutions) to offer morning exhibit hours as a **Career Fair for high school students in 9th-11th grades**. We hope that Showcase exhibitors will take part in this valuable opportunity to expose our future work force to the many careers available in the Bedford County Region. Exhibits must be completed in time for student arrival at 9am, however, you may choose to staff the booth only during business hours (11a-12:30p/1:30-2:30/4:30-6:30.) Students will be supervised by school personnel throughout their visit to this event.

(Sponsors must also fill out the Booth Exhibitor Form with booth needs, lunch names, etc. and provide certificate of liability insurance.)

Business Community
Showcase

BOOTH EXHIBIT FORM

September 21st at the Bedford County Airport

9am-11:30am: Career Fair/High School Student Attendees

11:00am – 12:00pm & 1:30-2:30: Exhibits Open to the Business Public

12:15-1:30 – Networking Luncheon featuring Speaker Charlie Batch

2:30-4:30 – Afternoon Workshop by Tim Rooney, PeopleMation

4:30-6:30 - Networking Mixer: "Taste of Bedford County Tailgate Tapas"

Reserve Your 10'x10' Booth

Member \$275
 (\$250 if paid before Aug. 14th)

Not-Yet-Member \$550
 (\$500 if paid before Aug. 14th)

*Please select all needs for your Exhibit space.
 You will be responsible for providing your own
 space signage.*

(Put the correct number beside each need)

- ___ 8 ft. tables (1 comp, add'l are \$10 each)
- ___ 6 ft. tables (\$10 each)
- ___ Table covering (1 comp, add'l are \$15 ea)
- ___ Chairs (2 comp, add'l are \$2 each)
- ___ Electricity (no extra charge)

\$ _____ **Total additional charges**

Business _____

Contact _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

Email _____

Facebook page? ___ Yes ___ No *(Don't forget to Like the Chamber
 FB page and help us to promote this event!)*

Two Complimentary attendees per booth for networking lunch/program the day of the Showcase:

1. _____ 2. _____

(Additional - \$10 each) 3. _____ 4. _____ 5. _____

Two Complimentary attendees for the Showcase Mixer, 4:30-6:30 p.m.:

1. _____ 2. _____

(Additional \$5 each) 3. _____ 4. _____ 5. _____

Booth Cost \$ _____

\$ _____

Additional Charges (extra tables, linens, booth, etc. from above box) \$ _____

Total Advertising/Sponsorship Options from Sponsorship Form \$ _____

Show Total \$ _____

Less Deposit (A 50% deposit is required to reserve exhibit space.) \$ _____

Balance Due (Required prior to booth set-up) \$ _____

Signature _____ / Date _____

Please indicate the number of the space you prefer from the enclosed map. *(Sponsors receive first priority, then first-come, first-served)*

First Choice _____ Second Choice _____ Third Choice _____

*Note: Due to increased interest in the show, location preference is not guaranteed, but every effort will be made to accommodate.

Note: All exhibits must be maintained in complete and orderly form from the opening to the closing of the show (9-6:30pm) and must be adequately staffed for all hours open to the business public (11-12:00/1:30-2:30/4:30-6:30.)

Staffing exhibits during the Career Fair hours is encouraged but not required.



Business Community Showcase

TABLE EXHIBIT FORM

September 21st at the Bedford County Airport

9am-11:30am: Career Fair/High School Student Attendees

11:00am – 12:30pm: Exhibits Open to the Business Public

12:30-2:00 – Networking Luncheon featuring Speaker Charlie Batch

2:30-4:30 – Afternoon Workshop by Tim Rooney, PeopleMation

4:30-6:30 - Networking Mixer: "A Tailgating Taste of Bedford County"

Reserve Your 8-foot Table

Member \$150
(\$100 if paid before August 14th)

Not-Yet-Member \$200
\$150 if paid before August 14th)

The Chamber is pleased to offer table exhibit space for the Business Community Showcase and related Career Fair to Direct Sales, Sole Proprietor Businesses and Community Service Organizations. This includes an 8-foot table, table covering, chair and one all-day registration. All other businesses should register using the booth exhibit form. (Additional registrations: \$25 each.)

Please select all needs for your Table Exhibit.
You will be responsible for providing your own space signage.
(Put the correct number beside each need)

Chairs (1 comp, add'l are \$2 each)
 Electricity (no extra charge)

\$ _____ Total additional charges

Business _____

Contact _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

Email _____

Facebook page? Yes No (Don't forget to Like the Chamber FB page and help us to promote this event!)

One Complimentary attendees per table for VIP Mixer, Networking lunch/program and mixer the day of the Showcase:

1. _____

(Additional Attendees- \$25 each) 2. _____ 3. _____

Booth Cost \$ _____

\$ _____

Additional Charges (extra tables, linens, booth, etc. from above box) \$ _____

Total Advertising/Sponsorship Options from Sponsorship Form \$ _____

Show Total \$ _____

Less Deposit (A 50% deposit is required to reserve exhibit space.) \$ _____

Balance Due (Required prior to booth set-up) \$ _____

Signature _____ / Date _____

Please indicate the number of the space you prefer from the enclosed map. (Sponsors receive first priority, then first-come, first-served)

First Choice _____ Second Choice _____ Third Choice _____

*Note: Due to increased interest in the show, location preference is not guaranteed, but every effort will be made to accommodate.

Note: All exhibits must be maintained in complete and orderly form from the opening to the closing of the show (9am-6:30pm) and must be adequately staffed for all hours open to the business public (11-12:00 / 1:30-2:30/4:30-6:30.)

Staffing exhibits during the Job Fair hours is encouraged but not required.

2016 BUSINESS COMMUNITY SHOWCASE TERMS & CONDITIONS

- 1. Space Agreement:** Management may assign space based on the nature of the company and products to be displayed as well as the amount of space available in the effort to promote and develop the most professional and balanced show. Show management reserves the right to refuse space because of unethical or illegal business practices.
- 2. Subletting of Space:** No exhibitor shall assign, sublet or apportion the whole or any part of the space allotted to them, nor exhibit therein any other goods, apparatus, service, advertising signs, etc. than those manufactured or sold by the exhibitor in the regular course of his business. Violations of this rule shall be cause for eviction without refund.
- 3. Installations of exhibits:** Set up will be Tues., Sept. 20th from 2PM - 5PM and Wed., Sept. 21st from 7:00 AM to 9AM. (All installations must be completed by 9AM for student arrivals, even if you choose not to staff your booth during the career fair hours.)
- 4. Dismantling:** Booths **MUST BE** dismantled immediately following the closing of the show from 6:30 PM – 8 PM or **MUST BE COMPLETED** on Thurs., Sept. 22nd from 8AM until 12 noon.
- 5. Relocation of Exhibits:** Management reserves the right to alter the location of exhibitors or of booths as shown on the official floor plan if deemed in the best interest of the exposition. Management shall have the further right to prohibit, prevent, and remove any exhibit or proposed exhibit, or any part or portion thereof, which in the judgment of management is unsuitable or inappropriate for the exhibition or purposed of such exhibition; and such right shall exceed, but shall not be limited to, all equipment, materials, displays, installation and other items consulting part of or used in connection with any such exhibit.
- 6. Arrangement of Display:** Exhibitors are required to arrange their displays so as not to obstruct the general view or conceal other exhibits. It is suggested that exhibitors having large or bulky exhibits REQUEST wall space. Any display materials exposing an unfinished surface to neighboring booths must be finished at the exhibitor's expense.
- 7. Signs:** No signs or banners are to be placed outside of the exhibit space assigned to the exhibitor. Any exhibitors displaying signs, which are or look amateurish or unprofessional and detract from the integrity of the show may be required to remove such signs or pay a banner fee of \$150 at the discretion of the show management.
- 8. Sound Control:** Loud speakers, radios, television sets, and/or the operation of any type of product, machinery, equipment which is of sufficient volume as to be annoying or hazardous to the neighboring exhibitors will not be permitted. Public address systems used to attract the attention of people passing in front of your booth is not permitted.
- 9. Electrical Needs:** Every booth will have access to one standard 110 VAC electrical outlet if indicated on registration form. Exhibitor must supply their own electrical cords.
- 10. Flammable Materials:** All materials used in the exhibit hall must conform to the fire regulation of the local fire department. All packing paper, excelsior and wrapping materials are to be removed from the floor and must not be stored under the tables or behind displays. Materials not conforming to such regulations will be removed immediately at the exhibitor's expense.
- 11. Care of building and exhibits:** Exhibitors will be responsible for any damages done to the building by themselves, their agents, or employees. All property destroyed or damaged by exhibitors must be placed in its original condition by the exhibitor or at the exhibitor's expense. Walls, woodwork, and the floor in the building must not be defaced or altered in any manner. Tacking, taping or nailing of signs, banners, etc. to any permanent walls or woodwork or beyond the limits of any background is prohibited. No nails or bracing wires used in erecting displays may be attached to the building. Exhibitors will be required to keep their booth displays neat and orderly throughout the show. Exhibitors using unauthorized tape or demo materials will be charged for restoration or removal from damaged surfaces.
- 12. Liability:** It is expressly agreed that the Management will not be liable to the Exhibitor, or their employees, to their guests, or the their agents, for any damage loss or injury from fire, water, storm, electricity, smoke, theft, labor dispute, civic commotions, or threats thereof, or acts of the other exhibitors. In the event the management is compelled to take charge of any property of an exhibitor, it will do so only at the exhibitor's own risk. However, the Show Management cannot be held responsible for exhibitor's property, whether located at his exhibit or anywhere else on the show location. Small and especially valuable materials shOuld be safely packed away by the exhibitor during hours when his exhibit is not staffed. If the exhibitor feels that he needs additional protection to cover the hazards involved in the preceding paragraph, the exhibitor should take out their own insurance.
- 13 Rights of Management if event is not held:** Management shall not be held liable for any damages or expense incurred by exhibitors in the event the show is delayed, interrupted, or not held as scheduled, for any reason beyond the control of the Management.
- 14. Cancellation of Contract:** If this agreement is cancelled by exhibitor for any reason, or by Management because of exhibitor's default or violation of this agreement, monies paid to Management by exhibitor shall be retained as follows: If cancellation occurs within 30 days of the show, the entire rental paid to date by the exhibitor shall be retained by Management. The retained rental shall be liquidated damages for the direct and indirect costs incurred by Management for organizing, setting up and providing space for exhibitor's withdrawal including re-letting the space. All cancellations must be in writing.
- 15. Staffing:** All exhibits must be maintained in complete and orderly form from the opening to the closing of the show and must be adequately staffed all the hours the show is open. Exhibits may not be dismantled until the close of the show at 6:30 PM.
- 16. Sales:** Transfer of goods and exchange of money is permitted on the show floor. Exhibitors may also sign contracts for purchases.
- 17. Liability Insurance:** Exhibitors are required to provide a Certificate or Liability insurance naming the Bedford County Chamber of Commerce as a covered party. **WE MUST HAVE THIS document no later than one week before the show.** (Most insurance companies will fax directly to the Chamber (814-623-6089) if exhibitor requests them to do so.)

I HAVE READ AND AGREE TO THESE TERMS.

Exhibitor (Company Name) _____

Signature: _____ Date: _____