



2019 Technology Summit

November/December 2019



TYPE OF CONFERENCE:
National Specialty Meeting



OF ATTENDEES:
250



TRADESHOW?
YES



EXHIBITING COMPANIES:
25

DEMOGRAPHICS: Attendees come from all over the United States. Most attendees are owners or managers of pest management companies.

MARKETPLACE VENDOR

- Allied Member - \$1,000
- Non-Member - \$1,250

AVAILABLE SPONSORSHIPS

PLATUNIM SPONSORSHIP - \$15,000 (2 available)

- Introduction of a keynote speaker and a five-minute speaking opportunity scheduled during the program.
- Opportunity to distribute company literature and a giveaway to each attendee with the registration packets.
- Logo recognition on signage to be displayed during the conference.
- One (1) table top display in a prominent location in the exhibit area.
- Recognition as a Lunch Sponsor.
- Logo recognition on signage at the lunch (1 day).
- Opportunity to distribute company literature and/or a giveaway to attendees at the lunch.
- Recognition in the online event brochure and on NPMA's website.
- Recognition as a Platinum Sponsor on the educational materials that are distributed to each attendee.
- Recognition as a Platinum Sponsor in all printed and electronic promotions for the event, which may include an online brochure, blast e-mails, PestWorld newsletter articles, press releases, and recognition on NPMA's websites.
- Three (3) complimentary exhibitor registrations to the conference.
- Excel file of attendees (including contact info)

See next page for more

GOLD SPONSORSHIP – \$10,000 (2 available)

- Introduction and a three-minute speaking opportunity scheduled at breakout sessions during the program.
- Logo recognition on signage to be displayed during the conference.
- Recognition at the Welcome Reception Sponsor.
- Logo recognition on signage at the reception
- Opportunity to distribute company literature and/ or a giveaway to attendees at the reception.
- Recognition in the online event brochure and on NPMA's website.
- Recognition as the Gold Sponsor on the educational materials that are distributed to each attendee.
- Recognition as the Gold Sponsor in all printed and electronic promotions for the event, which may include an online brochure, blast e-mails, PestWorld newsletter articles, press releases, and recognition on NPMA's website.
- Two (2) complimentary registrations to the conference.
- Excel file of attendees (the list will include attendee names, company names, mailing addresses, and phone and email.

SILVER SPONSORSHIP – \$7,500 (2 available)

- Logo recognition on signage to be displayed during the conference.
- Recognition as a Silver Sponsor on the educational materials that are distributed to each attendee.
- Recognition as a Breakfast Sponsor.
- Logo recognition on signage at the breakfast (1 day).
- Opportunity to distribute company literature and/ or a giveaway to attendees at the breakfast.
- Recognition in the online event brochure and on NPMA's website.
- Recognition as a Silver Sponsor in all printed and electronic promotions for the event, which may include an online brochure, blast e-mails, PestWorld newsletter articles, press releases, and recognition on NPMA's website.

- Two (2) complimentary registrations to the conference.
- Excel file of attendees (the list will include attendee names, company names, mailing addresses, phone and
- e-mail.)

USER GROUP TRAINING OPPORTUNITY - \$750 (4 available) Must be an exhibitor at the Summit to participate**

Do you have technology products to exhibit at the Technology Summit but would like more one-on-one time with customers to showcase those products? NPMA is offering an opportunity for our exhibitors to set up customer meetings and showcase your products on a more intimate basis.

- NPMA will provide an attendee list to help vendors facilitate appointments.
- NPMA will provide a conference room for up to 10 people from 10:00 a.m. – 2:00 p.m. (equipped with a conference table)
- If you would like additional presentation services in the room this would be an additional cost. NPMA will help coordinate with the hotel.
- 10 coupons to be presented to customers with a discounted rate to attend the conference (attendees not already signed up for the conference)

All sponsorships are available on a first-come, first-served basis and will be determined based on the date/time that the agreement is submitted. LIMITED SPACE IS AVAILABLE. Additional sponsorship opportunities may be available.

Exhibitor hereby agrees to be bound by the "Rules and Regulations of the Exposition." Exhibitor further agrees to adhere to and be bound by (i) all applicable fire, utility, and building codes and regulations; (ii) any rules or regulations of the facility where the exhibition is held; (iii) the terms of all leases and agreements between NPMA and the managers or owners of said facility, or between the Sponsor and such managers or owners; and (iv) the terms of any and all leases and agreements between NPMA and any other party relating to the Exposition. Exhibitor shall not be, nor shall Exhibitor permit others to do anything to the Booth or do anything in the facility where the Exposition is held, or bring anything into said facility, which would cause a difference in conditions from those previously approved by the insurance carriers of **NPMA or the owners or managers of said facility, which will in any way increase premiums payable by any of said parties for fire insurance on said facility or any property therein. Notwithstanding any other remedy available against Exhibitor, Exhibitor agrees to pay on demand by any of said parties any such increase resulting from a violation of this section.**

Space Assignments. NPMA shall use its best efforts to locate the Booth in one of the locations designated by Exhibitor on the front side hereof, to provide physical separation of the Booth from the Booths of those competitors from whom Exhibitor has requested such separation on the front side hereof. *Notwithstanding the above, NPMA reserves the right to change location assignments at any time, as it may in its sole discretion deem necessary.*

Payment. Exhibitors that are an adjunct or subsidiary of member companies, **but are not members of NPMA shall pay the non-member exhibit rates.** If full payment is not received by June 1, 2019 — NPMA reserves the right to release its space and put up for resale.

Hospitality Suites and Special Events. Hospitality suites and special event space at the headquarters hotel will be registered to the Exhibitors and event sponsors. Hospitality Suites and special events shall not be open during regularly scheduled hours of meetings, exhibits or other PestWorld functions.

Exclusion. NPMA shall have the right to exclude or to require modifications of any display or demonstrations, which in its sole discretion, it considers unsuitable to or not in keeping with the character of the Exposition. NPMA shall have the right to prohibit the use of amplifying equipment or music, which, in its sole discretion, it considers objectionable. NPMA shall have the right to demand modifications of the appearance or dress of persons or mannequins used in connection with displays or demonstration.

Assignments and Sublease. Exhibitor shall not sub-let the Booth assigned by NPMA nor shall Exhibitor assign this Lease in whole or in part.

Liability. This agreement shall not constitute or be considered a partnership, employer-employee relationships, joint venture or agency between NPMA, managers or owners of said facility and Exhibitor. Exhibitor hereby agrees to and does indemnify, hold harmless and defend NPMA, managers or owners of said facility from and against any and all liability, responsibility, loss, damage, cost, or expense of any kind whatsoever (including but limited to cost, interest and attorney's fees) which NPMA, managers or owners of said facility may incur, suffer, be put to, pay or be required to pay incident to arising directly or indirectly from any intentional or negligent act or omission by Exhibitor or any of its employees, servants, or agents.

Exhibitor further agrees that NPMA, managers or owners of said facility and its respective agents and employees shall not be responsible, in any way, for (i) damage, loss or destruction of any property of Exhibitor or (ii) injury to Exhibitor or its representatives, agency, employees, licensees or invitees.

Cancellation or Postponement of Exposition. In the event that the Exposition is postponed due to any occurrence not occasioned by the conduct of NPMA or Exhibitor, whether such occurrence by an Act of God or the common enemy or the result of war, riot, civil commotion, sovereign conduct, or the act of conduct of any person or persons not party or privy to this Lease, then the performance of the parties under this agreement shall be excused for such period of time as is reasonably necessary after such occurrence to remedy the effects thereof, and in any event for the duration of such postponement. In the event that such occurrence results in cancellation of the Exposition, the obligations of the parties under this Agreement shall be automatically terminated and all rental payments made under this Lease shall be refunded to Exhibitor, less a pro rata share of expenses actually incurred by NPMA in connection with the Exposition.

Handling and Storage. NPMA and the owners or managers of the facility where the Exposition is to be held shall not accept or store display materials or empty crates and Exhibitor shall make its own arrangement for shipment, delivery, receipt and storage of such materials and empty crates. Such arrangement may be made through the Official Drayer if desired, and Exhibitor shall in any event provide the Official Drayer with copies of all bills of lading. All shipments and deliveries to the Exposition shall be prepaid. Exhibitor shall not incur any obligation to the Official Drayer merely by reason of providing copies of any bill of lading hereunder.

Cancellation of Contract. Cancellations by the exhibitor of booth space contracts **must** be received in writing. Cancellations received before June 1, 2019 will be refunded, **less a cancellation and processing fee of Five Hundred Dollars (\$500.00) per one hundred (100) square feet of space rented. No refund will be made of the deposit if notice of cancellation is after June 1, 2019.**

Security. NPMA shall provide twenty-four (24) hour guard service throughout the installation of exhibits and booths, closed hours, and dismantling of exhibits and booths. Please note, this is perimeter security only. Exhibitor is still responsible for their equipment and materials.

Entire Agreement. This instrument contains the entire agreement between the parties relating to the rights herein granted and the obligations herein assumed. Any representations or modifications concerning this instrument shall be of no force or effect excepting a subsequent modification in writing signed by the parties hereto.

Partial Invalidity. If any term, provision, covenant, or condition of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remainder of the provisions shall remain in full force and effect and shall in no way be affected, impaired or invalidated.

Captions. All captions as to contents of the particular provisions hereof are intended for convenience of reference only and are not to be considered in construing this instrument.

Successors and Assigns. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their successors and permitted assigns.

Hold Harmless Clause. "Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend, and save harmless the San Diego Convention Center and their respective partners, directors, officers, employees and agents "the Indemnity" against all claims, losses and damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by Exhibitor's installation, removal maintenance, or occupancy or use of the exhibition premises or part thereof, excluding any such liability caused by the sole negligence of the indemnities. In addition, Exhibitor acknowledges that neither, the San Diego Convention Center or any of the other Indemnities maintain insurance covering Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain business interruption and property damage insurance covering such losses of Exhibitor."

CODES & AGREEMENTS (PAGE 3)

Use of Space. Vendors may use exhibit booths provided they can be accommodated within their individual exhibit space and do not violate fire safety laws. Exhibits must be constructed so as not to obstruct the general view or the view of neighboring exhibits. Interference with the lighting and space of other exhibitors is prohibited. The NPMA reserves the right to restrict exhibits that, because of method of operation, materials, or for any reason, become objectionable. All sound equipment must be regulated so that it does not disturb neighboring exhibits or the conference sessions. The NPMA reserves the right to determine at what point sound constitutes interference with others and must be discontinued. Due to licensing and copyright regulations by ASCAP/BMI regarding music at public meetings, conventions and shows, exhibitors may not play music during the exhibition, either live or recorded. Attendants, models, and other employees and representatives of Exhibitor must confine their activities to the contracted exhibit space. All solicitation, demonstration and other promotional activities (including mascots/characters/hired entertainment) must be confined to the limits of the contracted exhibit space. NPMA reserves the right to remove exhibit personnel or remove an exhibitor from their contracted space without a refund if NPMA find an exhibitor is in violation of the above conduct guidelines. Exhibitor personnel and representatives may not enter the exhibit space or loiter in the area of another exhibitor without permission from that exhibitor, and at no time may anyone enter an exhibit space that is not staffed. Violators may be ejected from the Show. Exhibitor shall not photograph or video an exhibit or product of another exhibitor unless such photography or videography is approved in writing by the other exhibitor or Show Management. Booths must be staffed during all Show hours. No area of the Facility shall be used for any improper, immoral, illegal or objectionable purpose.

Buyer Activities. Exhibitors are not permitted to host or sponsor any event off the Show floor that attracts buyers during exhibit hours unless such event is approved in writing by Show Management.

Outboarding. "Outboarding" occurs when a company that is eligible to exhibit at the Show does not exhibit, but hosts buyers at a venue away from the Show during set-up days or Show days. Companies that engage in outboarding may be prohibited from exhibiting at the Show for one to three years as determined by the SEMA Show Committee and may be subject to loss of seniority points. Registration credentials will not be issued to any employee of a company prohibited from exhibiting due to outboarding.

Professional Conduct and Attire. Exhibitors should adhere to professional standards of behavior. All Exhibitor personnel and their contractors must wear appropriate apparel at all times. This requirement prohibits, among other items, bathing suits, thongs, lingerie, excessively short skirts, painted bodies and transparent apparel. Show Management reserves the right to make determinations on appropriate apparel. Business or business casual attire is recommended. Exhibitors who are uncertain with regard to compliance with the appropriate apparel and entertainment regulations are encouraged to consult with Show Management in advance of the Show.

Character of Display. Any materials not in keeping with the character and standards of the NPMA may not be distributed or utilized by any exhibitor. The NPMA reserves the right to prohibit or evict any exhibit that, in the opinion of the NPMA, detracts from the general character of the exhibition as a whole. This reservation includes persons, things, conduct, printed matter or anything of a character that the NPMA finds objectionable. In the event of such restriction or eviction, the NPMA and its employees and agents shall not be liable for any refunds of rentals or other exhibit expenses.

Care of Exhibitor Space. Exhibitor must keep their booth clean, manned, and in good order. Exhibitor must leave their booth space in good order after the booth has been dismantled at the close of the show, and shall break down and dispose of all cardboard boxes and refuse. If an exhibitor fails to dispose of cardboard boxes and refuse, exhibitor shall incur a mandatory clean-up fee of \$50.

Damages. Exhibitor is liable for any damage caused to the building floors, walls, curtains, drapes, standard booth equipment, or another exhibitor's property.

Unoccupied Space. If exhibitor fails to occupy space contracted by the opening of the show or fails to comply in any other respect with the terms of this agreement without prior permission from NPMA, then NPMA shall have the right to use such space in any manner without releasing exhibitor from paying the sum agreed upon in the exhibitor contract.

Exhibitors are accepted at the discretion of NPMA staff and means no endorsement by NPMA or its officials.

I have reviewed and accept these Codes & Agreements. _____
Initial Here

NPMA 2019 EXHIBIT AND SPONSORSHIP REGISTRATION FORM (PAGE 2)

2019 WILDLIFE EXPO

Exhibit Booth (Member) \$750 (includes one tabletop booth) **Exhibit Booth (Non-member)** \$900 (includes one tabletop booth)

Available Sponsorships:

- | | | |
|--|--|---|
| <input type="checkbox"/> Welcome Reception - \$1,500 | <input type="checkbox"/> Gold Sponsor - \$4,500 | <input type="checkbox"/> Silver Sponsor - \$3,000 |
| <input type="checkbox"/> Coffee Break - \$250 | <input type="checkbox"/> Continental Breakfast - \$500 | <input type="checkbox"/> Lunch - \$1,000 |
| | <input type="checkbox"/> Final Night Banquet - \$2,000 | <input type="checkbox"/> Training Course - \$500 |

2019 LEGISLATIVE DAY

Available Sponsorships:

- | | |
|---|---|
| <input type="checkbox"/> Marquis Sponsor - \$100,000 | <input type="checkbox"/> Keynote Sponsor - \$27,500 |
| <input type="checkbox"/> Tuesday Breakfast - \$10,000 | <input type="checkbox"/> Tuesday Lunch Sponsor - \$20,000 |

ACADEMY 2019

Available Sponsorships:

- | | | |
|---|---|---|
| <input type="checkbox"/> Continental Breakfast - \$2,500 | <input type="checkbox"/> Marquis Sponsor - \$85,000 | <input type="checkbox"/> Keynote Sponsor - \$15,000 |
| <input type="checkbox"/> Welcome Reception - \$7,500 | <input type="checkbox"/> Lunch - \$7,500 | <input type="checkbox"/> Coffee Break - \$1,000 |
| <input type="checkbox"/> Board of Directors Lunch - \$2,500 | <input type="checkbox"/> Award Banquet - \$7,500 | |
| | <input type="checkbox"/> Learning Labs - \$5,000 | |

2019 TECHNOLOGY SUMMIT

- Exhibit Booth (Member)** \$1,000 **Exhibit Booth (Non-member)** \$1,250
- Available Sponsorships:**
- | | |
|--|--|
| <input type="checkbox"/> Platinum Sponsor - \$15,000 (2 available) | <input type="checkbox"/> Gold Sponsor - \$10,000 (2 available) |
| <input type="checkbox"/> Silver Sponsor - \$7,500 (2 available) | <input type="checkbox"/> User Group Training - \$750 (4 available) |

COMPANY REPRESENTATIVES ATTENDING

(Exhibiting fee includes one complimentary registration; additional exhibit hall only badges available for an additional fee.)

Conference Name	Company Rep. Name	Title	Email	City/State

PAYMENT INFORMATION

Total Exhibit Booth Fee: \$ _____
 Total Sponsorship Fee: \$ _____
 Total Additional Exhibitor Badge Fee: \$ _____
Total Amount Due: \$ _____

- Check # _____ enclosed (payable to NPMA)
- Please charge my: Visa MasterCard AMEX
- Credit Card # _____
- Exp. _____ Sec. Code _____
- Name on Card _____
- Signature _____

NOTE: The official Cancellation Policy states that refunds will be made in full until 30 days before the start of the conference. If you cancel within 30 days of the start of the conference your exhibitor fees will be forfeited in full.

3 WAYS TO REGISTER



Mail:
 10460 North Street
 Fairfax, VA 22030



Email:
 mmoloney@pestworld.org



Online:
 www.npmapestworld.org