ANNUAL MEETING
&
TRADE SHOW
TAMPA, FLORIDA - APRIL 2-6, 2012
ANNUAL MEETING & TRADE SHOW
Tampa Convention Center - Tampa, FL
April 2-6, 2012

Dear Exhibitor,

The APWA Florida Chapter Trade Show will be held April 4, 2012 at the Tampa Convention Center in Tampa, Florida. The Marriott Waterside Hotel is the host hotel and it is located directly across the street from the Convention Center.

With each passing year the Meeting & Trade Show becomes larger and more successful attracting hundreds of Public Works professionals from the State of Florida and the Southeast. You are among a select group of suppliers who meet APWA’s standards in the products and services you provide to the industry. We expect the 2012 Meeting & Trade Show to achieve new heights in the history of the Florida Chapter. This translates into a remarkable opportunity for you to network directly with your customers. The conditions will be ideal for strengthening relationships with your current customers, and building new ones.

The 2012 Trade Show will be the perfect opportunity to introduce new products and services, and to offer selective show pricing to the attendees. Space is limited and will be awarded on a “first come, first reserved basis”. For that reason, we urge you to reserve your booth or bulk space NOW, to insure a prime location at the 2012 Show.

This brochure includes the following information: Exhibit Hall Diagram, Exhibit Space Reservation Form with Pricing, Contract for Exhibit Space, and the Sponsorship Program. Please read the forms carefully, complete the appropriate forms, and submit them as soon as possible.

Corporate Events is the official Meeting Management Company for the APWA Florida Chapter. CE will e-mail all Meeting & Trade Show correspondence to potential exhibitors and attendees, receive all reservation forms and payments and process them accordingly. In addition, they will manage the on-site registration / information desk at the Show.

BH&L Decorators, Inc. is the official Trade Show Contractor for the 2012 Trade Show and will provide an Exhibitor Service Kit, which will be posted on the Show website approximately 60 days prior to the opening day of the Show. It will contain exhibit set-up & dismantle dates and times, shipping instructions, order forms for exhibit set-up and dismantle labor, drayage, electricity and many other service you may require. In addition, they will have an exhibit service desk in the Exhibit Hall for the entire Show.

The Florida Chapter of APWA, the 2012 Steering Committee, the APWA West Coast Branch and Corporate Events are truly excited about the possibilities the Show will generate for our members, visitors and exhibitors. We look forward to your participation in making the 2012 Meeting & Trade Show the most successful ever!

If you have any questions, comments or ideas please contact Corporate Events.

Corporate Events
Phone: (727) 548-7200  Fax: (727) 546-1956
E-mail: Info@CorporateEvents-tampabay.com
LOCATION: Tampa Convention Center  
333 South Franklin Street  
Tampa, FL 33602  
Phone: (813) 274-8511

DATE: April 4, 2012

MEETING MANAGEMENT COMPANY
Corporate Events  
Phone: (727) 548-7200  Fax: (727) 546-1956  
E-mail: info@Corporateevents-tampabay.com

TRADE SHOW DECORATOR
BH&L Decorators, Inc.  
Phone: (407) 851-9080  Fax: (407) 851-3090

2012 SHOW HIGHLIGHTS
- Special Pricing Structure for Early Registrants
- A Pre-Show and Post-Show List of Registered Delegates (Available Upon Request)
- Continental Breakfast, Lunch, Reception & Prize Drawings (in the Exhibit Hall)
- Special Incentives Designed to Encourage Delegates to Visit Each Booth & Exhibit Area

TENTATIVE AGENDA

Monday, April 2
8:30 am - 5:00 pm  Registration Open
9:00 am - 3:45 pm  Technical Sessions
9:00 am - 5:00 pm  Equipment Rodeo Set-Up
9:00 am - 5:00 pm  Exhibit Hall Set-Up (Decorator Only)
12:30 pm - 2:30 pm  Opening Session Luncheon (Welcome, Lunch & Keynote Speaker)
5:00 pm - 6:30 pm  President’s Reception (Food, Drinks & Entertainment)
7:00 pm  Tampa Bay Lightning Game (Individual Ticket Purchase)

Tuesday, April 3
7:30 am - 5:00 pm  Registration Open
8:00 am - 12:00 pm  Exhibitor Move-in (Bulk Space Only)
8:00 am - 1:00 pm  Golf Tournament
9:00 am - 3:45 pm  Technical Sessions
9:00 am - 3:00 pm  Equipment Rodeo
1:00 pm - 6:00 pm  Exhibitor Move-in (10’x10’ Booths)
6:30 pm - 9:30 pm  Special Event Night (Food, Drink & Entertainment)

Wednesday, April 4
7:30 am - 4:00 pm  Registration Open
9:00 am - 4:00 pm  Exhibit Show Open
9:00 am - 10:00 am  Coffee & Danish (in Exhibit Hall)
10:00 am - 4:00 pm  Student Expo
12:30 pm - 1:30 pm  Lunch with the Exhibitors
4:00 pm - 8:00 pm  Exhibitor Move-Out

Thursday, April 5
8:00 am - 3:00 pm  Registration Open
9:00 am - 11:15 am  Technical Sessions
11:30 am - 2:30 pm  Awards / Scholarship Luncheon
5:00 pm - 6:30 pm  Farewell Reception

Friday, April 6
9:00 am - 10:00 am  Breakfast Honoring Past Presidents
Main Contact:
Company: ___________________________________________________________________________
Contact Person: ______________________________________________________________________
Title: _______________________________________________________________________________
Address: ____________________________________________________________________________
City: ___________________________________  State: ________________  Zip: __________________
Phone: _____________________________  Ext. _____________  Fax: __________________________
E-Mail Address: _______________________

Billing Contact:
Contact Person: ______________________________________________________________________
Address: ____________________________________________________________________________
City: ___________________________________  State: ________________  Zip: __________________
Phone: _____________________________  Ext. _____________  Fax: __________________________
E-Mail Address: _______________________

Exhibit Booth Pricing: Price includes: pipe & drape, ID sign, breakfast, lunch & reception on show
day. Price does not include: tables, chairs, waste basket, carpet, electric, etc.

Reserved @ 2011 Show – APWA Member:       $850.00
Reserved @ 2011 Show – APWA Non-Member:     $1,050.00
Reserved @ 2011 Show 10’ x 20’ (101, 601, 721) – APWA Member: $2,000.00
Reserved @ 2011 Show 10’ x 20’ (101, 601, 721) – APWA Non-Member: $2,500.00

April 25, 2011 to December 31, 2011 – APWA Member: $1,000.00
April 25, 2011 to December 31, 2011 – APWA Non-Member: $1,200.00
April 25, 2011 to December 31, 2011 10’ x 20’ (101, 601, 721) – APWA Member: $2,500.00
April 25, 2011 to December 31, 2011 10’ x 20’ (101, 601, 721) – APWA Non-Member: $3,000.00

Reserved after December 31, 2011 – APWA Member: $1,150.00
Reserved after December 31, 2011 – APWA Non-Member: $1,350.00
Reserved after December 31, 2011 10’ x 20’ (101, 601, 721) – APWA Member: $3,000.00
Reserved after December 31, 2011 10’ x 20’ (101, 601, 721) – APWA Non-Member: $3,500.00

Bulk Space Pricing:
Reserved @ 2011 Show – APWA Member:       $4.25 per square foot
Reserved @ 2011 Show – APWA Non-Member:     $4.75 per square foot

April 25, 2011 to December 31, 2011 – APWA Member: $5.50 per square foot
April 25, 2011 to December 31, 2011 – APWA Non-Member: $6.00 per square foot

Reserved after December 31, 2011 – APWA Member: $7.00 per square foot
Reserved after December 31, 2011 – APWA Non-Member: $7.50 per square foot

Booth Number(s) or Bulk Space Letter Preference: 1st __________ 2nd __________ 3rd __________
(see diagram in this brochure)

Total Cost for Space: $ ________________________

APWA Member Number (if you do not know your #, contact APWA at 800-848-2792): ____________
Authorized Signature ____________________________  Date __________________

After your Booth or Bulk space has been confirmed, you will receive an invoice for the total cost
of your space. If your payment is not received by the due date indicated on the invoice, you will be
charged the highest price listed for your space, or subject to cancellation.

Make Checks Payable To: APWA Florida Chapter Annual Meeting
Mail Checks To: Corporate Events
7431 114th Avenue North, Suite #102
Largo, Florida  33773

TO RESERVE YOUR SPACE
FAX TO 727-546-1956 OR E-MAIL  info@CorporateEvents-tampabay.com
CONTRACT FOR EXHIBIT SPACE

CONTRACT: This Contract for Exhibit Space, when properly executed by a company/organization and submitted with or without full or partial payment of fee, and accepted in writing by the APWA Florida Chapter, shall be considered a binding Contract between the two parties subject to the rules and regulations promulgated by the APWA Florida Chapter pursuant to this Contract. The contracting company/organization and the APWA Florida Chapter agree that the purpose of the Meeting & Trade Show is professional education of persons attending and will conduct themselves accordingly. The APWA Florida Chapter reserves the right to determine the Exposition eligibility of any company/organization, product or service.

EXPOSITION SITE AND TIME: The 2012 Exposition will be held Wednesday, April 4, 2012 at the ‘Tampa Convention Center’ in Tampa, Florida. The Exhibit Hall will be open according to the following schedule:

<table>
<thead>
<tr>
<th>DAY</th>
<th>DATE</th>
<th>OPENING</th>
<th>CLOSING</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>4/2/12</td>
<td>9:00 am</td>
<td>5:00 pm</td>
<td>Exhibitor Move-in (bulk space only)</td>
</tr>
<tr>
<td>Tuesday</td>
<td>4/3/12</td>
<td>8:00 am</td>
<td>12:00 pm</td>
<td>Exhibitor Move-in (bulk space)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1:00 pm</td>
<td>6:00 pm</td>
<td>Exhibitor Move-in (10’ x 10’ booths)</td>
</tr>
<tr>
<td>Wednesday</td>
<td>4/4/12</td>
<td>9:00 am</td>
<td>4:00 pm</td>
<td>Exhibit Show Open</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4:00 pm</td>
<td>8:00 pm</td>
<td>Exhibitor Move-out</td>
</tr>
</tbody>
</table>

The APWA Florida Chapter reserves the right to change the date, site and exhibit hours; however, any such change(s) will be made known as far in advance of the Exposition as possible, and Exhibitors will be notified accordingly. During all hours the Exposition is open, the Exhibitor shall not dismantle its exhibit or otherwise interfere with the orderly conduct of the Exposition until it is finally closed to visitors.

CANCELLATIONS: Exhibitor specifically recognizes and agrees that the APWA Florida Chapter will sustain losses in the event the Exhibitor fails to provide timely written notice of cancellation (by certified mail). In keeping with industry practice, the existence of which practice is acknowledged by the Exhibitor, and in view of such losses as cannot be precisely measured but which include inability to replace those canceling late, advertising, credibility, redesigning of floor spaces, and alike, the Exhibitor agrees upon the following late cancellation assessment schedule as being in the nature of liquidated damages, which schedule is designed specifically to compensate the APWA Florida Chapter for its losses and not constitute a penalty, should the Exhibitor fail to provide timely written notice, by certified mail, of cancellation of all or any part of its assigned booth space.

<table>
<thead>
<tr>
<th>DATE OF CANCELLATION</th>
<th>ASSESSMENT (% of rental fee for space canceled)</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 31 – December 31, 2011</td>
<td>50%</td>
</tr>
<tr>
<td>After December 31, 2011</td>
<td>100%</td>
</tr>
</tbody>
</table>

Cancellations will be accepted only in accordance with the above schedule. There will be no refunds for cancellations received after December 31, 2011. Any refunds due Exhibitor as the result of cancellation of this Contract will be made after the completion of the Exposition. Failure to make full payment of exhibit space rental fees by Due Date on an invoice; will subject Exhibitor to cancellation of Contract by the APWA Florida Chapter and liability for balance due at the prevailing rate. If booth space is not occupied on Wednesday, April 4, 2012, the APWA Florida Chapter shall have the right to use such space. Reletting by the APWA Florida Chapter of an Exhibitor’s canceled space shall not act to excuse Exhibitor from assessment.

Except as the Exhibitors rental obligation may be reduced through cancellation and refund in accordance with the above schedule, the Exhibitor is responsible for the total exhibit space rental fees irrespective of the reason for cancellation, including cancellation by the Exhibitor because of the failure of the exhibit to arrive for any reason, or cancellation by the APWA Florida Chapter of the Exposition in whole or in part as a result of riot, strike, civil disorder, act of war, act of God, or any reason of any kind whatsoever not within the APWA Florida Chapter's control. However, in such instances of the APWA Florida Chapter’s cancellation, the APWA Florida Chapter will make every reasonable effort to reschedule or conduct the Exposition despite such acts of circumstances beyond its control. Should it ultimately be impossible to hold the Exposition in such instances, the APWA Florida Chapter may retain and/or will be due such part of the Exhibitor’s exhibit space rental fees as shall be required to compensate the APWA Florida Chapter for losses incurred up to the time a contingency beyond its control shall have occurred. All payments in excess of such expenses will be refunded.

USE OF SPACE: Exhibitor agrees not to assign, sublet or share allocated space without the knowledge and prior written consent of the APWA Florida Chapter. Exhibitor will not be permitted to display outside the confines of the assigned booth space in the Exposition area. Exhibitor must show only products or services dealt in during the regular course of its business. Except as specifically allowed by the APWA Florida Chapter, Exhibitor may not promote or represent any other vendor’s products or services in its booth. Unless part of a demonstration, or integrated into a solution provided by Exhibitor, no other vendor’s hardware or software may be exhibited. Signs or banners, printed materials such as specification sheets or brochures, advertising or any other form of promotion which suggests another vendor’s presence as an exhibitor within Exhibitor’s space are strictly forbidden. Violation of these regulations, or failure to correct such a violation, may result in removal of Exhibitor’s booth from the Exposition by the APWA Florida Chapter.

AVAILABLE SERVICES: On behalf of the Exhibitor, the APWA Florida Chapter has designated BH&L Decorators, Inc. the official Exposition contractors to provide the following: drayage, machinery moving, cartage, machinery erection, furniture, booth and floor decorations, signs, photographs, telephone services, etc. Services of electricians, plumbers, carpenters and other labor will be available and charged for at the then-prevailing rates. Contractors and rates will be listed in the Exhibitor Service Kit to be issued separately. The APWA Florida Chapter assumes no responsibility or liability for any of the services performed or materials delivered by the foregoing persons, parties and organizations. Arrangement for these services and payment are to be made between Exhibitor and official Exposition contractors.

INSURANCE: The APWA Florida Chapter shall not be liable for damage or loss to any Exhibitor’s properties through theft, fire, accident or any other destructive cause, whether the result of negligence or otherwise. Exhibitor shall insure its own exhibit and display materials. Exhibitor must carry General Liability Insurance with limits of not less than $1,000,000.00 any one occurrence, $1,000,000.00 any one accident. Umbrella Excess Liability may be used to bring coverage up to these requirements. The APWA Florida Chapter assumes no liability for injury that may occur to visitors to the Exposition or for any damage to any property. Exhibitor agrees to indemnify, defend, and hold harmless the APWA Florida Chapter, their respective officers, employees and agents, against all claims for bodily injury, property damage, and or any other claim arising out of Exhibitor’s participation in the Exposition, or caused by its employees, representatives, contractors, or property in its possession or control.
CERTIFICATE OF INSURANCE: Under the terms and conditions of this contract for services, the exhibitor is required to show evidence of adequate general liability insurance coverage by furnishing to the American Public Works Association (APWA) a certificate or certificates of insurance. The certificate(s) of insurance must include the following information and be in force for the full duration of the contract.

All certificates of insurance issued to the APWA must:
1. Include the name of the insured, the insurance producer and the insurance company affording the coverage
2. Evidence of general liability coverage with limits of $1,000,000 each occurrence $1,000,000 aggregate
3. Include policy numbers and effective and expiration dates of each policy
4. Provide for thirty (30) days advance written notice to APWA of cancellation of any of the insurance coverage
5. Be issued to APWA and remitted to: c/o Corporate Events at 7431 114th Avenue N. Suite #102, Largo, Florida 33773

HEIGHT AND CONSTRUCTION RESTRICTIONS:
(A) The standard exhibit booth equipment has a back wall 8 feet high and dividing sidewalls 3 feet high. The rear half of each sidewall may extend to the height of the back wall. The front half of the sidewall can be no higher than the 3 feet.
(B) Equipment or a product that is an integral part of the display, but not part of the booth, may extend above the back wall if approved in advance, in writing, by the APWA Florida Chapter.
(C) In no instance will the exhibitor be permitted to install any item or structure (signs, booth structure, product, etc.) above height of the back wall without advance approval, in writing, by the APWA Florida Chapter.
(D) All materials within the exhibit booth area including, but not limited to: actual display unit, decorative items, furnishings, labels, flooring, etc. must meet and comply with all national and local facility fire, electrical, plumbing, safety and hazardous material codes. Proper written certification must be available to the APWA Florida Chapter at the exhibitor’s expense.
(E) The APWA Florida Chapter retains sole discretion and authority in the placement, arrangement and appearance of all displays.

STORAGE OF PACKING CRATES AND BOXES: Exhibitors will not be permitted to store packing crates and/or boxes within their exhibit space during the Exposition. These items, when properly marked, will be stored and returned to the booth by the Exposition contractor at the expense of the exhibitor. It is the exhibitor’s responsibility to mark and identify their crates and boxes as soon as they are empty or otherwise ready for removal to facilitate the opening of the Exposition. Crates and boxes not properly marked or identified may be lost or destroyed and are not the responsibility of the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof.

MEETING ROOMS AND HOSPITALITY OR SPECIAL FUNCTIONS:
(A) The assembling of attendees in any meeting room, hotel suite, or special function room by any exhibitor or organization must be approved in advance, in writing by the APWA Florida Chapter.
(B) Use of meeting facilities or hotels by exhibitors or organizations for sales or business meetings or meal functions, during the meeting dates, must be approved in advance, in writing by the APWA Florida Chapter.
(C) Violations of the above are grounds for expulsion from the exhibit area and/or restriction from participation in any future APWA Florida Chapter expositions.

DISABILITY PROVISIONS: Exhibitor represents and warrants that (a) that its exhibit will be accessible to the full extent required by law. (b) that its exhibit will comply with the Americans with Disabilities Act (ADA) and with any regulations implemented by the ADA including, but not limited to: 36” pathways, ramp capabilities for raised or lowered flooring, and installation of tightly woven carpeting less than 1½” thick to facilitate wheelchair movement. (c) that it shall indemnify and hold harmless the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof from and against any and all claims and expenses, including attorney’s fees and litigation expenses, that may be incurred by or asserted against the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof on the basis of the exhibitors breach of this paragraph or non-compliance with any of the provisions of the ADA.

ROYALTIES AND OTHER PAYMENTS: Exhibitor agrees to pay promptly all royalties, license fees, or other charges due to any person, firm, or corporation by reason of any live or recorded music, or any other kind of entertainment, which the exhibitor, its agents, employees, or subtenants plays, stages, or produces within the premises covered by this Contract, including, but not limited to royalties or licensing fees due to BMI, ASCAP, or SESAC. Exhibitor agrees to indemnify and hold harmless the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof from and against any and all claims and expenses, including attorney’s fees and litigation expenses, that may be incurred by or asserted against the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof on the basis of the exhibitors breach of this paragraph.

UNION LABOR: Exhibitor is required to observe and comply with all union regulations for the state in which the event is being held, as well as contracts with the facility in which the event is taking place, official service contractors and union labor organizations.

EXHIBITOR APPOINTED CONTRACTORS: Exhibitors using companies other than the official Exposition contractor must advise the APWA Florida Chapter in writing of their intent no later than 30 days prior to the first day of installation. An Exhibitor Appointed Contractor (EAC) is a company or individual other than the official Exposition contractor listed in this Contract. EAC’s may be present to handle supervision, but are NOT allowed to perform work on-site, or perform labor and equipment unless they are members of the local union jurisdiction. Exhibitors utilizing EAC’s agree to indemnify and hold harmless the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof from and against any and all claims and expenses, including attorney’s fees and litigation expenses, that may be incurred by or asserted against the APWA Florida Chapter, its agents and contractors, the Exposition contractor, the facility, or any other representative thereof on the basis of the exhibitors breach of this paragraph.

EAC agrees to indemnify, defend, and hold harmless the APWA Florida Chapter, their respective officers, employees and agents, against all claims for bodily injury, property damage, and or any other claim arising out of Exhibitor’s participation in the Exposition, or caused by its employees, representatives, contractors, or property in its possession or control.
OTHER TERMS AND CONDITIONS: Exhibitor shall comply with all fire laws, electrical codes and all other rules, regulations, codes or statutes with respect to the installation, conduct and disassembly of its exhibit. Exhibitor shall also comply with all reasonable requests of the APWA Florida Chapter and the Exposition Facility officials with respect to the installation, conduct and disassembly of its exhibit. The exhibit shall be conducted in a decorous manner in order not to be objectionable to other Exhibitors, the Exposition Facility, the APWA Florida Chapter or the public. The APWA Florida Chapter and the Exposition Facility reserve the right to close, remove or require changes in any exhibit or to remove any of the Exhibitor’s personnel, agents, representatives, independent contractors, invitees or guests who are deemed detrimental to the overall Exposition, the Exposition Facility, other Exhibitors or public.

The license granted by this Contract is personal and may not be transferred without the written consent of the APWA Florida Chapter. The premises are licensed on an “as is” basis, and the APWA Florida Chapter will not be liable for pre-existing conditions of the premises or for conditions arising during the period of the license. Exhibitor shall return the premises in as good as condition as they were received. The APWA Florida Chapter shall in no event be liable to the Exhibitor in excess of any consideration paid by the Exhibitor to the APWA Florida Chapter, and received by the APWA Florida Chapter for breaches of Contract or tortuous conduct by the APWA Florida Chapter, its agents, representatives and independent contractors whether acting within or of the scope of their authority; by agents, representatives or independent contractors of the Exposition Facility, or by the general public. The APWA Florida Chapter shall not be liable for failure to perform its obligations under this Contract due to strikes, riots, acts of God, or any other cause beyond its control. Anyone visiting, viewing or otherwise participating in the Exhibitor’s booth is deemed to be the invitee or licensee of the Exhibitor rather than the invitee or licensee of the APWA Florida Chapter.

The APWA Florida Chapter shall not be liable for injury of any type from any cause to property of the Exhibitor or to persons conducting or otherwise participating in the conduct of the exhibit or to invitees or guests of the Exhibitor. Exhibitor assumes full responsibility and liability for the actions of its agents, employees or independent contractors, whether acting within or outside of the scope of their authority, and agrees to hold harmless the APWA Florida Chapter from responsibility or liability resulting directly or indirectly, or jointly, from other causes which arise because of the actions or omissions of its agents, employees or independent contractors, whether acting within or outside of the scope of their authority.

Within Exhibitor by entering into this Contract agrees in the event of any disputes arising out of it to accept the jurisdiction of the State of Florida. In the event of any breach of any term of this Contract by the within Exhibitor, or other dispute arising out of this Contract, Exhibitor will be liable, from and after default, for interest on such money as are owed by Exhibitor at the rate of one and one-half percent (1 ½%) per month commencing on the date of initial demand. In addition, Exhibitor will be liable for all reasonable costs, expenses and attorneys fees arising out of the collection efforts of the APWA Florida Chapter, which, when combined with said interest, shall not, in any event, exceed the usury law of the jurisdiction in which said claim is filed.

The APWA Florida Chapter makes no representations or warranties to Exhibitor of any nature or kind. This contract contains all of the terms and conditions of the parties’ Agreement regarding this subject matter.

EXHIBITOR: Company __________________________________________________________________________________________

Name (Type or Print) _________________________________________________________________________________

Title _____________________________________________________________________________________

By (Authorized Signature) ____________________________________________          Date _______________________

Street Address ______________________________________________________________________________________

City, State, Zip ______________________________________________________________________________________

Telephone (         ) _______________________________      Fax (         ) _______________________________

By signing above, I acknowledge that I have received a complete Contract and am duly authorized to sign and bind Exhibitor to it and all the terms and conditions as set forth herein.
In order to provide you and your customers with the quality Event you expect and deserve, every Exhibitor is encouraged to be a Sponsor at some level. As a preferred supplier, you play a vital role in the success of the Annual Meeting & Trade Show. That’s why we have structured varying levels of involvement to allow you to choose a level of participation appropriate to your position in the marketplace. The higher your level of participation, the greater your exposure to your customers. We appreciate your support.

**Diamond**  
$25,000.00  
◆ Sponsor Exclusively the “Special Event Night”  
◆ 20’ x 20’ Booth  
◆ Large Banner displayed @ Event you Sponsor  
◆ Present a Technical Session (if submitted by deadline – October 2011)  
◆ Hospitality Room @ the Hotel to entertain your customers (date/time must be approved by APWA)  
◆ One (1) Full page ad in Show Directory  
◆ Six (6) full Exhibitor registrations – Includes: President’s Reception, Special Event Night & Farewell Reception  
◆ Reserved table at the Event you sponsor  
◆ FREE Trade Show Passes to distribute to your customers  
◆ Recognized verbally during each event  
◆ Recognition signage displayed throughout show

**Ruby**  
$15,000.00  
◆ Choose one (1) event to Sponsor exclusively (Opening Session, President’s Reception, Awards / Scholarship Lunch)  
◆ 10’ x 20’ Booth  
◆ Large Banner displayed @ Event you Sponsor  
◆ One (1) Full page ad in Show Directory  
◆ Four (4) full Exhibitor registrations – Includes: President’s Reception, Special Event Night & Farewell Reception  
◆ Reserved table at the Event you sponsor  
◆ FREE Trade Show Passes to distribute to your customers  
◆ Recognized verbally during each event  
◆ Recognition signage displayed throughout show

**Emerald**  
$10,000.00  
◆ Choose one (1) event to Sponsor exclusively (Farewell Reception, Past President’s Breakfast)  
◆ 10’ x 10’ Booth  
◆ Large Banner displayed @ Event you Sponsor  
◆ One (1) Half ½ page ad in Show Directory  
◆ Three (3) full Exhibitor registrations – Includes: President’s Reception, Special Event Night & Farewell Reception  
◆ Recognized verbally during each event  
◆ Recognition signage displayed throughout show

**Sapphire**  
$5,000.00  
◆ Choose one (1) event to Co-Sponsor (Keynote Speaker, Exhibit Show Lunch, Golf Tournament)  
◆ One (1) Half ½ page ad in Show Directory  
◆ One (1) full Exhibitor registrations – Includes: President’s Reception, Special Event Night & Farewell Reception  
◆ FREE Trade Show Passes to distribute to your customers  
◆ Recognition sign at the event you sponsor

**Gold**  
$2,500.00  
◆ Choose one (1) event to Co-Sponsor (Technical Session Break, Reception w/Exhibitors)  
◆ One (1) Quarter ¼ page ad in Show Directory  
◆ Company listing in Show Directory  
◆ FREE Trade Show Passes to distribute to your customers

**Silver**  
$1,500.00  
◆ General Sponsorship Recognition (no choice of a specific event @ this level)  
◆ Company listing in Show Directory  
◆ FREE Trade Show Passes to distribute to your customers

**Golf Hole**  
$300.00  
◆ Sponsorship Recognition @ Tournament (sign at golf hole)
SPONSORSHIP LEVELS

Choose a level of Sponsorship by placing an “X” in the appropriate box.

- □ Diamond ($25,000)
- □ Ruby ($15,000)
- □ Emerald ($10,000)
- □ Sapphire ($5,000)
- □ Gold ($2,500)
- □ Silver ($1,500)
- □ Golf Hole ($300)
- □ Special Opportunity

If you are a Diamond, Ruby, Emerald, or Sapphire level Sponsor, choose the event(s) you would like to sponsor by placing an “X” on the appropriate line in the “Event Sponsorship Opportunities” section below. The Sponsorship Level you choose determines the number of events you can sponsor. All sponsorships are awarded on a “first come, first serve” basis, so please fax this form and mail your check to Corporate Events TODAY!

EVENT SPONSORSHIP OPPORTUNITIES:

**Monday:**
- _____ Opening Session Lunch *(Ruby Sponsor)*
- _____ Technical Session Break *(Gold Sponsor)*
- _____ Keynote Speaker *(Sapphire Sponsor)*
- _____ President’s Reception *(Ruby Sponsor)*

**Tuesday:**
- _____ Technical Session Break *(Gold Sponsor)*
- _____ Golf Tournament *(Sapphire Sponsor)*
- _____ Special Event Night *(Diamond Sponsor)*

**Wednesday:**
- _____ Exhibit Show Break - exhibit hall
- _____ Exhibit Show Lunch *(Sapphire Sponsor)*
- _____ Reception w/Exhibitors - exhibit hall *(Gold Sponsor)*

**Thursday:**
- _____ Awards/Scholarship Lunch *(Ruby Sponsor)*
- _____ Technical Session Break *(Gold Sponsor)*
- _____ Farewell Reception *(Emerald Sponsor)*

**Friday:**
- _____ Past President’s Breakfast *(Emerald Sponsor)*

SPECIAL SPONSORSHIP OPPORTUNITIES:

- Call Corporate Events for details
- _____ Lanyards (your company logo + APWA logo)
- _____ Show Bags (your company logo + APWA logo)

Payment Methods:
- □ Check ONLY

Authorized Signature ____________________________ Date ____________

Send this completed form and your payment to Corporate Events. Your payment must accompany this form in order to be processed. Your prompt attention to this matter is necessary as sponsorship is awarded on a “first come, first serve” basis.

Make Checks Payable To: APWA Florida Chapter Annual Meeting

Mail Checks To: Corporate Events
7431 114th Avenue North, Suite #102
Largo, Florida 33773

TO RESERVE YOUR SPACE

FAX TO 727-546-1956 OR EMAIL info@CorporateEvents-tampabay.com