

THE FLORIDA  
**REDEVELOPMENT**  
ASSOCIATION

**2020 ANNUAL CONFERENCE**

Sawgrass Marriott Golf Resort & Spa – Ponte Vedra Beach, Fla.

Conference Dates: October 14-16, 2020  
(Exhibit Hall Open: October 14-15, 2020)

**EXHIBITOR & SPONSOR KIT**



# THE FLORIDA REDEVELOPMENT ASSOCIATION

Be a part of the Florida Redevelopment Association's **2020 Annual Conference** at the **Sawgrass Marriott Golf Resort & Spa** in **Ponte Vedra Beach, Fla.** This Exhibitor/Sponsor Kit contains all the information you need to sign up as an exhibitor and/or sponsor. Please read it through carefully, and sign up **now!**

## WHY EXHIBIT AND/OR SPONSOR AT THE FRA ANNUAL CONFERENCE?

- ▶ Draws approximately 300 redevelopment professionals, elected officials and appointed officials who oversee administering redevelopment (economic development) programs in Florida cities and counties.
- ▶ THE mother ship for all things in redevelopment funding in public and private sectors in Florida.
- ▶ Access to all FRA members (community redevelopment agencies/CRA's) who have separate, dedicated trust funds that can be spent only on redevelopment projects awarded to companies like yours.
- ▶ Obtain one copy of the *Public Sector Project Notebook* (Florida) containing public redevelopment projects planned by FRA members in 2021 fiscal year. This book lists what each CRA should spend this year and which projects they are contemplating.
- ▶ Obtain a copy of the *FRA Membership Directory*.
- ▶ Link to your website on the official conference mobile app.
- ▶ Recognition in the FRA Annual Conference Program with company information, contact, etc.
- ▶ Gain additional exposure for your company through Event, Gold, Silver, Tour and Break sponsorships.
- ▶ Networking! Networking! Networking!

## PROMOTE AND SHOWCASE

The FRA Annual Conference attracts over 300 redevelopment professionals, elected officials and appointed officials throughout Florida interested in solutions including:

- ▶ Economic Development and Redevelopment.
- ▶ Fiscal/Financial Consulting.
- ▶ Engineering: Environmental, Planning and Others.
- ▶ Feasibility Studies.
- ▶ General Government Consulting.
- ▶ Government Communications.
- ▶ Infrastructure Financing and Construction.
- ▶ Management Studies/Organizational Structure Analysis.
- ▶ Parks & Recreation: Including After-School Activities.
- ▶ Sustainability.

## EXHIBIT FEES/DETAILS

(Sponsorships are an additional fee)

**Standard Booth – \$1,200.00** (\$1,300.00 after September 1, 2020)

Booth packages include one 8'x10' carpeted pipe-and-drape booth, one 6' draped table, two chairs, one wastebasket, one 7"x 44" company identification sign, four (4) exhibitor name badges, recognition in the conference program, a link to your website on the official conference mobile app, pre-conference and post-conference attendee lists with email addresses and a copy of the *FRA Membership Directory* and the *Public Sector Project Notebook*.

### Booth Assignments and Confirmation

Booth assignments will be made upon receipt of the Exhibitor/Sponsor Agreement (page 6). The booth assignment process is on a first-come, first-served basis. Once the booth assignment/sponsorship is made, you will receive the logon ID, password and link to remit payment for the booth(s)/sponsorship. *If payment is not received within 10 days of the notification, the booth(s) will be released.*



## SPONSORSHIP FEES/DETAILS

(Sponsorships do not include a booth. Exhibiting is not required to participate as a sponsor)

**Event Sponsor – \$4,000.00** (Exhibit booth *not* included with Event Sponsorship)

- ▶ LIMITED to three Event Sponsors to choose from: Welcome Luncheon, Welcome Reception or Academy Awards/Graduation Dinner.
- ▶ Recognition on the cover and inside the FRA Annual Conference Program.
- ▶ Signage at sponsored event.
- ▶ Link to your website on the official conference mobile app.
- ▶ Registration list in advance of the event (including emails).
- ▶ "Best Book" half-page advertisement (7" w x 4" h; press-quality (high-resolution) PDF preferred, JPG, TIFF or PSD acceptable; no web graphics; color preferred).
- ▶ One copy of the *Public Sector Project Notebook* (Florida).
- ▶ One copy of the *FRA Membership Directory*.
- ▶ 1 feature article in e-newsletter.
- ▶ 5 posts on FRA social media.
- ▶ 4 Conference Registrations.

**Gold Sponsor – \$2,000.00** (Exhibit booth *not* included with Gold Sponsorship)

- ▶ Recognition in the FRA Annual Conference Program.
- ▶ Signage at sponsored event.
- ▶ Link to your website on the official conference mobile app.
- ▶ Registration list in advance of the event (including emails).
- ▶ "Best Book" quarter-page advertisement (3.25" w x 4" h; press-quality (high-resolution) PDF preferred, JPG, TIFF or PSD acceptable; no web graphics; color preferred).
- ▶ One copy of the *Public Sector Project Notebook* (Florida).
- ▶ One copy of the *FRA Membership Directory*.
- ▶ 2 Conference Registrations.

**Silver Sponsor – \$1,000.00** (Exhibit booth *not* included with Silver Sponsorship)

- ▶ Recognition in the FRA Annual Conference Program.
- ▶ Signage at sponsored event.
- ▶ Link to your website on the official conference mobile app.
- ▶ Registration list in advance of the event (including emails).
- ▶ One copy of the *Public Sector Project Notebook* (Florida).
- ▶ One copy of the *FRA Membership Directory*.

**Tour Sponsor – \$1,000.00** (Exhibit booth *not* included in a Tour Sponsorship)

- ▶ Recognition in the FRA Annual Conference Program.
- ▶ Signage at sponsored event.
- ▶ Link to your website on the official conference mobile app.
- ▶ Registration list in advance of the event (including emails).
- ▶ One copy of the *Public Sector Project Notebook* (Florida).
- ▶ One copy of the *FRA Membership Directory*.

**Break Sponsor – \$500.00** (Exhibit booth *not* included with a Break Sponsorship)

- ▶ Recognition in the FRA Annual Conference Program.
- ▶ Signage at sponsored event.
- ▶ Link to your website on the official conference mobile app.
- ▶ Registration list in advance of the event (including emails).
- ▶ One copy of the *Public Sector Project Notebook* (Florida).
- ▶ One copy of the *FRA Membership Directory*.

## LOOKING FOR OTHER WAYS TO PARTICIPATE?

Contact Jan Piland, [jpiland@flcities.com](mailto:jpiland@flcities.com), about advertising opportunities in the "Best Book."

Deadline for submission is **August 1, 2020**.

## EXHIBIT SCHEDULE\*

### Move-In

Tuesday, October 13, 2020.....4:00 p.m. - 6:00 p.m.

Wednesday, October 14, 2020.....7:30 a.m. - 10:30 a.m.

### Exhibits Open

Wednesday, October 14, 2020.....11:00 a.m. - 7:30 p.m.

Thursday, October 15, 2020.....7:00 a.m. - 1:00 p.m.

### Move-Out

Thursday, October 15, 2020.....1:00 p.m. - 2:15 p.m.

\*Subject to minor change. The final schedule will be included with your booth confirmation.

## EXHIBITOR NAME BADGE INFORMATION

The Exhibitor Name Badge Order Form will be sent one month prior to the conference. Each 8'x10' exhibit booth receives four (4) exhibitor badges. Additional exhibitor badges can be purchased for **\$50.00** each. Badges provide admittance to the exhibit hall and all food functions within the exhibit hall. For entrance to workshops or other conference activities, full conference registration is required.

## HOTEL INFORMATION

The 2020 FRA Annual Conference will be held at **Sawgrass Marriott Golf Resort & Spa** in **Ponte Vedra Beach, Fla.** Rooms are available for exhibitors at the special rate of **\$179.00** per night, single or double. **No telephone reservations will be accepted by the hotel at this time.** You will be sent complete information on how to make reservations with your booth confirmation. Should you receive ANY calls or emails from anyone other than Heidi Hogarth regarding room rates and availability at the hotel, DO NOT respond. These are scam callers! Only Heidi Hogarth will send the hotel reservation information.

## DEADLINES

September 1, 2020.....\$100 rate increase for each 8'x10' exhibit booth

September 1, 2020.....Receipt of refund request (must be submitted and received in writing by 5:00 p.m.)

September 22, 2020.....Receipt of Exhibitor Name Badge Order Form

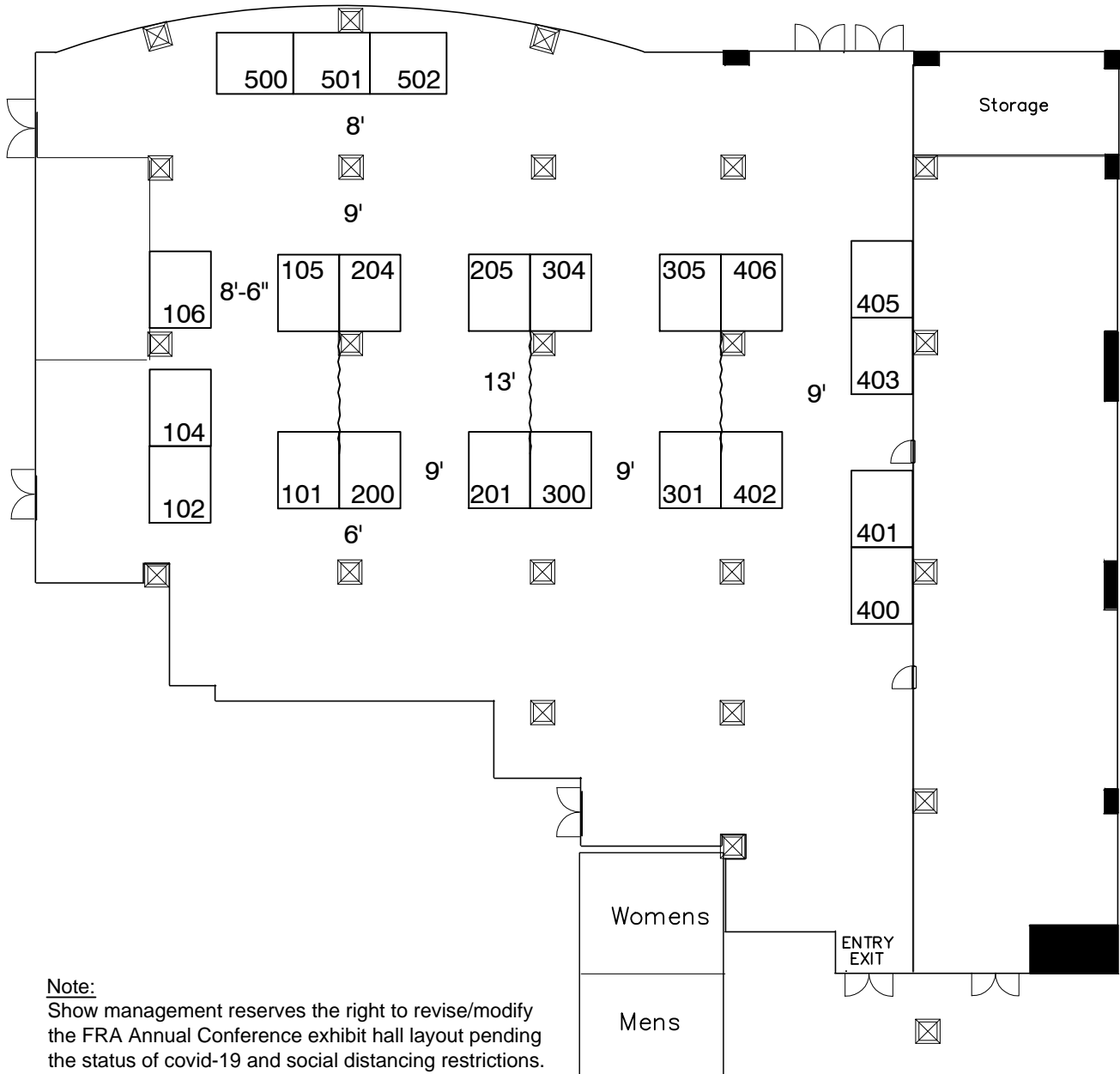
## HOW DO I PURCHASE A BOOTH/ SPONSORSHIP?

Complete the Exhibitor/Sponsor Agreement on page 6 and return to Heidi Hogarth at [hhogarth@flcities.com](mailto:hhogarth@flcities.com). The booth assignment process is on a first-come, first-served basis. Once the booth assignment/sponsorship is made, you will receive the logon ID, password and link to remit payment for the booth(s)/sponsorship. FRA accepts VISA, Mastercard and American Express. *If payment is not received within 10 days of the notification, the booth(s) will be released.* The hotel information and decorator service manual will be sent in July. The Exhibitor Name Badge Order Form will be sent to you one month prior to the conference.

## QUESTIONS?

Contact Heidi Hogarth, Meeting Planner, Florida Redevelopment Association/Florida League of Cities, Inc., 850.701.3605; [hhogarth@flcities.com](mailto:hhogarth@flcities.com).

# EXHIBIT HALL FLOOR PLAN



**Note:**

Show management reserves the right to revise/modify the FRA Annual Conference exhibit hall layout pending the status of covid-19 and social distancing restrictions. All exhibitors will be notified of changes, if made.

# 2020 FRA ANNUAL CONFERENCE

## EXHIBITOR/SPONSOR AGREEMENT

Conference Dates: October 14-16, 2020 • Exhibit Dates: October 14-15, 2020  
Sawgrass Marriott Golf Resort & Spa • Ponte Vedra Beach, Fla.

Return this completed Agreement to Heidi Hogarth at [hhogarth@flcities.com](mailto:hhogarth@flcities.com) to secure booth space/sponsorship. Booths will be assigned at the sole discretion of show management and based on the date of request. This process is on a first-come, first-served basis. The link to pay for the exhibit space/sponsorship will be sent to you upon placement of booth(s)/sponsorship.

### EXHIBITOR/SPONSOR DEADLINES:

September 1, 2020.....\$100.00 rate increase for each 8'x10' exhibit booth  
September 1, 2020.....Receipt of refund request (must be submitted and received in writing by 5:00 p.m.)  
September 22, 2020.....Receipt of Exhibitor Name Badge Order Form

### EXHIBITING/SPONSORSHIP CONTACT INFORMATION:

The PRIMARY CONTACT listed below will receive ALL exhibitor/sponsor communications.

Company/Organization: \_\_\_\_\_

Primary Contact: \_\_\_\_\_ Contact Email: \_\_\_\_\_ Phone: \_\_\_\_\_

### CONFERENCE PROGRAM INFORMATION:

Company/Organization: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Company Contact Email Address: \_\_\_\_\_

Company Website: \_\_\_\_\_

Product/Service Description (15-word maximum): \_\_\_\_\_

### BOOTH SELECTION: (refer to page 5 for exhibit hall floor plan)

\_\_\_\_ Booth: \$1,200.00 per 8'x10' booth

First choice: \_\_\_\_\_ Second choice: \_\_\_\_\_ Third choice: \_\_\_\_\_

Please indicate any competitors: \_\_\_\_\_

### SPONSORSHIP SELECTION: (refer to page 3 for sponsorship package details)

\_\_\_\_ Event Sponsor: \$4,000.00 Circle requested event: Luncheon Reception Awards Dinner

\_\_\_\_ Gold Sponsor: \$2,000.00

\_\_\_\_ Silver Sponsor: \$1,000.00

\_\_\_\_ Tour Sponsor: \$1,000.00 (Contact Heidi Hogarth, [hhogarth@flcities.com](mailto:hhogarth@flcities.com) to discuss tour options.)

\_\_\_\_ Break Sponsor: \$500.00

**BEST BOOK ADVERTISING:** Contact Jan Piland, [jpiland@flcities.com](mailto:jpiland@flcities.com) for details.

**ACKNOWLEDGEMENT:** I have read and will comply with the rules and regulations regarding the Florida Redevelopment Association's 2020 Annual Conference as printed on page 7 of this exhibitor/sponsor kit. The link to pay for the exhibit space/sponsorship will be sent to you upon placement of booth(s)/sponsorship. Cancellation of exhibit space must be submitted in writing and received by 5:00 p.m. on September 1, 2020. There will be no refund for "no shows" or cancellations received after 5:00 p.m. on September 1, 2020. The sponsorship fee is non-refundable.

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# RULES AND REGULATIONS

## 2020 FRA Annual Conference

October 14-16, 2020 (exhibit dates October 14-15, 2020)

Sawgrass Marriott Golf Resort & Spa – Ponte Vedra Beach, Fla.

### 1. Agreement

The following rules and regulations become binding upon the purchase of exhibit space by the applicant and its employees from the Florida Redevelopment Association (FRA), the event sponsor.

### 2. Space Assignment and Layout

Booth locations will be assigned at the sole discretion of show management and will be based on the date of request and payment. Show management reserves the right to revise/modify the FRA Annual Conference exhibit hall layout pending the status of covid-19 and social distancing restriction.

### 3. Booth Package Description

Booth package includes one 8'x10' carpeted pipe-and-drape booth, one 6' draped table, two chairs, one wastebasket, one 7"x 44" company identification sign, four (4) exhibitor name badges (for all events taking place in the exhibit hall; conference participation is an additional fee), recognition in the conference program, and pre- and post-show attendee lists with email addresses. Total individual exhibit floor space is limited to 8'x 10' unless requested and approved in writing. No walls, partitions, signs or decorations may be erected that will interfere with the general view "down the aisle" or with other exhibits. Additional booth requirements may be requested by the exhibitor from the decorating service provider. The exhibitor is solely responsible for all costs incurred.

### 4. Exhibitor Move-In and Move-Out\*

#### Move-In

Tuesday, October 13, 2020..... 4:00 p.m. - 6:00 p.m.

Wednesday, October 14, 2020..... 7:30 a.m. - 10:30 a.m.

#### Move-Out

Thursday, October 15, 2020..... 1:00 p.m. - 2:15 p.m.

\*Subject to minor change. The final schedule will be included with your booth confirmation.

NOTE: No exhibitors will be allowed to break down their booths until the close of the show at 1:00 p.m. on Thursday, October 15, 2020. Any company that willfully dismantles its booth prior to closing time will not be permitted to exhibit at future FRA conferences. The exhibitor understands that this schedule will be strictly adhered to as a courtesy to other exhibitors and to FRA registrants.

### 5. Exhibit Hours\*

Wednesday, October 14, 2020..... 11:00 a.m. - 7:30 p.m.

Thursday, October 15, 2020..... 7:00 a.m. - 1:00 p.m.

\*Subject to minor change. The final schedule will be included with your booth confirmation.

NOTE: The Welcome Luncheon (Tuesday), Welcome Reception (Tuesday), Light Continental Breakfast (Wednesday), Networking Luncheon (Wednesday), and refreshment breaks (Tuesday and Wednesday) will take place during exhibit hours in the exhibit hall.

### 6. Unoccupied Space

FRA reserves the right, should any rented space remain unoccupied after the first hour of the show's opening, to rent or occupy said space.

### 7. Payments and Refunds

The payment for exhibit space is due upon the reserving of space. Cancellation of exhibit space must be submitted in writing and received by 5:00 p.m. on September 1, 2020. All cancellations are subject to a \$100 cancellation fee. There will be no refund for "no shows" or cancellations received after 5:00 p.m. on September 1, 2020. All refunds will be processed after the conference. The sponsorship fee is non-refundable.

### 8. Exhibitor Badge Access

The exhibitor badge will only be valid for access to the exhibit hall. This includes move-in times, actual exhibit hall hours and move-out times. This badge does not give access to sessions and other events taking place on behalf of FRA. Any exhibitor interested in attending any non-exhibit hall events/sessions must purchase an FRA Annual Conference registration.

### 9. Food Service

FRA reserves the right to provide food and beverage service during certain hours in the exhibit area. No free samples of food, beverage or any product may be given away or otherwise distributed by any exhibitor without prior written approval of FRA.

### 10. Noisy and Obnoxious Equipment

The operation of whistles or any objectionable device will not be allowed. After the show opens, noisy and unsightly work will not be permitted. The exhibitor understands that no music of any type is allowed during exhibit hall hours (this includes music in video, slide or other presentations or features).

### 11. Security and Liability

FRA will provide basic security measures from 4:00 p.m. on Tuesday, October 13, 2020, through 2:15 p.m. on Thursday, October 15, 2020. The exhibitor agrees to hold FRA, the hotel and the show, decorator harmless and to indemnify FRA, the hotel and the show decorator against claims or liability arising out of the actions, fault or negligence of the exhibitor, its agents or employees, prior to, during and after the exposition. FRA, the hotel and the show decorator shall not be responsible for any loss, damage or injury that may happen to the exhibitor or the exhibitor's agents, patrons, guests, employees or property from any cause whatsoever (unless occasioned by the sole willful or gross negligence of FRA, the hotel or the show decorator) prior to, during or after the exposition period. The exhibitor hereby releases FRA, the hotel and the show decorator from, and agrees to indemnify them against, any and all claims for such loss, damage or injury.

### 12. Damage to Property

The exhibitor, its agents, guests or patrons shall not injure, mar nor in any manner deface the hotel premises or equipment therein, and shall not cause or permit anything to be done whereby the hotel or its equipment shall be in any manner injured, marred, unduly soiled, defaced, lost, stolen or otherwise removed from the building, and will not drive, or permit to be driven, nails, hooks, tacks or screws into any part of the hotel, and will not make nor allow to be made, any alterations of any kind therein. Should any of the hotel's equipment used by the exhibitor in the conduct or operation of the exposition be damaged, lost or stolen, the exhibitor will promptly pay for the equipment by cash or certified check.

### 13. Signs and Posters

The exhibitor agrees that it will not post or exhibit signs, advertisements, posters or cards of any description inside, in front of or on any part of the hotel without written consent.

### 14. Public Policy

All companies or individuals exhibiting at the annual conference are participating at the exclusive discretion of FRA and must abide by all local codes, rules, regulations and ordinances, including fire regulations, and must abide by the directions and instructions presented by official FRA, hotel and show decorator personnel. The exhibitor understands that any violations of these policies may result in the immediate closing and removal of the exhibitor's booth.

### 15. Eligible Exhibits and Restrictions

FRA reserves the right to accept or reject without reason any exhibit booth purchased.

### 16. Exhibit Floor Access

FRA reserves the right to limit access to the exhibit floor to anyone during times the show is not officially open.

### 17. Use of Booth Space

Exhibitors shall reflect their companies' highest standards of professionalism while maintaining their booths during show hours. No exhibitor shall assign, sublet or share booth space without the permission of FRA.

### 18. Exhibition Sales Policy

No firm or organization is permitted to engage in direct sales activities within the exhibit area without the expressed written approval of the FRA.

### 19. Door Prizes

The FRA will not be conducting a Door Prize Program in the exhibit hall. It is at the discretion of the individual exhibiting company to conduct raffles and/or provide giveaway items in the individual booth(s).