

2020 Tri-Association Conference

September 1- 4, 2020

Roland E. Powell Convention Center
Ocean City, Maryland

Exhibitor Prospectus

*Learn * Network * Enjoy*



The Tri-Association Conference Committee is pleased to release our 2020 Exhibitor Prospectus.

All exhibit spaces will once again be located together in the largest hall that the Ocean City Convention Center has to offer!

We will host a number of events in the exhibit hall, including Lunch on Wednesday, the Silent Auction, Operations Challenge, Pipe Cutting Shootout, Pipe Tapping and Meter Madness Competitions, continental breakfasts, as well as morning and afternoon breaks.



Booth Size and Cost

Standard booths being sold are 10' x 10'. Booths are categorized and priced as follows, and a detailed layout of the hall is shown on page 4:

Platinum:	\$1,350
Gold:	\$1,240
Silver:	\$1,140

10' x 10' booths will include complementary registration for two (2) exhibit hall attendees in 2020. Exhibitors will have the option to purchase up to two (2) additional Exhibitor Badges at \$125 each. Please note that Exhibitor badges do NOT include tickets to conference special events, such as the 5K Fun Run, Seacrets Fun Night, and Association Business Luncheons. Tickets to these events, as well as registrations for additional attendees, can be purchased through our online registration system.

(3) All 10' x 10' booths include one 6-foot table, 2 chairs, and one trash can. Standard 500-watt electrical service will also be provided. Carpeting, higher amperage electric service, and additional furniture will be available for rental from the Ocean City Convention Center (OCCC) after June 1, 2020. Information regarding OCCC direct sales and shipping services will also be forwarded to registered exhibitors at this time. All exhibitors will receive an electronic listing of registered attendees prior to the start of the conference.

2020 conference booths were sold in advance, on-site during the 2019 Tri-Con.

These advance sales are reflected in the Exhibit Hall layout, shown on page 4.

We will again "pre-sell" booths for the 2021 Tri-Con during the conference this year to active exhibitors.

More information on reserving your booth for 2021 will be provided at the conference.

How to Reserve Your Booth

For organizations that did not pre-purchase their booth at the 2020 Conference, remaining Booth Sales will open on March 10, 2020 at 11:00am, EST.

Booths will be sold online only, first-come first-served, and only credit card payments will be accepted. To reserve your booth, follow the steps below:

1. Go to the 2020 Tri-Con website: www.ChesapeakeTriCon.org
2. Select the “*Exhibitors*” page
3. Link to the online system, and follow the instructions

Before you login, make sure you have identified your preferred booth choice, as well as a backup, in case your first choice is taken. **Be sure to save your password so that you can get back into the system.**

In addition to purchasing your booth, our interactive exhibit hall sales map allows all exhibitors to add their logo, a description of their services, and web link.

All exhibitors will receive notice after April 1 on how to secure name badges for booth attendees.

Booths must be reserved prior to June 1, 2020, in order to guarantee inclusion in our conference brochure.

Questions regarding your reservation can be directed to exhibits@ChesapeakeTriCon.org, or to Eric Held at EricHeld@comcast.net.

Exhibit Hall Hours

For 2020, the exhibit hall will be open during the following times:

Tuesday, September 1	Hours for Move-In: 8:00 AM – 7:00 PM
Wednesday, September 2	Exhibit Hall Open: 7:30 AM – 6:00 PM
Thursday, September 3	Exhibit Hall Open: 7:00 AM – 12:00 PM Move out: 12:00 PM – 3:00 PM

Times are preliminary, and subject to change.

Conference Highlights

Golf – 12:00 noon tee-time! The 2020 Tri-Association Conference Golf Outing will be held on Tuesday, September 1, 2020 at the beautiful and challenging Ocean City Golf Club located ten minutes from downtown Ocean City in Berlin, Maryland. The Captain's Choice outing format will have a 12:00 PM shotgun start (check-in begins at 11:00 AM).

Silent Auction Benefitting Engineers Without Borders – Last year, our Silent Auction raised nearly \$3000 to Engineers Without Borders. This year, we are counting on you to notch it up! Donate what you can – whether tickets to a sporting event or show; a basket of cheer, or other clever gift idea. No matter what, this annual event gets attendees into the exhibit hall, and bidding on a great cause. 2020's Silent Auction will once again benefit a local student chapter of EWB.

Operator Competitions in the Exhibit Hall – Chesapeake competitions for WEF *Operations Challenge*, and AWWA *Top Ops, Pipe Tapping*, and *Meter Madness* will all take place in our excitement filled exhibit hall! Winning teams will represent the Chesapeake region at 2020 WEFTEC, and ACE 2021. All competitions are sponsored events, so you can support our winning teams as they go international!

Monster Door Prizes – at every break in the Exhibit Hall! And we're not talking about a shirt that's too big or yet another koozie – Tri-Con door prizes are cool things that everyone wants like Yeti's and iPads, and GoPro's. All attendees are in the game, so plan for crowded breaks!

5K Fun Run – Strrrrrretch!!! And enjoy this sunrise favorite of our conference attendees! Register for the Fun Run separately through our online system starting in June – all proceeds benefit Water For People, who bring safe drinking water and sanitation to many who are less fortunate.

Seacrets Fun Night – The Wednesday night dinner at Seacrets has gotten a reputation – for being one of the best networking events in the region! Last year, nearly 700 conference attendees and their guests enjoyed the food, fun, and camaraderie of this relaxing dinner event. Don't miss out! As an exhibitor, you will need to purchase your tickets separately after they go on sale this summer. On-site Seacrets tickets are only available on Tuesday, September 1.

Awards Reception – Stick around Thursday evening, and mingle with our Associations' rock stars! Enjoy open bar and light fare as we recognize the super achievers in our organizations.

Sponsorships – Sponsorships can be purchased online again in 2020, and there are many levels to choose from! Sponsoring an event is a great way to get your name in front of hundreds of conference attendees!

More information on these and other great features of 2020 Tri-Con will be posted to our website: www.ChesapeakeTriCon.org.

Rules, Policies, and Regulations

1. **No exhibitor may assign, sublet or share the space allotted with another firm, business, or individual.**
2. CSAWWA, CWEA, WWOA and its authorized representatives reserve the right to request modification of any questionable exhibit.
3. The Roland E. Powell Convention Center will publish logistical information on shipping and other exhibitor services after June 1, 2020. All registered exhibitors will receive this information electronically, and it will be posted on the conference website.
4. Exhibitors will make their own arrangements for delivery and receipt of any shipments related to their exhibit in accordance with Convention Center service rules.
5. Exhibitors will make their own arrangements for any audio-visual equipment they require.
6. Free Wi-Fi will be available in the convention center lobby and Exhibit Hall. A secure dedicated login can be purchased from the convention center.
7. Exhibitors will abide by all other provisions of said rules and regulations, fire regulations and all other regulations of government agencies and the Roland E. Powell Convention Center.
8. Exhibitors or their agents shall not injure or deface any part of the exhibit building, booth, or booth contents.
9. Exhibitors' displays and materials shall fit within the limits of assigned booth. Displays, equipment, and other material located outside of the booth are not permitted.
10. Exhibits and/or demonstrations are limited to the confines of your booth and will not be permitted outside or in any other area within the Convention Center.
11. All vendor set-up will occur between 8 AM and 7 PM on Tuesday, September 1. Exhibition tear down will occur between 12PM and 3PM on Thursday September 3.
12. The Roland E. Powell Convention Center Exhibitor Service and Rental Order Form, Shipping Procedures, Services Available, User Guidelines Safety Codes, and Catering Services will be sent directly to all registered exhibitors.

Indemnification Policy

Each exhibitor assumes entire responsibility and liability for losses, damages, and claims arising out of the exhibitor's activities on the Convention Center premises and will indemnify, defend and hold harmless the Roland E. Powell Convention Center, CSAWWA, CWEA and WWOA, their agents, servants and employees from any and all such losses, damages, and claims.

Security Policy

No one will be allowed in the Exhibit Hall at any time without a conference badge. Exhibit Hall doors will be locked during non-exhibit hours. While security will be provided during off hours, we strongly advise you do not leave expensive items, such as laptops, unattended in your booth. CSAWWA, CWEA, WWOA and the Roland E. Powell Convention Center will not be held liable for any missing property.

Cancellation Policy

Booth purchases may be cancelled at any time. Cancellations received in writing, by email sent to exhibits@chesapeakeTriCon.org on or before 11:59 PM August 21, 2020, will receive a full refund less a \$150 cancellation fee. **Cancellations received after this date will not receive a refund.**

No-Conflict Policy

Hospitality events may not be held during scheduled Conference functions. Hospitality promotions must be handled by private invitation from within the exhibitor's booth. No signs or announcements will be permitted outside the contracted booth space.