

# INVITATION TO SHOWCASE YOUR PRODUCTS AND SERVICES



**Joint Virginia & Southeastern  
Association of  
School Business Officials  
Conference and Discovery Forum  
April 30 – May 2, 2019  
Norfolk Hilton The Main, Norfolk, VA**

The Virginia (VASBO) and Southeastern Association of School Business Officials (SASBO) invites you to experience an opportunity like no other in the southeast. This conference will attract over 250 school business officials from across the twelve southeastern states, bringing financial decision makers together in one location!

SASBO (of which VASBO is an affiliate) is a professional organization representing over 3000 school business professionals. Our mission is to provide networking, professional development, and relevant information to promote and advance personnel engaged in positions supporting education in areas of business and administrative services throughout the southeast.

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## SET YOURSELF APART

As a sponsor/exhibitor at the conference, you will meet attendees who are responsible for the financial success of school districts in the southeast. This unique opportunity will maximize your visibility at our annual conference and throughout the year with members.

Your support allows us to continue to provide high quality professional development, promote the highest standards in school business and recognize you and your company's commitment to public education.

Contact Nancy White prior to March 1, 2019 for sponsorship opportunities. Early commitment ensures your company receives full recognition all year.

**Email Nancy at [sasboexhibits@gmail.com](mailto:sasboexhibits@gmail.com)**

## All exhibitors receive:

- Logo displayed on video board during exhibit hours
- Name recognized in conference digital program and mobile APP
- Excel file of conference attendees
- Opening General Session
- Welcome reception
- Wednesday breakfast, lunch and coffee breaks

## CONFERENCE SPONSOR/EXHIBITOR SCHEDULE

### Virginia & Southeastern Association of School Business Officials Conference and Discovery Forum

April 30—May 2, 2019

Hilton Norfolk The Main, Norfolk, Virginia

#### Tuesday, April 30, 2019

- ◆ Exhibitor Set-up - 12:00 pm - 4:00 pm
- ◆ Exhibitor Meeting - 3:00 pm - 4:00 pm
- ◆ Opening General Session - 4:30 pm - 6:30 pm
- ◆ Exhibits Open with Welcome Reception - 6:30 pm- 8:00 pm

#### Wednesday, May 1, 2019

- ◆ Exhibits Open with Breakfast - 7:15 am - 8:00 am
- ◆ Exhibits Open with Break in Exhibit Hall - 10:15 am -11:00 am
- ◆ Vendor Appreciation Lunch/Business Meeting - 12:00 pm - 1:30 pm
- ◆ Exhibit Visitation/Door Prizes 2:30 pm - 4:00 pm
- ◆ Exhibits breakdown and move out 4:00 pm - 6:00 pm

#### Thursday, May 2, 2019 (For representatives with a full conference registration)

- ◆ Breakfast 7:30 am - 8:20 am
- ◆ Spirit of Norfolk Dinner Cruise - 6:30 pm - 9:00 pm

## SPONSORSHIP LEVELS AND COSTS

Higher level sponsors receive additional benefits including complete conference registration, additional Associate Memberships and an opportunity to speak to members.

**Reserve your space today!**

### GENERAL EXHIBIT SPACE Includes:

8' x 10' piped and draped booth  
3' draped sides  
6' draped table, two chairs & wastebasket

#### Associate Member General Exhibit Space:

\$1,250 per booth - Early Bird Prior to March 1st  
\$1,500 after March 1, 2019 per exhibit.

#### Non Associate Member General Exhibit Space

\$1,500 per booth - Early Bird Prior to March 1st  
\$1,750 after March 1, 2019

- ◆ Includes one booth for up to two representatives.
- ◆ Each additional representative attending is \$125.
- ◆ General exhibit spaces will be assigned after March 1, 2019.

Please Note: Higher level conference sponsors are given priority on all exhibit spaces.

### Are you a higher level sponsor with the Virginia Association of School Business Officials?\*

**VASBO Higher Level Sponsors will receive: a free booth!**

- ◆ A complimentary booth which includes two representatives - Value \$1,250
- ◆ Name recognized in conference program as a VASBO year-long sponsor

\*Contact Nancy White at [sasboexhibits@gmail.com](mailto:sasboexhibits@gmail.com) for details

# Conference Sponsorship Levels

## **Diamond Level Sponsorship**

### **Major Event or Service Sponsor**

#### **\$10,000 or Above**

- ◇ Two booths with up to 5 representatives at conference (\$2,625 Value)
- ◇ First priority in exhibit space selection
- ◇ Pre-conference marketing in SASBO News and website
- ◇ Name highlighted in conference program and mobile application with logo/banner
- ◇ Recognition at Conference Opening General Session
- ◇ Opportunity to speak to membership at a SASBO event
- ◇ Three (3) full conference registrations includes all conference events (\$1,050 Value)
- ◇ Five (5) SASBO Associate Memberships (\$1,250 Value)
- ◇ Logo with hyperlink displayed on SASBO website

## **Platinum Level Sponsorship**

### **Event or Service Sponsor**

#### **\$6,500 to \$9,999**

- ◇ One booth for up to 4 representatives at conference (\$1,500 Value)
- ◇ Second priority in exhibit space selection
- ◇ Name highlighted in conference program and mobile application with logo/banner
- ◇ Recognition at Conference Opening General Session
- ◇ Opportunity to speak to membership at a SASBO event
- ◇ Two (2) full conference registrations includes all conference events (\$700 Value)
- ◇ Four (4) SASBO Associate Memberships (\$1,000 Value)
- ◇ Additional booth available at \$1,000 (Savings of \$250)
- ◇ Logo with hyperlink displayed on SASBO website

## **Gold Level Sponsorship**

### **Other Conference or SASBO Activities**

#### **\$3500 to \$6,499**

- ◇ One booth for up to 3 representatives at conference (\$1,375 Value)
- ◇ Priority in presenting at a SASBO event (based on space availability)
- ◇ One (1) full conference registration includes all conference events (\$350 Value)
- ◇ Three (3) SASBO Associate Memberships (\$750 Value)
- ◇ Logo with hyperlink displayed on SASBO website

## **Silver Level Sponsorship**

### **Contributes \$2,500 to \$3,499**

- ◇ One booth for up to 2 representatives at conference (\$1,250 Value)
- ◇ Two (2) Associate Memberships (\$500 Value)
- ◇ Company logo and name listed as a Silver Sponsor on the website

## **Bronze Level Sponsorship**

### **Contributes \$2,000 - \$2,499**

- ◇ One booth for up to 2 representatives at conference (\$1,250 Value)
- ◇ One (1) Associate Membership (\$250 Value)
- ◇ Company logo and name listed as a Bronze Sponsor on the website

## **EXHIBITOR SHOWCASE SCHEDULE**

### **Tuesday, APRIL 30, 2019**

12:00 pm - 4:00 pm	Exhibit Set-up
3:00 pm - 4:00 pm	Exhibitor Meeting
4:30 pm - 6:30 pm	Opening General Session
6:30 pm - 8:00 pm	Exhibits Open & Reception

### **Wednesday, May 1, 2019**

7:15 am - 8:00 am	Breakfast
10:15 am - 4:00 pm	Exhibit Visitation /Lunch
4:00 pm - 6:00 pm	Exhibit Breakdown