

2017

Exhibitor Prospectus



Colorado State Conference
Keystone, Colorado | November 2-5, 2017



Emergency Medical Services Association of Colorado

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Aurora, CO 80014
Telephone (303) 758-961

<http://www.emsac.org>
emsac@emsac.org

Don't miss out on participating in the 35th Annual Colorado State EMS Conference being held in Keystone, Colorado November 2-5, 2017! This is the premier event where EMS professionals, agency managers and administrators, EMS instructors, medical directors and allied professional learn about trends and techniques that enhance their patient care and agency operations. It is a four-day event, set in the heart of the beautiful Colorado Rockies, which provides networking and idea sharing for everyone in the EMS profession.

This is a **MUST** event for any company that is involved in EMS equipment and supplies. The tradeshow is an integral part of the learning experience for attendees to see the latest trends, equipment and supplies in the industry. Highlights of our attendees are:

- Purchasing managers from agencies that run 100,000 calls a year.
- Professionals who purchase supplies for themselves.
- Agencies that operate up to 175 ambulances.
- Agencies that require equipment and supplies to meet the needs of more than 526,000 calls a year.
- Agencies that transport more than 381,000 patients.
- Attendees from over 400 different ambulance services, search and rescue teams, hospitals and EMS training centers.
- Agencies that require up-to-date computer and software systems.

Our exhibit area sells out every year – don't wait – sign up now! Complete the application in the back of this brochure and ensure your participation at the 2017 Colorado State EMS Conference.

We look forward to seeing you in Keystone, Colorado!

Jim Leist
Exhibit Coordinator

DJ Head
Conference Coordinator

Scott Scholes
EMSAC President



Colorado State EMS Conference November 2-5, 2017

Keystone Resort & Conference Center, Keystone, CO

• CONFERENCE OVERVIEW

The Colorado State EMS Conference is the premier event where EMS providers, managers, administrators, and allied health professionals can learn about trends and techniques to enhance their operations, improve patient care, engage in valuable networking and idea-sharing activities, and see the latest industry products and services.

Throughout the four-day event, the conference features more than 65 education sessions taught by nationally-recognized EMS educators and local EMS experts.

Approximately 900 EMS personnel from the Rocky Mountain region and western United States attended the 2016 Conference and more are expected to attend this year's event.

• EXHIBITS

The EMS Exhibition will provide a showcase of products and services used in the emergency medical services profession. We invite you to review the enclosed Guidelines, Rules & Regulations and to return your completed Exhibitor Application & Agreement to the Conference Office as soon as possible.

• SPONSORSHIP

Enhance your participation at the EMS Conference and extend your exposure throughout the year by participating as a Conference sponsor. Sponsorship packages are designed to offer you more opportunities to reach EMS professionals in Colorado year-round. **A complimentary exhibit booth is available for sponsors who contribute \$3,000 or more.**



2017 COLORADO STATE EMS CONFERENCE SPONSORSHIP OPPORTUNITIES

The following sponsor opportunities have been designed to give your company maximum exposure.

DIAMOND SPONSORSHIP.....\$12,500 Committed for 2017 (Only 1 Available)

Benefits for this level Include:

- Logo app splash page
- Push notifications (two per day)
- App banner ad (two free)
- Sponsor listing on EMSAC website to include logo and hyperlink
- Acknowledgement on the conference banner
- Sponsor listing and logo in pre-conference and on-site promotional materials
- Podium time to greet the conference audience in the exhibit hall
- 2–Complimentary 8’x10’ exhibit booth spaces
- 1–Electrical outlet at no charge
- 4–Upgraded exhibit personnel registrations to full conference registrations
- Sponsor listing in the EMS conference pocket guide
- 1–Free insert in conference registration bags
- One-time use of the EMS conference attendee mailing list – use to be coordinated with the conference office
- Complimentary one-time, 1/2 page, black-and-white advertisement in the print version of the EMSAC newsletter

PLATINUM SPONSORSHIP LEVEL \$10,000 - \$7,500

Benefits for this level Include:

- 10% discount on conference app banner ad
- Push notifications (one free per day)
- App banner ad (one free)
- Acknowledgement on the conference banner
- Sponsor listing and logo in pre-conference and on-site promotional materials
- 1–Complimentary 8’x10’ exhibit booth spaces
- 1–Electrical outlet at no charge
- 3–Upgraded exhibit personnel registrations to full conference registrations
- Sponsor listing on the conference website to include logo as a hyperlink
- Sponsor listing in the EMS conference pocket guide
- 1–Free insert in conference registration bags
- Complimentary one-time, 1/2 page, black-and-white advertisement in the EMSAC Star

Conference T-Shirts.....\$9,500

(Platinum Level Sponsorship)

Each conference attendee will receive an official t-shirt featuring the sponsor and conference logo. This item is sure to generate a high-level of awareness for the sponsor as attendees wear their t-shirts for years to come.

Conference Bags.....\$9,500

(Platinum Level Sponsorship)

Each conference attendee will receive an official conference bag bearing the sponsor and conference logo. This sponsorship will continue beyond the conference as attendees take their bags home and use them for years to come.

Audio Visual.....\$9,500

(Platinum Level Sponsorship)

This sponsorship covers all audio-visual costs related to the conference. As show attendees walk the conference center, signs will be displayed acknowledging this sponsorship.

RUBY SPONSORSHIP LEVEL \$7,000 - \$5,000

Benefits for this level Include:

- 8% discount on conference app banner ad
- Acknowledgement on the conference banner
- Sponsor listing and logo in pre-conference and on-site promotional materials
- 1–Complimentary 8’x10’ exhibit booth spaces
- 1–electrical outlet at no charge
- 2–Upgraded exhibit personnel registrations to full conference registrations
- Sponsor listing on the conference website to include logo
- Sponsor listing in the EMS conference pocket guide
- 1–Free insert in conference registration bags
- Complimentary one-time, 1/4 page, black-and-white advertisement in the EMSAC Star

Technology Sponsor.....\$5,000

The Technology Sponsorship is a unique two year sponsorship. Your organization will be prominently featured on the EMSAC website, all of the conference signage and you will have a scheduled opportunity during the conference to promote your company's products or services. Your company logo will be featured as the Colorado State EMS Experience Conference splash page!

Conference Portfolio.....\$7,000

An official portfolio will be provided to each conference attendee. The note-pad portfolio will bear both sponsor and conference logo. This sponsorship will continue beyond the conference as attendees use their notepad portfolios long after the conference.

Wireless Internet.....\$6,000

This sponsorship covers the cost to provide wireless internet connectivity to the entire conference center. Attendees will connect to the internet through a customizable webpage that will include acknowledgement for your sponsorship as well as your logo

2017 COLORADO STATE EMS CONFERENCE SPONSORSHIP OPPORTUNITIES

All sponsorships will be acknowledged on the sponsor page at www.emsac.org and in the conference registration brochure (as long as commitment is received prior to printing). All promotional items must be approved by the conference committee and coordinated with the conference office.

Keynote Sponsor.....\$5,000

As a keynote sponsor your logo will be included on the main screens. You will also have five minutes of time to speak during the session, as well as the option to put promotional items on the attendee seats for the session.

SAPPHIRE SPONSORSHIP LEVEL \$4,500 - \$3,000

Benefits for the level include:

- 5% discount on conference app banner ad
- Acknowledgement on the conference banner
- One upgraded exhibit personnel registration to full conference registration
- Sponsor listing and logo in pre-conference and on-site promotional materials
- 1–Complimentary 8'x10' exhibit booth spaces
- Sponsor listing on the conference website to include logo
- Sponsor listing in the EMS conference pocket guide
- 1–Free insert in conference registration bags
- Complimentary one-time, 1/4 page, black-and-white advertisement in the print version of the EMSAC newsletter

Cyber Café.....\$4,500

Internet-connected stations will be available at the conference for visitors to access their email and various online features. This is high visibility for those with a web presence.

Exhibit Hall Reception.....\$4,000

(*Sapphire Level Sponsorship)

As the reception sponsor, you will be given podium time to greet the attendees in the exhibit hall during the reception. The conference will recognize the sponsor and promote the event as part of the conference.

Refreshment Break.....\$3,000

Sponsor will cover the cost for beverages during the morning or afternoon refreshment breaks. Signs will be displayed acknowledging this sponsorship.

Committee Apparel.....\$3,000

Apparel will be worn on-site by the conference planning committee. The items will include both the sponsor and conference logos.

Coffee Cart.....\$3,000

** (Only 2 Available)

A coffee cart will be open in the exhibit hall during exhibit hours. Signs will be displayed acknowledging this sponsorship.

Pens.....\$3,000

Pens will be distributed to each conference attendee. The pen will include both the sponsor and conference logos. This is a great way to put your logo into each attendee's hands.

Lanyards.....\$3,000

Lanyards will be provided to each conference attendee. The lanyard will include both the sponsor and conference logo. This is a great buy for the sponsor that wants to see their logo around each conference attendee's neck.

EMERALD SPONSORSHIP LEVEL \$2,500

Benefits for the level include:

- Acknowledgement on conference banner
- 1–free insert in conference registration bags
- Company name on the EMSAC website
- Sponsor listing pre-conference on site promotional materials

EMSAC Sustaining Membership PLUS Exhibit booth.... \$1595 BEST VALUE!

Includes all of the great benefits above PLUS a hugely discounted exhibit booth at the Colorado State EMS Conference.

OTHER PROMOTIONAL OPPORTUNITIES

Exhibit Booth Space.....\$650*

In conjunction with the conference, exhibits will be open on Friday and Saturday to allow registrants to see, hear, examine, question and evaluate the latest developments in equipment, supplies and services that are recommended for use in the EMS profession. Please complete the attached Exhibit Contract.

*Price increases after August 15, 2017

Additional Exhibit Booth Space.... \$350

Vehicle Exhibit Space..... \$950

Includes space for vehicle in front of the convention center entrance and one table top display in the exhibit hall.

Education Sessions..... \$600

*65+ Available

Companies can sponsor educational sessions. Sponsors provide financial support to cover honoraria, travel and accommodation expenses for conference presenters. Signs will be displayed acknowledging this sponsorship.

Vendor Presentations.....\$250*

*plus facility/food beverage/audio-visual costs

These are limited opportunities for evening vendor presentations. Those wanting to showcase their new products or services are encouraged to use this promotional outlet. Vendor Presentations are available only to conference exhibitors and sponsors.

For questions about sponsorship, please contact the Colorado State EMS Conference Office at 303-758-9611 or the conference sponsor liaison Jason Kotas at 303-746-5583 or jason.kotas@childrenscolorado.org.

KEEP YOUR NAME IN FRONT OF EMS PROFESSIONALS ALL YEAR LONG! BECOME A SUSTAINING MEMBER

The Emergency Medical Association of Colorado is becoming "The Voice of EMS in Colorado". Your company can be a part of this endeavor throughout the year by joining EMSAC as a Sustaining Member.

This membership offers:

- ✓ A Complimentary ad in the EMSAC Star
- ✓ Discounts on additional ads in the EMSAC Star
- ✓ Two complimentary ads in the EMSAC Members Update. This is an electronic newsletter sent to all members each month. This newsletter has an outstanding open and read rate each time.
- ✓ An active link logo on the EMSAC website
- ✓ A one-page insert in EMSAC's new member packets
- ✓ Access to mailing lists each year
- ✓ Recognition as an EMSAC sustaining member at your booth during the Colorado State EMS Conference.
- ✓ Opportunity for a company profile in the EMSAC Star

SAVE MONEY NOW!

There are two membership options. \$1,295 provides a sustaining membership or you can pay \$1,595 and receive a booth and sustaining



TAKE YOUR MESSAGE MOBILE!

How can you “stand out in the crowd” at the 35th Annual Colorado State EMS Conference? By taking advantage of the opportunity to connect with attendees during the conference using the App. Statistics from usage of our app during the past two conferences are:

- ❖ There were 7,240 sessions that were viewed by attendees. This means people being inside the app 7,240 times throughout the conference.
- ❖ The app was launched 3,780 times by attendees. Your ad will be viewed 3,780 times during the conference.
- ❖ Users stayed on the app over 9 minutes each time they accessed the app.
- ❖ 12,900 people talked to each other. Your ad will be viewed during these attendee communications.

What are some of the ways you can utilize push notifications in the app that will drive attendees to your booth?

- ❖ Announce exciting games you offer people in your booth.
- ❖ Announce your giveaway that will be part of our Friday evening drawing.
- ❖ Announce new products you will be exhibiting during the conference.
- ❖ Announce sales and specials you’re offering during the conference.

Each exhibitor will receive a basic profile listing in the app that will include your company name, a 20-word company description and your booth number.

Expanded Company Listing: Ensure your company listing “stands out in the crowd” by enhancing your listing to include a 45-word company listing, active link to your website and your social media.

Push Notifications: (this is a message that will pop up on the lock screen of anyone’s phone who has downloaded the app.) There are TWO available each day, Thursday, Friday, Saturday and Sunday.

Thursday: TWO notifications TOTAL - \$100 EACH
 Friday: TWO notifications TOTAL - \$150 EACH
 Saturday: TWO notifications TOTAL - \$150 EACH
 Sunday: TWO notifications TOTAL - \$100 EACH

NEWSFEED Post: (This is a regular newsfeed post-the area where attendees post messages throughout the conference. As part of our administrator capabilities we can set these posts to stay at the top of the newsfeed for a set amount of time, therefore making it something attendees see first when they go to the newsfeed area.)

There are FOUR available each day, Thursday, Friday, Saturday and Sunday.

Thursday: 4 HOVERING newsfeed Posts TOTAL - \$50 EACH
 Friday: 4 HOVERING newsfeed Posts TOTAL - \$100 EACH
 Saturday: 4 HOVERING newsfeed Posts TOTAL - \$100 EACH
 Sunday: 4 HOVERING newsfeed Posts TOTAL - \$50 EACH

Banner Ads: \$250 each (20 available)

As an additional bonus we will be offering discount packages. Savings work two ways:

- 1) A discount of a set percentage based on sponsorship level-
 - 10% Platinum
 - 8% Gold
 - 5% Silver
- 2) A discount based for bundling-
 - Prices as is for individual purchases
 - For purchasing TWO options above – 5% discount
 - For purchasing THREE options above – 10% discount
 - For purchasing FOUR options above – 15% discount



The purpose of the exhibits is to compliment the education sessions by enabling registrants to see, hear, examine, question and evaluate the latest developments in equipment, supplies and services that are recommended for use in the EMS profession.

Exhibit space is available on a first-come, first-served basis upon receipt of the Exhibitor Application & Agreement and nonrefundable deposit. Exhibit agreements are subject to acceptance by the Colorado State EMS Conference Committee.

The Exhibit Hall will be located in the Colorado Rockies Ballroom of the Keystone Conference Center. The hall is carpeted and holds approximately 100 exhibit booths.

• EXHIBIT BOOTHS

Booths are 10' wide by 8' deep, with an 8' high back curtain and 3' high side curtains. Standard equipment includes one skirted table, two folding chairs, a wastebasket and one identification sign.

- One 8'x10' Exhibit Booth – \$650* (*After August 14 – \$800*)
- Additional 8'x10' Exhibit Booth – \$350* (*After August 14 – \$750*)

***Exhibit booth prices increase after Aug. 14, 2017, as noted on the Exhibitor Application & Agreement.**

EMSAC Sustaining Members are entitled to a complimentary exhibit booth based on their 2017 membership status. If you have questions about your membership status or are interested in becoming a member, please contact the EMSAC office at 303-758-9611 or emsac@emsac.org.

Vehicle Exhibit Space will be available in a reserved parking area located outside of the Keystone Conference Center. This option will also include a **Tabletop Display** either inside the exhibit hall or in the hallway outside of the exhibit hall. Please include the dimensions of your vehicle on the Exhibitor Application & Agreement so we can reserve an appropriate space. Vehicle Exhibit Space is limited to one vehicle per exhibiting company.

- Vehicle Exhibit Space with Tabletop Hallway or Exhibit Hall Display

***Price increase to \$1100 after Aug. 14, 2017.**

• DISPLAY REQUIREMENTS

Exhibitors and sponsors are subject to comply with all Guidelines, Rules & Regulations for the Colorado State EMS Conference. The Colorado State EMS Conference Committee reserves the right to refuse to rent space to any company whose display of goods or services is not compatible with the general character and objectives of the EMS Exhibition.

Fire marshal regulations require that all items stay within your designated display space and may not extend into aisles. If your display will occupy more than the allotted area, you must purchase an additional space.

Exhibit booths must not obstruct the view of an exhibit in an adjoining exhibitor's space, nor permit such exhibit space to be placed or operated in any manner offensive or objectionable, in the opinion of the Conference Committee, to the adjacent or surrounding exhibitors or to the Conference as a whole. The Exhibit Coordinator reserves the right to change/remove displays in order to ensure a display meets conference aesthetic standards.

No sound systems, musical instruments, noise makers, loudspeakers, microphones or other sound amplification or broadcasting devices of any kind may be used without the prior written consent of the Conference Committee. Pins or tacks in drapes, walls and posts are not permitted.

The exhibitor agrees not to assign, sub-lease, subcontract, apportion or share the whole or any part of the assigned exhibit space. Such arrangements are absolutely prohibited and the Exhibitor Agreement shall be deemed null and void.

Exhibit spaces will be assigned at the sole discretion of the Conference Committee with careful consideration to utility requirements and all other matters relating to the successful conduct of the exhibits. Conference sponsors will be assigned premier display spaces.

• EXHIBIT ACCEPTANCE AND PAYMENT TERMS

Exhibit space is limited and Exhibitor Application & Agreements will be accepted on a first-come, first-served basis. The Exhibitor Application & Agreement must be signed by a duly authorized agent of the Exhibitor and accompanied by a non-refundable deposit.

Full payment must be received at the Conference Office no later than September 7, 2017. If the agreement is received on or after September 7, payment in full is required with the signed agreement.

If an exhibitor fails to pay when due any sum required by the Exhibitor Application & Agreement, or fails to perform any other term or condition of the Exhibitor Application & Agreement, or fails to observe and abide by these guidelines, the Conference reserves the right to terminate the Exhibitor Application & Agreement immediately without refund of any monies paid.

If space is not available, a waiting list will be developed in the same order. The Conference will refund all monies received with the Exhibitor Application & Agreement to any applicant for whom space is not available.

• CANCELLATIONS

All cancellations **MUST** be submitted in writing to the Colorado State EMS Conference, PO Box 3406, Englewood, CO 80155, fax 303-200-7099. A confirmation of receipt will be sent in response to all cancellations. Cancellations will be refunded as follows:

- Cancellations received prior to June 30, 2017 will receive a full refund.
- Cancellations received between June 30 - September 29, 2017 will receive a refund less a \$100 administrative processing fee.
- Cancellations received on or after October 1, 2017 will result in forfeit of all funds paid and the Conference reserves the right to resell the space.

• EXHIBIT PERSONNEL

The exhibit fee includes admission to the exhibit hall and lunch for two (2) exhibit personnel per each paid booth space. You will be allowed to register other representatives at an additional price, up to a maximum of four (4) individuals for each booth space.

Exhibit personnel may attend all functions in the Exhibit Hall. Exhibitors may also attend education sessions at no charge and for no CE credit, on a space available basis. Exhibitors wishing to receive CE credit, must register for the conference as an attendee and pay the appropriate registration fee.

An exhibit personnel registration form will be sent to your contact person after September 29. Please watch for this form and register your personnel as soon as possible.

• EXHIBITOR CONFIRMATION AND SERVICE KIT

All accepted exhibitors will be sent a confirmation notice by October 5, 2017. Each exhibiting company will be sent an Exhibitor Service Kit from the Conference's official service contractor after September 29, 2017.

The Service Kit will contain order forms and instructions on how to arrange for shipping, electrical service, telephone service, additional tables and other display equipment. Please watch for your Service Kit and return your order to the service contractor as soon as possible.

Please note that Keystone Resort is unable to store exhibit displays or merchandise; additional charges will apply for all boxes shipped directly to the conference facility.

• EXHIBIT SET-UP AND TEARDOWN

The EMS Exhibition will officially open at 7:30 a.m. on Friday, November 3, 2017 and close at 2:00 p.m. on Saturday November 4, 2017.

Exhibitor registration and set-up will begin on Thursday, November 2 at 2:00 p.m. All unloading and set-up must be complete by 6:00 p.m.

EXHIBITS ARE TO BE KEPT INTACT UNTIL THE OFFICIAL CLOSING OF THE EXHIBIT HALL AT 2:00PM ON SATURDAY NOVEMBER 4. IF YOU ARE CONDUCTING BUSINESS YOU MAY STAY IN THE HALL UNTIL 5:00PM. ALL EXHIBITS MUST BE REMOVED BY 5:00PM. THE CONFERENCE HAS THE RIGHT TO REMOVE AND STORE EXHIBITS AT THE EXPENSE OF THE EXHIBITOR IF THE EXHIBIT IS NOT REMOVED BY THE 5:00PM DEADLINE.

THE CONFERENCE COMMITTEE MAY DETERMINE A PENALTY TO BE ASSESSED TO ANY EXHIBITOR THAT TEARS DOWN PRIOR TO THE 2:00PM CLOSING TIME ON SATURDAY. We ask that you adhere to the set-up and teardown times so that there is no loading or removal of exhibits during Exhibit Hall hours.

• GIVEAWAYS

Favors, gifts, souvenirs or any other item to be given to attendees must be cleared through the Conference Planning Committee. No materials are to be affixed to name badges.

• ACCOMMODATIONS

Keystone Resort offers a variety of accommodation options at discounted group rates for EMS Conference attendees:

- Conference Village Two-Bedroom Unit – \$190.00 per night, single/double occupancy**
- Conference Village One-Bedroom Unit – \$145.00 per night, single/double occupancy**
- Conference Village Studio – \$135.00 per night, single/double occupancy**
- The Keystone Lodge – \$135.00 per night, single/double occupancy**
- The Inn at Keystone – \$99.00 per night, single/double occupancy**

**Rooms are subject to applicable state and local taxes and a resort surcharge.

Each additional person occupying the same unit will be charged \$20 per night. Children ages 12 and under stay free when accompanied by a parent or guardian. Maximum occupancy may not be exceeded and additional beds will not be furnished.

Group rates will be honored for reservations made on or before **Sunday, September 17, 2017**. Lodging is limited and available on a first-come basis. A deposit of first night's lodging plus tax and surcharge in the form of a check or credit card must accompany your reservation

For Keystone Reservations, call 800-258-0437

Be sure to mention the EMS Group Discount Code: **CK2EM7**

Please make your reservations early!

Check-in time is after 4:00 p.m.; guests may check-in earlier based on availability. Check-out time is before 11:00 a.m.

RULES AND REGULATIONS

Application by Exhibitor shall be made on the official Exhibitor Application & Agreement form only. All provisions included in this prospectus are applicable to this agreement, including any written addenda to the rules and regulations. Each exhibiting company is responsible to see that all attending personnel are aware of these provisions.

The Colorado State EMS Conference Committee reserves the right to accept or reject each Application received and will confirm to each Exhibitor whose Application has been accepted. Upon acceptance of this Application by the Conference Committee, an exhibit space shall be reserved for the Exhibitor over the exhibition dates.

Exhibit booth location can not be guaranteed.

Exhibitor agrees that in the event of any proposed change or addition in merchandise or exhibit material to be placed in the assigned exhibit space from that listed on the Exhibitor Application & Agreement, or any change in Exhibitor's expressed intention with respect to selling or taking orders for merchandise, Exhibitor will submit a written request to the Colorado State EMS Conference Committee setting forth such requested change or addition.

Exhibitor understands that the Conference Committee reserves the unqualified right to approve or disapprove of any such change or addition. Neither this Agreement nor any of the privileges granted herein or any part thereof shall be assigned or otherwise transferred by Exhibitor without the prior written consent of the Conference Committee.

All sales taxes, income taxes, FICA and other taxes arising out of or in connection with Exhibitor's use of the assigned exhibit space are the sole responsibility of the Exhibitor.

Exhibitor agrees to display through the move-in and move-out dates during the exhibit hours specified by the Colorado State EMS Conference Committee. Exhibitor set-up will begin at 2:00 p.m. on Thursday, November 2, 2017 (times subject to change). Exhibitor's display shall be set up, decorated in complete form and approved by the Conference Committee no later than 6:00 p.m. on Thursday, November 2, 2017. The Conference Committee reserves the right to make changes to the exhibit hall hours.

In the event that Exhibitor's exhibit has not been satisfactorily set up by 6:00 p.m. on Thursday, November 2, the Conference Committee shall be entitled to enter upon and take possession of assigned exhibit space, with or without terminating this Agreement and without any obligation to give prior notice of its intention to do so, and the Conference Committee may, at its option, relent the assigned exhibit space, on such terms as the Conference Committee may deem advisable. If deadline extensions are needed, contact the Conference Office at least 30 days prior to the move-in date.

EMSAC has the right to penalize any company who tears their booth down before 2:00 p.m. on Saturday, November 4, 2017.

The entire exhibit and all of the Exhibitors property must be removed from the premises by 5:00 p.m. on Saturday, November 5, 2017. In the event that the Exhibitor fails to vacate the assigned exhibit space within that time, the Conference Committee may, and is hereby authorized and made the agent of the Exhibitor, to remove the exhibit and all property of the Exhibitor situated in or about the assigned exhibit space, and to store the same at the cost of the Exhibitor. The Exhibitor shall hold harmless the Conference for any cost or liability incurred in connection with such removal.

Exhibitor agrees to indemnify and hold harmless the Colorado State EMS Conference and its officers, employees, agents and contractors, from all claims, losses, costs, damages or expenses arising from any and all injuries to or death of any person or damage to any property caused by an act, omission or neglect of Exhibitor or Exhibitor's agents, employees, invitees, contractors or guests which occurs in and about the assigned exhibit space. Exhibitor agrees to occupy the assigned exhibit space at the Exhibitor's own risk and hereby releases the Conference, its agents, officers, employees, contractors and invitees from all claims for any damage, loss or injury to persons or property to the full extent permitted by law occurring in or about the assigned exhibit space, including, but not limited to, damages arising out of any defects in the premises.

Exhibitor shall be responsible for the supervision, control and maintenance of the assigned exhibit space during the entire term for which the assigned exhibit space is reserved or used by the Exhibitor. The assigned exhibit space shall be returned to the Conference in its original condition. Exhibitor is liable for and agrees to pay promptly any and all damage to the conference facility, or to its equipment, which damage is caused by the Exhibitor, or by any of the Exhibitor's representatives, agents or employees. Notwithstanding any other term or condition of this Agreement, in the event the assigned exhibit space is for any reason not available to the Exhibitor during the conference dates or any portion thereof, the Conference liability shall be limited to a return of the total fee paid hereunder or a pro-rated portion thereof.

The Conference is not responsible for damage from accident, fire, theft or other such causes to the Exhibitor's property. Exhibitor is responsible for carrying insurance and to do so at the Exhibitor's own expense. Neither the Colorado State EMS Conference, EMSAC nor its members, officers, or conference management firm (Civica Management), nor the Keystone Resort and their representatives or employees will be responsible for any injury, loss or damage that may occur to the exhibitor or the exhibitor's employees or property whatsoever, prior, during or subsequent to the period covered by the exhibit contract.

Exhibit spaces will be assigned by the Conference Committee with careful consideration for traffic flow throughout the exhibit area, access to utilities and other matters related to the successful conduct of the exhibition. The Conference Committee reserves the right to rearrange or renumber the floor plan and relocate any Exhibitor if it is for the general good of all exhibits.

Exhibitor agrees not to assign, sub-lease, subcontract, apportion or share the whole or any part of the assigned exhibit space. Such arrangements are absolutely prohibited and the Application/Agreement shall be deemed null and void.

Exhibitor shall be responsible for the conduct of any employees, agents, visitors or guests of the Exhibitor in or about the assigned exhibit space. Exhibitor shall cause all such employees, agents, visitors or guests of the Exhibitor to be familiar with all Rules and Regulations of the Event.

Exhibitor, his agents, employees, invitees and guests shall comply with all rules, regulations, and requirements of the local Fire Marshal, the Health Department, or of any governmental entity having jurisdiction over the premises. Exhibitor may be required at the Conference Committee's option to immediately cease its operations and vacate the assigned exhibit space if the Exhibitor's exhibit operation thereof, or the conduct of his agents, employees, invitees or guests should be found to be in violation of any such rules, regulations, or requirements.

No sound systems, musical instruments, noise makers, loudspeakers, microphones or other sound amplification or broadcasting devices of any kind may be used without the prior written consent of the Conference Committee. It is the sole responsibility of the exhibitor to obtain permission for use of licensed or copyrighted materials.

Exhibitor is responsible for inbound and outbound shipping of all exhibit materials and all charges incurred as a result thereof. Storage of the Exhibitor's property is the sole responsibility of the Exhibitor before, during and after the Conference. Neither the Conference nor the owner or operator of the Conference facility shall be liable or otherwise responsible for lost shipments to or from the Conference, or for any type of moving or storage cost, including damages incurred in the course of moving. If the Exhibitor's exhibit fails to arrive, the Exhibitor is nevertheless responsible for the payment of all assigned exhibit space reservation and rental fees.

The following safety rules will be in effect:

- 1) Exhibitors shall take all necessary precautions for the safety of their personnel, other Exhibitors and all other persons upon the premises and shall comply with all applicable provisions of federal, state, and municipal safety laws, building codes and ordinances to prevent accidents or injury.
- 2) All decorations of paper, corrugate paper, crepe paper, drapes and all cloth must be flameproof to meet the standards of the local Fire Department.
- 3) Decorations around fire extinguishers, standpipes or exits must be placed so not to interfere with the accessibility to, or view of, the same.

The Conference reserves the right to prohibit any Exhibitor (i) which, in the Conference Committee's judgment, may detract from the general character of the Event; (ii) if the business or exhibition carried on by the Exhibitor or the manner of conducting the same is not as represented at the time of making this Agreement or is not in keeping with the traditions or character of the Conference; (iii) if the exhibit was entered under false pretenses; or (iv) if the exhibit is in violation of any of these Rules and Regulations. If an exhibit is prohibited under the terms of this paragraph or because of a violation of any of the terms thereof, the Conference Committee shall have the right, but no obligation, to remove the exhibit or any banner, advertising matter or other property of the Exhibitor situated within or about the assigned exhibit space, but such removal shall in any event be at the cost and expense of the Exhibitor, and the Exhibitor shall immediately reimburse the Conference for any cost or expense of the Conference incurred in so removing the Exhibitor's exhibit or portions thereof. Under such circumstances, the Exhibitor shall not be entitled to a refund of moneys paid to the Conference under the terms of this Agreement.

Each provision of this Agreement is declared to be separable from every other provision. If any provision is held invalid, such invalidity shall not affect any other provision and all other provisions shall remain in full force and effect as if the invalid provision has not been included herein.

The Conference Committee shall resolve all matters or disputes not covered by this Agreement. In the event of any dispute regarding the implementation of this Agreement, the Exhibitor agrees to abide by the resolution, decision or ruling adopted by the Conference.

It is agreed that if the Conference, in its sole discretion, deems that circumstances have arisen which dictate cancellation of the Conference, the Exhibitor's space reservation and rental fees shall be refunded in full, but the Conference shall not be liable or otherwise responsible for the fulfillment of this Agreement if the Conference is unable to deliver the Exhibitor's assigned exhibit space as a result of the destruction by fire of the Conference facility, acts of God, strikes, or the authority of the law, or as a result of any other causes beyond the control of the Conference. In such event, the Exhibitors assigned exhibit space reservation and rental fees shall be refunded in full.

In the event that the Conference is involved in any legal action in which it seeks to enforce any of the terms and provisions of the Exhibitor Application & Agreement, the Conference shall be entitled to recover all of its reasonable costs and expenses, including reasonable costs of collection and reasonable attorney's fees.

The Exhibitor Application & Agreement (i) contains the entire agreement between the parties regarding the subject matter discussed herein; (ii) may not be modified in any manner nor may any rights herein be waived except by an instrument in writing signed by the party to be charged with such modification or waiver; (iii) shall be binding upon and shall inure to the benefit of the parties hereto and their respective successors and assigns; (iv) shall be construed in accordance with and governed by the laws of the State of Colorado.

QUESTIONS?

The Colorado State EMS Conference office is located at 2851 S. Parker Rd, Suite 1210, Aurora, CO 80014 U.S.A. Office hours are 9:00 a.m. to 5:00 p.m., Mountain Time, Monday through Friday. We can be reached at (800) 889-5690 or (303) 758-9611; fax (303) 200-7099, email: conference@emsac.org.

Please visit our web site for additional details and online updates at www.emsac.org.

2017 COLORADO STATE EMS CONFERENCE

November 2-5, 2017
Keystone Conference Center
Keystone, Colorado

EMS Exhibition:
Friday, November 3 and
Saturday, November 4, 2017

All Sponsors & Exhibitors that send their commitments in by July 12th will receive a free insert in the conference registration bags (a \$100 value).

- *Exhibit booth prices increase after August 14, 2017. See page 5 for more details.
- Vehicle Exhibit Booth prices increase to \$1100 after August 14, 2017. See page 3 for more details.
- All cancellations **MUST** be submitted in writing to the Colorado State EMS Conference, PO Box 3406, Englewood, CO 80155; fax 303-200-7099. (See page 4) A confirmation of receipt will be sent in response to all cancellations. Please see page 4 for details.
- ++Plus facility, food & beverage and A/V costs.

PAYMENT

Visa MasterCard Discover AMEX

Credit Card #:

Exp. Date: ____/____/____ Billing Zip: _____

Cardholder Name:

Cardholder Signature:

BY MAIL: Make Check/Money Order Payable to: Colorado State EMS Conference, PO Box 3406, Englewood, CO 80155
Phone: 800-889-5690 • 303-758-9611
Fax: 303-200-7099 • conference@emsac.org

Sponsor/Exhibit Application and Agreement

Please read the enclosed Guidelines, Rules & Regulations that accompany this agreement.

A. Company Sponsor/Exhibit Information: This information will appear in conference publications; print legibly or type.

Exhibiting Company _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

Description of Products/Services _____

B. Primary Contact: This person will be the primary point of communication and will be sent all information related to your participation.

Contact Person & Title _____

Email _____ Website _____

Contact Phone _____ Contact Fax _____

SPONSORSHIP LEVEL	COST	SUBTOTAL
Diamond (Only 1 Available)	Committed	
Ruby	\$5,000	
Sapphire	\$3,000	
Emerald	\$2,500	
OTHER SPONSORSHIP OPPORTUNITIES	COST	SUBTOTAL
Technology Sponsor	\$10,000	
Conference T-Shirts	Committed	
Conference Bags	\$9,500	
Audio Visual	\$9,500	
Conference Portfolio	Committed	
Networking Lunch	\$6,000	
Wireless Internet	\$6,000	
Cyber Café	\$4,500	
Exhibitor Reception	\$4,000	
Refreshment Break	\$3,000	
Committee Apparel	\$3,000	
Coffee Cart (Only 2 Available)	\$3,000	
Lanyards	\$3,000	
Pens	\$3,000	
ADDITIONAL SPONSORSHIP EXPOSURE	COST	SUBTOTAL
Education Sessions (65+ Available)	\$600	
Vendor Presentations	\$250++	
Registration Bag Insert	\$100	
EXHIBIT OPPORTUNITIES	COST	SUBTOTAL
Exhibit Booth 8'x 10'	\$650*	
Additional Exhibit Booth 8' x 10'	\$350*	
Vehicle Exhibit Space:		
Check One: <input type="checkbox"/> Tabletop Hallway or <input type="checkbox"/> Exhibit Hall Display	\$950*	
Exhibit Booth - Qualifying Conference Sponsor	\$0	
EMSAC Sustaining Membership	COST	
Current Sustaining Member with Booth	\$0	
Sustaining Membership without Booth	\$1295	
Sustaining Membership with Booth	\$1595	
EMS CONFERENCE APP	COST	SUBTOTAL
Exhibitor Profile Description Upgrade (Basic is Free)	\$100	
Sponsor Push Notifications:		
Thursday (2 notifications)	\$100 each	
Friday (2 notifications)	\$150 each	
Saturday (2 notifications)	\$150 each	
Sunday (2 notifications)	\$100 each	
Sponsor Newsfeed Post:		
Thursday (4 hovering newsfeed posts)	\$50 each	
Friday (4 hovering newsfeed posts)	\$100 each	
Saturday (4 hovering newsfeed posts)	\$100 each	
Sunday (4 hovering newsfeed posts)	\$50 each	
Sponsor Banner Ad (20 available)	\$250 each	
Sponsor Discount* (Refer to Page 2 for bundle pricing)	- %	
TOTAL		

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Flight For Life
Colorado



RUBY SPONSOR

AMR

Centura Health PreHospital Emergency Services

Denver Health Paramedic Division

Falck

Health One Emergency Medical Services

Panasonic Toughbook

Physio-Control

St. Mary Medical Center

University of Colorado Health

Zoll Medical

SAPPHIRE SPONSOR

Children's Hospital Colorado

WAC/Wireless Advanced Communications

EMERALD SPONSOR

Medtronic

Sponsorship opportunities are still available for 2017!
Don't miss out - Sign up Today!



Join us next year!
November 8-11, 2018
Keystone, Colorado