

MARKETING & SPONSORSHIP

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OPPORTUNITIES



2019 PSAB Annual Conference & Exhibition
June 9-12, 2019 Hershey Lodge

YOU'RE
Invited!

Pennsylvania
State Association
of Boroughs

June 9 – 12, 2019

Annual Conference
& Exhibition

Hershey Lodge



The Pennsylvania State Association of Boroughs (PSAB) invites you to take part in its 2019 Annual Conference & Exhibition June 9–12 at the Hershey Lodge.

PSAB's conference is essential for elected and appointed officials of Pennsylvania's boroughs because it offers specific educational programs, panel discussions on current issues, and networking opportunities. Participants include borough managers, secretaries, mayors, council members, and others who govern the boroughs and make major purchasing decisions.

This brochure contains important details to make your involvement in the 2019 PSAB Annual Conference & Exhibition a success. To secure your preferred space, please return the completed contract with payment as soon as possible but no later than April 3, 2019.

ABOUT PSAB

The Pennsylvania State Association of Boroughs (PSAB) is a statewide, non-partisan, non-profit organization dedicated to serving 956 borough governments and its 9,000 elected and appointed officials in 66 counties across the state.

Since 1911, PSAB has navigated the ever-changing local government landscape to help officials provide effective leadership. The Association provides education, legislative advocacy, research, cost-effective programs, and other services.



EXHIBITOR INFORMATION

EXHIBIT HOURS

Sunday, June 9: 8:00 a.m. – 1:30 p.m.
Shot Gun Golf Outing

Sunday, June 9: 8:00 a.m. – 1:30 p.m.
(Set Up)

Sunday, June 9: 2:00 p.m. – 7:00 p.m.
(Show is Open, Includes Dinner)

Monday, June 10: 7:30 a.m. – 2:00 p.m.
(Show is Open, Includes Meals)

Monday, June 10: 2:00 p.m. – 5:00 p.m.
(Tear Down)

Note: All meals are served in the exhibit hall,
and exhibitors are encouraged to participate.

CONFERENCE HEADQUARTERS



Hershey Lodge
325 University Drive, Hershey, PA 17033
Phone: 800-HERSHEY (717-437-7439)

Room Rate: \$199.00 + tax, per room, per night
(single or double)

Housing Deadline: May 1, 2019
(www.hotelreservations.boroughs.org)

EXHIBIT SPACES

The exhibit spaces are 8' X 10'. Numbered hanging signs with company name (if received by program deadline) will assist attendees in locating booths. PSAB exhibit fee includes:

- Standard pipe and drape setup including a back curtain and side rails
- One 6' draped table with 2 chairs

ASSIGNMENT OF SPACE

Booth assignments are made on a first-come, first-served basis. No booth assignments will be accepted unless accompanied by payment.

PAYMENTS & CANCELLATIONS

PSAB accepts all credit cards. Cancellations must be received by April 3, 2019 for full refund.

Cancellations after April 3, 2019 are subject to the following: If cancelled booth can be resold, there will be a \$100 handling charge; if cancelled booth cannot be resold, there will be no refund.



EXHIBITOR INFORMATION *continued*

Exhibitors are permitted to offer drawings for prizes. Drawings should be conducted by noon on Monday, June 10, 2019 and posted on the board provided at the entrance to the exhibit hall. Winners must claim the prize at the exhibitor's display. PSAB is NOT responsible for exhibitors' prizes.

RESTRICTIONS

PSAB reserves the right to remove or eliminate any objectionable exhibits, persons, advertisements, souvenirs, or any other feature or activity that might interfere with the high standards of the conference.

EMERGENCY

In the event that the PSAB Annual Conference is cancelled, postponed, or relocated, the exhibitor waives any and all damages and claims for damages and agrees that the sole liability of PSAB shall be to return to each exhibitor the booth fee(s).

Register as a sponsor or exhibitor by April 3, 2019 to be included in a special feature which will appear in the June 2019 *Borough News*.

**Cannot guarantee availability after April 3, 2019.*

ELECTRICITY, FREIGHT SHIPMENTS, & REQUESTS FOR LABOR

Arrangements for electricity, advance shipment of exhibits, and requests for labor assistance (setting up and administering exhibits) will be emailed to you directly from the Hershey Lodge.

SECURITY

Neither PSAB nor the Hershey Lodge is responsible for any material, articles, or equipment in the exhibits. Articles of value should be properly secured or removed to safekeeping after exhibit hours. All exhibits should be staffed during the hours the exhibits are open.



MYSTERY BOOTHS

PSAB will conduct prize drawings at 3:30 p.m., 4:30 p.m., and 5:30 p.m. on Sunday, June 9, and Noon on Monday, June 10. PSAB will draw names for five prizes each time. This year, one of the drawings for a prize during each time will be drawn from a container provided to each exhibitor.

Here's how it works:

1. PSAB will provide each exhibitor a container to collect names/business cards.
2. Attendees will be encouraged to put their name and borough in each container. This will give you as an exhibitor a chance to interact with our attendees.
3. We will have a container that will have pieces of paper numbered 1-81 (the number of exhibitor booths). Prior to the drawing times, staff will pick a number from our container and that will be the mystery booth for that selected time frame.

4. PSAB staff will come to your booth and draw a name. A representative from your company can then come to the PSAB booth for the announcement of that drawing. You can have a quick minute to say who you are and make a brief pitch about your company.

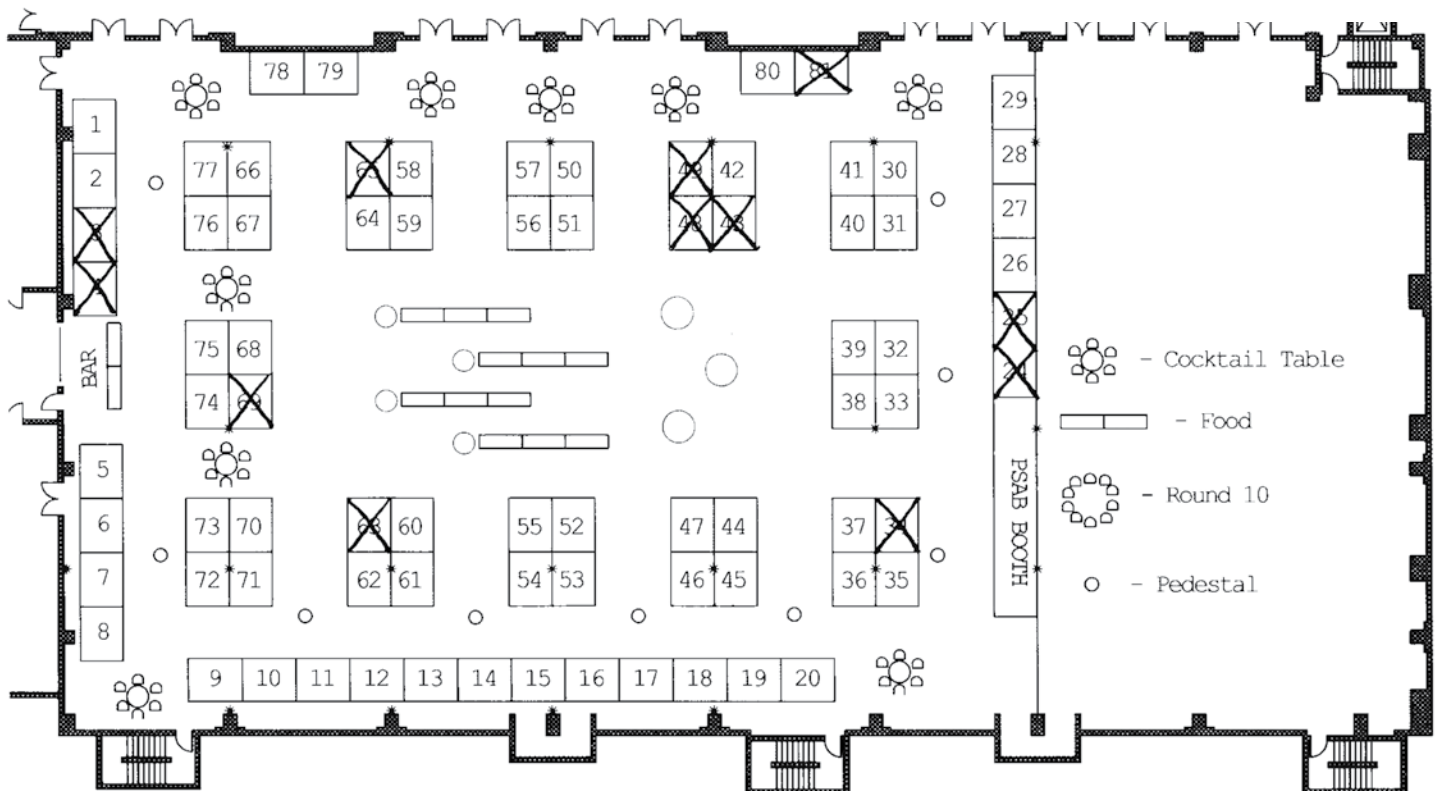
This will give four exhibitors the possible opportunity to spotlight their company!

BEST BOOTH CONTEST!

We are also having a best booth contest this year! Attendees will be surveyed after the conference to see who they thought had the best booth.

This could include presentation, fun/games, interaction, most informational/helpful, etc. The winner gets a \$200 credit towards the exhibit fee at the 2020 PSAB Annual Conference!

2019 ANNUAL CONFERENCE EXHIBITOR LAYOUT



PSAB CUSTOMIZABLE SPONSOR OPPORTUNITIES

Platinum \$7,000	Gold \$5,000	Emerald \$2,500	Silver \$1,000	Bronze \$500	Golf
Two tickets to the Annual Conference speaker Meet & Greet					Meal Sponsor \$500 <i>(includes golf for a foursome)</i>
Logo projected in exhibit hall at the Annual Conference	Logo projected in exhibit hall at the Annual Conference				Drink Sponsor \$500 <i>(includes golf for a foursome)</i>
Complimentary exhibit booth at the Annual Conference	Complimentary exhibit booth at the Annual Conference				Hole Sponsor \$100 <i>Indicate preferred hole(s)</i>
Four complimentary tickets to the Annual Conference evening banquet	Two complimentary tickets to the Annual Conference evening banquet				
Company logo on the Annual Conference bag	Company logo on the Annual Conference bag	Company logo on the Annual Conference bag			
Full page advertisement in the Annual & Fall Conference programs	Full page advertisement in the Annual & Fall Conference programs	Full page advertisement in the Annual Conference program	Half page advertisement in the Annual Conference program	Quarter page advertisement in the Annual Conference program	

All Sponsors Receive:



- ✓ Included in the Sponsor Spotlight in the June edition of the *Borough News*
- ✓ Recognition by the PSAB President at the Opening General Session, Lunch, and Banquet for the **Annual** Conference
- ✓ Listed as a conference sponsor in the **Annual** Conference program
- ✓ Company name on sponsorship signs at the **Annual** Conference
- ✓ Company Name and logo on our conference website

CONTACTS FOR OPPORTUNITIES

717-236-9526

Exhibits:

Mira Miller: mmiller@boroughs.org • Ext. 1019
 Suzi Kent: skent@boroughs.org • Ext. 1030
 Mary Weller: mweller@boroughs.org • Ext. 1026

Sponsorships & Advertising: Suzi Kent
 skent@boroughs.org • Ext. 1030

Hospitality Suites: Mary Weller
 mweller@boroughs.org • Ext. 1026

Golf Outing Registration: Suzi Kent
 skent@boroughs.org • Ext. 1030

CUSTOMIZABLE OPTIONS

Platinum <i>plus three choices below</i>		Gold <i>plus two choices below</i>		Emerald <i>plus one choice below</i>	
1	Mini Boot Camp Lunch Sponsorship at Annual Conference	1	Mini Boot Camp Lunch Sponsorship at Annual Conference	1	Mini Boot Camp Lunch Sponsorship at Annual Conference
2	PA Municipal Legal Update Sponsor (2 day educational summit) logo on the website, sponsor signs, in the program, and projected on a screen between sessions. Verbally acknowledged three times during the two-day workshop. Invited to the Complimentary Networking reception.	2	PA Municipal Legal Update Sponsor (2 day educational summit) logo on the website, sponsor signs, in the program, and projected on a screen between sessions. Verbally acknowledged three times during the two-day workshop. Invited to the Complimentary Networking reception.	2	PA Municipal Legal Update Sponsor (2 day educational summit) logo on the website, sponsor signs, in the program, and projected on a screen between sessions. Verbally acknowledged three times during the two-day workshop. Invited to the Complimentary Networking reception.
3	Annual Conference Awards Lunch Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)	3	Annual Conference Awards Lunch Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)	3	Annual Conference Awards Lunch Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)
4	Annual Conference Banquet Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)	4	Annual Conference Banquet Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)	4	Annual Conference Banquet Sponsor (includes signage at the meal, in our program, and acknowledged by PSAB's President)
5	Golf foursome (Annual Conference)	5	Golf foursome (Annual Conference)	5	Golf foursome (Annual Conference)
6	Provide a Full page ad for the <i>Borough News</i> magazine post conference	6	Provide a Full page ad for the <i>Borough News</i> magazine post conference	6	Provide a Full page ad for the <i>Borough News</i> magazine post conference
7	Featured on the Business Partner Spotlight section of our homepage for the entire month of May (<i>Limit one</i>)	7	Featured on the Business Partner Spotlight section of our homepage for the entire month of May (<i>Limit one</i>)	7	Featured on the Business Partner Spotlight section of our homepage for the entire month of May (<i>Limit one</i>)
8	Complimentary table top exhibit at Fall Conference	8	Complimentary table top exhibit at Fall Conference	8	Two tickets to the Annual Conference awards luncheon
9	Ability to display brochures on our Platinum/ Gold Sponsored informational table at the Annual Conference registration desk	9	Ability to display brochures on our Platinum/ Gold Sponsored informational table at the Annual Conference registration desk		
10	Cell Phone Charging Station Sponsorship for the Annual & Fall Conference (<i>Limit two</i>)	10	Cell Phone Charging Station Sponsorship for the Annual & Fall Conference (<i>Limit two</i>)		
11	Floor decals into exhibit hall for Annual Conference (<i>Limit two</i>)	11	Floor decals into exhibit hall for Annual Conference (<i>Limit two</i>)		
12	Logo on the pocket program/guide for Annual Conference (<i>Limit three</i>)	12	Logo on the pocket program/guide for Annual Conference (<i>Limit three</i>)		
13	Recognized as a sponsor for one PSAB Webinar (presented by staff only)	13	Recognized as a sponsor for one PSAB Webinar (presented by staff only)		
14	Logo included on monthly membership email blasts (<i>Limit three</i>)				

All sponsorships are first come first served and subject to approval.

Note: Sponsorships are open for reasonable modification to meet our partners' needs.

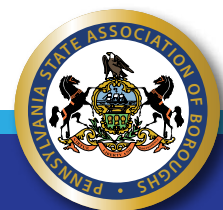
Contributions or gifts to PSAB are not charitable contributions for federal income tax purposes. Many payments, however, may be deductible business expenses for your company. No payments are used for lobbying purposes.

PAST EXHIBITORS & SPONSORS

ACCESS Employee Assistance Program
Alliance Business Technologies
American Legal Publishing Corporation
AndCo Consulting
APPI Energy
Applied Micro Systems
Aqua Pennsylvania
Aquatic Facility Design
Arro Consulting, Inc.
Asphalt Maintenance Solutions, LLC
AXA
Barbacane Thorton & Company, LLC
Barry Isett & Associates
Berkheimer Tax Administrator
BIU of PA, Inc.
Borough News Magazine
Boyce Associates
Bradco Supply Company
Brown & Brown Insurance
BS&A Software
C.S. Davidson, Inc.
C.S. McKee, LLP
Cafardi Ferguson Wyrick Weis + Stotler, LLC
Campbell Durrant Beatty Palombo & Miller, P.C.
Central Westmoreland COG
CLEARResult
Code Publishing Company
Comcast
Commercial Flooring Professionals
Commonwealth Code Inspection Service, Inc.
Dallas Data Systems, Inc.
DCED - Governor's Center for Local Government Services
Derck & Edson
Diversified Technology
EADS Group, Inc.
Ennis-Flint
FORTA Corporation

Freedom Systems
General Code
General Recreation, Inc.
George Ely Associates, Inc.
Goehring, Rutter & Boehm
GovDeals, Inc.
H.A. Thomson Company
Harris Local Government
Herbert, Rowland & Grubic, Inc.
Hershey Lodge
Ignatiuz Software
IGS Energy
Kalahari Resorts
Keep Pennsylvania Beautiful
Keystone
Keystone Collections Group
Keystone Paralyzed Veterans of America
Keystone Payroll Human Capital Management
Keystone Purchasing Network
Lamnipipe, Inc.
Laurel Asphalt
Lennon, Smith, Souleret Engineering, Inc.
Lexipol
Light-Heigel & Associates
Miller Sports Construction-Miller Flooring
Municipal Risk Management
Municode
Nagle Athletic Surfaces
National Gunite
PA Correctional Industries
PA Department of Environmental Protection
PA Department of General Services - COSTARS
PA Department of Health
PA Department of Treasury
PA Housing Finance Agency (PHFA)
PA Fire & EMS Recruitment and Retention Protection Plan
PA One Call System, Inc.
PA Rural Water Association
PALCO Sales Corporation

Penn Power Systems
PennDOT- Bureau of Planning & Research
Performance Roofing Association
Perma-Patch
Pennsylvania Infrastructure Investment Authority (PennVEST)
PLGIT
Portnoff Law Associates, Ltd.
PRINT
PA Borough Councils Association
PSAB Municipal Retirement Trust
Quinn Analytics, LLC
Recreation Resource USA
Rileighs Outdoor Décor
Russell Standard Corporation
SB & Company
Safe Choice, Inc.
Schaefer Pyrotechnics, Inc.
Secure View
Senate Engineering Company
Signature Information Solutions
Smartwatt Energy
Spring City Electrical
Susquehanna River Basin Commission
Thomas J. Anderson & Associates
Trane
Triscari
turnKey Taxes, Inc.
Tyler Technologies
Unique Paving Materials Corporation
UniqueSource Products & Services
U.S. Census Bureau
USDA Rural Development
Window Film Depot



Pennsylvania State Association of Boroughs

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