

# NAPEO's 2018 Annual Conference & Marketplace Exhibit Space Rental Agreement

September 5 - 7, 2018 • JW Marriott Phoenix Desert Ridge Resort and Spa, Phoenix, Arizona



## 1. Company Information

Please type or print the following information. Your company name will appear in conference materials exactly as that of your NAPEO membership:

Company Name: \_\_\_\_\_

Onsite contact to appear in proceedings notebook as representative from company (Does not include conference registration.):

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Web Site Address: \_\_\_\_\_

## 2. Exhibit Coordinator

Please list the name of the individual who should be contacted prior to the show regarding your company's exhibit booth coordination (Does not include conference registration):

Name of Exhibit Coordinator: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

## 3. Space Reservation

Please indicate your exhibit space needs for NAPEO's Marketplace 2018. Each 10' x 10' booth space includes: 8' high draped back wall, 33" high draped side rails, one 7' x 44" sign showing company name, one 2' x 6' draped and skirted table, two side chairs, and one waste basket.

Booth Size	Members	Non-Members
10' x 10' Booth	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$2,900
10' x 20' Booth	<input type="checkbox"/> \$2,905	<input type="checkbox"/> \$3,995
20' x 20' Booth	<input type="checkbox"/> \$7,000	<input type="checkbox"/> N/A

## 4. Space Selection

Using the floor plan as a guide, please indicate your booth space preferences below. **Be sure to complete all 8 selections or your rental agreement will not be processed. Every effort will be made to assign your booth by first available preference.** If none of your choices is available, NAPEO will contact you to discuss alternate locations.

1st: \_\_\_\_\_ 4th: \_\_\_\_\_ 7th: \_\_\_\_\_

2nd: \_\_\_\_\_ 5th: \_\_\_\_\_ 8th: \_\_\_\_\_

3rd: \_\_\_\_\_ 6th: \_\_\_\_\_ 9th: \_\_\_\_\_

Please note any specific company or type of company/industry that you would prefer not to be located near:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## 5. Online Registration Process

Your company will register all booth representatives and/or full conference registration representatives individually online. Booth representative registration is \$375 per person and includes access to the exhibit sessions, general sessions, and the evening event on Thursday, September 6. (Note: Booth representative registration does not include access to educational sessions beyond the general sessions.) Full conference registration is \$595 per person and includes access to the exhibit hall, general sessions, breakout sessions, and evening event. Refunds will be issued for registration cancellations made prior to August 9, 2018. A \$100 processing fee will apply to all cancellations. Registration fees are quoted at member rate.

## 6. Exhibitor Enhancement Options

- Add Wine/Beer Sponsorship—\$350
- Mobile App (rotating logo)—\$295
- Conference Proceedings Ad (B/W)—\$1,025
- Full-Page Ad in *PEO Insider* August Pre-Conference Issue—\$3,365

TOTAL for Exhibitor Enhancement Options \$ \_\_\_\_\_

## 7. Reservation Agreement

I have read and will comply with the Terms and Conditions accompanying this form, including cancellation policy, regarding the NAPEO's 2018 Annual Conference & Marketplace.

Authorized Signature (Required for acceptance of space rental agreement): \_\_\_\_\_

Printed Name: \_\_\_\_\_ Date: \_\_\_\_\_

## 8. Payment

Upon receipt of the Exhibit Space Rental Agreement, NAPEO will email an invoice to the contact named below. Full payment must be received within 5 business days of invoice to reserve booth space. For your convenience, payment may be made by check or submitted online with a credit card. NAPEO accepts Visa, MasterCard, Discover, and American Express. **Booth assignments will not be made until payment is received in full. No exceptions.**

- Medallion Partner (Check here if booth fee was included in your company's Medallion Partnership)

Billing Contact Name: \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Accepted by NAPEO: \_\_\_\_\_ Booth Assigned: \_\_\_\_\_ Date: \_\_\_\_\_

### Please Send this Form to:

NAPEO Exhibits, Attn: Nancy Benoudiz  
707 North Saint Asaph Street, Alexandria, VA 22314  
Fax 703/836-0976

### Questions?

Please contact Nancy Benoudiz, Director of Service Partner Accounts, at 703/739-8169 or [nbenoudiz@napeo.org](mailto:nbenoudiz@napeo.org).

# NAPEO's Marketplace 2018 Terms & Conditions



**1. Show Objective:** NAPEO's Marketplace is a trade show providing an opportunity for suppliers and vendors to market products and services to the professional employer services/HR outsourcing industry. The National Association of Professional Employer Organizations (NAPEO) will determine the appropriateness of products and services, and may, in its sole discretion, prohibit display of products or services that do not meet the show objectives.

**2. Conditions of Eligibility:** NAPEO reserves the sole right to determine the eligibility of any company wishing to exhibit. All products and services to be exhibited must be related to the practice and profession of the professional employer or staffing industry. NAPEO may deny or revoke eligibility based on a violation of any policy set forth in these terms and conditions or in the exhibitor prospectus, or for any action determined by NAPEO to detract from the character of the show.

**3. Exhibit Space Rental Agreement:** The exhibit space rental agreement, these rules and regulations, and any other rules and regulations adopted by NAPEO shall, upon acceptance of NAPEO, constitute the agreement between NAPEO and exhibitor and is hereinafter referred to as the application and/or agreement. Submission of an exhibit space rental agreement and payment are required for exhibit space to be assigned, but do not guarantee that exhibit space will be assigned.

**4. Exhibitor Responsibility Clause:** To the fullest extent permitted by law, the person/legal entity described as "Exhibitor" in this clause and in this exhibitor contract (regardless whether such person/legal entity is also described as "Exhibitor" in this contract) hereby assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitor's activities including, without limitation, transportation, placement, removal or display of exhibits and drayage on the Hotel premises and will indemnify, defend, and hold harmless NAPEO, the JW Marriott Phoenix Desert Ridge Resort and Spa ("Hotel"), its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages and claims. Exhibitor agrees to obtain and maintain during the use of the exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering the Exhibitor's indemnity obligations in this clause. Such insurance shall be in the amount of not less than \$1,000,000 combined single limit for personal injury and property damage. The Exhibitor understands that neither the Group nor the Hotel Parties maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

**5. Exhibitor Representative/Coordinator:** The signer of the exhibit space rental agreement shall be the official representative of the exhibiting company and shall have the authority to act on behalf of the exhibitor in all matters relating to Marketplace 2018. Information regarding the show will be sent only to the exhibitor coordinator. It is the responsibility of the exhibitor coordinator to forward applicable materials to other booth representatives within the company.

**6. Applications and Fees:** Applications for exhibit space shall be subject to the approval of NAPEO. NAPEO reserves the right to reject applications for space with or without cause if NAPEO determines it to be in the best interest of Marketplace 2018. Full payment must accompany the application to reserve a location. Exhibitors will not be allowed to set up until the exhibit fee and/or any other outstanding balance fees are paid in full.

**7. Cancellations:** All cancellations must be made in writing. Twenty-five percent of the booth price will be refunded if the booth space is canceled prior to June 29, 2018. NAPEO shall not be liable for any interest on any amount refunded.

**8. Space Assignments:** Exhibitor's desired space assignment shall be indicated on the Exhibit Space Rental Agreement and shall be subject to approval by NAPEO. NAPEO reserves the right to rearrange exhibitors or adjust the floor plan to accommodate the best interest of Marketplace 2018. The floor plan maintained by NAPEO shall be the official floor plan of Marketplace 2018. Changes by NAPEO may occur at anytime, including prior to the space assignment, to accommodate the needs of Marketplace 2018.

**9. Subletting Space:** No exhibitor shall assign, sublet or apportion the whole or any part of the space assigned, or have representatives, equipment, or materials from other companies than its own firm in the said exhibit space without the prior written consent of NAPEO.

**10. Admission Regulations:** Admission to Marketplace 2018 will be by official NAPEO registration badges only. Badges must be worn at all times, including during set-up and tear-down. Clients and guests of exhibitors must register with NAPEO and pay appropriate fees to enter the exhibit hall at any time. Exhibitor personnel will be allowed to enter the hall 30 minutes prior to each exhibit session to set-up or prepare their displays. **Exhibitors may not occupy their exhibit space outside of scheduled exhibit or set-up hours. Exhibitor personnel must exit the exhibit areas within 15 minutes of the stated close of the show on each day.** Non-exhibitors will be allowed on the trade show floor only during specified show hours. The exhibit space may not be used as a meeting place outside of scheduled exhibit hours.

**11. Set-Up:** All displays must be in place and display materials, cartons, and refuse removed from the aisles by 3:00 pm, September 5, 2018. Shipments of displays and exhibit materials arriving prior to the first set-up day must be sent to the official show service contractor and must arrive prepaid. No shipments will be accepted at the show site prior to the first set-up day. Exhibitors will be solely responsible for any and all charges related to the shipment and handling of freight delivered to and from the service contractor and/or the show site. If erection of any crated exhibit has not started 1 hour prior to the opening of the trade show and no arrangements for set-up have been made, NAPEO shall order the exhibit to be erected and the exhibitor will be billed for and agrees to pay for all charges incurred. NAPEO shall not be liable for any damages that may occur during this exhibit set-up. Any space not claimed and occupied prior to 3:00 pm, September 5, 2018, for which no special arrangements have been made, may be resold or reassigned by NAPEO without obligation on the part of NAPEO for any refund whatsoever.

**12. Tear Down:** The exhibitor shall not dismantle its display or begin tear-down prior to the close of Marketplace 2018 at 7:30 pm on Thursday, September 6, 2018. **Exhibitors agree that premature tear-down detracts from the overall merit of the show. In the event an exhibitor begins to tear down prior to the published close time of the show, exhibitor may forfeit all accumulated points used for booth selection in future NAPEO shows and/or may be denied the opportunity to exhibit with NAPEO in future shows.** Exhibitor agrees to dismantle its display as soon as practical after the end of Marketplace 2018. Exhibitor further agrees to indemnify and hold NAPEO harmless against any and all claims which may arise by virtue of damage to the premises caused by exhibitor's display. Exhibitor personnel must remain in the exhibit area until the exhibitor's display materials are secured. All products should be securely packed before leaving the exhibit. NAPEO and the Official Exhibit Decorating Firm cannot assume responsibility for any exhibit materials left unattended in the exhibit hall during move-out. In no event shall an exhibitor allow its display materials to remain in the exhibit areas after noon on September 7, 2018. If such display or materials remain on the premises after such time, NAPEO may remove same, and exhibitor shall be liable for any

fees and agrees to pay all costs for dismantling and storage. NAPEO shall not be liable for any damage to the display or materials due to their removal or storage.

**13. Operation and Conduct:** Exhibitors are not allowed to obstruct the view, occasion injury to or adversely affect the displays of other exhibitors. Attendants, models, robots or other employees must confine their activities to the exhibit space occupied by the exhibitor. Exhibitors shall confine their activities to the exhibit space granted pursuant to the exhibit space rental agreement. All standard linear and perimeter exhibits must be confined to a maximum height of 10 feet. All display fixtures over 4 feet in height must be confined to the area which is within 4 feet of the back line of exhibit space or within a 4' radius of the center point of an island. All island displays must be pre-approved by NAPEO. Exhibitors may incorporate two end booths into their exhibit space provided that their exhibit or booth materials do not go over 4' in height outside of 5' on either side of the center line of their booth. Exhibitor personnel may not enter the exhibit space of another exhibitor and at no time may enter an exhibit space which is not staffed, except their own. Dollies, carts, and other such devices will not be permitted on the exhibit floor during exhibit hours without the written consent of NAPEO. Exhibitors are responsible for all damages to property caused by themselves or their personnel. Should such damage occur, the exhibitor is liable to the owner of the damaged property. Exhibitor shall not, without written consent of NAPEO, distribute or permit to be distributed any advertising matter, literature, souvenir items, or promotional materials in or about the exhibit areas except from its own allotted exhibit space. Non-exhibitors may not distribute advertising matter, literature, souvenir items, or promotional materials in or about the exhibit areas. NAPEO is the final authority on all matters relating to operation and conduct.

**14. Exhibitor Appointed Contractors (EACs):** If an individual exhibitor chooses to use its own contractor ("EAC") to provide any of the non-exclusive services that the show decorator may otherwise perform, the exhibitor will notify the decorator in writing at least 10 days prior to the show move-in date and provide any requested certificates of insurance evidencing coverages as required by the exhibit decorator.

**15. Audio/Visual:** Audio visual equipment used in the exhibit space must be self-contained and fireproof. The sound on any audio equipment must be kept at a volume not to exceed that of normal conversation or 80 decibels. Such equipment must not interfere with neighboring exhibitors and must not exceed the height limitations of the exhibit space. Any video or computer display must be devoted exclusively to the business of the exhibitor. NAPEO will not be responsible for obtaining any audio/visual equipment needed. NAPEO reserves the right to restrict the use of glaring or irregular lighting effects. No exhibitor shall show any goods or apparatus in operation if the same are noisy or objectionable to surrounding exhibitors or NAPEO staff.

**16. Food & Beverage:** Exhibitors may provide food and beverage in their assigned exhibit space by contacting NAPEO. NAPEO will refer exhibitors to the convention facility's designated convention services representative and approved menus. Per hotel regulations, exhibitors are not permitted to bring outside food and beverage onto the exhibit hall floor.

**17. Hospitality Events:** Only Marketplace 2018 exhibitors may host hospitality events, including but not limited to hospitality suites, off-site events and tours, and parties, during the conference and trade show. Suite events must be closed during scheduled official functions of NAPEO's 2018 Annual Conference & Marketplace. No events shall compete with official convention activities sponsored by NAPEO during conference dates.

**18. Fire Regulations:** Exhibitor must conform to all standard fire codes of the host city. Exhibitor shall not allow the display to block the view of, or impede access to, fire alarm boxes, fire hoses cabinets, fire extinguisher or other safety equipment.

**19. Liability:** Each exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury or damage to the exhibitor's displays, equipment, and other property brought upon the premises of the show site, and shall indemnify and hold harmless JW Marriott Phoenix Desert Ridge Resort and Spa, and any authorized representative, agent or employee of the foregoing of any and all losses, damages, and claims from any cause whatsoever by reason of the use of the exhibit space by the exhibitor or his assigns. In holding the show, NAPEO does not act as the agent of the exhibitor, the JW Marriott Phoenix Desert Ridge Resort and Spa, or any other party.

**20. Conference Cancellation:** If any part of the exhibit hall is damaged, or if circumstances make it impossible for NAPEO to permit an exhibitor to occupy the space assigned during a portion or the entirety of the period covered, the exhibitor will be charged for space only for the period space was or could have been occupied by the exhibitor, and NAPEO is released from any and all claims for damages caused by such action.

**21. Verbal Agreements:** NAPEO will not be bound to any verbal agreements, representations, or statements between NAPEO, exhibitors and any supplier. All agreements must be made in writing.

**22. Booth Assignments:** Booth assignments will not be made until payment is received in full. If full payment is not received within 5 business days from date of invoice you may lose your priority selection and booth will be assigned at the time payment is received. Member accounts (and those of their employees) must be current prior to reserving booth space. NO EXCEPTIONS.

**23. Agreement:** By signing the space application incorporating these terms by reference, the exhibitor agrees to abide by these rules and regulations, and by the decisions of NAPEO. This contract will become binding on both the exhibitor and the association upon its acceptance by the NAPEO staff. These terms and conditions have been developed to allow each exhibitor equality regardless of size. Each exhibiting company should be given an equal opportunity, within reason, to present their product in the most effective manner to the target audience. In the event an exhibitor does not adhere to the above guidelines, NAPEO may take note of such activities in considering exhibit applications for future NAPEO conferences or events.

**24. I understand that if my company violates any policy included NAPEO's Marketplace 2018 Terms & Conditions,** my company will lose exhibitor points and the opportunity to exhibit in future years. Examples of such violations include early breakdown, hosting hospitality events during the scheduled official functions of NAPEO's Annual Conference & Marketplace 2018, booth materials and/or structures that do not fit within the confines of the booth space as outlined, etc.

## Questions?

Contact Nancy Benoudiz at 703/739-8169  
or [nbenoudiz@napeo.org](mailto:nbenoudiz@napeo.org).