INVITATION TO EXHIBIT
Florida Recreation and Park Association
Annual Conference and Exhibit Hall

VISION POSSIBLE
FRPA 2020

August 31 - September 1, 2020
OMNI CHAMPIONSGATE
1500 MASTERS BOULEVARD
CHAMPIONSGATE, FL 33896
The Florida Recreation and Park Association has been showcasing the finest in park and recreation products and services at our annual conferences for 78 years. FRPA’s trade show boasts the largest attendance by delegate and exhibitor alike in the Southern Regional United States, and one of the top three largest in the United States for parks and recreation agencies.

- Directors, Administrators and Recreation Supervisors
- Park Operations and Maintenance Personnel
- Therapeutic Recreation Professionals
- Commercial Recreation Professionals
- Aquatics Personnel
- Park & Recreation Commissioners & Board Members
- Citizen Members

**WHY EXHIBIT?**
- Contact current, past and potential customers with purchasing power
- Network with Professionals that possess a desire to learn about your product
- Evaluate your competition and the industry marketplace
- As an exhibitor, you can attend any of the educational sessions being offered during the days of the tradeshow
- Receive a free attendee mailing list
- Promote new products and services
- Benefit from non-compete time during which no classes are offered
- Don’t be left out – your competition will be there

**VISIT THE 2020 CONFERENCE WEBSITE**
www.frpa.org
- Updates on available booth space
- Information on exhibitors and sponsorship opportunities
- Previews of events and educational sessions

**ATTENDEE DEMOGRAPHICS**

**MORE QUALIFIED BUYERS**
88% of our attendees are park and recreation professionals
- 17% Park and Recreation Director
- 77% Park and Recreation Professional
- 3% Citizen Board Members, retirees and advocates
- 3% Other

**MORE NET BUYING INFLUENCE**
Most conference attendees influence purchasing products for their organization.
- 52% Make the final purchase
- 37% Recommend the Product/Supplier
- 11% Specify the Supplier

**MORE DOLLARS TO SPEND**
96% of attendees have operating budgets in excess of $1 million.
- 6% over $50 million
- 13% $25M-$50 million
- 12% $15M-$25 million
- 11% $10M-$15 million
- 16% $5M-$10 million
- 42% $1M-$5 million
*Information from FRPA post-show survey data.

**SHOW INFORMATION**

**SHOW DATES**
August 31 - September 1, 2020
**CONFERENCE DATES**
August 31 - September 3, 2020
Omni Championsgate

The Florida Recreation and Park Association, Inc. (FRPA) is a nonprofit, public interest professional organization representing the parks, recreation and leisure industry in Florida. Florida has become known as a trendsetter in the nation with parks and recreation often singled out by national test markets for pilot programs.

FRPA actively advocates for funding of local parks and recreation agencies. These efforts have historically resulted in over $500 million in funding through the Florida Recreation Development Assistance Program; over $12 billion in funding through the Preservation 2000 and Florida Forever programs. All of these efforts build a better industry and boost your businesses.
TENTATIVE EXHIBIT HOURS AND ACTIVITIES

MONDAY, AUGUST 31, 2020
8:00 AM - 2:00 PM
Exhibitor Setup
All exhibits must be completely set up by 2:00 p.m.

2:00 PM - 3:30 PM
Exhibit Area closed to allow hotel staff to set up

4:00 PM - 7:00 PM
Grand Opening of Exhibit Hall
All exhibitors and all persons visiting the exhibit hall will be
required to register and wear the appropriate badge or remit the
appropriate ticket.

TUESDAY, SEPTEMBER 1, 2020
9:00 AM - 12:00 PM
Non-Compete Time & Closing Hours
Delegates are encouraged to attend the exhibit hall with no
educational courses being offered during this time.

12:00 PM - 4:00 PM
Exhibit Hall Closed and Breakdown
NO EARLY BREAKDOWNS ARE PERMITTED.
Breakdown must be completed by 4:00 PM on September 1, 2020.

BOOTH FEE INFORMATION
FRPA MEMBERS RECEIVE A DISCOUNT
Sapphire Member $1,000
Emerald Member $1,100
Non-Member $1,200

SEND PAPERWORK AND FEES TO
Exhibit Manager
Florida Recreation and Park
Association, Inc.
411 Office Plaza Drive
Tallahassee, Florida 32301
(850)878-3221
FAX (850)942-0712

DECORATOR SERVICE
An exhibitor kit will be forwarded to you from Gulf Coast Expo in mid-July. Please note that your booth cost includes a 6’x2’ draped table, two chairs, 3’ side drape, 8’ back drape, waste basket, and an identification sign (if requested by the deadline).

HOUSING
All housing arrangements should be handled with the resort directly. Information will be mailed to you mid May and thereafter upon
submission of your exhibit contract.
Omni Championsgate
1500 Masters Boulevard
Championsgate, FL 33896
Please call hotel for room reservations and mention the FRPA
Conference to receive the room rate.

FEES / DEPOSITS
Booth Fees are $1,200 for non-members; $1,100 for Emerald Members;
$1,000 for Sapphire Members. A 50% deposit of the total cost of your
booth(s) is required to confirm your booth selection. Final payment
is due on June 30, 2020 or the deposit will be forfeited and the booth
space will be resold. Membership must be current through 2020 show
dates to receive the member discount.

SUITCASING/OUTBOARDING
Suitcasing is when an attendee
solicits business in the trade show
aisles or other public spaces such
as a hospitality suite or a restaurant.
Also called outboarded events, these
types of activities are detrimental to
the exhibition. These are unethical
business practices and will not be
tolerated. To distribute information
or conduct business, you must have
a registered booth with FRPA. FRPA
has the right to remove anyone who
violates this policy.

HOUSING OR SERVICE
SCAM
The past couple of years our exhibitors
have received calls from housing or
service companies claiming to be
with FRPA or the conference hotel.
We never hire a housing or service
company to call our exhibitors nor do
we provide your information to anyone.
If you receive one of these calls or
e-mails, please DO NOT share any
information with them.
Sponsorships Available

Increase your company’s visibility by becoming a Conference Sponsor or Advertising in the conference materials. Items available for sponsorship include: education sessions, name badge holders, registration giveaways, Annual Awards Banquet and more.

There is a sponsorship category or advertising opportunity available for every budget. For more information about sponsorships or advertising opportunities please contact amber@frpa.org or call 850-878-3221.

Shared Booths Policy

Individual companies who contract with or sell directly to local governments must purchase separate exhibit booths. Representatives from companies who are not exhibiting will not be allowed to attend with an exhibiting company. Booths may be shared when individual companies work together and when only the primary company contracts with or sells directly to local governments. All badges requested for the booth will be printed with the primary company’s name.
Booth Assignments are made on a first-received, first-assigned basis. FRPA will have sole control over admission to the exhibit hall. No delegate or exhibitor will be admitted without proper identification, nor will they be allowed to enter the hall except during established exhibit hall hours.

**CANCELLATION POLICY** – Should you find it necessary to cancel your booth space, the following cancellation policy will apply. A $100 processing fee will be assessed for any request for refund. The request must be received prior to May 18, 2020 to be eligible for refund. Requests received in the Executive Office later than May 18, 2020 will not be eligible for refund unless the booth space can be re-sold and the entire exhibit hall sells out. No refunds will be available for any portion of the Exhibit Hall fees if it is cancelled due to weather or an occurrence of natural disasters. Exhibitors are encouraged to carry insurance that would cover them in the event the show is cancelled due to weather or a natural disaster.

**EXHIBITOR AGREES TO NAME THE FLORIDA RECREATION AND PARK ASSOCIATION AS ADDITIONAL INSURED IN THE AMOUNTS OF $1 MILLION EACH OCCURRENCE, $1 MILLION PERSONAL INJURY, AND $2 MILLION GENERAL AGGREGATE. A CERTIFICATE OF INSURANCE BEARING THIS INFORMATION MUST BE SUBMITTED WITH YOUR SIGNED CONTRACT, AND MUST REMAIN IN FORCE THROUGH THE 2020 SHOW.**

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**COMPANY NAME**

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**CONTACT FOR COMPANY**

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**CONTACT EMAIL**

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**CONTACT MAILING ADDRESS**

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**CITY**

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**STATE**

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**ZIP**

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**CONTACT PHONE**

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**CONTACT FAX**

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**ONSITE CONTACT**

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**ONSITE EMAIL**

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**ONSITE PHONE NUMBER**

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**HOW DID YOU HEAR ABOUT US?**

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**ONE SENTENCE**

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**DESCRIPTION OF PRODUCTS OR SERVICES**

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**METHOD OF PAYMENT**

Check #

Visa/Mastercard/Discover

#

Expiration Date: 

Billing Address for Card: 

Name on Card: 

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**SIGNATURE**

This acknowledges you understand and agree to the terms printed on the reverse side of this contract. Booths will not be reserved without the company representative’s signature.

MEMBERSHIP MUST BE CURRENT AT REGISTRATION AND THROUGH THE DATES OF THE SHOW.

- Non-Member.............................................$1,200
- Emerald.............................................$1,100
- Sapphire............................................$1,000

**INCLUDED IN YOUR BOOTH FEE**

**BOOTH SIZE: 8ft DEEP BY 10ft WIDE**

- 6’ draped table
- 2 chairs
- 3’ side drape
- 8’ back drape
- Wastebasket
- Identification sign
- 2 name badges

**FREIGHT AND ELECTRIC COSTS ARE NOT INCLUDED IN YOUR BOOTH FEE. HALL IS CARPETED.**

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**TOTAL**

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**PREFERRED BOOTH SPACE**

- FIRST CHOICE
- SECOND CHOICE
- THIRD CHOICE

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**WEB SITE**

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**INFORMATION BELOW WILL BE USED FOR PUBLISHING IN CONFERENCE MATERIALS**

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CONTRACT This Exhibit Space Application and Contract, when and if accepted by the Florida Recreation and Park Association, Inc., hereinafter referred to as "FRPA," shall constitute a contract between the Exhibitor and FRPA and in addition to its terms, shall include the provisions of the Exhibitor Terms and Conditions printed on this agreement. FRPA reserves the right to rescind the acceptance in the discretion of the acceptor or refusal of applications for exhibit space.

AGREEMENT The Exhibitor Terms and Conditions and other rules set forth in this agreement are part of the contract between the Exhibitor and FRPA. Exhibitor shall have the authority to interpret and enforce these rules. All matters not covered by these rules are subject to the determinations of FRPA. All determinations so made shall be as binding on all parties as the original agreement. FRPA reserves the right to exercise its sole discretion in the acceptance or refusal of applications for exhibit space.

LICENSE AND TERM The license given hereunder shall be for the sole use and occupancy of the Exhibitor and no other use is permitted. The Exhibitor hereunder shall be for a period beginning on August 1, 2020, at 8:00 a.m., through September 1, 2020, 4:00 a.m., and shall end on August 31, 2020, 4:00 p.m., at which time Exhibitor shall have the exclusive use of the space assigned to it. FRPA will have sole control over admission to the exhibit hall. No exhibitor or representative thereof shall enter the exhibit hall during the non-exhibition hours of the establishment or close to the exhibit hall unless expressly authorized by FRPA. Exhibitors may exhibit or demonstrate products or services other than those manufactured or handled by them, in the general course of business. Should any item from a non-established exhibit hall hours. No Exhibitor shall enter the exhibit hall after 12:30 p.m. on August 31, 2020, at 4:00 p.m., will be removed and stored at the Exhibitor's sole risk and expense. Exhibitors must confine activities to the space contracted by the Exhibitor and FRPA and FRPA shall have the exclusive right to all rights of any nature, direct or consequential, against FRPA in the event or to protect in any manner its interest or interests under this agreement. In the event that the licensing party, shall be entitled to recover from the other party all reasonable costs, charges, attorneys' fees associated with such violation, or for any other reason. Any Exhibitor using copyrighted music, materials, devices, patented, trademarked, franchised, or copyrighted materials not timely removed. The Fine Print...