



October 3– 6~ Norfolk, VA~ vrps.com

2020 VIRGINIA RECREATION AND PARK SOCIETY ANNUAL CONFERENCE EXHIBITOR INFORMATION

LOCATION

Norfolk Waterside Marriott
235 E Main St, Norfolk VA 23510

CONTACT INFORMATION

Anne Agorsor
Anne.Agorsor@norfolk.gov
757-823-4264

REGISTER ONLINE

www.VRPS.com



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2020 EXHIBIT HALL @ VRPS ANNUAL CONFERENCE

Sunday, October 4, 2020 4 p.m. - 6 p.m.

Monday, October 5, 2020 11 a.m. - 1 p.m.

The Virginia Recreation & Park Society's Annual Conference provides access to a field of leaders and financial decision makers throughout the Commonwealth of Virginia.

Your exhibit booth is an easy and affordable way to promote your product, program or services to a targeted professional audience while supporting the continued development of the field of Parks and Recreation. If the VRPS vision, mission and values are in alignment with yours, we encourage you to become a conference exhibitor.

Premium booth

Equipment includes: pipe and drape, 8' high backdrops, 3' high side rails, two draped 6' tables, two chairs and one booth identification sign (7" x 44").
Booth size 16' wide x 10' deep.

Standard booth

Equipment includes: pipe and drape, 8' high backdrops, 3' high side rails, one draped 6' tables, two chairs and one booth identification sign (7" x 44").
Booth size 10' wide x 8' deep.

ABOUT VRPS

Founded in 1953, VRPS is a 501 (c) (6) organization with over 1,400 members representing 120 parks and recreation departments across Virginia. VRPS plays a leading role in state parks and recreation in the nation and exists to unite all professionals, students, and businesses engaged in the field of parks, recreation and leisure services. We also provide educational and networking opportunities for our members and maintain a legislating presence on the local, state, and national level to ensure representation of parks, open space and recreation services.



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BOOTHS

Premium Booths - Act Now! Limited Availability!

Premium Booths measure 16' wide x 10' deep with pipe and drape, 8' high backdrops, 3' high side rails, two draped 6' tables, two chairs and one booth sign (7" x 44").

BOOTH	VRPS MEMBER BY 1/31/20	NON-MEMBER BY 1/31/20	VRPS MEMBER AFTER 1/31/20	NON-MEMBER AFTER 1/31/20
Booths A - F	\$1215	\$1465*	\$1315	\$1565*

Standard Booths

Standard Booths measure 10' wide x 8' deep with pipe and drape 8' high backdrops, 3' high side rails, one draped 6' tables, two chairs, and one booth sign (7" x 44").

BOOTH	VRPS MEMBER BY 1/31/20	NON-MEMBER BY 1/31/20	VRPS MEMBER AFTER 1/31/20	NON-MEMBER AFTER 1/31/20
Booths 1 - 56	\$595	\$845*	\$695	\$945*

*Non-member fee includes a one-year VRPS Commercial Membership valued at \$250.

AFTER JULY 1, 2020

For premium and standard booth rentals secured after July 1, 2020, there is no guarantee of inclusion in conference materials and/or digital promotion.



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PROMOTIONAL OPPORTUNITIES

Registration Packet Stuffers - \$250*

Have your single-sheet flyer in the hand of every delegate as part of the 2020 Conference Registration Packet. 1,000 copies can be placed in conference packets.

Tabletop (Unmanned) Display - \$250*

Have your brochure/single-sheet flyer on an shared tabletop during the advertised exhibit hall hours at the 2020 Conference. 1,000 copies can be displayed.

Conference App Ads- Rates Vary

Reinforce your presence by placing an ad in the VRPS Conference App, which is used by delegates to access all conference information. Orders must be received and paid by August 1, 2020. \$630 VRPS member, \$700 non-members.

Exhibit Hall Signage

Signage placed at ends of the aisles in the Exhibit Hall. Orders must be received and paid by August 1, 2020. \$750 per aisle for VRPS members, \$820 for non-members.

Spotlight: Center Stage - \$250

Limited number of 10-minute time slots for exhibitors to promote their product/ service using an interactive format from center stage of exhibit hall.

*Register and pay online at www.vrps.com.
Send collateral material by August 1, 2020 to:
Norfolk Recreation, Parks and Open Space
Attn: Anne Agorsor
220 Boush Street
Norfolk, VA 23510



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COMMERCIAL MEMBERSHIP

Companies involved in the delivery of leisure services, equipment, supplies or similar associated activities for parks and recreation qualify for VRPS Commercial Membership at \$250!

Commercial Membership Includes:

- Access to online Membership Directory, including corporate logo, website URL and social links in Commercial Member listing.
- VRPS member agency department mailing list upon request.
- Virginia Parks & Recreation Magazine and VRPS President's Newsletter (three per year each).
- 10% conference advertising discount.
- Membership certificate, free job bank and classifieds postings.
- Full use of members-only sections of www.vrps.com.
- Two individual commercial representative memberships.
- Listing on VRPS "Preferred Vendors" webpage, including a hotlink to your website.
- Listing in Virginia Parks & Recreation Magazine as well as the VRPS President's Newsletter on full-page ad representing preferred vendors (six publications per year, distributed electronically to entire VRPS membership).



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EXHIBIT HALLS

Sunday Exhibit Hall

Sunday, October 4, 2020, 4 p.m. - 6:00 p.m.

Setup: 2:30-4 p.m.

Happy Hour & Entertainment: 4 p.m. - 6:00 p.m. in Exhibit Hall

Monday Exhibit Hall

Monday, October 5, 2020, 11 a.m. - 1 p.m.

Lunch & Entertainment: 12 p.m. in Exhibit Hall

Tear Down: 1 p.m.

Norfolk Waterside Marriott

235 E. Main St.

Norfolk, VA 23510

Promotional Items

To encourage delegates to visit the exhibit hall, we welcome your donation of door prizes and items for the auction(s).





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CONDITIONS OF SPACE

Agreement to Conditions

Exhibitors and their employees agree to abide by all conditions contained herein. It is understood that the Virginia Recreation and Park Society (hereinafter called VRPS) shall have sole control of the exhibitor hall.

Exhibitor Liability

Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify and defend VRPS, its employees, and agents harmless against any claims, losses and damages to persons or property caused by exhibitor's installation, removal, maintenance or use of the exhibitor's premises. Each party to this agreement shall indemnify, defend, and hold harmless the other party and its officers, directors, agents, and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorneys' fees (collectively, "claims"), arising solely out of or solely caused by the indemnifying party's negligence or willful misconduct in connection with the provision and use of the Downtown Marriott Hotel as contemplated by this contract. This paragraph shall not waive any statutory limitations of liability available to either party, including facilities' limitations of liability laws, nor shall it waive any defenses either party may have with respect to any claim.

Registration Policies

Exhibitors are welcome to participate in educational sessions. Each exhibiting company will receive up to two exhibit hall lunch combination tickets. Additional lunch tickets may be purchased for \$50 each. Tickets to other meals/ social during the VRPS Conference may be purchased for an additional fee.

Drayage and Deliveries

Contact Exhibits, Inc. at (804) 788-4400 or send an email to: angie_cornett@xhibitsinc.com

Electrical, Audio Visual and Internet Data

- Please secure directly with the Norfolk Waterside Marriott Hotel, (757) 627-4200. The form to secure electrical needs is located on www.vrps.com with the exhibitor information.

Parking Information for Waterside Marriott Hotel

- Vehicles may not be parked in the loading dock except for loading and unloading only. (NO PARKING)
- All unloading and loading must be done through the main loading dock off of Atlantic Street.
- Vendors must check in with Security Personnel located next to the Loading Dock
- Keys must be left with Security Personnel during loading/unloading.

Assignment of Space

VRPS shall assign all exhibit hall space but shall consider the location preference of individual exhibitors as much as possible. Assignments will be on a first paid basis. Payment Full payment for space must accompany signed contract. Payments for the space shall be made by the exhibitor by means of online purchase at www.vrps.com.

Cancellation by Exhibitor

Should the exhibitor be unable to occupy and use the contracted exhibit space, contact VRPS as soon as possible at vrps@vrps.com. All sums paid by the exhibitor, minus a \$75 cancellation charge, will be refunded, provided the cancellation is received in writing on or before the close of business 7/31/2020. No refunds will be made if the notice of cancellation is received on or after 8/1/2020.

VRPS Liability

VRPS undertakes no duty to exercise care, nor assumes any responsibility for the protection and safety of the exhibitor, his officials, agents or employees, or the protection of the property used in connection with the exhibit, from theft, damage or destruction by fire, accident or any other cause.

Installing and Dismantling

The specific requirements as to time for installation and dismantling of exhibits must be followed. vrps.com or by mailing a check payable to "VRPS" directly to: VRPS, 6372 Mechanicsville Turnpike, Suite 109, Mechanicsville, VA 23111 after registering online.

Insurance

In all cases, exhibitors wishing to insure their goods must do so at their own expense.

Exhibit Hall Specs

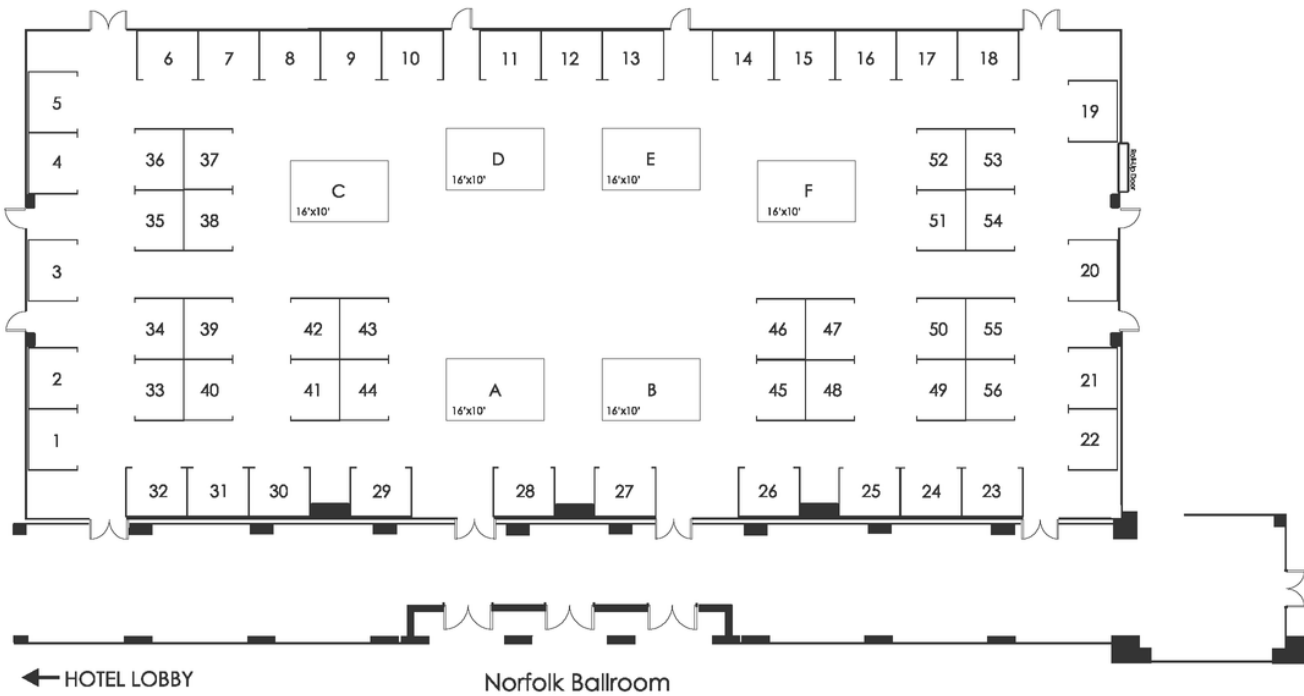
The Norfolk Ballroom (Exhibit Hall) is carpeted and has a ceiling height of 30 ft.



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BALLROOM DIAGRAM

NORFOLK **Marriott.**
WATERSIDE



EVENT: VA Rec & Parks Assn	Version: A3
EVENT DATE: October 4-5, 2020	Revised: 12-16-19
LOCATION:	 XhibitsInc.com
SCALE: 1"=20' BOOTH: 8'x10'	

Standard Booths 10-ft Wide x 8-ft Deep
Others As Indicated