

2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits

Sheraton New Orleans • New Orleans, LA • September 24-27,2018



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National WIC Association • Sheraton New Orleans, New Orleans, LA • September 25-27, 2018

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Introduction

National WIC Association • Sheraton New Orleans, New Orleans, LA September 25-27, 2018

The National WIC Association (NWA) invites you to participate as an exhibitor and/or sponsor at our 2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits.

2018 Conference Location:

Sheraton New Orleans 500 Canal Street New Orleans, LA 70130 Main #: 504-525-2500

2018 Housing Location:

Sheraton New Orleans 500 Canal Street New Orleans, LA 70130 Main #: 504-525-2500

The negotiated room rate at the Sheraton New Orleans is \$139 plus a nightly room occupancy tax currently set at 15.75%. Room reservation deadline is Tuesday, September 4, 2018. **Note: tax rate may change without notice**.

Who is NWA?

The National WIC Association (NWA) is the non-profit education arm and advocacy voice of the Special Supplemental Nutrition Program for Women, Infants and Children (WIC), the over 7 million mothers and young children served by WIC and the 12,000 service provider agencies who are the front lines of WIC's public health nutrition services for the nation's nutritionally at-risk mothers and young children.

What is the 2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits

It is an opportunity for you to meet and build relationships with potential new clients and to reacquaint yourself with existing clients who use your products and services.

This conference is the most popular gathering of the WIC nutrition and breastfeeding professionals in the US, attracting more than 1,200 attendees from USDA, state and local WIC agencies, and vendors who provide services to the WIC community.

Why Exhibit?

If you are seeking to introduce your products and services or an alternative promotional strategy to a new or existing audience, this conference offers several affordable options to meet your marketing needs.

By exhibiting and/or sponsoring at this conference, you will:

- Create new customer and client relationships with WIC decision makers from across the nation;
- > Strengthen and build upon existing customer and client relationships;
- Increase visibility for your company/organization in a targeted market;
- Promote and market your products and services;
- > Reach prime target market segments for your products and services; and
- > Demonstrate your commitment to promoting quality public health nutrition for women, infants and children.

Key Dates to Remember

August 15, 2018 Exhibit Prospectus & Full Payment Due

August 15, 2018 Exhibit Cancellation Date with 25% Penalty

August 15, 2018 Exhibitor Advertisement Due

September 4, 2018 Hotel Reservations Cut-off Date

September 7, 2018 Exhibitor Registration Deadline

September 24, 2018 Exhibitor Move-in & Set-up

September 26, 2018 Exhibitor Tear-down & Move Out

Note: If full payment is not received by August 15, NWA has the right to resell or reassign the ex-hibit booth to another exhibitor.

Exhibit Dates and Hours

MONDAY, SEPTEMBER 24

TUESDAY, SEPTEMBER 25

7:30 am – 9:00 am	Continental Breakfast / Networking & Exhibits
10:30 am - 11:30 am	AM Break / Networking & Exhibits
12:30 pm – 2:00 pm	Lunch on Your Own / Networking & Exhibits (please note traffic may be light during this time)
3:00 pm – 4:00 pm	PM Break / Networking & Exhibits
5:00 pm - 6:30 pm	Opening Reception / Networking & Exhibits

WEDNESDAY, SEPTEMBER 26

7:30 am – 9:00 am	Continental Breakfast / Networking & Exhibits
10:30 am - 11:30 am	AM Break / Networking & Exhibits
12:30 pm – 2:00 pm	Lunch on Your Own / Networking & Exhibits (please note traffic may be light during this time)
3:00 pm – 4:00 pm	PM Break / Networking &
4:00 pm – 8:00 pm	Exhibits Exhibitor Move-Out

Exhibit Pricing and Sustaining Member Rates

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NWA Sustaining Membership really does have its privileges! Sustaining members receive deeply discounted exhibitor rates for all NWA conferences. There are six membership tiers to choose from, and all of your employees can take advantage of the benefits. Sustaining Membership benefits can be found in detail here and as a member, you will have early access to the exhibitor prospectus.

To receive the NWA Sustaining Member exhibit rate, you must be a sustaining member at the time of submitting the exhibit contract/application and at the time of the conference itself. To become a sustaining member or to renew, mark the box on the exhibit contract/application. Contact Emily Gilcher, egilcher@nwica.org, 202-232-5492, with questions.

Exhibit Rates

Each 8' x 10' booth (80 SqFt) will receive two (2) complimentary exhibitor personnel registrations that allow access to the NWA Exhibit Hall and breakfast Tuesday & Wednesday of the conference.

Member Pricing

Non-Profit Exhibit Rate (Tabletops): \$1,250

Early Exhibit Rate: \$2,500

If paid in full between April 15 - July 31, 2018

Regular Exhibit Rate: \$3,000 If paid in full after August 1, 2018

Non-Member Pricing

Non-Profit Exhibit Rate (Tabletops): \$2,000

Early Exhibit Rate: \$3,000

If paid in full between April 15 - July 31, 2018

Regular Exhibit Rate: \$3,500 If paid in full after August 1, 2018



Exhibitor Add-Ons

- Enhance your exhibitor experience by upgrading your booth to our Platinum, Gold, or Silver Package. Details on the following page.
- NWA Talk Presentation (contingent upon approval limited space available)
 - An NWA Talk is a 15-minute educational presentation hosted in the Education Lounge in the Exhibit Hall. To lead an NWA Talk, please email the attached NWA Talk Application to Shameka Jennings at sjennings@nwica.org.
 - Pricing: Sustaining Member: Complimentary | Non-Member: \$500

Additional Exhibitor Booth Personnel Registration Fee

Additional booth personnel, above the complimentary exhibitor registrations, can be purchased for \$150 each. The number of additional passes that can be purchased is based on the booth package selected.

Exhibit Booth Packages

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Each booth includes:

- > One 6' skirted table
- > Two side chairs
- One wastebasket
- General area security and fire guard service NOTE: The protection of special valuable items are at the exhibitor's own expense
- Listing in the Conference Program
- > Daily aisle maintenance

Not Included: Electrical, Internet and Telephone. They are available at cost.

M: Member Rate N: Non-Member Rate

	BOOTH PACKAGE TYPES				
BADGES/REGISTRATIONS	Business Council Partner*	Platinum M: \$7,500 N: \$8,000	Gold M: \$5,500 N: \$6,000	Silver M: \$4,000 N: \$4,500	Standard For-Profit Non-Profit M: \$2,500 \$1,250 N: \$3,000 \$2,000
Free exhibit floor badges	4	4	3	2	2
Free full conference registrations	4	1	1	1	0
Additional floor badges	\$50/each	\$150/each (can purchase 1)	\$150/each (can purchase 2)	\$150/each (can purchase 2)	\$150/each (can purchase 2)
Max floor badges allowed	8	6	6	5	4
BOOTH SIZE					
	Single	Double	Single	Single	Single
CONFERENCE MATERIALS					
Conference bag insertion (see page 5 for details)	✓	√	\$**	\$**	\$**
Advertisement in the conference program	\$**	Full page	½ page	¼ page	\$**
Acknowledgement in the conference program	✓	√	√	✓	✓
Special recognition at the Opening Plenary	✓				
Pre & Post Conference attendee mailing list (.xls File)	✓	✓	\$**	\$**	\$**

^{**}See page 6 for ad and insert pricing.

Business Council Partners Recieve 50% off upgraded booth packages.

Sponsorship Opportunities

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		Benefits							
Sponsorship Item	signage sponsor	Exclusive signage at sponsored event	Conference Registration	Ad in conference program	Bag insert	Acknowl- edgement in Conference Program	Attendee Mailing Listing	Short presentation via PPT prior to event	Company logo exposure
Board Chair's Reception	\$20,000	✓	2	Full page	✓	✓	✓	1 Min	
Continental Breakfast Tuesday	\$15,000	✓	1	½ page	✓	✓			
Continental Breakfast Wednesday	\$15,000	✓	1	½ page	✓	✓			
Continental Breakfast Thursday	\$15,000	✓	1	½ page	✓	✓			
Audio/Visual (A/V)	\$15,000			½ page	✓			2 Min	Projected in all sessions
Conference Program Printing	\$10,000			Back cover	√	✓	✓		
Conference Bags	\$8,000			½ page	√	✓			Logo on Bag
Morning Beverage Break Tuesday	\$5,000	✓		\$*	✓	✓			
Afternoon Beverage Break Tuesday	\$7,000	✓		\$*	✓	√			
Morning Beverage Break Wednesday	\$5,000	✓		\$*	√	✓			
Afternoon Beverage Break Wednesday	\$7,000	✓		\$*	√	✓			
Morning Beverage Break Thursday	\$5,000	✓		\$*	√	✓			
Conference Speaker	Opening: \$5,000; Closing: \$3,500; Concurrent: \$2,500	Outside session room		½ page	√	√		1 Min	
Hotel Room Keys	\$3,000				✓	✓			Logo on Key Cards

^{*}See page 6 for pricing.

Program Advertisement

Advertise in the NWA conference program to expand your company's exposure by reaching a "take-home" market in addition to your exhibit space marketing.

- All ads must be received by Wednesday, August 15, 2018 to be included in the program.
- Front inside and back covers are available in color.
- All other ads may be in black and white or color.

Please send all ads in camera-ready format to:

Conference Manager
Dale Greenberg
dale.greenberg@conferencedirect.com
Phone: 410-491-2654

Fax: 410-727-8418

Advertising Fees

Inside front cover	\$1,500
Inside back cover	.\$1,500
Back cover	\$2,500
Full page	\$1,000
Half page	.\$500
Quarter page	
Bag inserts*	\$1.00 per item
Attendee mailing list	\$250
(Excel file)	•

Advertising Specs

Image resolution: 300 dpi is recommended for best quality

Sizing: Trim size + .25" on sides that will bleed text and other important elements should not fall into this .25" safety zone

Color - CMYK for 4/color books, grayscale for black and white

*Bag inserts are limited to a single item weighing no more than 4oz that fits inside the conference bag. Based on 1000 items.



NWA reserves the right to refuse any advertisement or bag insert on any grounds, to the extent permissible by law.

Exhibit Area Floor Plan

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National WIC Association reserves the right to reject applications for sponsorships, or to exhibit products and services at the 2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits for any or no reason, including in the event National WIC Association believes, in its sole discretion, that an applicant's sponsorship, products or services contradict, conflict with or otherwise are not aligned with National WIC Association's or the WIC Program's purpose or mission.

In accordance with the Exhibit Tradeshow Regulations governing rental of exhibit space on the last page of this Exhibitor Prospectus, the undersign hereby applies for exhibit space at the 2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits in New Orleans, September 25-27, 2018. Exhibitor has read and agrees to the ex-hibit regulations. Exhibitor also understands that these regulations are incorporated into this contract by ref-erence and that this application becomes a contract when accepted by NWA. We understand that a 25% non-refundable deposit is due with applications made before August 15, 2018 and that the balance is due on or before August 15, 2018. If you are submitting this application after August 15, 2018, the full exhibit fee is to accompany this application. Cancellations will not be refunded after August 15, 2018.

COMPANY:	
SECTION 1: Primary Con	tact: (Name of person for all exhibit correspondence)
	Title:
The individual listed above is th	E-mail:
SECTION 2: Company in	formation to be listed in the conference program and on-line:
Company Name:	Person to list in program:
Website:	Email:
Show Exhibit regulations on page First Exhibitor to be Registe	red:
Name:	Title:
Phone:	E-mail:
Second Exhibitor to be Rec	<u>gistered:</u>
Name:	Title:
Phone:	E-mail:
Third Exhibitor to be Registe	ered (\$150 purchase or with sponsorship)::
Name:	Title:
Phone:	E-mail:

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Fourth Exhibitor to be I	Registered (\$150 purc	nase or with sponsorship):		
Name:		_Title:		
Phone:	E-mail:			
Fifth Exhibitor to be Re	gistered (\$150 purcho	se or with sponsorship):		
Name:		_Title:		
Phone:	E-mai	l:		
Sixth Exhibitor to be Re	gistered (\$150 purcha	ase or with sponsorship):		
Name:		_Title:		
Phone:	E-mai	l:		
Seventh Exhibitor to be	e Registered (only Bus	iness Council Partners):		
Name:		_Title:		
Phone:	E-mai	l:		
Eighth Exhibitor to be I	Registered (only Busine	ess Council Partners):		
Name:		_Title:		
Phone:	E-mai	l:		
		services to be displayed:		
SECTION 5: Preferre				
	er EVENTS) or by contac	pers from the Exhibit Area Floor Plan (also available ting Dale Greenberg, the Conference Manager at ct.com.		
exhibit booths are award	ded on a first-come, first	erved for NWA Business Council Partners. All other -served basis. All opportunities remain available until eived by the Conference Manager/NWA.		
1st Choice #	2 nd Choice #	3 rd Choice #		
	d prior to your request w	below listed company(s). Please note that the rill not be relocated. You may discuss possible		
Company #1:				
Company #2:				

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SECTION 6: Please check the appropriate box(es) to indicate your selection:

Bu	siness Council Partner			Standard Booth	Complimentary
Во	oth Package Type			NWA Talk	Complimentary
	Platinum Sponsorship	\$3,750		Attendee Listing File	Complimentary
	Gold Sponsorship	\$2,750			
	Silver Sponsorship	\$2,000		* Contact Emily at egilcher@nwica.c	ora with avactions
AA.	ember			Confact Entity at eglicher@nwica.c	org with questions.
	oth Package Type			NWA Talk	Complimentary
	Platinum Sponsorship	\$7,500		Attendee Listing File	Complimentary
	·	\$5,500		Non-Profit	\$1,250
	Gold Sponsorship Silver Sponsorship	\$4,000		Standard Booth (Early)	\$2,500
		\$4,000		Standard Booth(Regular)	\$3,000
No	on-Member			NWA Talk	\$500
Во	oth Package Type				
	Platinum Sponsorship	\$8,000		<u> </u>	\$250 \$2,000
	Gold Sponsorship	\$6,000			\$3,000
	Silver Sponsorship	\$4,500		, , ,	\$3,500 \$3,500
٨٥	Ivertisement Choices			Standard Booth(Regular)	ψο,οοο
	Inside front cover	¢1 500		□ 1/2 Page Ad	\$500
		\$1,500		□ 1/4 Page Ad	\$350
	Inside back cover	\$1,500		□ Bag Inserts (per item)	\$1.00
	Back cover	\$2,500			
	Full Page Ad	\$1,000			
	onsorship Opportunities		_		
	Board Chair's Reception	\$20,000			\$7,000
	Tue. Continental Breakfast	\$15,000			\$5,000
	Wed. Continental Breakfast	•		Wed. PM Break	\$7,000
	Thu. Continental Breakfast	\$15,000		Thu. AM Break	\$5,000
	Audio/Visual (A/V)	\$15,000		3 ,	
	Conference Program Printin			9 1 1	\$3,500
	Conference Bags	\$8,000		Concurrent Session	\$2,500
	Tue. AM Break	\$5,000		Hotel Key Cards	\$3,000
Not	es				

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Total Payment		
Booth Package:	\$	
Advertisement:	\$	
Sponsorship:	\$	
Additional floor badges:	\$	
TOTAL AMOUNT DUE:	\$	
SECTION 7: Method	l of Payment	
An invoice will be crec vide payment methoc		the primary contact. Please call Dale to pro-
☐ Check or ☐ Money C	rder #:	Make Payments to: National WIC Association
For credit card payme provide the required c	-	Dale Greenberg, the conference manager, to ation.

Tradeshow Exhibit Regulations

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Purpose and Objectives

The National WIC Association (NWA) Exhibit show is produced by NWA. It is for educational and informational purposes only and is an adjunct to the Annual Business meeting and professional sessions held during this Annual Conference. The exhibit show is meant to supplement the professional meeting by providing state and local WIC agency staff with the various types of products and services to them. Exhibitors are expected to display their WIC related products and/or discuss their services with NWA members and other attendees. Direct sales may not be made by exhibitor or on the exhibit hall floor. Exhibitors are permitted to take orders. NWA reserves the right to refuse space to any applicant which, in the opinion of the Association, is unlikely to contribute to the overall objective of the conference.

Rules

The rules and regulations governing the exhibits under the auspices of the National WIC Association (NWA) Conference are part of the agreement for space.

Exhibit Space Location

Some booth spaces are reserved exclusively for organizations that sponsor the conference at the Platinum, Gold, or Silver levels. Preference for booth space location will be based upon a first received/paid, first-assigned basis within the exhibit hall. Application must be returned with payment and first, second and third choices of booth space locations indicated.

Agreement for Space

This application for an exhibit booth space, the notice of booth assignment and the receipt of full payment, together constitute an agreement for the right to use the space. A 25% non-refundable deposit is due with applications made before August 15, 2018 and that the balance is due on or before August 15, 2018. If you are submit-ting this application after August 15, 2018, the full exhibit fee is to accompany this application. Cancellations will not be refunded after August 15, 2018. NWA reserves the right to reassign booth spaces not paid for by August 15, 2018.

Exhibitor Representative Responsibilities

For each exhibit, there must be at least one primary person to be the official on-site representative and responsible party. This person will receive all relevant materials relating to the exhibit show. That representative shall be authorized to enter into such contracts as may be necessary for fulfillment of obligations to NWA and to other contractors and subcontractors. At least one representative must at present at the exhibit booth during all official hours of the exhibit show.

Exhibitor Registration

The purchase of your booth package type determines your floor badges and registrations. Please refer to page 3 of this prospectus. Additional exhibitor floor badges may be purchased for \$150/person up to your booth package type's limit. Any exhibitor wishing to include more individuals will have to register at the full conference rate. In order to register booth personnel in advance, section 3 of the application must be completed for each person prior to the registration deadline of September 7, 2018. An exhibitor may also purchase registration to the full conference for an additional fee, except when included as part of a sponsorship package.

For each exhibit booth personnel, his/her name MUST be provided to Dale Greenberg prior to the registration cut-off date of September 7, 2018. Any exhibitor who shows up at the conference site without a prior registration may be registered for an additional cost of \$150/person as indicated on page 3 of this prospectus. Beyond the maximum number of floor badges allowed for each exhibit booth type, the full conference registration fee will be charged. Also, for each exhibitor name change made after September 7, 2018 you will be charged an administrative fee of \$25.00.

Admission to Exhibit Hall

NWA shall have sole control over all admission policies at all times. Badges must be worn at all times; badge swapping among personnel is prohibited. Use of these badges is restricted to booth personnel only. All personnel in the exhibit booth are required to wear their name badges throughout move-in, show hours and move-out. Security guards will be checking for badge identification on all exhibit personnel.

Exhibit Show Decorator

Space furnishings, electrical and internet needs and labor to set up and dismantle an exhibit booth are to be ordered on the forms provided in the exhibitors' kit provided by the Conference Manager. Electrical needs will be handled by the conference facility. A request form will be provided to confirmed exhibitors. Electrical installation must conform to all rules and regulations and to all national, state and local codes, as well as facility regulations.

Shipping & Storage

All shipping and storage arrangements will be managed by the Exhibit Show Decorating Company. Information will be provided in the Exhibitor Kit. **NWA** will not be responsible for exhibitor shipping costs and needs. If an exhibitor chooses to ship booth materials directly to the conference hotel or conference facility, it is to be shipped to the attention of the primary person for that exhibit. This person will be responsible for all shipping and delivery charges by the hotel or conference facility.

Use of Exhibit Booth Space

Exhibitors shall arrange their exhibits so that they do not obstruct other exhibits. Aisles must be kept clear, and exhibits should be arranged so attendees will be in front of or inside assigned space.

Display materials or equipment at the sides of the exhibit booth shall not exceed the heights of the booth of the exhibit space. Display material may not be higher than 42" above the sidewalls (if present) and in the back 5' of the exhibit space. All materials used for decoration, i.e., paper, cardboard, cloth, etc., shall be flame-retardant. Safety and fire exits and equipment must be left accessible and in full view at all times. Display materials or equipment of significant size must be pre-approved by NWA. All special requests must be submitted in writing prior to the Exhibitor Show. Dismantling or removing an exhibit or materials, including packing of literature or product before the official closing of the exhibit hall is prohibited.

No exhibitor shall assign, sublet or share the whole or any of the booth space assigned without the consent of NWA and approval of the terms thereof. No exhibitor is permitted to show goods other than those manufactured or handles by him/her in the regular course of business. No company or organization not assigned space in the exhibit hall will be permitted to solicit business in any manner within the exhibit hall.

Tradeshow Exhibit Regulations

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Security

The exhibitor is solely responsible for his or her own exhibit material and should insure his or her exhibit against loss or damage. NWA will employ reputable guards and will take reasonable precautions to safeguard the exhibit hall.

Liability

It is mutually agreed that NWA, Sheraton New Orleans and the Exhibit Show Decorating company shall not be liable to any exhibitor for any damage to or for the loss or destruction of an exhibit or the property of exhibitor or injuries to his/her representative resulting from any cause. All claims for any such loss, damage or injury are expressly waived by the exhibitor.

Indemnification

To the extent permitted by law, NWA, Sheraton New Orleans and the Exhibit Show Decorating company mutually agreed to protect, indemni-fy, defend and hold harmless the other party and their respective officers, directors, partners, agents, members, independent contractors and employees from and against any and all demands, claims, losses or damages to persons or property, governmental charges or fines, and costs (including reasonable attorney's fees), arising out of the negligence or willful misconduct of the indemnifying party in connection with the artist presentation or provision of the presentation as applicable. This paragraph shall not waive any statutory limitations of liability available to either party nor shall it waive any defenses the artist may have with respect to any claim.

Restrictions

NWA reserves the right to prohibit any display or exhibit or any part of a proposed exhibit, which it judges unsuitable or in conflict with acceptable professional ethics of NWA. All exhibit materials must conform to national, state, and local fire and safety codes. Exhibitors planning to provide sample giveaways or premium gifts to attendees must offer giveaway samples or premium gifts to all attendees of the conference. Exhibitors are responsible for delivering contest prizes to winners. Neither conference officials nor NWA staff will mail or distribute prizes.

Formula manufacturers are expressly prohibited from exhibiting, advertising, or sponsoring educational, hospitality, or networking activities at NWA's conferences.

Sound Devices and Noise Level

The use of sound devices is prohibited. Any demonstrations or presentations must be conducted at a low volume so that nearby exhibitors are not affected.

Solicitation and Circulation

Distribution by the exhibitor or any printed materials, souvenirs or other articles must be confined to the booth space assigned. No exhibit or advertising material will be allowed to extend beyond the space assigned to the exhibitor.

Rights of Exhibitor Show Management

Should any emergency arise, of any nature, prior to the opening show date which would prevent its scheduled opening, cause destruction or damage to the exhibit area by fire, windstorm, strikes, acts of God, etc., or a declaration of any emergency by the Government, it is expressly agreed that NWA may retain as much of the payment for exhibit space as necessary to cover the expenses incurred by the Association up to the time of the emergency. All points not covered by these rules are subject to the judgment of the Exhibit Show Management.

Cancellations

In the event an exhibitor finds it necessary to cancel participation in the 2018 Nutrition Education & Breastfeeding Promotion Conference and Exhibits, refunds will be made as follows:

A cancellation prior to or on August 15, 2018 is eligible for a refund less the non-refundable deposit. After August 15, 2018, there will be no refunds. All cancellations must be confirmed in writing. Postmarks or e-mail dates will be used to determine eligibility. No refunds will be given for cancellation of advertisement.

Failure to Occupy Space

Any booth space not occupied by 8:00 AM Tuesday, September 25, 2018 will be forfeited by exhibitor without refund. NWA will not be responsible for any expenses incurred.

Compliance with Laws

Exhibitor shall bear the responsibility for compliance with all local, city, state, and federal safety, fire and health laws, statutes, ordinances, and regulation which are in force or applicable during the conference, including The Americans with Disabilities Act of 1992, regarding the installation and operation of the exhibit.