Schmooze FAIR

EDASC
Economic Development Alliance of Skagit County

VAN ZYVERDEN
SINCE 1919

CONTACT
Colleen Smiley
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360-428-5972

Schmooze Fair

A Spotlight on Skagit County Businesses

Sponsor & Exhibitor Packet

April 23, 2020, at Van Zyverden's Bulb Warehouse

Schmooze Fair

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

EDASC
Economic Development Alliance of Skagit County

Dear Investors and Community Members,

John Sternlicht
EDASC CEO

I am pleased to invite you to join us as a sponsor or exhibitor at **Schmooze Fair, held 4 to 7 p.m. Thursday, April 23, at Van Zyverden's Bulb Warehouse.** The annual event (formerly known as Spotlight on Skagit before returning to its original name) is northwest Washington's premier business-to-business trade show, providing the opportunity to cultivate existing business relationships, engage prospective clients, and learn about the diverse industries, businesses, and nonprofits contributing to Skagit County's economy. The event draws hundreds of attendees and dozens of exhibitors.

Schmooze Fair provides the opportunity to showcase the world-class innovation generated right here in Skagit County. Therefore, we invite your business or organization to not only reserve exhibit space, but to also highlight your most exciting and innovative products, services, and ideas that change the way we do business locally and globally.

This year's event will have some exciting changes. First and most visible, the exhibit floor will now feature sections reserved for businesses from Skagit County's four cities. The change is designed to show off the area-defining businesses and nonprofits from Burlington, Mount Vernon, Sedro-Woolley and Anacortes while giving attendees an idea of what makes each city unique. EDASC has also partnered with Skagit County chambers of commerce to provide a $25 exhibitor discount to chamber members. Participating chambers will promote the event and collect donation prizes from their members for special passport card drawings from each city. We've also added a new Lucky Spot Sponsorship to help exhibitors gain more booth traffic and inject even more fun into the event for attendees.

As an exhibitor or sponsor, your business will receive attention from community and business leaders from Skagit County and across the region. All participants will receive complimentary tickets and exposure in the event program, on social media, in our newsletter and during the event. **Title, Major and Supporting Sponsors** will receive several added benefits including premium booth placement, logos in promotional materials, free advertisements in the program and more.

Please review the sponsor and exhibitor information in this packet and contact Colleen Smiley at colleen@cceventplanning.com or 360-428-5972. On behalf of EDASC, thank you for your partnership and for your investment in the future of Skagit County.

Warm regards,

John Sternlicht

John Sternlicht
EDASC CEO

Schmooze FAIR

Sponsorship Pricing

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

Tickets $15	Title $5,000	Major $2,000	Supporting $1,000
Exhibit space	Premium + double	Premium + double	Premium ($200 for double)
Program ad	Full page	Half page	Quarter page
Logo on all event material	Yes (March 20 deadline)	No	No
Logo on website	Yes	No	No
Table, linen, electricity, pony walls	Included	Included	Included
Priority exhibit placement	Yes	Yes	Yes
Complimentary Tickets	Unlimited	50	25
Lucky Spot Sponsorship*	Yes*	Yes*	No

*Sponsor must provide Lucky Spot Sponsorship prize of $50 value or more.
See **Exhibitor Pricing** page for Lucky Spot Sponsorship information.

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Schmooze FAIR

Exhibitor Pricing

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

Tickets $15	Diamond & Emerald Signature Investors	Platinum & Gold Signature Investors	EDASC Investors/ Chamber Members	Nonprofit EDASC Investors/ Noninvestors	Regular
Exhibit space* (10'x10')	Free	Free	$350/$375	$300/$350	$400
Premium (upgrade)	Free	$100	$100	$100	$100
Double space (upgrade)	$200	$300	$300	$300	$350
Pony Wall (3' side walls)	Free	$50	$50	$50	$50
Electricity	$40	$40	$40	$40	$40
Extra Table & Linen	$30	$30	$30	$30	$30
Lucky Spot Sponsorship	$100	$100	$100	$100	$100

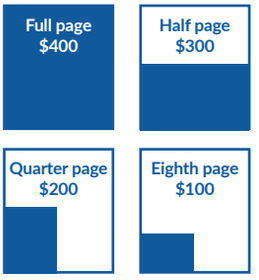
*Exhibit space includes **10 complimentary tickets**, one table with linen, pipe & drape backdrop and listing in event program.

Lucky Spot Sponsorship

NEW!

Introducing the new and fun Lucky Spot Sponsorship! Periodic announcements will be made to locate and stand on one of several Lucky Spots for a chance at a prize. As a Lucky Spot Sponsor, your logo will be placed on the lucky spot in front of your booth. When your Lucky Spot is announced, you may award the winner your prize, valued at $50 or more. A short business bio will also be read over the speaker system.

Event program advertisement pricing



EDASC/Exhibitor Agreement

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

Supplied by EDASC

Tickets $15

- Complimentary admission tickets
- Table with linen
- Company name on the booth location map
- Opportunity to hang signage on the pipe and drape behind your exhibit (three-foot-high side walls to separate your space are available for a fee)
- Promotions in Skagit, King, Island, San Juan, Whatcom, and Snohomish counties, as well as on Skagit.org and our social media accounts
- Business listing in the event program given to attendees at the entrance
- Promotional fliers available for your use prior to event.

Beer and wine are available for purchase at Schmooze Fair.

Exhibitor Obligations

- Non-refundable booth payment must be received by April 10, 2020.
- We will do all we can to accommodate your exhibit space preference, but the event coordinator has final authority over exhibit space assignments.
- The event will run from 4 to 7 p.m.
- Exhibitor setup times are April 22 from 1 to 4 p.m. or April 23 from 10 a.m. to 3 p.m.
- You must check in with EDASC staff by 3 p.m. on April 23 or your table will be removed and your fee forfeited unless other arrangements are made prior. Setup should be completed by 3 p.m. to allow for exhibitor networking.
- Move vehicles to outer parking area after unloading to allow room for guest parking.
- Do NOT begin breaking down your exhibit space until the event ends at 7 p.m. Exhibitors who pack up early are subject to a fine and will not be considered for next year's event.
- Exhibitors are asked not to display information from a non-participating business.
- All exhibitor equipment and materials must be removed by 9 p.m. on April 23.
- We encourage you to offer prizes or giveaways at your exhibit space.
- Exhibitors with non-packaged food must follow food service rules set forth by the Skagit County Health Department and apply for Temporary Food Service Permit where applicable.
- No open flames are allowed in the entire venue.

Pricing Overview

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

Title Sponsor —— $5,000

- Logo on the Skagit.org event page
- Logo on all event material printed after the time of agreement (deadline March 20), including advertising, media releases, and all publicity materials
- Complimentary premium or double exhibit space with electricity and side walls near the entrance or location of your choice
- Full-page advertisement in the event program
- Unlimited complimentary admission tickets
- Complimentary Lucky Spot Sponsorship (must provide prize valued at $50 or greater)

Major Sponsor —— $2,000

- Complimentary premium or double exhibit space with electricity and side walls near the entrance or location of your choice
- Half-page advertisement in the event program
- 50 Complimentary admission tickets
- Complimentary Lucky Spot Sponsorship (must provide prize valued at $50 or greater)

Supporting Sponsor — $1,000

- Complimentary premium exhibit space with electricity and side walls near the entrance or location of your choice
- Quarter-page advertisement in the event program
- 25 complimentary admission tickets

Exhibitor Options

- Double $750 10’ x 20’ exhibit space
- Premium or Corner $500 10’ x 10’ exhibit space
- Standard $400 10’ x 10’ exhibit space
- Non-profit $350 10’ x 10’ exhibit space

- Electricity $40
- Pony walls $50
- Extra table with linen $30
- Lucky Spot Sponsorship $100

- All EDASC investors receive a $50 discount. Signature Investors receive free premium exhibit spaces, depending on investor level, plus other discounts as noted on the Exhibitor Pricing page.
- Members of local Chambers of Commerce receive $25 discount on exhibitor space.

Event program ad space

- Full page $400
- 1/2 page $300
- 1/4 page $200
- 1/8 page $100

Registration Form

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

April 23, 2020
Van Zyverden's Bulb Warehouse
12035 Higgins Airport Way, Burlington, WA 98233

Sponsorship Levels	Price	
Title Sponsor	$5,000	$_____
Major Sponsor	$2,000	$_____
Supporting Sponsor	$1,000	$_____

Exhibit Spaces	Regular	Chamber Member	EDASC Investor	EDASC Signature Investor (Gold & Platinum)	EDASC Signature Investor (Diamond & Emerald)	
Standard	$400	$375	$350	Free	Free	$_____
Premium	$500	$475	$450	$100	Free	$_____
Double	$750	$700	$650	$300	$200	$_____
Nonprofit	$350	$325	$300	n/a	n/a	$_____

Event Program Advertising	Price	
Full Page	$400	$_____
1/2 Page	$300	$_____
1/4 Page	$200	$_____
1/8 Page	$100	$_____

Optional Upgrades	Regular Price	EDASC Diamond & Emerald Investors	
Lucky Spot Sponsorship NEW!	$100	$100	$_____
Pony Walls (3-foot side walls)	$50	Free	$_____
Electricity	$40	$40	$_____
Additional Table w/ linen	$30	$30	$_____

☐ **Check Enclosed** ☐ **Send Invoice** **Grand Total:** $_____

Company Name: _____

Please complete both Registration Form pages

Registration Form

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972

Company Name: _____ Contact Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Indicate the Chamber of Commerce for which you are receiving your exhibit discount:

☐ Burlington ☐ Mount Vernon ☐ Sedro-Woolley ☐ Anacortes ☐ La Conner ☐ Concrete

Indicate preferred exhibit space (refer to Exhibit Map page):

Booth space #: _____ Booth space #: _____ Booth space #: _____

I have signed up as a Lucky Spot Sponsor: ☐ **Yes** ☐ **No**

The prize I will provide is: _____

(Must be of $50 in value or greater)

I would like to donate items for guest swag bags: ☐ **Yes** ☐ **No**

If yes, I will provide at least 100: _____

I would like to provide food at my exhibit: ☐ **Yes** ☐ **No**

If yes, I plan to bring: _____

If providing food at your exhibit that is not packaged, please contact the Skagit County Health Department at EH@co.skagit.wa.us or 360-416-5100, or go online to obtain the appropriate Temporary Food Service permit.

I agree to participate in Schmooze Fair on April 23, 2020, at Van Zyverden Bulb Warehouse, understanding the agreement between EDASC and exhibitors on page 5 of the Sponsor and Exhibitor Information Packet.

Signature: _____ Date: _____

Exhibitors: Certificate of Insurance is Required

Exhibitors are required to submit a Certificate of Insurance to EDASC to participate in the April 23, 2020, Schmooze Fair event. Please list "Economic Development Alliance of Skagit County" as the additional insured. Submit the Certificate of Insurance, completed registration form, and check payable to EDASC to:

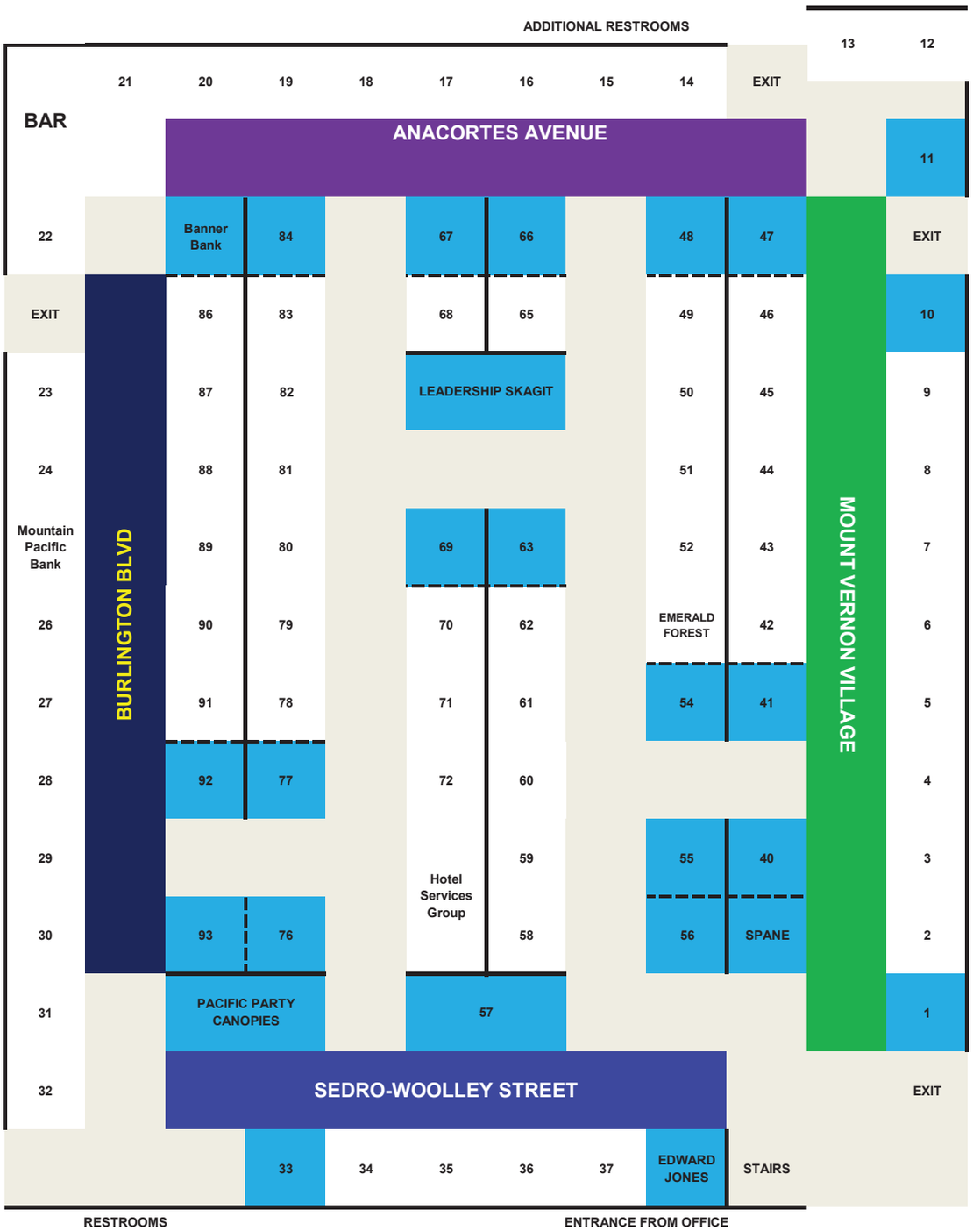
Mail: EDASC, PO Box 40, Mount Vernon, WA 98273
Email: Colleen Smiley at colleen@cceventplanning.com
Fax: (360) 336-6116

No open flames will be allowed at the event

Please complete both Registration Form pages

Exhibitor Map

Contact Colleen Smiley at colleen@cceventplanning.com, 360-428-5972



Corner or Premium space

Solid Borders = Pipe and Drape Here

Dashed Borders = Pony Walls Here

Open Floor Space

as of 2/10/2020