EDASC
Economic Development Alliance of Skagit County

Spotlight on Skagit

An innovation fair & business-to-business trade show

April 10, 2019, from 4-7 p.m.

VAN ZYVERDEN
SINCE 1919

Van Zyverden's Bulb Warehouse
12035 Higgins Airport Way
Burlington, WA 98233
skagit.org

Sponsor & Exhibitor Packet

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

Spotlight on Skagit

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

EDASC
Economic Development Alliance of Skagit County

Dear EDASC Investors and Community Members,

John Sternlicht
EDASC CEO

I am pleased to invite you to join us as a sponsor or exhibitor at **Spotlight on Skagit held 4 to 7 p.m. Wednesday, April 10, at Van Zyverden's Bulb Warehouse.** The annual event, formerly known as Schmooze Fair, 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 regularly draws over 500 attendees and dozens of exhibitors. This year, we're trying something new by offering **free admission** to ensure even more foot traffic — and more exposure for your business or organization.

Beginning last year, we shifted Spotlight on Skagit's focus toward showcasing 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.

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 exposure in the event program and during the event, but **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
CEO

Sponsorship Pricing

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

	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 15 deadline)	No	No
Logo on website	Yes	No	No
Table, linen, electricity, pony walls	Included	Included	Included
Priority exhibit placement	Yes	Yes	Yes

A young Spotlight on Skagit attendee gathers swag from a sponsor.

Attendee Jerry Kaufman takes his best shot at a Spotlight on Skagit exhibitor booth.

Exhibitor Pricing

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

	EDASC Diamond & Emerald Signature Investors	EDASC Platinum & Gold Signature Investors	EDASC Investors	Nonprofit EDASC Investors/ Noninvestors	Community Members
Exhibit space* (10'x10')	Free	Free	$350	$300/$350	$400
Premium (upgrade)	Free	$100	$100	—	$100
Double space (upgrade)	$200	$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

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

Event program advertisement pricing

Improve your company's visibility by placing an ad in the event program, which is handed out to all Spotlight on Skagit attendees.

Full page $400	Half page $300	Quarter page $200	Eighth page $100

EDASC/Exhibitor Agreement

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

Supplied by EDASC

- 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
- Opportunity to donate an item or service for an auction item for even more exposure
- Promotional flyers available for your use prior to event
- Unlimited exhibitor passes

Beer and wine are available for purchase at Spotlight on Skagit.

Exhibitor Obligations

- Non-refundable booth payment must be received by March 29, 2019.
- 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 9 from 1 to 4 p.m. or April 10 from 10 a.m. to 3 p.m.
- You must check in with EDASC staff by 3 p.m. on April 10 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 10.
- We encourage you to offer door prizes and/or giveaways for the collective event drawings. Door prize drawings will be held throughout the event.
- 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 15), 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

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

Supporting Sponsor $1,000

- Complimentary 10'x10' **premium** exhibit space with electricity and side walls near the entrance or location of your choice
- Quarter-page advertisement in the event program

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**

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.

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 10, 2019

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

Diamond and Emerald Level Investors
Receive a complimentary
premium exhibit and event recognition

Gold and Platinum Level Investors
Receive a complimentary
standard exhibit and event recognition

Sponsor Levels (Optional)		
Title Sponsor	$5,000	$_____
Major Sponsor	$2,000	$_____
Supporting Sponsor	$1,000	$_____

Additional Marketing Opportunities		
Ad Space in the Event Program	Full page - $400 1/2 page - $300 1/4 page - $200 1/8 page - $100	$_____

Optional Upgrades Available	**Diamond and Emerald**	**Gold and Platinum**	
Premium or Corner Exhibit	FREE	$100	$_____
Double Exhibit Space	$200	$300	$_____
Pony Walls (3-foot side walls)	FREE	$50	$_____
Electricity for Exhibit	$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 preferred exhibit space (refer to Exhibit Map page):

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

I would like to donate a: ☐ Raffle Prize ☐ Silent Auction Item

Item(s)_____ Value $_____

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 of 360-416-5100, or go online to obtain the appropriate Temporary Food Service permit.

I agree to participate in Spotlight on Skagit on April 10, 2019, 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 10, 2019, Spotlight on Skagit Event. Please list "Economic Development Alliance of Skagit County" as the additional insured.

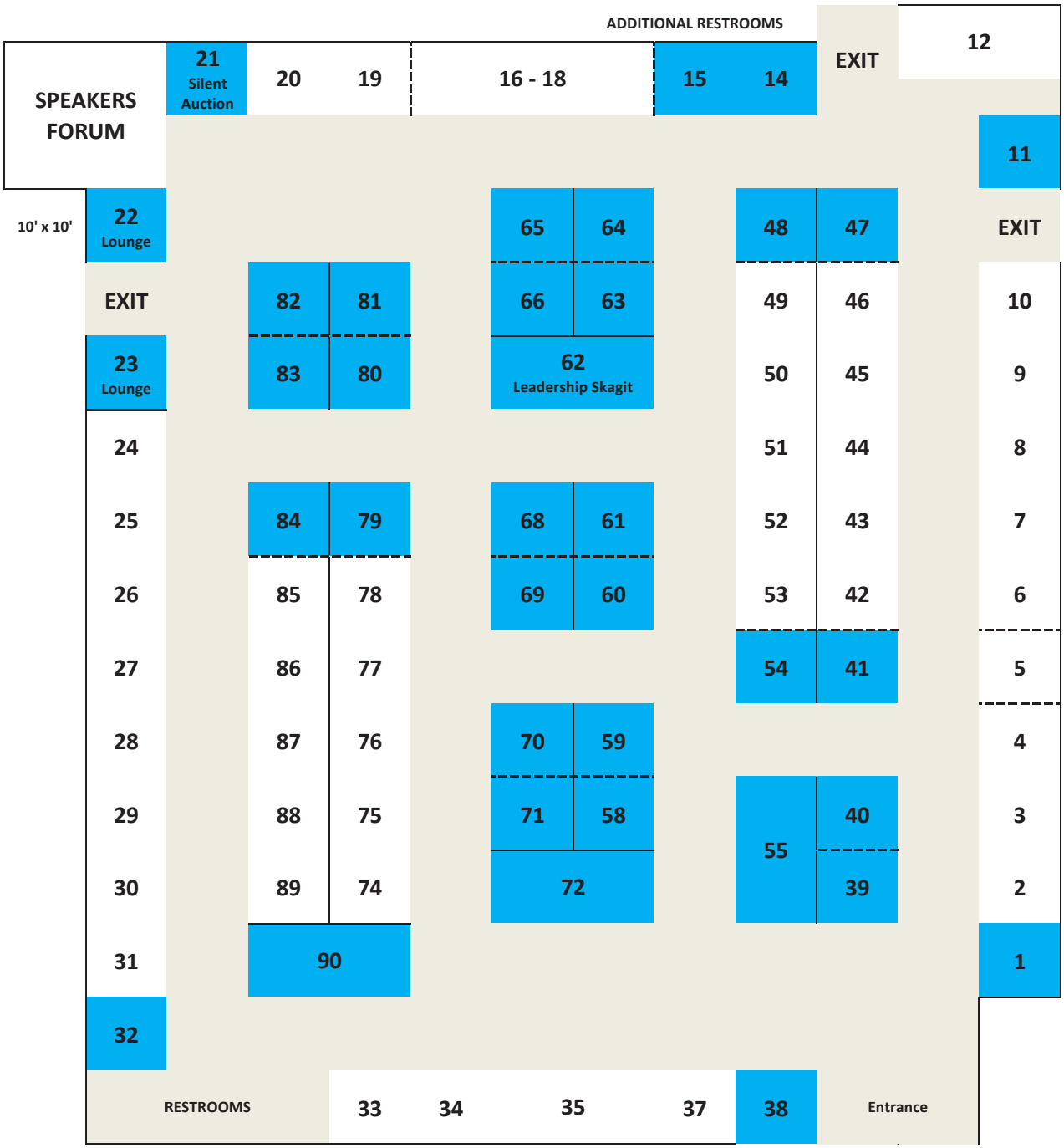
Submit the Certificate of Insurance, completed registration form, and check payable to **EDASC** to:

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

Questions? Call Colleen at (360) 428-5972 or email her at colleen@cceventplanning.com

No open flames will be allowed at the event.

Please complete both Registration Form pages

Exhibit Map

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