PRIMA 22

JUNE 5–8 | SAN ANTONIO

PRIMA'S BUSINESS EXCHANGE

Increase Visibility and Sales in the Public Risk Management Industry

EXHIBITOR PROSPECTUS

EXHIBIT AT THE PRIMA 2022 ANNUAL CONFERENCE

conference.primacentral.org

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EXHIBITOR PROSPECTUS

EXHIBITING AT PRIMA 2022 OFFERS YOUR COMPANY THE OPPORTUNITY TO:

- Promote your company to more than 1,200 public sector risk management professionals
- Connect with existing clients and reach potential customers
- Increase your brand recognition in the public sector
- Generate a positive impact and show your commitment to the public sector

IT'S ALSO IMPORTANT TO KNOW THAT:

- 50% of the attendees will attend ONLY the PRIMA Annual Conference
- 82% of PRIMA attendees have the purchasing power or a major influence in decision-making for their entities
- 70% of attendees have more than 20 years of experience in risk management

PRIMA ATTENDEES ARE LOOKING TO CONNECT WITH:

- Accountants/Auditors
- Actuaries
- Appraisers
- Arbitrators
- Brokers
- Claims Administrators
- Computer Suppliers
- Consultants
- Cost-Containment Providers
- Disaster Recovery Specialists
- Environmental Service Providers
- Equipment Manufacturers
- Ergonomic Providers
- Financial Service Providers
- General Administration
- Health Care Management
- Information Management/RMIS
- Information Resource Providers
- Insurance Brokers and Providers
- Insurance Ratings Organizations
- Investigative Services
- Investment Management
- Medical Cost-Containment
- Law Enforcement Services
- Liability Law Firms
- Loss Control Specialists
- Professional Associations
- Property Restoration Specialists
- Publishers
- Regulatory/ Legislative Agencies
- Reinsurance Providers
- Risk Retention/ Purchasing
- Pooling Groups
- Safety Products Providers
- Third-Party Administrators
- Training and Education Providers
- Underwriters

WHO ARE PRIMA ANNUAL CONFERENCE ATTENDEES?

PRIMA'S MEMBERS AND CONFERENCE ATTENDEES:

- Coordinate risk management
- Purchase insurance
- Manage human resources
- Administer safety and environmental programs
- Manage labor issues
- Handle parks and recreation programs
- Handle cyber and online risk
- Manage wellness programs
- And much more

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STILL NOT SURE PRIMA 2022 IS THE RIGHT FIT FOR YOUR COMPANY?

85% of PRIMA exhibitors will be back in 2022. Take a look at past PRIMA exhibitors. It's a good bet that if you do business in the public sector, your competition attended PRIMA's Annual Conference and will be back again in San Antonio!

- ADA Site Compliance
- Advanced Hearing Providers
- Alliant Insurance Services, Inc.
- Aon Risk Solutions
- Apex Insurance Agency, LLC
- Arthur J. Gallagher Risk Mgmt. Services Inc.
- AssetWorks, LLC
- AWPRx
- Ballator Insurance Group
- BasicSoft, INC.
- BELFOR Property Restoration
- CBIZ Valuation Group, LLC
- CHSI Technologies
- CHUBB
- Claim Ruler, LLC
- Company Nurse LLC
- CorVel Corporation
- Cybersecurity and Infrastructure Security Agency | DHS
- Delta Group
- Duff & Phelps
- Fit Responder
- Florida Institute For Neurologic Rehabilitation
- Gallagher Bassett
- Gehring Group
- Genesis
- HCA Asset Management
- HUB International
- Innovative Claims Strategies LLC
- IPMA-HR
- JDI Data Corporation
- Johns Eastern Co., Inc.
- JP Investigative Group, Inc.
- Lexipol LLC
- LocalGovU
- Lytx, Inc
- McGowan Program Administrators
- Meeting the Challenge, Inc.
- Midwest Employers Casualty
- Mobileye
- Munich Re
- myCOI
- National Subrogation Services
- NEOGOV
- NeuLife Rehab
- Old Republic
- OneBeacon Government Risks
- Origami Risk
- Paradigm Management Services
- PCIS
- persona
- PowerDMS
- Preferred
- QTC Management
- Recordables, Inc.
- Rosomoff Comprehensive Rehabilitation Center
- Safety National Casualty Corp.
- Select Actuarial Services
- Select Physical Therapy
- SERVPRO
- SmartCasualtyClaims by HealthSmart
- SMS National
- South Orange Wellness
- Specialty Property Appraisals, LLC
- States Self-Insurers RRG
- The Hartford
- TheBestIRS
- Tokio Marine HCC - Public Risk Group
- Travelers Insurance Company
- Trident Public Risk Solutions/ Argo Group US
- TRISTAR
- Vector Solutions
- VenAssure
- Ventiv Technology

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2022 BUSINESS EXCHANGE SCHEDULE:

SUNDAY, JUNE 5	10:00 a.m. – 5:00 p.m.	Exhibitor move-in/set up
MONDAY, JUNE 6	9:30 a.m. – 2:15 p.m.	Exhibit Hall open
TUESDAY, JUNE 7	9:00 a.m. – 2:00 p.m. 2:01 p.m. – 7:00 p.m.	Exhibit Hall open Exhibitor move-out

BUSINESS EXCHANGE SPECIAL EVENTS:

MONDAY, JUNE 6	9:30 a.m. – 11:00 a.m. 12:00 p.m. – 2:15 p.m.	Refreshment break Lunch and raffle drawings
TUESDAY, JUNE 7	9:30 a.m. – 11:00 a.m. 12:30 p.m. – 2:00 p.m.	Refreshment break Lunch and raffle drawings

WHAT'S INCLUDED WITH YOUR BOOTH?

- One (1) complimentary full conference registration for each 10 x 10 exhibit space purchased.
- Four (4) exhibit hall staff badges for each 10 x 10 exhibit space purchased. Additional staff badges can be purchased in advance or at the conference on-site registration desk for $100 each.
- Admittance for your company's full conference registrant to the opening reception, lunches, evening networking events and exhibit hall networking activities.
- Company listing in conference final program, on the PRIMA Conference website and on the PRIMA 2022 mobile app.

NOTE: Booth staff personnel receive admittance to exhibit hall functions, including all coffee breaks. For all other conference activities, including educational sessions, lunches and evening networking activities not taking place in the exhibit hall. Event tickets may be purchased in advance via your exhibitor registration form or at the on-site registration counter in San Antonio, while quantities last.

Tickets ARE REQUIRED for the following functions:

1. Sunday Welcome Reception
2. Monday Exhibit Hall Lunch
3. Tuesday Exhibit Hall Lunch
4. Tuesday Evening Social Event
5. Keynote Lunch & Learn

Event tickets may be purchased in advance via your exhibitor registration form or at the on-site registration counter in San Antonio, while quantities last.

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2022 EXHIBIT SPACE RATES:

SAVE $200 AND REGISTER BY FEBRUARY 4!

	EARLY BIRD (BEFORE FEBRUARY 4)		REGULAR RATE	
	PRIMA MEMBER	NON-MEMBER	PRIMA MEMBER	NON-MEMBER
Standard In-line 10' x 10' Booth	$2,900	$3,300	$3,100	$3,500
Premium Corner 10' x 10' Booth	$3,200	$3,600	$3,400	$3,800

HOW DO I PURCHASE BOOTH SPACE?

Please use the online booth space application form at **http://conference.primacentral.org/exhibit**.

FOR MORE INFORMATION:

For more information on exhibiting, **contact Monique Gilliam at mgilliam@primacentral.org or call 703.253.1263**.

ADDITIONAL OPPORTUNITIES FOR VISIBILITY AND CONNECTION WITH CUSTOMERS

SPONSORSHIP

Providing additional support for the conference is a great way to increase your exposure to current and future PRIMA members as well earns increased recognition for your company's commitment to the public sector risk management industry.

Sponsorship opportunities are available for companies large and small, with a wide variety of pricing levels.

Contact Monique Gilliam, Director of Meetings and Conferences at PRIMA: mgilliam@primacentral.org or 703.253.1263 for more information.

ADVERTISING

Make valuable connections by advertising these publications being distributed in Orlando including:

- *Public Risk*—PRIMA's flagship publication, distributed to all members and conference attendees. *Public Risk* provides risk managers in the public sector with timely, focused information in an easy-to-read format. *Public Risk* features articles from risk management practitioners as well as industry experts.

For advertising information, contact Claire Howard at choward@primacentral.org.

MAKE PLANS NOW TO JOIN US AT FUTURE PRIMA ANNUAL CONFERENCES:

June 4–7, 2023 • Long Beach, California | June 16–19, 2024 • Nashville, Tennessee

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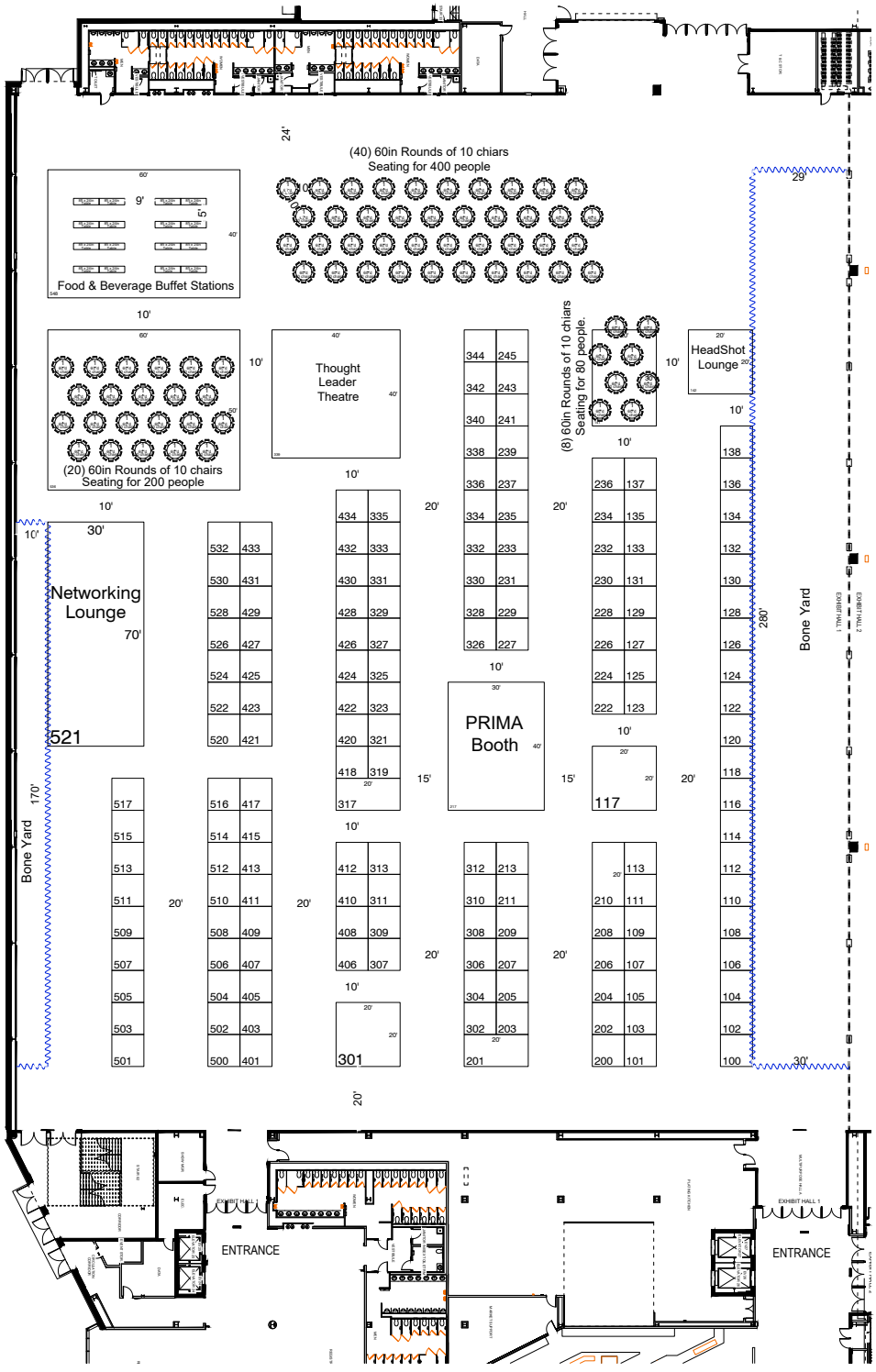
SHOW FLOOR DIAGRAM



Drape Key
8't - 550ft

(20) 60in Rounds of 10 chairs
Seating for 200 people

Inventory as of 07/22/2021

Dimension	Size	Qty	SqFt
10'x10'	100	147	14,700
10'x20'	200	3	600
20'x20'	400	3	1,200
20'x30'	600	1	600
30'x40'	1,200	1	1,200
40'x40'	1,600	1	1,600
30'x70'	2,100	1	2,100
40'x60'	2,400	1	2,400
50'x60'	3,000	1	3,000
	Totals:	159	27,400

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EXPOSITION CONTRACT CONDITIONS/RULES AND REGULATIONS

PRIMA 2022 ANNUAL CONFERENCE • JUNE 5–8, 2022 • SAN ANTONIO, TX

THE FOLLOWING TERMS AND CONDITIONS SHALL APPLY TO THIS AGREEMENT AND ARE BINDING UPON THE PARTIES HERETO:

1. Space assignments will be made on a first come, first served basis, and only upon receipt of 50% of gross rental as a nonrefundable down payment. The balance of the gross space will become due and payable on or before March 4, 2022. No space assignment will be processed without the receipt of the required down payment. PRIMA has implemented a priority points system, whereby the order of company's selecting their booth is based on their exhibit history from 2012 to present.

2. Cost of 10' x 10' space includes at no extra charge, an 8' high show color curtain in show colors, a 33" high side rail curtain and an appropriate two line identification sign bearing the title as it appears on the reverse side of this contract. Booth size is indicated on the official show plan, which is included and becomes a part of this agreement, as measured along the back dimensions from the centers of the upright poles.

3. Exhibitors are not permitted to assign or sublet a booth or any part of the space allotted to them by this agreement. Nor shall they exhibit, or permit to be exhibited in their space, any merchandise or advertising materials which are not part of their company's regular product sold under the company listed on the reverse side of this contract.

4. Show dates and times:
   June 6, 2022 .....9:30 a.m. – 2:15 p.m.
   June 7, 2022 .....9:00 a.m. – 2:00 p.m.

5. Exhibits are to be kept intact until the official closing of the show at 2:00 p.m. on June 7. Breaking down before 2:00 p.m., may result in a monetary penalty. It is also specifically noted that all exhibits must be removed by 7 p.m. on June 7, 2022. It is also agreed that exhibit material not removed by this time and date will be declared abandoned and removed by show management at exhibitor's expense and disposed of at show manager's discretion.

6. Show management reserves the right to decline to permit an exhibitor to conduct and maintain an exhibit if: in the sole judgment of show management, said exhibitor or exhibit, or proposed exhibit, shall in any respect be deemed unsuitable. This reservation relates to persons, conduct, articles of merchandising, printed matter, souvenirs, catalogs, and anything without limitation, which affects the character of the exhibit and, therefore, the show. The use of loudspeakers, recording equipment, television sets or radios, or the use of machinery which is of sufficient volume to annoy neighboring exhibitors will not be permitted.

   As relates to 10' x 10' booths, no part of the displays along the side rail may be higher than the height of the side rail in the forward half of the both. In the rear half of the booth, materials may exceed the side of the rail height, but must be no higher that 8 feet. The reverse side of any wing panel (sides of the exhibit extending from the back exhibit wall) must be draped or decorated so as not to be objectionable to neighboring exhibitors or interfere with the main aisles.

   As relates to bulk space, no portion of the exhibit may be above 12' in height without show management being provided a complete and detailed perspective drawing of the exhibit, with release absolving show management and sponsors of any responsibility for liability in the event of structural failure. Such release shall include a certificate of insurance naming show management and sponsors as additional insurance for liability in the amount of $1,000,000.00. Cost of such insurance shall be borne by the individual exhibitor.

7. Distribution of literature and souvenirs from booth to booth or in the aisles is forbidden. Exhibitors must confine their exhibit activities to their contracted exhibit space.

8. It is specifically declared that all exhibitors will confine their activities to conform to specifications set out for the Henry B. Gonzalez Convention Center by the general agreements between PRIMA and the Henry B. Gonzalez Convention Center and the direction of the Fire Marshal's Office for exhibits within the exhibit hall.

9. It is agreed that PRIMA nor its respective officers, representatives or employees are responsible for any injury, loss or damage that may occur to the exhibitor or exhibitors employees or property from any cause whatsoever, prior to, during, or subsequent to the period covered by the exhibit agreement.

10. By the execution of this agreement the exhibitor shall be fully responsible to pay for any and all damages to property owned by the Henry B. Gonzalez Convention Center, its owners or managers which result from any act or omission of exhibitor. exhibitor agrees to defend, indemnify and hold harmless, Henry B. Gonzalez Convention Center, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the convention center or any part thereof.

11. In the event of postponement of the show for any cause, it is agreed that show management shall have a period of 90 days from the postponement date to reproduce the show. If the show is rescheduled and reproduced within this period, it is agreed that all aspects of this agreement remain intact and the exhibitor will reschedule the exhibit to participate in the rescheduled exposition.

12. It is specifically agreed that show management has the right to alter or amend the terms and conditions of this agreement from time to time as need arises provided show management give adequate notice (10 days) to the exhibitor.

13. It is agreed that all disputes from this agreement or participation in the show described by this agreement shall be adjudicated under Virginia law in the courts of Virginia.

14. Exhibitors are to keep a clear line of vision with respect to other booths, and are to not block vision to neighboring exhibitors booth spaces.