

Grow your share of the municipal electric utility market.

Sponsor and exhibit at the
2016 Public Power Lineworkers Rodeo

Attendee Snapshot



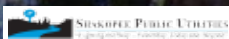
Indoor Vendor Expo

April 1 / Hyatt Regency Minneapolis / Minneapolis, Minn.

Outdoor Vendor Expo at the Rodeo Competition

April 2 / Canterbury Park / Shakopee, Minn.

HOSTS



@PublicPowerOrg #PublicPower
FB.com/PublicPowerLineworkers
#LineworkersRodeo

PUBLIC POWER
**LINEWORKERS
RODEO** | APRIL 2, 2016
MINNEAPOLIS, MN



“The Public Power Lineworkers Rodeo is the biggest event of the year for us; getting to see new products and services that are on the market is a big part of that experience.”

— Mike Willetts
Minnesota Municipal
Utilities Association,
Minn.



What is APPA?

The American Public Power Association (APPA) represents not-for-profit, community-owned electric utilities that power homes, businesses, and streets for 48 million Americans in nearly 2,000 towns and cities by buying or generating electricity from diverse sources. With no divided loyalties, these utilities focus on a single mission — providing reliable electricity at a reasonable price, while protecting the environment.

What is the Public Power Lineworkers Rodeo?

The Public Power Lineworkers Rodeo is the premier venue for journeyman and apprentice lineworkers to compete for professional recognition and to learn about the latest safety products and services.

Why should my company participate?

As a sponsor and vendor:

- you'll interact with 500+ public power electric superintendents, lineworkers, and safety personnel.
- you'll create brand awareness with more than 60 unique utilities.
- you'll meet with decision makers and decision influencers.
- you'll meet a great group of people with genuine interest in your products and services.
- you'll get a leg up on your competition!

Looking for Additional Exposure?

Sponsor and exhibit at APPA's Engineering & Operations Technical Conference.

For professionals charged with designing, developing, and maintaining the nation's electric system, this conference starts the day after the Rodeo concludes. For more information on the opportunities at the conference, please visit www.PublicPower.org/eando.

Want to Save Money?

Become an APPA Corporate Associate Member! APPA corporate associate membership distinguishes your company as a supporter of public power. As a corporate associate member, you'll save money on sponsor and vendor fees and receive tangible benefits that get your company in front of the nation's 2,000 community-owned electric utilities. For full details on membership benefits and an application form, please visit www.PublicPower.org/Join.

Questions?

Contact Pamela Cowen at 202.467.2903 or pcowen@PublicPower.org.



A lineworker wearing a yellow hard hat with a "BARN" logo, safety glasses, and a high-visibility green shirt is working with a rope. The background is a blurred outdoor field.

Elite Sponsor

- Limit of one sponsor.
- APPA member: \$6,000
- Nonmember: \$7,000

Benefits

1. Logo on branded hotel key cards, distributed to all Rodeo participants
2. Logo on Rodeo competitor badges
3. Logo on the Rodeo competitors shirt
Must commit to sponsorship by Jan. 4 to ensure inclusion of your logo.
4. Logo on the Rodeo registration bags
Must commit to sponsorship by Jan 4. to ensure inclusion of your logo.
5. Logo with hyperlink on the Rodeo and sponsor homepages on www.PublicPower.org
6. Logo on signage during Rodeo registration
7. Logo and company description in the show guide in the Rodeo mobile app
8. Logo in the onsite program
9. Full-page ad (provided by sponsor) in the onsite program
10. Exhibit table at the Indoor Vendor Expo
11. Exhibit space inside a heated tent at the Rodeo Competition. Vendors with trailers will be located outside the tent.
12. Four VIP tickets for the Awards Banquet
13. Recognition from the stage at the Awards Banquet
14. Electronic pre- and post-Rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.

"The Rodeo is the national meeting for my lineworkers – this is where public power comes together to learn, network, and grow."

– Rose Foster
Santee Cooper, S.C.

Competition Sponsor

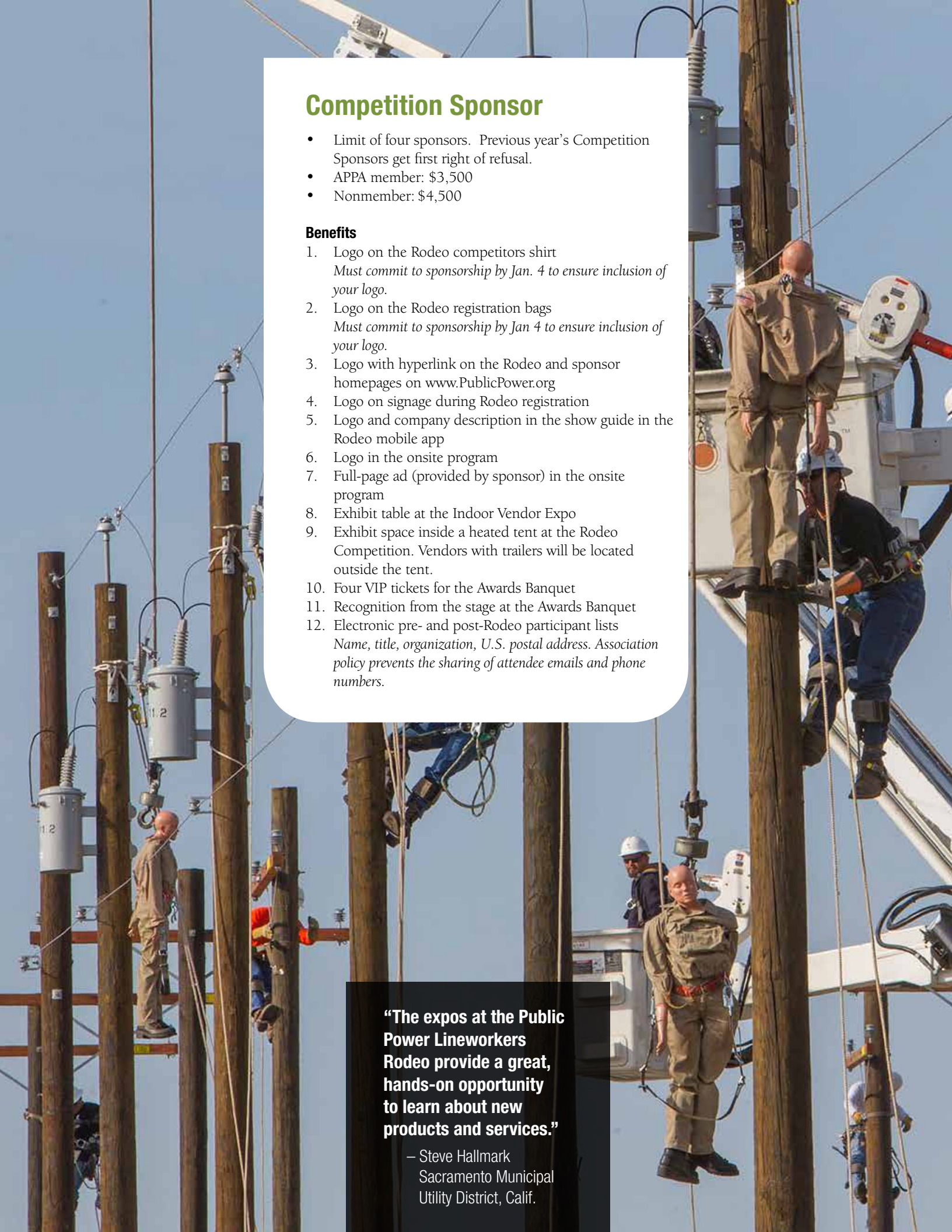
- Limit of four sponsors. Previous year's Competition Sponsors get first right of refusal.
- APPA member: \$3,500
- Nonmember: \$4,500

Benefits

1. Logo on the Rodeo competitors shirt
Must commit to sponsorship by Jan. 4 to ensure inclusion of your logo.
2. Logo on the Rodeo registration bags
Must commit to sponsorship by Jan 4 to ensure inclusion of your logo.
3. Logo with hyperlink on the Rodeo and sponsor homepages on www.PublicPower.org
4. Logo on signage during Rodeo registration
5. Logo and company description in the show guide in the Rodeo mobile app
6. Logo in the onsite program
7. Full-page ad (provided by sponsor) in the onsite program
8. Exhibit table at the Indoor Vendor Expo
9. Exhibit space inside a heated tent at the Rodeo Competition. Vendors with trailers will be located outside the tent.
10. Four VIP tickets for the Awards Banquet
11. Recognition from the stage at the Awards Banquet
12. Electronic pre- and post-Rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.

"The expos at the Public Power Lineworkers Rodeo provide a great, hands-on opportunity to learn about new products and services."

— Steve Hallmark
Sacramento Municipal
Utility District, Calif.



Awards Banquet Sponsor

- Limit of five sponsors. Previous year's Awards Banquet Sponsors get first right of refusal.
- APPA member: \$2,500
- Nonmember: \$3,500

Benefits

1. Logo with hyperlink on the Rodeo and sponsor homepages on www.PublicPower.org
2. Logo and company description in the show guide in the Rodeo mobile app
3. Logo on signage at the Awards Banquet
4. Logo on table tents at the Awards Banquet
5. Logo in the onsite program
6. Half-page ad (provided by sponsor) in the onsite program
7. Exhibit table at the Indoor Vendor Expo
8. Exhibit space inside a heated tent at the Rodeo Competition. Vendors with trailers will be located outside the tent.
9. One reserved table with eight tickets at the Awards Banquet
10. Recognition from the stage at the Awards Banquet
11. Electronic pre- and post-Rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.

"My crews really like to get a first-hand look at the products that are out there. The expos are an important part of their Rodeo experience."

— Aaron Haderle
Kissimmee Utility
Authority, Fla.



Event Sponsor

- Limit of one sponsor per event. Previous year's Event Sponsors get first right of refusal.
- APPA member: \$1,500
- Nonmember: \$2,500

Benefits

1. Logo with hyperlink on the Rodeo and sponsor homepages on www.PublicPower.org
2. Logo on signage displayed at the event(s) you sponsor
3. Logo and company description in the show guide in the Rodeo mobile app
4. Logo in the onsite program
5. Exhibit table at the Indoor Vendor Expo
6. Exhibit space inside a heated tent at the Rodeo Competition. Vendors with trailers will be located outside the tent.
7. Two tickets to the Awards Banquet
8. Recognition from the stage at the Awards Banquet
9. Electronic pre- and post-Rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.

“Our team comes to this national competition to compete, but also to learn from other utilities and vendors to keep us safe and get the job done on time.”

— Marlin Bales
Colorado Springs
Utilities, Colo.

Elite Sponsor Commitment Form (6072) **\$6,000 Member \$7,000 Nonmember**

We will provide a full-page ad for the on-site program. ☐ Yes ☐ No

We want four VIP tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

- If possible, please do not locate us near these companies _____

We want one of the following at the Rodeo Competition:

☐ 1, 6ft. table and two chairs in the heated vendor expo tent.

☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

- If possible, please do not locate us near these companies _____

- We will need electricity: breaker size _____ voltage requirement _____

COMPANY INFORMATION: Please make sure the representative-in-charge handles all behind-the-scenes arrangements, as all sponsorship logistical information will be emailed to this person.

Representative-in-charge _____ Title _____

Company _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Email _____

Web Address _____

SPONSORSHIP ELIGIBILITY: Sponsorship at the 2016 Public Power Lineworkers Rodeo is only for those entities that offer products and services to the electric and telecommunications utility industries. APPA shall have the sole right to determine the eligibility of sponsors at this event.

PAYMENT POLICY: Full payment for sponsorship must be received by Feb. 19 in order to receive all the benefits of sponsorship.

CANCELLATION OF SPONSORSHIP: Once APPA receives the sponsor commitment form, benefits will begin. Cancellation must be made in writing to Pamela Cowen at pcowen@PublicPower.org; 202.495.7503 (fax). Sponsors who cancel by Feb. 5, will be liable for 50% of the sponsorship amount. Sponsors who cancel after Feb. 5, will be liable for 100% of the sponsorship fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued.

AGREEMENT: I understand that contributions or gifts made to this association are not deductible as charitable contributions for federal income tax purposes and agree to the cancellation terms listed above. I also understand that by providing my email address and contact information I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Representative-in-charge _____

Title _____

Signature _____ Date _____

PAYMENT INFORMATION: All fees to be paid in U.S. funds. To qualify for the member rate on sponsorship, the sponsoring company must be an APPA associate member. Individual associate members cannot receive the member discount on behalf of a sponsoring company that is not an APPA member.

☐ Enclosed is a check payable to American Public Power Association.

☐ Please bill me for payment (APPA members only). PO# (optional) _____

☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number _____ Exp. Date _____/_____/_____

Amount to charge to card \$ _____

Name as it appears on card _____

Cardholder signature _____

For APPA use: Order ID _____

If you're paying via credit card or electing to be billed, please email or fax the completed sponsor commitment form to:
pcowen@PublicPower.org or 202.495.7503

If you're paying via check, please email or fax the completed sponsor commitment form and mail a copy of it with your payment to: American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

Competition Sponsor Commitment Form (6073) **\$3,500 Member \$4,500 Nonmember**

We will provide a full-page ad for the on-site program. ☐ Yes ☐ No

We want four VIP tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

- If possible, please do not locate us near these companies _____

We want one of the following at the Rodeo Competition:

☐ 1, 6ft. table and two chairs in the heated vendor expo tent.

☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

- If possible, please do not locate us near these companies _____

- We will need electricity: breaker size _____ voltage requirement _____

COMPANY INFORMATION: Please make sure the representative-in-charge handles all behind-the-scenes arrangements, as all sponsorship logistical information will be emailed to this person.

Representative-in-charge _____ Title _____

Company _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Email _____

Web Address _____

SPONSORSHIP ELIGIBILITY: Sponsorship at the 2016 Public Power Lineworkers Rodeo is only for those entities that offer products and services to the electric and telecommunications utility industries. APPA shall have the sole right to determine the eligibility of sponsors at this event.

PAYMENT POLICY: Full payment for sponsorship must be received by Feb. 19 in order to receive all the benefits of sponsorship.

CANCELLATION OF SPONSORSHIP: Once APPA receives the sponsor commitment form, benefits will begin. Cancellation must be made in writing to Pamela Cowen at pcowen@PublicPower.org; 202.495.7503 (fax). Sponsors who cancel by Feb. 5, will be liable for 50% of the sponsorship amount. Sponsors who cancel after Feb. 5, will be liable for 100% of the sponsorship fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued.

AGREEMENT: I understand that contributions or gifts made to this association are not deductible as charitable contributions for federal income tax purposes and agree to the cancellation terms listed above. I also understand that by providing my email address and contact information I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Representative-in-charge _____

Title _____

Signature _____ Date _____

PAYMENT INFORMATION: All fees to be paid in U.S. funds. To qualify for the member rate on sponsorship, the sponsoring company must be an APPA associate member. Individual associate members cannot receive the member discount on behalf of a sponsoring company that is not an APPA member.

☐ Enclosed is a check payable to American Public Power Association.

☐ Please bill me for payment (APPA members only). PO# (optional) _____

☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number _____ Exp. Date _____ / _____

Amount to charge to card \$ _____

Name as it appears on card _____

Cardholder signature _____

For APPA use: Order ID _____

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pcowen@PublicPower.org or 202.495.7503

If you're paying via check, please email or fax the completed sponsor commitment form and mail a copy of it with your payment to: American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

Awards Banquet Sponsor Commitment Form (6074) **\$2,500 Member \$3,500 Nonmember**

We will provide a full-page ad for the on-site program. ☐ Yes ☐ No

We want one reserved table with 8 tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

- If possible, please do not locate us near these companies _____

We want one of the following at the Rodeo Competition:

☐ 1, 6ft. table and two chairs in the heated vendor expo tent.

☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

- If possible, please do not locate us near these companies _____

- We will need electricity: breaker size _____ voltage requirement _____

COMPANY INFORMATION: Please make sure the representative-in-charge handles all behind-the-scenes arrangements, as all sponsorship logistical information will be emailed to this person.

Representative-in-charge _____ Title _____

Company _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Email _____

Web Address _____

SPONSORSHIP ELIGIBILITY: Sponsorship at the 2016 Public Power Lineworkers Rodeo is only for those entities that offer products and services to the electric and telecommunications utility industries. APPA shall have the sole right to determine the eligibility of sponsors at this event.

PAYMENT POLICY: Full payment for sponsorship must be received by Feb. 19 in order to receive all the benefits of sponsorship.

CANCELLATION OF SPONSORSHIP: Once APPA receives the sponsor commitment form, benefits will begin. Cancellation must be made in writing to Pamela Cowen at pcowen@PublicPower.org; 202.495.7503 (fax). Sponsors who cancel by Feb. 5, will be liable for 50% of the sponsorship amount. Sponsors who cancel after Feb. 5, will be liable for 100% of the sponsorship fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued.

AGREEMENT: I understand that contributions or gifts made to this association are not deductible as charitable contributions for federal income tax purposes and agree to the cancellation terms listed above. I also understand that by providing my email address and contact information I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Representative-in-charge _____

Title _____

Signature _____ Date _____

PAYMENT INFORMATION: All fees to be paid in U.S. funds. To qualify for the member rate on sponsorship, the sponsoring company must be an APPA associate member. Individual associate members cannot receive the member discount on behalf of a sponsoring company that is not an APPA member.

☐ Enclosed is a check payable to American Public Power Association.

☐ Please bill me for payment (APPA members only). PO# (optional) _____

☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number _____ Exp. Date _____ / _____

Amount to charge to card \$ _____

Name as it appears on card _____

Cardholder signature _____

For APPA use: Order ID _____

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pcowen@PublicPower.org or 202.495.7503

If you're paying via check, please email or fax the completed sponsor commitment form and mail a copy of it with your payment to: American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

Event Sponsor Commitment Form (6072) **\$1,500 Member \$2,500 Nonmember**

Please rank your top three event choices in order of preference:

- | | |
|---|--|
| <input type="checkbox"/> Journeyman Hurtman Rescue (6075) | <input type="checkbox"/> Apprentice Hurtman Rescue (6080) |
| <input type="checkbox"/> Journeyman 12kV Jumper Replacement (6076) | <input type="checkbox"/> Apprentice Written Test (6081) |
| <input type="checkbox"/> Journeyman 4kV Insulator Change Out (6077) | <input type="checkbox"/> Apprentice Fused Cutout Relocation (6082) |
| <input type="checkbox"/> Journeyman 4kV Crossarm Change Out (6078) | <input type="checkbox"/> Apprentice Pole Top Pin Insulator Change Out (6083) |
| <input type="checkbox"/> Journeyman Transformer Change Out (6079) | <input type="checkbox"/> Apprentice Obstacle Course (6084) |

We want two complimentary tickets for the Awards Banquet. ☐ Yes ☐ No

We want a table at the Indoor Vendor Expo. ☐ Yes ☐ No

- If possible, please do not locate us near these companies _____

We want one of the following at the Rodeo Competition:

- ☐ 1, 6ft. table and two chairs in the heated vendor expo tent.
- ☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

- If possible, please do not locate us near these companies _____

- We will need electricity: breaker size _____ voltage requirement _____

COMPANY INFORMATION: Please make sure the representative-in-charge handles all behind-the-scenes arrangements, as all sponsorship logistical information will be emailed to this person.

Representative-in-charge _____ Title _____

Company _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Email _____

Web Address _____

SPONSORSHIP ELIGIBILITY: Sponsorship at the 2016 Public Power Lineworkers Rodeo is only for those entities that offer products and services to the electric and telecommunications utility industries. APPA shall have the sole right to determine the eligibility of sponsors at this event.

PAYMENT POLICY: Full payment for sponsorship must be received by Feb. 19 in order to receive all the benefits of sponsorship.

CANCELLATION OF SPONSORSHIP: Once APPA receives the sponsor commitment form, benefits will begin. Cancellation must be made in writing to Pamela Cowen at pcowen@PublicPower.org; 202.495.7503 (fax). Sponsors who cancel by Feb. 5, will be liable for 50% of the sponsorship amount. Sponsors who cancel after Feb. 5, will be liable for 100% of the sponsorship fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued.

AGREEMENT: I understand that contributions or gifts made to this association are not deductible as charitable contributions for federal income tax purposes and agree to the cancellation terms listed above. I also understand that by providing my email address and contact information I am authorizing the American Public Power Association to send information to my organization about upcoming events, programs, and services via these means.

Representative-in-charge _____

Title _____

Signature _____ Date _____

PAYMENT INFORMATION: All fees to be paid in U.S. funds. To qualify for the member rate on sponsorship, the sponsoring company must be an APPA associate member. Individual associate members cannot receive the member discount on behalf of a sponsoring company that is not an APPA member.

☐ Enclosed is a check payable to American Public Power Association.

☐ Please bill me for payment (APPA members only). PO# (optional) _____

☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number _____ Exp. Date _____ / _____

Amount to charge to card \$ _____

Name as it appears on card _____

Cardholder signature _____

For APPA use: Order ID _____

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pcowen@PublicPower.org or 202.495.7503

If you're paying via check, please email or fax the completed sponsor commitment form and mail a copy of it with your

payment to: American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

2016 Public Power Lineworkers Rodeo Indoor and Outdoor Vendor Expos



Indoor Vendor Expo during Rodeo Registration

Space will be assigned on a first-come, first-served basis. Your display and materials must fit on the 6' x 24" table provided.

When

April 1

Where

Hyatt Regency Minneapolis • Minneapolis, Minn.

Schedule of Events

- 9:30 to 11:30 a.m., Vendor setup*
 - 11:30 a.m. to 3:30 p.m.
 - 3:30 p.m., Vendor teardown
- * Lunch is not provided. Please be sure to pick up lunch prior to the expo opening.*

Fees

By March 4		After March 4	
Member	Nonmember	Member	Nonmember
\$450	\$650	\$550	\$750

Fees Include

- Company name and hyperlink on the Rodeo Expo homepage on www.PublicPower.org
- Logo and company description in the show guide in the Rodeo mobile app
- Electronic pre- and post- rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.
- 1, 6ft. table and two chairs

Outdoor Vendor Expo at the Rodeo Competition

Space will be assigned on a first-come, first-served basis. If you opt for space inside the heated tent, your display and materials must fit on the 6' x 24" table provided.

When

April 2

Where

Canterbury Park • Shakopee, Minn.

Schedule of Events

- April 1
8 a.m. to 6 p.m., Vendor setup
- April 2
6 a.m. to 7:30 a.m., Vendor setup
8 a.m. to 2 p.m. Vendor expo
2 p.m. to 5 p.m., Vendor teardown

Fees

By March 4		After March 4	
Member	Nonmember	Member	Nonmember
\$700	\$900	\$800	\$1,000

Fees Include

- Company name and hyperlink on the Rodeo Expo homepage on www.PublicPower.org
- Electronic pre- and post- rodeo participant lists
Name, title, organization, U.S. postal address. Association policy prevents the sharing of attendee emails and phone numbers.
- Logo and company description in the show guide in the Rodeo mobile app
- 1, 6ft. table and two chairs in the heated vendor expo tent or outside space for your trailer.
- Electrical hookup, if requested

Participate in both expos for the most exposure!

Indoor Vendor Expo & Outdoor Vendor Expo Fees

By March 4		After March 4	
Member	Nonmember	Member	Nonmember
\$1,000	\$1,350	\$1,100	\$1,450

Questions?

Contact Pamela Cowen at 202.467.2903; pcowen@PublicPower.org



2016 Public Power Lineworkers Rodeo Expo Contract

Company Information

Please make sure that the representative-in-charge handles all behind-the-scenes arrangements, as all expo logistical information will be emailed to this person.

Representative-in-charge _____

Title _____ Company _____

Address _____

City _____ State _____ Zip _____

Telephone _____

Email _____ Web Address _____

Fees To qualify for the member rate, the exhibiting company must be an APPA member. Individual associate members cannot receive the member discount on behalf of an exhibiting company that is not an APPA member.

	By March 4 Member	Nonmember	After March Member	Nonmember
<input type="checkbox"/> Indoor Vendor Expo during Rodeo Registration (6085)	\$450	\$650	\$550	\$750
• If possible, please do not locate us near these companies _____				

<input type="checkbox"/> Outdoor Vendor Expo at Rodeo Competition (6087)	\$700	\$900	\$800	\$1,000
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We want one of the following:

☐ 1, 6ft. table and two chairs in the heated vendor expo tent.

☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

• If possible, please do not locate us near these companies _____

• We will need electricity: breaker size _____ voltage requirement _____

<input type="checkbox"/> Indoor & Outdoor Vendor Expos (6086)	\$1,000	\$1,350	\$1,100	\$1,450
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We want one of the following at the Outdoor Vendor Expo:

☐ 1, 6ft. table and two chairs in the heated vendor expo tent.

☐ Space for our trailer. Its dimensions are _____ x _____ ft. (Trailers will be located outside, next to the heated tent.)

• If possible, please do not locate us near these companies _____

• We will need electricity: breaker size _____ voltage requirement _____

AGREEMENT I have read and agree to comply with the vendor expo information and policies in this prospectus. I understand that by providing my email address and contact information I am authorizing APPA to send information to my organization about upcoming events, programs, and services via these means.

Representative-in-charge _____ Title _____

Signature _____ Date _____

PAYMENT INFORMATION: All fees to be paid in U.S. funds. To qualify for the member rate on sponsorship, the sponsoring company must be an APPA associate member. Individual associate members cannot receive the member discount on behalf of a sponsoring company that is not an APPA member.

☐ Enclosed is a check payable to American Public Power Association.

☐ Please bill me for payment (APPA members only). PO# (optional) _____

☐ Please charge my: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card number _____ Exp. Date _____/_____/_____

Amount to charge to card \$ _____

Name as it appears on card _____

Cardholder signature _____

For APPA use: Order ID _____

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pcowen@PublicPower.org or 202.495.7503

If you're paying via check, please email or fax the completed sponsor commitment form and mail a copy of it with your payment to: American Public Power Association · P.O. Box 418617 · Boston, MA 02241-8617

For APPA use: Order ID _____

Vendor Information and Policies

Who May Participate

The 2016 Public Power Lineworkers Rodeo Vendor Expos are only for those entities offering products and services to the electric and telecommunications utility industries. APPA shall have the sole right to determine the eligibility of exhibits, including, but not limited to: companies, products, systems, services, graphics, and printed matter distributed at the Expos, souvenirs, giveaways, and all other Expo features and activities.

Assignment of Exhibit Space

Each vendor will be assigned space on a first-come, first-served basis and as much in accord with the vendor's wishes as is reasonably feasible. Only one company shall occupy exhibit space. There is no sharing of exhibit space. APPA reserves the right to modify the floor plan to accommodate space sales or make changes, as necessary, to avoid conflicts. If conditions dictate, APPA reserves the right to relocate vendors, as necessary, after consultation with affected vendors.

Payment Policy

Full payment for booth space must be received by March 18 or APPA reserves the right to re-sell the space.

Cancellation Policy

Notification of booth cancellation must be made in writing to Pamela Cowen, pcowen@publicpower.org; 202.495.7503 (fax). Vendors who cancel by March 4 will be liable for 50% of the booth fee. Vendors who cancel after March 4 will be liable for 100% of the booth fee. If payment has not been received at the time of cancellation, an invoice for the appropriate amount will be issued. The American Public Power Association reserves the right to cancel the 2016 Public Power Lineworkers Rodeo Vendor Expos if a minimum number of exhibit spaces are not sold or the event is delayed or cancelled. In this circumstance, vendors will be fully refunded their expo fee.

Non-liability

It is expressed, understood, and agreed by each and every contracting vendor, its agents, and its guests that APPA, its employees, its contractors, or operator of the Expo premises, its agents, or its employees shall not be liable for loss or damage to the goods or properties of vendors. At all times, such goods and properties remain in the sole possession and custody of each vendor. Upon signing the Lineworkers Rodeo Expos contract, vendor agrees to defend and indemnify APPA, its management, officers, members, sponsors, employees, and agents and to hold them harmless from all claims, demands, actions, complaints, suits, or liability for any property damage, personal injury, or other damages sustained by any individual or entity, including

the vendor and its agents or employees, on or about the vendor's display space or otherwise arising out of the vendor's participation in the exposition, including such injury or damage of any nature that may result, in whole or in part, from the negligence of any of the employees or agents of the vendor.

Insurance

Each vendor will, if requested by APPA, furnish a certificate of comprehensive general liability insurance coverage, including protective and contractual liability coverage of \$200,000/\$500,000 for bodily injury and \$50,000 property damage; and workers' compensation with employer's liability coverage of \$100,000. APPA reserves the right to make such additional conditions, rules, and regulations as APPA deems necessary to enhance the success of the Expo and to decline or prohibit any exhibit, which in APPA's judgment, is out of keeping with the character of the conference, this reservation being all-inclusive as to persons, things, printed matter, products, and conduct.

Security Services

Vendors are solely responsible for the security of their display and its contents.

Safety, Fire, and Health Regulations

Vendors shall assume and bear full responsibility for the compliance with any and all local, city, state and federal, safety, fire, building code and health laws, ordinances and regulations regarding the installation and operation of the exhibit.

Installation and Dismantle Hours

During the installation and dismantle hours, only individuals 18 years or older will be admitted to the Indoor and Outdoor Vendor Expo areas. No exceptions will be made.