

2019

43rd TWGGA Annual Conference & Trade Show Embassy Suites San Marcos Hotel & Conference Center

EXHIBIT INFORMATION

The Texas Wine and Grape Growers Annual Conference and Trade Show is the ONLY Texas Wine & Grape Show. This is your opportunity to develop new business through networking to the Texas commercial wine and grape industry.

REACH INDUSTRY BUYERS

The conference schedule has 12.5 hours dedicated to the Exhibit Hall. Wine tastings, break stations, buffet lunches and Social Media Headquarters are all taking place close to the Trade Show for better conference attendee/supplier interactions.

WHEN: FEBRUARY 21, 22, 23, 2019

WHERE: EMBASSY SUITES SAN MARCOS HOTEL AND CONFERENCE CENTER

FEES: \$600 (FOR TWGGA MEMBERS) \$750 (FOR NON-TWGGA MEMBERS)
Includes 10' x 10' booth, 2 Exhibitor Program Registrations with Friday/Saturday buffet lunch, Welcome Reception, 12.5 Exhibit Hours and Networking over 3 days with hundreds of wine and grape industry professionals.

NEW: \$350 (FOR TWGGA MEMBERS) \$400 (FOR NON-TWGGA MEMBERS)
Includes 2' X 6' Table Top Display in the Conference Center hallway, 2 Exhibitor Program Registrations with Friday/Saturday buffet lunch, Welcome Reception, 12.5 Exhibit Hours and Networking over 3 days with hundreds of wine and grape industry professionals.

There are 124 10' X 10' available booths and 19 2' X 6' available table top displays. If you have any questions, please contact April Mitchell, Executive Director at (817) 421-3201 or office@twgga.org.

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE

**BECOME A SPONSOR & INCREASE YOUR COMPANY'S
VISIBILITY AT THE CONFERENCE!**

**IF YOU DON'T SEE A SPONSORSHIP OPPORTUNITY YOU LIKE,
LET'S CREATE ONE TOGETHER!**

CONFERENCE INFORMATION FOR EXHIBITORS

ABOUT THE PROGRAM

The Texas Wine & Grape Growers Association (TWGGA) Trade Show & Conference is open for all to attend. Our focus is to provide a networking platform for winery and grape growing professionals to develop business relationships with one another and connect with vendors to the commercial wine and grape industry. Whether you're looking to showcase your products and services, or learn more about the Texas wine industry, this conference is the place to be.

PROFILE OF ATTENDEES

The TWGGA Conference draws hundreds of industry professionals interested in networking and exchanging information and making connections/purchases with exhibiting vendors. These professionals have the decision making and "buying power" for their businesses.

OFFICIAL EXHIBITOR SERVICES COMPANY

Superior Expo Services (SES) will be handling exhibitor shipments, setting up the Exhibit Hall, and coordinating electrical services and furniture/equipment rentals. Exhibitor Kits, with all necessary forms and information, will be sent to you. SES is provided with the most current Exhibit Hall registrations.

EMBASSY SUITES & CONFERENCE CENTER

Welcome to the **Embassy Suites San Marcos Hotel & Conference Center**. Located just 27 minutes from the Austin Bergstrom International Airport, the Embassy Suites features 2-room suites, complimentary full cook-to-order breakfast each morning and a nightly reception with complimentary food/drinks. TWGGA single or double room rate is \$159. TWGGA triple or quad room rate is \$169. For reservations call 512-392-6450 and request the Texas Wine and Grape Growers 2019 Conference Room Block.

Can't Make it to the Texas Show? Check out our Sponsorships Opportunities!

EXHIBIT HALL FLOOR PLAN

Booths are Assigned in the order received. An Exhibit Hall diagram with booth numbers is posted at www.txwines.org.

WHAT THE EXHIBIT FEE INCLUDES

- 12.5 hours of exhibit and networking time. Special provisions have been put into place to ensure conference attendees circulate throughout the exhibit hall.
- Two Exhibitor Program Registrations to conference seminars. Exhibitors can attend all three days of the conference for maximum networking opportunities. Additional Exhibitors may participate for \$80 each. Friday and Saturday Buffet Lunches are included. Ticketed events are not included.
- Exhibit Booth: 10' deep x 10' wide with 8' high back wall and 3' side walls. Includes one 6' draped table, two chairs and a 7" x 44" sign with company name and booth number. All booths will have carpet. Electrical and Wi-Fi must be ordered in advance.
- New in 2019: 2' X 6' Table Top Displays in the Conference Center hallway wide with 8' high back wall. Includes one 6' draped table, two chairs and a 7" x 44" sign with company name and booth number. All booths will have carpet. Electrical and Wi-Fi must be ordered in advance.
- Attendee List: Electronic copy of the attendee list distributed after conference.
- Pre-conference listing on conference website.
- Take home Conference Program that includes full company and contact information for each exhibitor.
- Security: The Exhibit Hall is locked and monitored by Hotel; however, exhibitors are responsible for their property and should insure any valuables.

TENTATIVE CONFERENCE AGENDA

THURSDAY, FEBRUARY 21, 2019

7:00 AM - 7:00 PM	REGISTRATION/INFORMATION OPEN
8:30 AM - 6:00 PM	GENERAL AND BREAK-OUT SESSIONS
12:30 PM - 2:00 PM	LUNCHEON—TICKETED EVENT
2:00 PM - 6:00 PM	EXHIBITOR SET UP
6:30 PM - 8:30 PM	WELCOME RECEPTION

FRIDAY, FEBRUARY 22, 2019

7:00 AM - 8:30 AM	EXHIBITOR SET UP
7:00 AM—6:00 PM	REGISTRATION/INFORMATION OPEN
8:30 AM—5:30 PM	EXHIBIT HALL OPEN
10:00 AM—11:30 AM	BREAK-OUT SESSION
11:30 AM—1:00 PM	LUNCH BUFFET
2:00 PM—5:00 PM	BREAK-OUT SESSIONS
5:30 PM — 6:30 PM	WINE/CHEESE RECEPTION
7:00 PM —10:00 PM	DINNER—TICKETED EVENT

SATURDAY, FEBRUARY 23, 2019

7:00 AM —3:30 PM	REGISTRATION/INFORMATION OPEN
8:30 AM — 12:00 PM	EXHIBIT HALL OPEN
11:30 AM —1:00 PM	LUNCH BUFFET
1:00 PM— 3:30 PM	BREAK-OUT SESSIONS
5:30 PM - 11:00 PM	RECEPTION & GALA DINNER—TICKETED EVENT

MARKETING OPPORTUNITIES TO FIT EVERY BUDGET

SPONSORSHIP OPPORTUNITIES

PRESENTING SPONSOR—\$25,000

Offers the naming rights to the 3-day conference, 6 full registrations with all meals including the ticketed events, Visual display screen in Exhibit Hall, dedicated space in the Attendee Program and four prime location sponsor booths.

PLATINUM SPONSOR—\$5,000

Enjoy exclusive access to the TWGGA Annual Conference & Trade Show AND Grape Camp (November) with complimentary booths at both events. This sponsorship will include 4 full registrations including all meals at the TWGGA Conference and 2 full registrations including all meals at Grape Camp.

GOLD SPONSOR—\$2,500

Enjoy exclusive access to the TWGGA Annual Conference & Trade Show AND Grape Camp (November) with complimentary booths at both events. This sponsorship will include 2 full registrations including all meals at the TWGGA Conference and 2 full registrations including all meals at Grape Camp.

PROGRAM SPONSOR—\$2,500 (3 Available)

You will receive a one-hour speaking opportunity during scheduled Conference Break-out or General Session (assigned by TWGGA). Prior credentialed speaker & topic outline must be provided to TWGGA in advance. One sponsor booth provided.

ATTENDEE PROGRAM SPONSOR—\$2,500

You will receive prime placement on the back cover and an inside article in the attendee program. Provide us with a color advertisement and we'll put your name and message in every attendee's hands. One sponsor booth provided.

DINNER SPONSOR—\$2,000 (2 Available)

You will receive exclusive sponsor signage at a dinner event. Upon request, TWGGA will distribute product literature on dining tables. Product literature must be submitted in advance to TWGGA for approval. The sponsorship includes two (2) tickets to the sponsored dinner. One sponsor booth provided.

ATTENDEE TOTE BAG SPONSOR—\$2,000

Conference attendees will receive a wine tote bag with YOUR logo on it to take home. One sponsor booth provided.

NAME BADGE LANYARD SPONSOR—\$2,500

Each attendee will receive a name badge with a handy lanyard that eliminates the need for pins and clips. The lanyard can be imprinted with your company's name and/or logo in the color of your choice on a white background—1 color imprint.

WINE & CHEESE RECEPTION SPONSOR—\$1,500

Each exhibit hall attendee will receive a wine glass with YOUR logo on it to take home. Receive exclusive sponsor signage during the reception in the exhibit hall.

SPONSORSHIP OPPORTUNITIES

LUNCHEON SPONSOR—\$1,500 (3 Available)

You will receive exclusive sponsor signage at a lunch event. Upon request, TWGGA will distribute product literature on dining tables. Product literature must be submitted in advance to TWGGA for approval. The sponsorship includes two (2) tickets to the sponsored lunch (if a ticketed event).

ATTENDEE TOTE BAG MARKETING BUNDLE—\$500

Put your company's product information into the hands of qualified buyers right from the start! TWGGA will insert your company's promotional item in the conference bags provided to all attendees. Inserts must be delivered to TWGGA by February 10, 2019.

COFFEE BREAK/ICED TEA SPONSOR—\$500 (3 Available)

Receive signage in break area, recognition in the event program and space near break station to display promotional information.

LITERATURE DISPLAYS—\$500

An opportunity for your company logo and marketing information to be strategically placed around the convention center. These displays will be placed in high traffic areas providing greater exposure to the buying audience throughout the conference.

HEADS AND TAILS SPONSOR—GALA DINNER—\$500

An opportunity for your company to sponsor one of the most exciting events during the Gala Dinner and Auction. Attendees will purchase glow sticks and strive to be the last person standing for a chance at a valuable prize, donated by the sponsor. The prize must have a value of greater than \$400.

CONFERENCE PROGRAM ADVERTISING—\$250

Full page black and white ad/article in the conference program. PDF files must be sent to TWGGA no later than January 10, 2019.

CONFERENCE WINE GLASS SPONSOR—In Kind Sponsorship

Showcase your company's wine glass for attendees during the Wine & Cheese Reception and enjoy as a take-home gift from the conference. One sponsor booth will be traded for this sponsorship.

NAME YOUR SPONSORSHIP—From \$500 to \$1,000

Design your own sponsorship idea. Creativity is encouraged. Contact April Mitchell at 817-421-3201 for more details.

SPONSOR BENEFITS

- Recognition as a Sponsor on registration information sent out to over 3,500 industry members.
- Recognition on the TWGGA conference web page as a Sponsor.
- Link from TWGGA Conference website to your website.
- Logo recognition in conference program.
- Recognition at the conference on all signage.
- Recognition in the *Off The Vine* e-newsletter distributed twice monthly to over 4,000 industry members.
- Sponsors at \$2,000 level and above will receive one sponsor booth with their sponsorship.



EXHIBITOR & SPONSOR RULES, TERMS & CONDITIONS

GENERAL

For the purposes below, "TWGGA" refers to the Texas Wine and Grape Growers Association. Admission to TWGGA's Annual Conference is by badge only. It is stipulated that each Exhibitor subscribes to the following rules, terms and conditions.

PURPOSE OF EXHIBITION

The Exhibition is an integral part of admission to the display floor and is limited to persons and organizations whose products, services, displays, demonstrations, literature and related exhibit materials are directly related to the professional development of persons involved in the Texas wine and grape industry. Exhibits may not be in violation of TWGGA's policies and code of ethics.

INDEMNITY & LIABILITY LIMITS

Neither TWGGA nor the Embassy Suites San Marcos Hotel and Conference Center nor any of their officers, agents, employees or other representatives shall be held liable, and are hereby released from liability for any damage, loss, harm or injury to the person or property of the Exhibitor or any of its agents, officers, employees or other representatives, resulting from fire, water, accident or any other cause. Exhibitor shall indemnify, defend and hold TWGGA, the Embassy Suites San Marcos Hotel and Conference Center and their respective representatives, harmless from any and all claims, demands, suits, liability damages, loss, costs, attorney's fees and expenses of any kind of nature which might result from any action, or failure to act, on the part the Exhibitor, its officers, agents, employees or representatives. **It is the sole responsibility for each Exhibitor to maintain proper insurance coverage for its property and liability.** In addition, it is understood that TWGGA and the Embassy Suites San Marcos Hotel and Conference Center and all staff, employees, representatives and agents are held harmless from any claims arising from the products and/or promotions items sold or dispersed by Exhibitor.

ASSIGNMENT OF SPACE

TWGGA shall assign exhibit space to Exhibitor for the period of the Trade Show, provided TWGGA is in receipt of the properly executed Exhibitor Registration Agreement and payment of appropriate fees. Exhibit space is confirmed on a first come, first serve basis. Space is not held without payment. TWGGA reserves the right to arrange, rearrange and/or reassign exhibit space as deemed necessary for the effective management of the overall exhibit. TWGGA reserves the right to deny exhibit space to any company or individual it determines, in its sole discretion, is not eligible to participate or who's product is not eligible to be displayed and/or demonstrated in this exhibit.

USE OF EXHIBIT SPACE

Exhibitor may not assign or resell to a third party its rights to the exhibit space as described herein without the express written consent of TWGGA.

OBSERVANCE OF LAWS

Exhibitor shall abide by and observe all laws, rules, regulations and ordinances of any applicable government authority and all rules of TWGGA and the Embassy Suites San Marcos Hotel and Conference Center.

FEES & MOVE-IN

It is mutually agreed that, in the event Exhibitor fails to install his/her products in the assigned exhibit space in a timely manner, or fails to remit payment for required space rental at the times specified, TWGGA shall have the right to take possession of said space, and lease same in any way it deems proper.

CANCELLATIONS

If, for any reason, the Annual Conference is canceled, or prevented from being held, TWGGA shall refund Exhibitor's exhibit fees less a pro-rata share of any non-refundable expenses incurred by TWGGA on behalf of Exhibitor. Cancellation by an Exhibitor after December 31, 2018 obligates Exhibitor to full payment of contracted exhibit space fees. If written notice of cancellation is received by TWGGA on or before December 31, 2018, a full refund, less a \$100 service fee, will be issued. After December 31, 2018, 0% of Exhibitor fee will be refunded.

DÉCOR, MUSIC, CONDUCT

Nothing may be pasted, taped, tacked or nailed to walls. Any damages by an Exhibitor to Conference Center property will be subject to appropriate fines. **Merchandise, displays and equipment must be restricted to the assigned booth space and cannot block the space of another Exhibitor.**

TWGGA reserves the right to determine the appropriateness of Exhibitor's physical properties, displays and personal conduct and behavior during this exhibition and shall be the sole authority for maintaining an atmosphere that is conducive to the professional development goals of the conference.

FIRE REGULATIONS

Exhibitor shall not pack property in paper, straw, excelsior or any other flammable material. Exhibitor shall use no flammable decorations or covering for display fixtures, and all fabrics and other materials shall be flame-proof. All electrical fixtures must be in good condition and meet the requirements of local law. Equipment with engines/motors must have their fuel tanks emptied and batteries disconnected during the exhibit.

AGREEMENT TO PARTICIPATE

Exhibitor hereby agrees to observe and abide by the foregoing terms, conditions and rules, and to such additional rules that may, from time to time, be made by TWGGA to assure the efficient, safe and productive operation of the conference. All points not specifically covered herein, are subject to settlement by TWGGA and/or the Embassy Suites San Marcos Hotel and Conference Center, as appropriate.

Each Exhibitor is responsible for applicable Texas sales permits and associated legal requirements. For details, call the Texas Comptroller's Office at 1-800-531-5441.