

EXHIBITOR PROSPECTUS & SPONSORSHIP OPPORTUNITIES



2022 FCCFA ANNUAL CONVENTION & TRADE SHOW

July 14 – 16, 2022

Hyatt Regency Coconut Point Resort & Spa
Bonita Springs, Florida

AN INVITATION TO EXHIBITORS & SPONSORS

On behalf of the Florida Cemetery, Cremation & Funeral Association, it is my pleasure to invite your company to participate in the 2022 FCCFA Annual Convention & Trade Show. The convention will take place **July 14 – 16** at the Hyatt Regency Coconut Point Resort & Spa in Bonita Springs, Florida.

This year our convention theme is **“A World of Opportunities”** and we will focus on the importance of creating occasions to motivate your staff with the power of change and the world that is coming with working alongside millennials and generations to come. Learn to show your clients **“A World of Opportunities”** in improving service to families and in retaining and recruiting staff through our funeral homes and cemeteries.

The relationships we have with you, our suppliers, are strategic components of the success our businesses have. I encourage you to please participate in the FCCFA convention which will not only be a great investment for your company, but will also provide you with valuable networking opportunities that will increase your return on investment as an exhibitor and/or sponsor.

The FCCFA convention is unique in design! The trade show, general sessions, as well as other activities will all take place in the trade show hall. We have scheduled lunch on Friday, a reception on Friday evening, breakfast on Saturday and trade show breaks each day between the educational sessions to provide your company networking opportunities with the attendees while displaying your products and services. We have some new sponsorship opportunities this year so be sure to check those out. This convention is a great way to meet the most providers in one location during 2022 and provide an exceptional experience for your company.

We invite you to participate in this excellent opportunity and look forward to seeing you in July in Bonita Springs!

Sincerely,



Rick Prindiville
FCCFA President

2022 SCHEDULE OF EVENTS

(As of 01/28/2022)

THURSDAY, JULY 14

- 8:30 a.m. – 12:30 p.m. 2022 Vicki Uselton Memorial Golf Tournament
- 4:00 p.m. – 6:00 p.m. Registration Desk Open
- 6:30 p.m. – 7:30 p.m. Welcome Reception
- 6:30 p.m. – 8:30 p.m. Exhibitor Registration & Setup

FRIDAY, JULY 15

- 7:30 a.m. – 9:00 a.m. Breakfast On Your Own
- 7:30 a.m. – 9:45 a.m. Exhibitor Registration & Setup
- 7:30 a.m. – 5:30 p.m. Registration Desk Open
- 10:15 a.m. – 5:30 p.m. Trade Show Hall Open
- 10:15 a.m. – 10:30 a.m. President's Welcome
- 10:30 a.m. – 11:30 a.m. **GENERAL SESSION**
- 11:30 a.m. – 1:00 p.m. Lunch with Exhibitors in Trade Show Hall
- 1:00 p.m. – 2:00 p.m. **GENERAL SESSION**
- 2:00 p.m. – 3:00 p.m. Beverage Break in Exhibit Hall
- 3:00 p.m. – 3:30 p.m. **GENERAL SESSION**
- 3:30 p.m. – 4:15 p.m. Annual Business Meeting & Elections
- 4:30 p.m. – 5:30 p.m. Networking Reception in Trade Show Hall

SATURDAY, JULY 16

- 8:00 a.m. – 12:00 p.m. Registration Desk Open
- 8:30 a.m. – 10:00 a.m. Breakfast with Exhibitors in Trade Show Hall
- 8:30 a.m. – 12:00 p.m. Trade Show Hall Open
- 9:30 a.m. – 10:30 a.m. **GENERAL SESSION**
- 10:30 a.m. – 11:00 a.m. Break in the Trade Show Hall
- 11:00 a.m. – 12:00 p.m. **GENERAL SESSION**
- 6:30 p.m. – 7:00 p.m. Networking Reception
- 7:00 p.m. – 10:30 p.m. Celebration of Life / Dinner / Installation & Awards

(Note: Each exhibit booth and table top display package includes (2) tickets to the Reception & Banquet Dinner on Saturday evening.)

2022 SPONSORSHIP OPPORTUNITIES

Every sponsorship option will receive the following:

- » Recognition on the FCCFA Convention webpage
- » Recognition in convention promotional emails to all FCCFA members
- » Company recognition in the bi-monthly electronic newsletter
- » Complete list of all FCCFA attendees and contact information (*one week prior & one week after convention*)
- » Recognition in the onsite convention program given to all attendees
- » Verbal recognition and recognition on event signage at the convention
- » PowerPoint recognition slide run in general session



FCCFA BOARD OF DIRECTORS MEETING – \$500

CONVENTION KEYNOTE SPEAKER – \$5,000

**THURSDAY WELCOME RECEPTION – \$2,000
(3 available)**

**FRIDAY LUNCH IN THE TRADE SHOW HALL – \$2,000
(5 available)**

FRIDAY PM BEVERAGE BREAK – \$1,000

**FRIDAY NETWORKING RECEPTION – \$1,500
(3 available)**

**SATURDAY BREAKFAST IN THE TRADE SHOW HALL –
\$1,750 (4 available)**

**FCCFA GOLF TITLE SPONSOR TOURNAMENT –
\$2,750**

GOLF TEE SIGNS – \$150

Tee sign with sponsor logo at golf hole

**SATURDAY EVENING RECEPTION – \$1,500
(3 available)**

**SATURDAY EVENING BANQUET DINNER – \$2,500
(6 available)**

**SATURDAY EVENING BANQUET DINNER
ENTERTAINMENT – \$1,500**

CONVENTION TOTE BAGS – \$2,500

ATTENDEE LANYARDS – \$1,500

HOTEL KEY CARDS – \$2,500

(NOTE: Sponsorships will be assigned based on the date contract is received with payment in full. All sponsorships will be reserved on a first-come, first-served basis. All sponsorships must be paid in full to receive benefits described in sponsorship details.)

For more information on sponsorship opportunities, please contact Elizabeth Lane, FCCFA Senior Meeting Planner, at elane@executiveoffice.org or 800.226.3332.

FCCFA TERMS OF EXHIBITOR / SPONSOR AGREEMENT

AGREEMENT: The following terms shall become binding upon acceptance of this agreement between the applicant and his/her employees and the Florida Cemetery, Cremation and Funeral Association (FCCFA), the meeting and exhibits host.

BOOTH ASSIGNMENT: Exhibit space will be assigned based on the date contract is received with payment in full. In the case of multiple contracts received on the same date, priority will be given to those exhibitors who are also sponsors and to those who have previously exhibited with the FCCFA.

SPONSORSHIPS: Sponsorships will be assigned based on the date contract is received with payment in full. All sponsorships will be reserved on a first-come, first-served basis. All sponsorships must be paid in full to receive benefits described in sponsorship details.

PUBLIC POLICY: Exhibitors are charged with knowledge of all ordinances and regulations pertaining to taxes, health prevention, customs and public safety while participating in this event. Compliance with such laws is mandatory for exhibitors and the responsibility of the exhibitor.

DISMANTLING: No part of an exhibit shall be removed during show hours. Exhibits must be kept intact until 12:00 p.m. on Saturday, July 16, 2022. All exhibits must be dismantled and removed by 2:00 p.m. on Saturday, July 16, 2022; otherwise FCCFA reserves the right to remove the exhibit at the exhibitor's expense.

EXHIBIT DIMENSIONS: 8' X 10' booths – Height of any part of the display may not exceed 8' from the floor or the display come forward by more than 10'. Table top displays – height of any part of the display may not exceed 6' from the floor or the displays come forward by more than 8'. Table top displays may not block view of other table top displays. Please review the exhibitor section for more information.

USE OF EXHIBIT SPACE: Exhibitors shall reflect their company's highest standards of professionalism while maintaining exhibit space during exhibit show hours. No

exhibitor shall assign, sublet or share exhibit space.

LITERATURE DISTRIBUTION: All literature must be distributed within the booth space assigned. No materials may be placed on tables or chairs, attached to meeting space walls or ceilings, or left in public places or distributed in aisles, lounge areas or other exhibitor booths. Items found in these places will be disposed of without question.

DAMAGE TO PROPERTY: Exhibitors are liable for any damage caused to building, floors, walls, columns, or to standard exhibit equipment or to other exhibitor's property.

CANCELLATION: No cancellation shall be acknowledged unless received in writing by the FCCFA executive office. Should an exhibitor wish to cancel 30 days before the trade show booth set-up date (6/13/2022), a 50% refund will be retained by FCCFA. Should a sponsor wish to cancel after receipt of signed agreement, a 50% refund will be retained by FCCFA. **No refunds will be given for cancellation requested after June 13, 2022.**

FIRE AND SAFETY REGULATIONS: All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. All disposable materials and decorations must be flameproof and are subject to inspections.

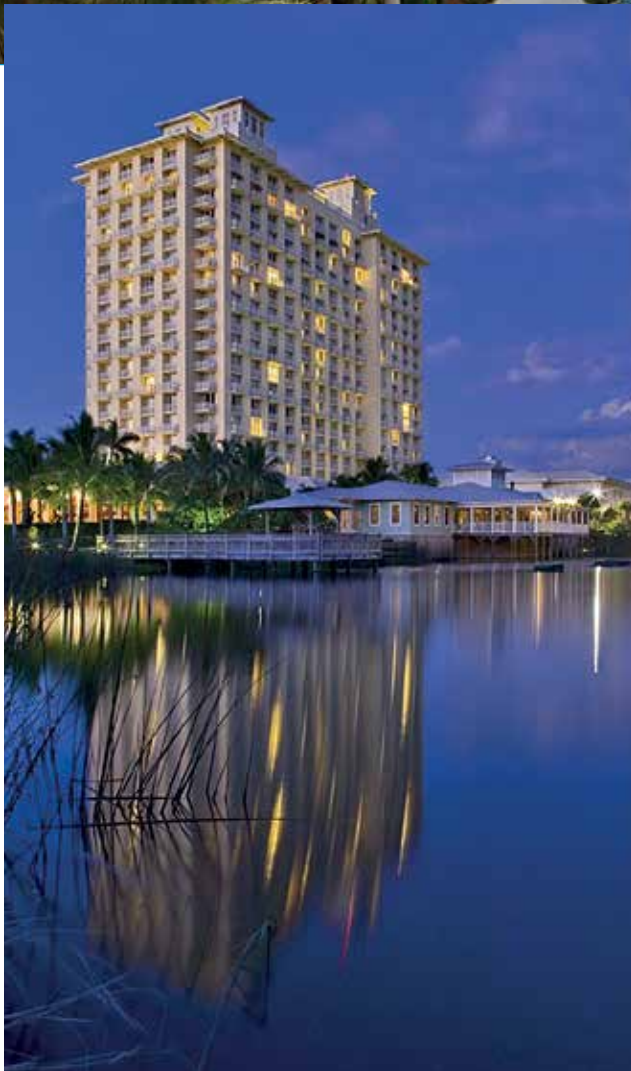
LIABILITY AND INSURANCE: The exhibit area will be locked at the close of each day for the protection of the exhibits. Only authorized personnel will have access to the exhibit area during non-show hours. The hotel management and FCCFA will take all reasonable precautions to avoid the loss of exhibitor's property by theft or fire, but under no circumstances shall the hotel management or FCCFA be responsible for such losses. It is recommended that exhibitors cover their property with suitable insurance. Children are allowed in the exhibit areas, but please take the necessary precautions for their safety as well as for your display.

ELIGIBLE EXHIBITS: FCCFA reserves the right to determine the eligibility of any company or product(s) for inclusion in the convention and/or trade show. FCCFA reserves the right to reject, evict or prohibit any exhibit in whole or in part, or any exhibitor, or his representatives, with or without giving cause.

NOISY AND OBNOXIOUS EQUIPMENT: Exhibitors are not allowed to disrupt the booths around them and all noise must be contained within the exhibit booth areas.

EXHIBITOR RESPONSIBILITY CLAUSE: To the fullest extent permitted by law, the person/legal entity described as "Exhibitor" in this clause and in this exhibitor contract (regardless whether such person/legal entity is also described as "Exhibitor" in this contract) hereby assumes full responsibility and agrees to indemnify, defend and hold harmless Boca Raton Resort & Club ("Hotel"), Hotel's owner (Waldorf=Astoria Management LLC as agent for BRE/Baton Operating Lessee LLC), Hilton Worldwide, Inc., and each of their respective owners, managers, subsidiaries, affiliates, employees and agents (collectively, "Hotel Parties"), as well as Florida Cemetery, Cremation & Funeral Association ("Group"), from and against any and all claims or expenses arising out of Exhibitor's use of the Hotel's exhibition premises. Exhibitor agrees to obtain and maintain during the use of the exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering the Exhibitor's indemnity obligations in this clause. Such insurance shall be in the amount of not less than \$1,000,000 combined single limit for personal injury and property damage. The Hotel Parties and Group shall be named as additional insureds on such policy, and Exhibitor shall supply the Hotel with a Certificate of Insurance at least 30 days prior to the use of the exhibition premises. The Exhibitor understands that neither the Group nor the Hotel Parties maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

HOTEL INFORMATION



HYATT REGENCY COCONUT POINT RESORT & SPA
5001 Coconut Road
Bonita Springs, FL 34134
www.coconutpoint.hyatt.com

Located on 26 lush, tropical acres overlooking Estero Bay and the Gulf of Mexico in Bonita Springs, you will find a casual environment that invites limitless recreation and relaxation. With a championship golf course and world class spa on property, the Hyatt Regency Coconut Resort & Spa is the ideal Florida Gulf Coast destination for work or play. Set out for an unforgettable escape to the best of Bonita Springs and Southwest Florida.

Hotel Reservations:

Make your reservations directly with the Hyatt by calling **239.444.1234**. Please state you are with the FCCFA to receive the reduced rate of \$194 per room per night plus a \$5.00 resort fee. The resort fee includes: in-room high speed internet, 2 bottles of water daily, rock climbing wall, resort trolley transportation, complimentary self-parking, resort ferry to private secluded island, beach chairs, towels & umbrellas, resort activities and a 24-hour fitness center and golf bag storage. The Hyatt will only be able to offer this rate for rooms to the **FCCFA until Tuesday, June 21, 2022**.

Note: The association can only reserve a certain number of rooms at the discounted rate. Once the room block is sold out, even if that day is prior to the cutoff date, a higher prevailing room rate will apply. Make your reservations today!

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(Note: The pre-show contact will receive the exhibitor kit and other pre-show materials.)

Pre-Show Contact: _____ Pre-Show Contact Email: _____

Company: _____ Website: _____

Address: _____ Phone: _____

City: _____ State: _____ Zip: _____

Please attach a description of your products and services, 50 words or less, to be used in Onsite Program Book.

EXHIBIT BOOTH & TABLE TOP DISPLAY SELECTION

Note: FCCFA will assign booth/table top display preferences to companies whose payment is received in full. If your company requests a booth/table top display that is already assigned, FCCFA reserves the right to assign your company to the next best available booth/table top location.

1st Choice _____ 2nd Choice _____ 3rd Choice _____

If possible, do not place us next to the following companies (specific names): _____

EXHIBIT BOOTH OPTIONS (Please check all that apply)

	Member	Non-Member		Member	Non-Member
8 x10 Booth	<input type="checkbox"/> \$995.00	<input type="checkbox"/> \$1,250.00	Table Top Display	<input type="checkbox"/> \$875.00	<input type="checkbox"/> \$1,150.00

SPONSORSHIP SELECTION (Please check all that apply)

Board of Directors Meeting	<input type="checkbox"/> \$500.00	Saturday Banquet Dinner (6 available)	<input type="checkbox"/> \$2,500.00
Thursday Welcome Reception (3 available)	<input type="checkbox"/> \$2,000.00	Saturday Banquet Entertainment	<input type="checkbox"/> \$1,500.00
Friday Lunch (5 available)	<input type="checkbox"/> \$2,000.00	Convention Keynote Speaker	<input type="checkbox"/> \$5,000.00
Friday PM Break	<input type="checkbox"/> \$1,000.00	Convention Tote Bags	<input type="checkbox"/> \$2,500.00
Friday Networking Reception (3 available)	<input type="checkbox"/> \$1,500.00	Hotel Key Cards	<input type="checkbox"/> \$2,500.00
Saturday Breakfast (4 available)	<input type="checkbox"/> \$1,750.00	Attendee Lanyards	<input type="checkbox"/> \$1,500.00
Saturday Reception (3 available)	<input type="checkbox"/> \$1,500.00		

CHARITY GOLF TOURNAMENT

Title Sponsor \$2,750.00 Drink Ticket Sponsor \$500.00 Longest Drive \$250.00 Event Sponsor \$1,000.00
Closest to the Pin \$250.00 Tee Signs \$150.00

Charity Golf Tournament Player Registration

Individual Registration \$175.00 Team Registration Number of players _____ x \$175 = \$ _____

Team: 1. _____ 2. _____ 3. _____ 4. _____

TOTAL PAYMENT DUE (including sponsorship, booth space, and/or golf registration): \$ _____

PAYMENT INFORMATION

Check Enclosed (made payable to the Florida Cemetery Cremation and Funeral Association)

Visa Master Card AMEX

Card #: _____ Exp. Date: _____ CVV Code*: _____

*This is the 3 digit number found next to the signature area on the back of the card. For AMEX it is the 4 digit code on the front of the card.

Name on Card: _____ Signature: _____

Billing Address & Zip Code: _____

CONTRACT AGREEMENT

The authorized signer understands that this agreement becomes a contract when signed below and is accepted by FCCFA. The company then agrees to abide by the terms and conditions stated on page 5 in this agreement.

Authorized Signer (Print Name) _____ Signature _____ Date _____

(NOTE: Your signature acknowledges compliance to the terms and conditions set forth in the Exhibitor/Sponsor Agreement.)

Please return along with payment to the Florida Cemetery Cremation & Funeral Association, 325 John Knox Rd, Ste L103, Tallahassee, FL 32303 or by fax to (850) 222-3019. For additional questions, please contact Elizabeth Lane at (800) 226-3332 or email at elane@executiveoffice.org

2022 FCCFA CHARITY GOLF TOURNAMENT



Thursday, July 14, 2022 | 8:30 a.m. - 12:30 p.m.

Raptor Bay Golf Club at The Hyatt Regency Coconut Point

The golf tournament will take place on Thursday, July 14 from 8:30am -12:30pm. at Raptor Bay Golf Club. Proceeds from the 2022 Golf Tournament will go to Blue Butterfly Program/Tidwell Family Grief Center. Join the FCCFA in supporting this charity through your participation and sponsorships for the golf tournament. For more information on the convention as it becomes available, please continue to visit the FCCFA website at www.theFCCFA.com or contact the FCCFA office at 800.226.3332.

Please note date and time change from previous years. The golf tournament will be in the morning and suppliers will have time for exhibit hall setup that evening and Friday morning.



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