



WEST VIRGINIA STATEWIDE TECHNOLOGY CONFERENCE

LEADING THE WAY THROUGH INNOVATION + CHANGE

EXHIBITOR/SPONSOR INFORMATION PACKET

WVSTC.COM



Dear Exhibitor/Sponsor,

You are cordially invited to showcase your company's product and services at WVSTC 2022 Conference to be held in-person on July 18 - 20, 2022 at the Morgantown Event Center and Morgantown Marriott at Waterfront Place in Morgantown WV. The conference will be an excellent opportunity to make K-12, higher educational and state agency contacts.

The Exhibitor Expo at WVSTC 2022 will provide exhibitors the opportunity to showcase their products for approximately 500 attendees from around the state. As an exhibitor, you will enjoy the following (based on previous conference data):

- **Approximately 28% of the attendees are first-timers**
- **High visibility/accessibility to both conference attendees and the public**
- **Participate in the exhibitor track as a WVSTC 2022 presenter**

Enclosed you will find information to begin planning your exhibit and the deadlines you will need to remember. If you are not the person responsible for your company's marketing/exhibit plan, please pass this document on to that person.

WVSTC 2022 is the perfect setting to display and share your most advanced solutions with our diverse customer base. **Limited exhibit space is available, reserve your spot now.**

If you have any questions, please email
Harmony Garletts at hgarletts@staff.wvnet.edu or
Annaliza Marks at amarks@staff.wvnet.edu or call WVNET at 304-293-5192.

We look forward to seeing you on the show floor!

Sincerely,
Harmony Garletts
Annaliza Marks
Conference Coordinators

ABOUT WEST VIRGINIA STATEWIDE TECHNOLOGY CONFERENCE:

WVSTC is a prominent educational technology conference organized for K-12, Higher Education and State Government professionals. The 3-day event boasts attendance of more than 500 educators, consultants, administrators, and directors. The conference runs concurrent sessions that allow participants to stay abreast, network, and have insight into the latest education technology innovations.

FAST FACTS -FROM PAST YEARS

2021-VIRTUAL CONFERENCE

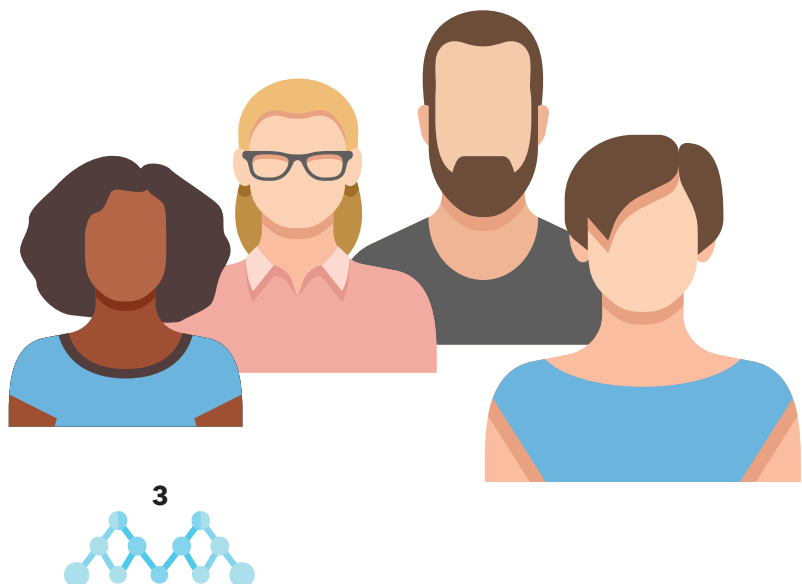


2019-CONFERENCE



WHO ATTENDS?

K-12 Educators
Higher Ed Faculty
Higher Ed IT Staff
K-12 Administrators
Technology Consultants
Distance Learning Directors
CIOs/CTOs/CPOs



KEYNOTE SPEAKER — WVSTC 2022

DR. SARAH ARMSTRONG TUCKER

Dr. Sarah Armstrong Tucker is Chancellor of the West Virginia Higher Education Policy Commission (HEPC) and Chancellor of the



Community and Technical College System (CTCS). Dr.

Tucker is the first person to simultaneously hold these two roles – and the first woman to serve as CTCS Chancellor – that guide and

oversee policies and initiatives for the state’s two-year community and technical colleges and four-year higher education institutions. Dr. Tucker became Interim Chancellor of HEPC in April 2019 and Chancellor in June 2020. Dr. Tucker has emphasized West Virginia’s Climb initiative, a campaign to equip 60 percent of West Virginians with a certificate or degree by 2030 – nearly doubling the percentage of working-age West Virginians with a high-quality

postsecondary credential. Bolstering this effort, the HEPC has launched the Underwood-Smith Teaching Scholars program, which is aimed at attracting high-quality educators to communities across the state and represents West Virginia’s largest-dollar financial aid award.

Under her leadership as CTCS Chancellor since 2015, West Virginia has made enormous strides in taking community and technical education to the next level. A hallmark of her championship on behalf of West Virginia’s students was the State Legislature’s passage of a free community college bill in March 2019. As a result of her hard work and state leaders’ forward-looking investment, the WV Invests program now provides students with last-dollar-in grants that cover the full costs of tuition and fees at the state’s nine community and technical colleges. Dr. Tucker also has significantly grown and strengthened partnerships with business and industry to create education and training opportunities that meet their workforce demands and connect West Virginians with meaningful careers. She focuses particularly on supporting the dislocated worker population,



an effort that was significantly boosted with \$10 million in Department of Labor grants to train those who have lost their jobs as a result of West Virginia's evolving economy and strengthen the state's IT workforce.

During her time as CTCS Chancellor, the two-year postsecondary education system has made significant strides in expanding the Learn & Earn Program, the state's leading workforce, economic development and educational partnership that allows students to earn their credentials while working for employers with current workforce needs. In addition, under her leadership, West Virginia has increased student success by transforming the delivery of remediation courses, gaining national recognition from Complete College America for developmental education reform.

Prior to becoming Chancellor, Dr. Tucker served as Director of Planning and Research for the HEPC and CTCS. She was selected by national peers to be a member of the

Executive Committee of Fellows for Complete College America, and she sits on numerous boards, including the West Virginia Business Roundtable, West Virginia Jobs Investment Trust Board, NASA EPSCoR Executive Board, Faculty Merit Board, NC-SARA Board, SHEEO, and the Upper Ohio Valley Boy Scout Board. Dr. Tucker completed her doctorate at the School of Education at the University of Michigan in 2010. Prior to pursuing her doctorate, she was a behavioral specialist and general education teacher in an adolescent girls group home. She earned a B.A. in Psychology from Harvard University and a M.A. in Quantitative Research Methodology from the University of Michigan.



FOR MORE INFORMATION:

Please visit wvstc.com for latest updates.

For additional questions, please contact:

Annaliza Marks at **304-225-0467**
amarks@staff.wvnet.edu



KEYNOTE SPEAKER — WVSTC 2022

DAVE BURGESS

Dave Burgess is a teacher from San Diego, California and a professional magician specializing in stand-up comedy magic.

He was a multiple-year winner of Golden Apple award and honored as the Teacher of the Year at West Hills High School.

He was voted a faculty standout for 17 consecutive years in categories such as Most Entertaining, Most Energetic, and Most Dramatic.



He specializes in teaching hard-to-reach, hard-to-motivate students with techniques that incorporate showmanship and creativity.

At a 2014 ceremony in Washington, D.C., he was awarded the BAMMY for Secondary School Teacher of the Year by the Academy of Education Arts and Sciences.

As president of Dave Burgess Consulting, Inc., Dave has disrupted the publishing industry by releasing over 150 groundbreaking titles from innovative educators from across the globe.

He is the co-author of P is for PIRATE and the New York Times Best-Selling author of Teach Like a PIRATE, which has sparked an educational revolution all over the world.



EXHIBITOR INFORMATION

Exhibitor Benefits

Direct Access to more than 500 Participants:

The Conference is large enough to assure widespread exposure, yet intimate enough to ensure lasting impressions.

High Traffic Area:

Exhibits will be set up in the Morgantown Event Center with hospitality events held in the Event Center every day to ensure high traffic and high visibility.

Pre-conference and Onsite Visibility:

Your company listing with a hotlink will be on the Conference web pages. Also, a complimentary listing of your company will appear in the final Program.

Special Sponsorship Opportunities:

Sponsorships are designed to maximize your company's exposure and profitability.

Attendee Contact Info:

Pre and post lists of attendees that allow sharing of contact info.

BOOTH PACKAGE AND COST – STANDARD BOOTH PACKAGE INCLUDES:

A 10' x 10' carpeted booth area

One (1) 8' x 3' skirted table with two chairs, standard electrical service with one outlet

Two (2) complimentary exhibitor registration badges, includes all meals and breaks for two (2) registered Reps

One (1) company listing in the Conference Program including company name, address, phone number, contact name with email address and company web address

Wireless Internet connections

Company logo displays with other exhibitors throughout the conference venue

EXHIBITOR REGISTRATION:

COMMERCIAL COMPANY OR ORGANIZATION

\$950/booth (Early Bird 1 - on or before April 30)

\$1050/booth (Early Bird 2 - May 1 - June 30)

\$1150/booth (Regular Registration - July 1 - 14)

NON-PROFIT/GOVERNMENT OR

NON-EXHIBITING EXHIBITOR

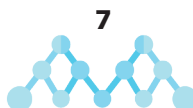
\$525/booth Early Bird 1 (on or before April 30)

\$575/booth Early Bird 2 (May 1 - June 30)

\$625/booth Regular Registration (June 2 - July 14)

Additional conference registrations may be purchased for \$75 per exhibitor representative when you register your company online. Register additional Reps to an already existing registration by emailing or calling 304-293-5192.

Booth spaces are assigned on a first-come, first-served basis. Priority will be given to major conference sponsors.



IMPORTANT DATES FOR EXHIBITORS

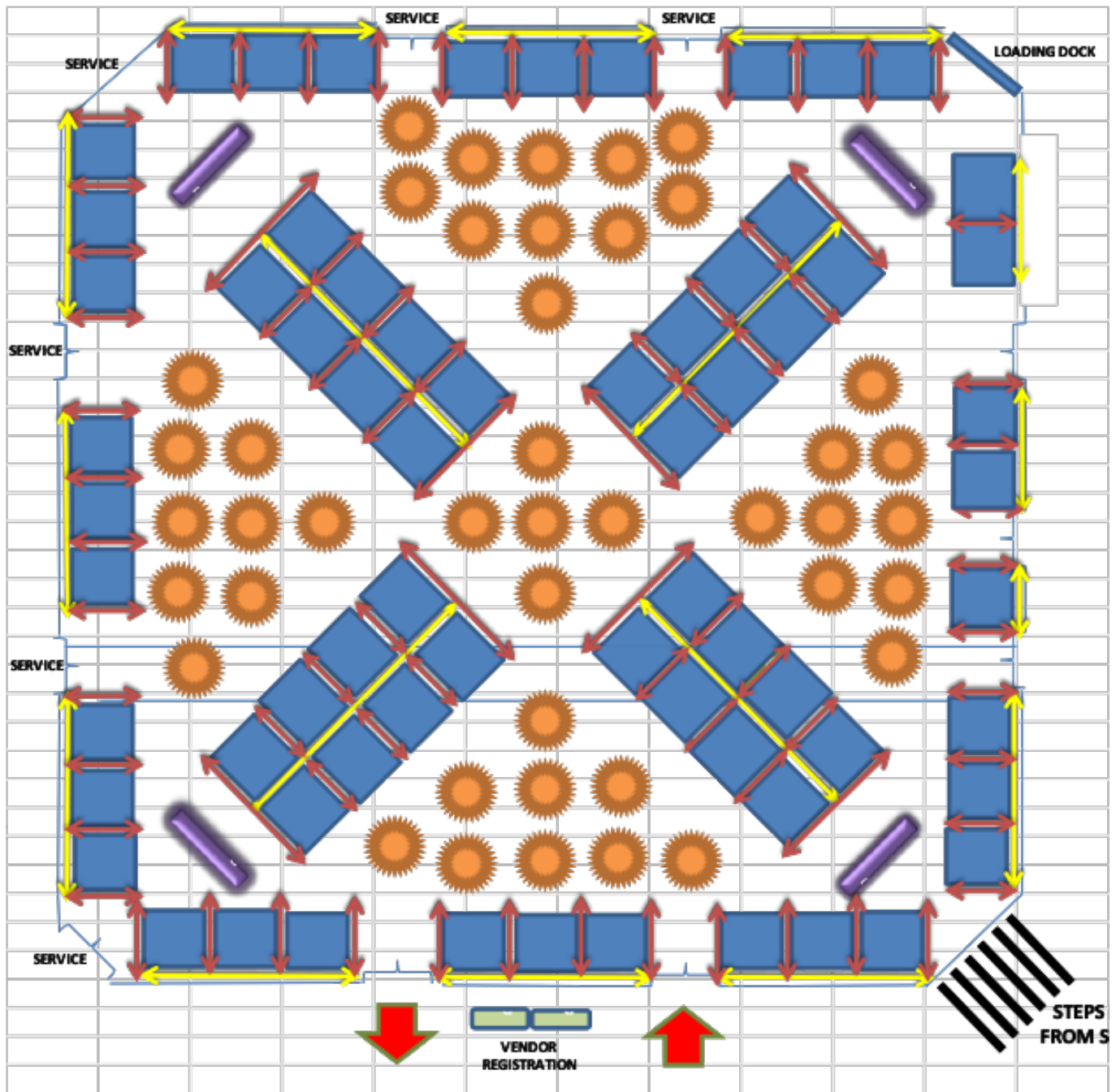
| | | | |
|--|--|--|---|
| MAR 7 REGISTER wvstc.com | FEB 14 Call for Proposals Opens | JUNE 30 100% cancellation policy after this date (No refunds) | JULY 14 Full Payment of Booth Fee Deadline |
| CONFERENCE DATES July 18 - 20, 2022 – Exhibitor Expo - July 18 & 19 | | | |

EXHIBITOR SCHEDULE

| | | |
|-----------------------------|--|---|
| EARLY SET UP | SUNDAY, July 17 | 3:00 pm - 5:00 pm |
| EXHIBITORS MOVE-IN | MONDAY, July 18 All exhibits must be ready by 11:00 am | 7:30 am - 11:00 am |
| TRADE SHOW HOURS | MONDAY, July 18 TUESDAY, July 19 | 11:30 am - 5:00 pm 7:30 am - 3:30 pm |
| EXHIBITORS RECEPTION | TUESDAY, July 19 | 2:00 pm - 3:15 pm |
| EXHIBITORS MOVE-OUT | TUESDAY, July 19 | 3:30 pm |

Monday's sessions will break in the afternoon for a break in the Morgantown Event Center. Tuesday the Conference will host an exhibitor reception from 2:00 pm - 3:15 pm. At this time, all booths are required to be open and attended to participate in this event. We respectfully ask that exhibitors not begin to tear down before 3:30 pm on this day.

Morgantown Event Center (MEC) - Floor Plan



SPONSORSHIP OPPORTUNITIES

WVSTC 2022 has a wide variety of sponsorships available to help promote your company's presence at the conference. Each sponsorship is designed to meet your budget requirements, and increase your company's visibility both at the conference and throughout the year. If you do not find the right sponsorship for your company, the conference organizers may be able to tailor a unique program to meet your objectives.

PREMIUM LEVEL SPONSORSHIPS

Diamond Sponsorship - \$10,000 (two available) - Vendor Designed Sponsorship*

*Negotiated with conference committee. Please contact the Conference Coordinator at **hgarletts@staff.wvnet.edu** or **(304) 225-0457**.

- Recognition at the Opening Session, acknowledgment in the on-site Conference Program Guide and in the exhibit hall
- Private room to be used during conference sessions to showcase company's products and training (schedule to be listed in the Conference Program and on the Conference mobile app)
- Eight (8) complimentary conference registrations, includes admission to all meals provided
- Special sponsor name badges for exhibitor personnel
- Enhanced website recognition
- Complimentary premium exhibit space (double booth)
- Your company name and logo will appear on a 10' x 3' prominently placed welcome banner
- (2) Full page ad in the Conference Program - information provided by your company



Platinum Sponsorship - \$5,000 (three available)

- Recognition at the Opening Session, acknowledgment in the on-site Conference Program Guide and in the exhibit hall
- Four (4) complimentary conference registrations, includes admission to all meals provided
- Special sponsor name badges for exhibitor personnel
- Enhanced website recognition
- Complimentary *premium* exhibit space (double booth)
- Your company name and logo will appear on an 8' x 3' prominently placed welcome banner along with other Platinum Sponsors
- Full page ad in the Conference Program - information provided by your company

Gold Sponsorship - \$3,500 (six available)

- Recognition at the Opening Session, acknowledgment in the on-site Conference Program Guide and in the exhibit hall
- Two (2) complimentary conference registrations, includes admission to all meals provided
- Special sponsor name badges for exhibitor personnel
- Enhanced website recognition
- Complimentary *premium* exhibit space (single booth)
- Your company name and logo will appear on a 6' x 3' welcome banner along with other Gold Sponsors
- A one half (1/2) page ad in the Conference Program - information provided by your company



Silver Sponsorship - \$2,000 (ten available)

- Recognition at the Opening Session, acknowledgment in the on-site Conference Program Guide and in the exhibit hall
- Special sponsor name badges for exhibitor personnel.
- Enhanced website recognition
- A one half (1/2) page ad in the Conference Program - information provided by your company

Featured Attraction Sponsorships

Take advantage of these tremendous opportunities to grab the attention of WVSTC 2022.

Technology Infrastructure Sponsorships

Hardware/Software Loans: If your company would like to provide projection, computer equipment, please let us know. Hardware/software contributors are thanked in each of the locations where donated products are used. Our on-site equipment team will take responsibility for ensuring that your donation is handled with care, while in our hands and are using the equipment. Must be a registered Exhibitor.



MEAL AND COFFEE BREAK SPONSORSHIPS

Free food is a major bonus for WVSTC attendees - and coffee is their liquid energy. Sponsor breakfast, lunch, reception, or a coffee break for the WVSTC 2022 conference.

Monday's Opening Luncheon Sponsorship

Open the Conference with a quality luncheon for all attendees. Prime booth space and prominent signage provided.

\$2,200 (4 available)

Monday's Afternoon Break

This break follows the Opening Keynote. Signage recognizing your company as the sponsor, will be displayed at the time of the break.

\$700 (5 available)

Tuesday's Luncheon Sponsorship

Meet and greet attendees, speakers and exhibitors by being one of the sponsors of this event. Prime booth space and prominent signage provided.

\$2,200 (4 available)

Tuesday's Continental Breakfast Sponsorship

Know this is more than just coffee and doughnuts! Your company will benefit from the added exposure. Prime booth space and prominent signage provided.

\$1,200 (4 available)

Tuesday's Exhibitor Reception Sponsorship

Sponsor this high-profile, festive event and you will have the opportunity for a 5-minute welcome. This sponsorship definitely positions you as a leader in the field. Prime booth space, your company logo-napkins and prominent signage provided.

\$2,700 (4 available)



ADVERTISING SPONSORSHIPS

Due to Federal regulation, E-rate service providers may not participate in sponsorships which allow branding. This would include all employees, officers, representatives, agents, independent contractors or directors of the service provider.**

Conference Pen** **\$600**
(exclusive)

Attendees will use this item and carry your advertising beyond the conference.

Conference Bag Inserts **\$400**

Deliver your approved message directly to attendees through collateral in the conference bags.

Conference Program Ad

\$600 – ½ page ad
\$850 – full page ad

Conference Tote Bag** **\$4,200**
(exclusive)

Each and every attendee receives the durable WVSTC 2022 Tote Bag that holds everything that two hands can't.

Conference Padfolio** **\$2,700**
(exclusive)

Ensure that your company's name stands out not only at the conference but also long after the event.



EXHIBITOR RULES AND REGULATIONS

Exhibition Location, Dates, and Times.

Exhibition Location, Dates, and Times. WV Statewide Technology Conference 2022 (herein referred to as WVSTC 2022) will be located at the Morgantown Event Center and Morgantown Marriott at Waterfront Place, Morgantown WV. The dates of the conference are July 18 - 20, 2022. Setup times are Monday 7:30 - 11:00 am, with early set-up Sunday 3:00 - 5:00 pm. The vendor area will be open on July 18 from 11:30 am to 5:00 pm. The vendor area will be open on Tuesday, July 19 from 7:30 am - 3:30 pm, with a vendor reception from 2:00 - 3:15 pm. Vendors are required to man their booth areas at this time to participate in the event. We ask that vendors respect our closing time of 3:30 pm and not begin tear down before 3:30 pm.

While the conference committee will use reasonable efforts to maintain the location, dates, times and floor plans of WVSTC 2022, the committee reserves the right to change any of these at any time and for any reason whatsoever without liability.

Payment Terms. Payment of the exhibitor space rental fee may be by credit card or check payable to WVNET. We accept the following credit cards: Visa, MasterCard, Discover and American Express.

Exhibitor Fees:

** \$950 COMMERCIAL BOOTH

(Early Bird 1 on or before April 30)

- \$1050 Early Bird 2 May - June
- \$1150 Regular Registration - July

** \$525 NON-PROFIT, GOVERNMENT BOOTH OR NON-EXHIBITING VENDOR

(Early Bird 1 on or before April 30)

- \$575 (Early Bird 2 May - June)
- \$625 (Regular Registration - July)

** All vendors must be registered as one of the above options.

Additional conference registration may be purchased for \$150.00 per exhibitor representative.

If payment is not received by July 14, 2022, your space will be forfeited.

Cancellations/Refunds. Requests to cancel space will not be honored unless the WVSTC 2022 conference is able to resell the space. If the space cannot be resold, the fee is forfeited.

Assignment of Exhibit Space. Booth spaces are assigned on a first-come, first-served basis. Priority will be given to major conference sponsors.



Wait List. Orders received after all booths are sold will be placed on a wait list. Exhibit space made available due to booth cancellations will be filled in the order (date & time) that the "Wait List" applications were received.

Staffing of Exhibitions. Exhibition booths must be staffed at all times during show hours and no Exhibitor will be permitted to pack, remove, or otherwise dismantle their booth prior to the close of the show. Any Exhibitor breaching this provision may be denied exhibition space in future conferences.

Use of Space. Exhibitors may not sublet, assign, or apportion any part of the space contracted for herein, nor represent, advertise, distribute literature for, or otherwise promote the products or services of any other firm or individual except as approved in writing by the WVSTC 2022 committee.

Conduct of Exhibit. Exhibitor shall conduct their exhibit in a decorous manner in order not to be objectionable to WVSTC 2022, other exhibitors, the Morgantown Event Center, Morgantown Marriott at Waterfront Place, or the public. WVSTC 2022 reserves the right to restrict or prohibit exhibits which, because of noise, method of operation, content, or any other reason, are objectionable or otherwise detract from or are out of keeping with the character of WVSTC 2022 as a whole.

WVSTC 2022, the Morgantown Event Center and Morgantown Marriott at Waterfront Place reserve the right to close, remove or require changes in any exhibit or to remove any of Exhibitor's personnel, agents or representatives, who are deemed detrimental to the conference, other exhibitors, the Morgantown Event Center, Morgantown Marriott at Waterfront Place or the public. If Exhibitor or their representative fails to observe these rules and regulations or, in the opinion of WVSTC 2022, conduct themselves unethically or detrimentally to WVSTC 2022, exhibitor may be dismissed from WVSTC 2022 conference without refund or other appeal.

Drayage and Shipping. The Exhibitor understands and agrees that all expenses for shipping and handling of equipment and materials into and out of the show area, and for all other costs incidental to operation, are not part of the exposition fee and are to be paid by the Exhibitor.

If shipping items to the conference, ship to:

Your On-Site Conf Rep Contact Name
YOUR COMPANY NAME - WVSTC 2022
July 18-20, 2022
c/o Morgantown Marriott at Waterfront
2 Waterfront PL, Morgantown, WV 26501

