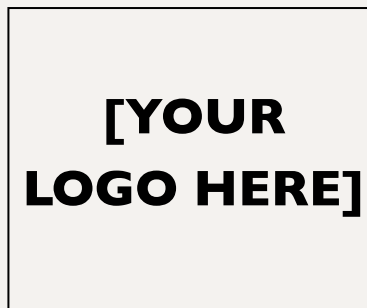




WELCOME TO STATE!

From our Festival Sponsors:

Gold Festival Sponsor:



Silver Festival Sponsors:



Bronze Festival Sponsors:



Exhibitor and Sponsorship Program

Ben Stuart

WA Thespians Board Member

benstu@me.com

WHY BE AN EXHIBITOR AT OUR STATE FESTIVAL?

Connect with your audience in our Exhibition Area

More than 1,500 high school theatre students, teachers, and professional guest artists await you at the Washington State Thespian Festival. Our State Festival is a full, two-day high school theatre event that provides a unique opportunity for universities, summer theatre camp organizations, theatre-related businesses, local restaurants, and festival delegates from all over the state to meet each other face-to-face in a personal and festive environment:

- ◆ Colleges and universities at State Festival have many opportunities to meet with prospective theatre students, including underclassman who are just beginning to think about college.
- ◆ Organizations with teen summer theatre programs can recruit and promote their upcoming opportunities.
- ◆ Businesses gain another avenue for selling and demonstrating their merchandise to a targeted theatre education audience—including high school theatre directors who are eager to learn about new products, services, and discounts that their programs can utilize.
- ◆ Local restaurants and shops can direct delegate traffic their way with coupons and offers. Students come to festival hungry and with money to spend!

Join us or send us materials to display & distribute March 15-16, 2019 and benefit from the many opportunities at the Washington State Thespian Festival! The Festival alternates between Western Washington University in Bellingham Washington and Central Washington University in Ellensburg Washington. This year's Festival will be hosted by Central Washington University, located at 400 E University Way, Ellensburg, WA 98926.



WHY BE A FESTIVAL SPONSOR?

Sponsorships extend your presence beyond the exhibit floor

Looking for new ways to get your organization's name out to Festival attendees? We are happy to offer sponsorship opportunities at State Festival. This is the perfect way to increase your exposure! See our Exhibitor & Sponsor benefit levels on the next page, including exclusive naming rights for a festival event, opportunity to address delegates from the stage, clickable banner ads within the Festival's Guidebook app and much more!

WASHINGTON STATE THESPIANS

EXHIBITOR & SPONSOR BENEFIT LEVELS:

BENEFIT	STANDARD EXHIBITOR BOOTH: \$150	BRONZE-LEVEL SPONSORSHIP & EXHIBITOR BOOTH: \$500	SILVER-LEVEL SPONSORSHIP & EXHIBITOR BOOTH: \$1000	GOLD-LEVEL SPONSORSHIP & EXHIBITOR BOOTH: \$3000
<i>Table display in Exhibitor area for your rep to connect with teachers and students</i>	Half of a table shared with another Exhibitor to display materials. One complimentary Festival registration with host room and lunches provided.	Full size table (not shared) to display materials and up to two complimentary Festival registrations with host room and lunches.	Full-size table with access to electricity and featured in a priority, high-traffic location and up to two complimentary Festival registrations with host room access and boxed lunches.	
<i>Inclusion in Exhibitor Passport drawing. Attendees visit all booths and get each exhibitor's signature in order to enter</i>	Included on the Passport drawing slip.	Included on the drawing slip. Option to donate one drawing prize item. Your organization name will be included in the contest announcement and later during the awarding of the prize . The winning student must bring their teacher to claim their prize from you at your booth, providing you with another point of contact with an influential educator		
<i>Logo on welcome banner in registration and exhibit area entrances</i>		Small logo at bottom of signage, shared with other Bronze Sponsors	Medium logo in the middle of signage, shared with other Silver Sponsors	Large, top-billed logo on signage, shared with other Gold Sponsors
<i>Branded item distribution in welcome bag given to festival attendees</i>		One brochure you provide will be distributed to each teacher and guest artist	One brochure and small item (i.e. branded pen) you provide will be distributed to each teacher and guest artist	One brochure and small item you provide will be distributed to each student , teacher, and guest artist
<i>Clickable banner ad in festival Guidebook app</i>		Ad runs once in each cycle and is clickable, taking attendees directly to your website	Ad runs twice in each cycle, with option to take users directly to your website OR to open a customizable message/offer within the app	Ad runs three times in each cycle, with option to take users directly to your website OR to open a customizable message/offer within the app
Social media coverage		One Facebook shoutout from the WA Thespians Facebook page, shared with Bronze Sponsors	One exclusive Facebook shoutout from the WA Thespians Facebook page with a photo of your booth and link to your page or website.	
<i>Sponsor recognition during festival events</i>			Verbal onstage recognition during opening ceremonies.	Verbal onstage recognition during opening and closing ceremonies.
<i>Event Naming Rights</i>			Exclusive "sponsored by" naming rights for a festival event with signage and credit/link in the Guidebook App's event description	
<i>Extraordinary Festival presence</i>				Opportunity to address delegates from the stage for 1 minute at the opening ceremony

EXHIBITOR BOOTH INFORMATION

Standard Exhibit Booth fee includes complimentary basic Festival registration for one exhibit representative, invitation to host room with coffee and treats, one boxed lunch per day, and inclusion on the Exhibitor Passport raffle—where delegates who visit each booth and get a stamp/signature may enter their Passport into a drawing. Exhibit fee does not include transportation or hotel accommodations. Ground transportation carpools may be available, contact Ben Stuart, WA Thespian's Exhibitor & Sponsor Coordinator at benstu@me.com for details.

Exhibit space is half of a rectangular folding table shared with another exhibitor and one chair. Tablecloths and pipe and drape are not provided. Access to electricity is available at the Silver & Gold Sponsor levels.

If you will require more space, you may purchase a Double Exhibit Booth space for \$300 which will provide you with a full table (not shared with another exhibitor) and a second complimentary Festival registration with host room access and boxed lunches for both representatives. Alternatively, you may consider becoming a Festival Sponsor which includes all of the above plus priority booth location and many other benefits.

Not sending a representative to Festival is also possible. You may ship or deliver materials and we will set up a display for you. We recycle/donate any remaining materials at end of event, or you may pick them up in person.

Early Exhibit Set-Up Available	Thurs. March 14	7:00-8:30pm
Exhibit Set-Up	Friday, March 15	7:30-9:00am
Exhibit Times	March 15	9:00am-9:00pm
	Sat. March 16	9:00am-3:00pm
Exhibit Removal	Sat. March 16	3:00pm-4:30pm

FEE REDUCTION FOR WORKSHOP/ADJUDICATION

If qualified, representatives may reduce up to \$300 of the exhibitor/sponsor fee by applying to teach workshops or adjudicating performances at a rate of \$150 off per day. Please submit your registration by January 26th in order to be considered for workshops/adjudication. You will be scheduled for up to four, 70 minute sessions per day, which will overlap with Exhibit times. When teaching a workshop, do mention your organization and encourage delegates to visit your display for more information. Exhibitors and sponsors are not allowed to sell their product during workshops and their content must be rich and relevant for those who attend.

HOW DO I REGISTER?

To secure your exhibitor booth or sponsorship, simply **[complete this Google Registration Form](#) and upload** the contract (page 5) to the Google Form. For questions or concerns, contact Ben Stuart, WA Thespian's Exhibitor & Sponsor Coordinator at benstu@me.com. The deadline to register and pay in full for a Festival exhibitor booth or sponsorship and guarantee full benefits is February 15, 2019.

EXHIBITOR AND SPONSOR CONTRACT & PAYMENT

Registration Instructions:

Please complete **the Google Registration Form** (<https://goo.gl/forms/a8n2vB1oa9ncK2rQ2>) **and** upload this signed & scanned contract page to the Google Form. You may upload as a PDF, JPEG, or DOC.

Exhibitor/Sponsor Level:

- \$150 - Standard Exhibitor booth: Half a shared table and registration for up to one representative
- \$300 - Double Exhibitor booth: Full size table (not shared) and registration for up to two representatives
- \$500 - Bronze Level Sponsorship Benefits, including Double Exhibitor booth
- \$1,000 - Silver Level Sponsorship Benefits, including Double Exhibitor booth
- \$3,000 - Gold Level Sponsorship Benefits, including Double Exhibitor booth

Exhibitor/Sponsor Information:

_____		_____	
Contact Name		Title	
_____		_____	
Company/Organization Name	Phone Number	Email Address	
_____		_____	
Mailing Address	City/State	Zip Code	

Payment Instructions:

You may pay by check (label "State Exhibitor Payment" and include your company name) to the address below OR by credit card. To pay by credit card, please email our accountant, Beth Orme at baorme@seattleschools.org and she will send an invoice that you can pay via PayPal.

Washington State Thespians
Attn: Ben Stuart
1037 NE 65th St., STE. 241
Seattle, WA 98115-6655

Payment Information:

_____ (organization name) agrees to the terms and conditions below and a \$_____ exhibitor fee/sponsorship for the 2019 Washington State Thespian Festival in exchange for the benefits described.

- We will pay the full amount. We are **not** interested in teaching workshops/adjudicating performances in exchange for a discount.
- We will pay \$_____ and apply for a discount of \$_____ (\$150 for one day, \$300 for two days) in exchange for teaching workshops/adjudicating performances. If not accepted, the balance of \$_____ will be paid in full by February 15, 2019.

_____	_____
Signature	Date

TERMS AND CONDITIONS

1. Registrations and eligibility

Registration for exhibit space must be made on the online Google Form provided by Washington State Thespians (hereafter WST), contain the information requested, and be executed by an individual who has the authority to act for the applicant (hereafter "Exhibitor"). Any such Exhibitor/producer or supplier of equipment and other products or services whose proposed exhibit will enhance the business of local arts management and purpose of the Festival, and facilitate those purposes, may apply for exhibit space. WST reserves the absolute right to reject any such application.

2. General conditions

This agreement is made between WST, an affiliate member of the Educational Theatre Association, an Ohio nonprofit corporation, and the Exhibitor for the Festival Expo, held at the 2019 Washington State Thespian Festival on March 15 – 16, 2019 at Central Washington University (hereinafter "the University"). Exhibits take place March 15 – 16 at the University. WST and the Exhibitor agree that this document outlines the obligations of the parties for the 2019 event only. The Exhibitor acknowledges that the event, including all trade names, service marks, trademarks, and copyrights associated therewith, are the property of WST. Under no circumstances does exhibiting imply any rights of ownership in the event. Exhibitor may not make use of any trade names, service marks, trademarks, or copyrights of WST or EdTA for any purposes without express written permission. Exhibitor hereby agrees to allow WST to endorse any products or services. Exhibitor and WST agree that they are not partners, joint venture participants, or in any way agents or principals of each other, nor are they authorized to act on the behalf of each other in any matters not specifically set forth in this agreement. WST is solely responsible for the promotion, organization, and activities of the event. This agreement supersedes all prior understandings of the parties, with respect to the subject matter hereof.

3. Agreement to conditions

Each Exhibitor, for themselves and their employees, agrees to abide by these conditions, it being understood and agreed upon that the sole control of the display area rests with WST.

4. Assignment of space

Classification of exhibit displays and assignment of space will be determined by WST based upon the character of the proposed display and individual requirements and preferences as to the location of each exhibitor. Once WST has approved the space, no exhibit will be moved except by mutual consent of the parties. No Exhibitor shall assign, sublet, or apportion the whole or any part of the space allocated to them without the prior knowledge and written consent of the WST Exhibitor & Sponsor Coordinator.

5. Payment

Full payment or an installment must accompany this registration. WST must receive all registrations no later than February 15, 2019. Mailing address: Washington State Thespian, Attn: Ben Stuart, 1037 NE 65th St., STE. 241, Seattle, WA 98115-6655.

6. Booths

Each exhibit space includes half of a 6' x 21/2' table and one chair. Tablecloth and pipe and drape will not be included. WST will provide no additional materials. If any additional equipment is needed (extension cords, audiovisual, signage, etc.), it is the responsibility of the Exhibitor to arrange and pay for these items.

If the exhibitor opts to not send a representative to the Festival, they may coordinate with WST Exhibitor & Sponsor Coordinator, Ben Stuart, to have display materials shipped to the University and set up on their behalf. You may pick them up any remaining materials after the event, provide pre-paid return shipping containers, or opt to have them recycled/donated.

7. Care of space

The Exhibitor is responsible for, at their own expense, maintaining and cleaning the area of the exhibit space.

8. Protection of exhibit space

Nothing shall be nailed, tacked, screwed, or otherwise attached to any building structure. If any damages occur, it is the responsibility of the Exhibitor to pay for the damages. All materials used in the exhibit area must be flameproof in conformity with local fire regulations. Exhibits that include the operation of audiovisual equipment may not operate the equipment in a manner that will disturb other exhibitors or session activities. No cartons may be visible in the exhibit area during exhibit hours.

9. Default occupancy

Space must be filled, and set-up completed, by 9:00am on Friday, March 15, 2019. Early set-up access to the space is available Thursday, March 14 from 7-8:30pm. If space is not occupied by the designated time, WTA has the right to reassign the space as necessary and no refund will be granted to the Exhibitor.

10. Personnel

Exhibit personnel must confine their activities to their designated space. Exhibit representatives who are event attendees should make necessary arrangements to have the exhibit space covered when they deem necessary. All exhibit personnel will be screened through a federal background check.

11. Distribution of printed material

Exhibit personnel shall not distribute materials and/or souvenirs outside of their exhibit space.

12. Conflicting meetings and social events

In the interest of the event's success, no Exhibitor shall extend an invitation, call meetings, or otherwise encourage the absence of attendees from conference activities during the hours of the Festival.

13. Cancellation

No refunds shall be given for any cancellation.

14. Right to remove property

WST reserves the right to remove from the premises any and all property if an Exhibitor violates any conditions of this agreement.

15. Liability

Neither WST nor the University assume any obligation or duty with respect to the protection of the property of the Exhibitor, which shall, at all times, be the sole responsibility of each exhibitor. Exhibitor agrees to maintain insurance to adequately protect its property and all individuals located at, and during the 2019 event. It is understood that WST, the University, and the legal entities which own, lease, and/or operate WST, the University, and their members, officers, directors, or employees, shall not be responsible or liable for injury to any person or persons, or for the loss of, or damage to, any property belonging to the Exhibitor, or any person, while in transit to or from the University or while in the University, or otherwise. Exhibitor assumes complete responsibility and liability for all loss, damage, or destructions of the property of the University used by the Exhibitor, or brought into the University premises on his or her behalf. Exhibitor also assumes full responsibility and liability for all injury to any and all persons or property in any way connected with the Exhibitor's display, caused by the Exhibitor, their agents, representatives, or employees. Exhibitor indemnifies and agrees to hold harmless WST, the University, and the legal entities which own, lease, and/or operate WST, the University, and their members, officers, directors, and employees, against any and all damage to property or personal injury, caused by the Exhibitor or their agents, representatives, employees, or other persons.
