Prospective Exhibitor,

The aerospace community is a group of the brightest and best minds in engineering, science, business, and government who work to create, discuss, and review leading-edge technologies and applications.

As Exhibitor and Patron Chair of the 2023 IEEE Aerospace Conference, to be held at the Yellowstone Conference Center at Big Sky, Montana, I would like to invite you to consider exhibiting your products and services at our conference.

If you have not participated in the past, we know you will find our conference an exceptional venue to display your products, capabilities, and services to potential new customers.

We are expecting over 700+ aerospace specialists, government and commercial leaders, and their guests to attend, offering excellent corporate exposure for your organization. You will be able to showcase your business and products to this diverse group and interact with many talented people in the industry.

Also consider participating as a member of our Patron Program. This can open up additional ways to interact with this community. Information on Patronage options is provided on our website at

http://www.aeroconf.org

For more information, or to discuss your specific interests, please contact me by email at promotions@aeroconf.org.

Bob Sievers
Patron & Exhibitor Chair
2023 IEEE Aerospace Conference
Exhibitor Instructions

1. **Booth Selection.** Figure 1, at the end of this package, shows the Exhibit Booth Floor Plan. We currently offer five “Prime” booths. Please select your booth from P1-P5 and enter this selection on your Booth Application Form. **Your selected location will be locked in when your Booth Fee is received.** These booths are located just outside the Missouri Ballroom, where all plenary and selected technical sessions are held, and where all dinners are served. Please note that there are sconces on the wall at P1, P2 and P3, so if you have floor-to-ceiling displays, such as are shown below, you may not want to select these booths. Your booth will see traffic from the majority of conference attendees and offers the potential for excellent one-on-one interaction with potential clients. Each booth provides approximately 8’ x 10’ of exhibit space, an 8’ x 2’ draped and clothed table, and as many chairs as you need. Electricity is provided, but you should bring an extension cord and power strip. Please request any special power needs ahead of time. Booth space does allow backdrop or hanging displays, but please confirm size ahead of time. All booths will be booked for the full week of the conference. You may arrive late or depart early, but there will be no discount if you do so. Please note that, unless noted, these areas are not secured after hours. The IEEE Aerospace Conference is not responsible for materials left unattended. Here are some booths from recent conferences:

![Booth Examples](image)

2. **Application.**
   a. Fill out the Booth Application Form on the last page of this document and email it to me at promotions@aeroconf.org. It is very important that you include the mobile phone number and email address for at least one member of your exhibit crew (as a backup if you are not available) so that I can coordinate booth setup time.

   b. When I receive your fully completed form, we will set up the selected registration type (exhibitor or regular) for the individuals identified in the application. This could take a couple days. This will include the Exhibitor Registration rate (described below) for those you indicate are Exhibitors only.
3. **Exhibitor Registration.** Each person who will be staffing the exhibit (“Exhibitor”) must be registered for the conference with either an Exhibitor Registration or a regular Conference Registration. Exhibitor Registration provides access to all of the meals, social events, and Plenary sessions, but not to the technical presentations. The cost for Exhibitor Registration is $550 if processed by December 3, 2022, $640 if processed by January 24, 2023, and $770 after January 24. Both types of registration must be processed via the website. Once your application is received, we will configure the individuals’ accounts specified on the Exhibitor Application Form to reflect the discounted Exhibitor Registration rate. The Exhibitor Registration rates will automatically populate in their account when they log in and register (no discount code is needed). Please note that at least one of your Exhibitors must be registered for the conference before we can process your Booth Fee payment through the registration portal. Also, please note that each level of the Patron Program, except for Granite, includes at least one complementary regular Conference Registration, which you may choose to use (but are not required to use) for an Exhibitor. For details, see the Patron Program document. Registered Exhibitors are also welcome to purchase Guest Registration packages for family members and/or friends that cover meals, social activities, and Plenary sessions only (no technical sessions).

4. **Booth Fee Payment.** The Booth Fee is $1,500 for organizations that are participating in any level of the Patron Program, and $1,745 for organizations that are not. Payment is due no later than January 24, 2023. A late fee of $250 will be assessed after this date. All payments can be made via credit card through our website.

5. **Banners.** We encourage our Exhibitors to bring three large banners: one to drape across the front of or hang behind the table, and two for display on the side walls of the combined Ballroom. You may want to start planning for the design, fabrication, and shipping of your banner soon after making the commitment to exhibit. Size and shipping requirements are described in the Rules section.
6. **PowerPoint Slide.** We also encourage all exhibitor organizations to provide a single-slide PowerPoint file for presentation in the Missouri Ballroom during dinner. This is a great opportunity for you to develop mindshare about your organization’s products and/or services. Each slide is presented for only a few seconds per rotation, so bold imagery and sparse text work best. Here are some examples of slides that do this well:

![PowerPoint Slide Examples](image1.png)

7. **Booth Setup.** I will contact the Exhibitors you designate and provide my mobile phone number. I will work with the Exhibitor team to get your booth setup and powered, and get your crates safely stowed.

8. **Literature Racks.** Literature may be displayed on your booth table or displayed in literature racks that you bring.

9. **Exhibition Hours & Foot Traffic.** Generally, the exhibits are open all day, every day, however you will see most traffic in the exhibition area as attendees file into and out of the Missouri Ballroom for the first plenary session (5:50 pm - 6:35 pm) and dinner, followed by the second plenary session (7:05 pm - 8:50 pm). So, there are four daily traffic peaks around these events. In addition, there is traffic throughout the day, as attendees go into and out of the sessions in the lower-level conference rooms (Jefferson, Madison, Gallatin, and Lake/Canyon). We recommend that you have your booth fully staffed around the Ballroom events and have literature and swag out at all times. But be sure not to leave anything of value unattended as we cannot be responsible for lost or stolen items.
Rules for Exhibitors

Each Exhibitor agrees to comply with the rules described herein. Each Exhibitor agrees that their display admitted to the conference shall be designed in good taste and appropriate to the content of the conference. Committee shall refer to IEEE Aerospace Conference officers or agents acting for them in management of the conference and activities.

1. DISPLAY MATERIAL - All material to be presented at the conference will be reviewed and approved by the Conference Committee. The Conference Committee exercises the right to reject any display or material deemed to be inappropriate. The committee reserves the right to reject the display in whole or in part, or any Exhibitor or representative with or without giving cause. If cause is not given, liability shall not exceed the return to the Exhibitor of the unearned rental at the time of rejection. The booth may lose Exhibitor eligibility if deemed necessary by the Conference Committee.

2. BANNER – All exhibitors are encouraged to bring two banners for display on the side walls of the combined main ballroom throughout the week of the conference. Banners may be as large as 6’ (1.83 m) wide and 4’ (1.22 m) tall. We recommend that banners include grommeted holes at the corners for hanging. Large and portrait format banners can be accommodated: contact us at promotions@aeroconf.org. Please consider shipping your banners by February 22, 2023 and notifying us of the tracking number for the banner package so we can have all banners installed for the first conference event Saturday night.

3. LOGO – All exhibitors are encouraged to email a file containing a logo that we can use on the Conference Supporter and Contributors page (inside front cover) in the conference Schedule and Program. Logo should be 3” x 4” (7.6 cm x 10.2 cm) TIFF CYMK, 600 dpi, and must be received by January 5, 2023.

4. POWERPOINT AD SLIDE – All exhibitors are encouraged to submit one PowerPoint slide that promotes your products and/or services, to be shown during the dinner slide show each day. Since the slide will be shown for only a few seconds each time, it should be designed with high-impact graphics and a simple message. Please note that black background works best.

5. ELIGIBILITY – The committee reserves the right to determine the eligibility of any exhibiting organization and its product or service for exhibiting. “Exhibiting organization” includes manufacturers, publishers, service organizations and educational organizations.

6. EXHIBITOR RESPONSIBILITIES – Exhibitor representatives will be identified in advance of the conference, including personnel for set-up, support and tear down activities.

7. THE BOOTH – The Exhibitor booth will consist of an approximate 8’x 10’ (2.4 m x 3.1 m) area, an 8’x 2’ (1.8 m x 0.6 m) table, and one or more chairs. Special arrangements may be coordinated if we receive notice a minimum of 30 days prior to the conference.
8. BOOTH LOCATION – Booth locations are as shown on the following floor plans. We will make a reasonable effort to accommodate Exhibitor request preferences. Space is limited; therefore, selection of booth location is on a first come, first serve basis with final confirmation on full payment to the conference. Failure to occupy the pre-designated space during the appropriated setup time window may result in forfeiture unless previously coordinated with the committee.

9. BOOTH SETUP & TEARDOWN - All tables will be reserved for the full week of the conference. Exhibit setup will be on Saturday, March 4, 2023 from noon-4:00pm. Exhibit teardown will occur on the last day of the conference, Friday, March 10, 2023, noon-4:00 pm. Setup or teardown between these times can be accommodated if previously coordinated.

10. SHIPMENT OF GOODS – Exhibitor materials may be shipped in advance of the conference at the sole responsibility of the Exhibitor. We recommend that you ship your items no later than February 24, 2023, due to potential weather conditions. Big Sky does NOT receive deliveries on the weekend. All items MUST arrive by March 2.

Shipping Instructions

Help us ensure your event execution is seamless - we appreciate your attention to the following process for sending your materials to Big Sky. All boxes sent before or during the conference must be labeled with the following information:

Name of Group, Name of Person Shipping Packages, Date of Event

C/O Meghan Copolla
50 Big Sky Resort Rd
PO Box 160001 (USPS) or Ste 160001 (Fed Ex/UPS/Freight)
Big Sky, MT 59716

All boxes sent to Big Sky Resort before or during the conference must be labeled to the attention of the conference manager with the recipient’s name, group affiliation and event date. We ask that your boxes do not arrive more than 5 days prior to the start of your conference. Please keep in mind that the resort does not receive mail or shipments over the weekend. A storage fee may be applied to boxes arriving more than 5 days prior to arrival. Contact your conference manager to arrange this in advance. For return shipping, vendor must provide a paid shipping label (via UPS, FedEx, a specific courier) for each box. It is the responsibility of the vendors to ensure all boxes are properly packed and shipping label attached. Big Sky Resort will deliver all boxes from conference space to Shipping/Receiving.

All packages will be delivered to designated event spaces at the time indicated on the Banquet Event Orders. Delivery information is to be communicated between Group Leaders and Vendors. Big Sky Resort will transfer all packages/freight between Shipping/Receiving and conference spaces. It is the sole responsibility of vendors to provide all materials needed for return shipping. This includes tape, boxes, pre-paid shipping labels etc. Vendors may utilize the concierge services.
at the Huntley or Summit Hotel to print shipping labels. Big Sky Resort is not responsible for any packages left without paid shipping labels. Additional handling charges may be applied.

Please note that each crate must be able to fit through a 42” (106 cm) doorway, with maximum depth not more than 52” (132 cm) and maximum height not more than 7’ (2.13 m). Total weight of each crate must not exceed 2500 lbs. (1134 kg).

In addition, we request that you email your tracking numbers to promotions@aeroconf.org to assist us in having your packages ready and waiting for you when you are ready to setup your booth.

Please note that any package that needs to be shipped from Big Sky before Monday, March 13 must be packaged, labeled and in the mailroom by 2:00 pm, Friday, March 10.

For additional questions, please contact Big Sky Resort Conference Services at meghan.coppola@bigskyresort.com

11. INSURANCE – Fire, theft and liability insurance protecting the Exhibitor personnel or booth items is mandatory and not the responsibility of the conference to verify. Proof of insurance may be requested in the event of an accident of unexpected damage or injury occurring.

12. FIRE LAWS – Federal, State and City fire laws must be observed. Exhibitors are required to ensure that their displays and other booth materials comply with the fire regulations. Aisles and fire exits must never be blocked.

13. ATTENDANCE – Exhibitors must purchase a conference registration (or be granted a complementary registration), at least at the Exhibitor level. Note that at least one complementary registration is included with each level of Patron Program participation.

14. CLEAN UP – Exhibitors are expected to maintain a generally clean and clear area surrounding their booth.

15. SUB-LEASING – No Exhibitor may assign, sublet or apportion any portion of his space. Booths may be shared by multiple vendors at the discretion of the committee.

16. NOISE – Public address or other loud devices for the reproduction of sound beyond the individual Exhibitor booth, or excessive operating noise that distracts neighboring Exhibitors is prohibited.

17. LIMIT OF LIABILITY – The committee shall not be responsible for any injury, loss of damage that may occur to the Exhibitor of the Exhibitor’s property, employees or any others designated by them, from any cause whatsoever prior, during or after the conference activities. Nor shall the committee be held liable for an act of God that makes the facility unusable during this period. The Exhibitor, furthermore, upon a signed agreement, releases the committee from and agrees to indemnify and save harmless the committee against any and all claims for such loss, damage and injury to Exhibitor and Exhibitor representatives. Exhibitors are liable for any damage caused by affixing displays to building floors, walls or to standard booth equipment, or for damages caused by the Exhibitor in any other manner. The committee will not be responsible for delays, damage, loss, increased cost, or any other circumstance beyond its control.
18. REFUNDS – If you choose to withdraw your application to exhibit, requests for refunds must be received by January 24, 2023. Withdrawal as an exhibitor prior to the deadline will result in your logo being removed from the Conference Program unless you choose to apply your booth fee towards our Patron Program. In this case, you would be recognized as a Bronze Level Patron. No refunds will be granted after the deadline; however you may still choose to participate as a Bronze Level Patron.
Figure 1 - Exhibit Booth Floor Plan
Table spots P1 thru P5
2023 IEEE Aerospace Conference Exhibit Booth Application Form

Date: ____________________

Exhibiting Organization Name: _________________________________________________________________

Exhibiting Organization Address: ______________________________________________________________

Primary Contact Name: ____________________ Title: ________________________

Primary Contact Phone: ____________________ Email: ________________________

Exhibitor Name: ____________________ Email: ____________________ Mobile: ____________________

Exhibitor Name: ____________________ Email: ____________________ Mobile: ____________________

Exhibitor Name: ____________________ Email: ____________________ Mobile: ____________________

Guest Name(s): __________________________________________________________ Email: __________

Guest Name(s): __________________________________________________________ Email: __________

Guest Name(s): __________________________________________________________ Email: __________

Number of Exhibitor Registrations Requested: _______

Please indicate who above receives these registrations.

Requested Booth: _______ Booth Fee Payment Amount: ______________________

Our program is very flexible and open to other suggestions for support. Please do not hesitate to contact me at promotions@aeroconf.org.

Please fill in this form and email it to promotions@aeroconf.org. All payments can be made through the conference website via credit card.

On behalf of the IEEE Aerospace Conference, thank you for choosing our conference to exhibit your products and services!

Bob Sievers
Patron & Exhibitor Chair
2023 IEEE Aerospace Conference

P.O. Box 3105, Manhattan Beach, CA. 90266 (443) 839-4962