



2019 exhibiting and sponsorship opportunities



Leadership *for* Learning

Ohio School Boards Association Capital Conference and Trade Show



OSBA invites you to showcase your company at the 2019 Capital Conference and Trade Show. This annual event brings together key decision-makers from over 90% of Ohio public school districts.

EXHIBITING

Maximize your visibility with key Ohio public school decision-makers

“The OSBA Conference was one of my best events of the year. I made numerous contacts, met old friends and increased my networking base. I can’t wait for next year’s conference.”

— Alan Stouder
state coordinator, Ohio Operation Lifesaver

Why exhibit?

- Expose your company to a \$16 billion educational market
- Meet the people who make purchasing decisions in Ohio’s schools
- Network with over 9,200 attendees
- Increase your name and product recognition
- Introduce new products and programs to the public school market
- Attend one of the largest educational trade show in the nation

As a provider of school services and supplies, your company will have the opportunity to share information, acquire new customers and establish new markets in the Ohio public education industry as you network with over 9,200 board members, superintendents and other key personnel.

Questions?

Contact Wanda Bloch at
(614) 540-4000, ext. 285, or wbloch@ohioschoolboards.org

Who attends

- school board members
- superintendents
- treasurers
- curriculum directors
- principals
- communication directors
- business managers
- transportation supervisors
- school technology directors
- human resource directors

Conference highlights

- Nationally acclaimed keynote speakers.
- Specialized tracks of learning sessions for transportation supervisors, curriculum directors, food service coordinators, administrative assistants and others draw additional district staff to the conference.

Reserve now for the best booth location! Visit <http://exhibitors.ohioschoolboards.org>.

EXHIBITING

Exhibitor registration is one click away at <http://exhibitors.ohioschoolboards.org>.

Dates and location

OSBA Capital Conference and Trade Show
November 10-12, 2019
Greater Columbus Convention Center

Conference statistics*

- 9,214 attendees
- 92% of Ohio school districts represented
- Ranked as the second-largest educational conference in the nation
- One of the largest educational trade shows in the nation

* based on 2018 registration.

2019 booth pricing

Front third of exhibit hall

Standard	10' x 10'	\$1,050
Corner	10' x 10'	\$1,075

Middle third of exhibit hall

Standard	10' x 10'	\$1,000
Corner	10' x 10'	\$1,025
Island	20' x 20'	to inquire, call (614) 540-4000

Exhibitor benefits

- Standard booth, including 8' back drape and 3' side drape partition
- Complimentary 7' x 44" booth signage with company name and booth number
- Complimentary exhibit hall badges for eight staff members per booth
- Company listing in the event app
- Company listing in the program guide (if reservation received by July 31)
- Access to a pre-and post-attendee lists

Exhibitor schedule

Sunday, Nov. 10	Exhibitor move in	11 a.m. to 7 p.m.
Monday, Nov. 11	Exhibitor move in	7 a.m. to 9:30 a.m.
	Exhibit hall open	10 a.m. to 5 p.m.
Tuesday, Nov. 12	Exhibit hall open*	9 a.m. to 1 p.m.
Tuesday, Nov. 12	Exhibitor move out**	1 p.m. to 6 p.m.

*Exhibitors will have access to their booths beginning at 8 a.m.

**Any exhibitor packing up or moving out before 1 p.m. on Tuesday, Nov. 12, will be subject to penalties including, but not limited to, loss of booth preference or exhibiting privileges in subsequent years. Any flooring that has been installed by an exhibitor must be removed during move-out hours. You will be charged a service fee if GCCC staff have to remove the flooring.



The power of exhibitions

Face-to-face has never been stronger.
Face-to-face is simply better.



Create brand recognition and maximize your visibility.

PROMOTIONAL OPTIONS

“We’ve been exhibiting at the OSBA Capital Conference for over 10 years, and the quality of the show and helpfulness of the staff has remained consistent year after year. This show has proved a great investment for our company!”

— Brittany Bradford, sales, marketing & customer relations coordinator, SCG Fields LLC

As an exhibitor, you know how important it is to advertise your company and drive attendees to your booth. Check out these great promotional options to do just that.

Attendee bag insert: \$300

Insert a brochure or one-page flyer in attendees’ bags to get your message out. Exhibitor will provide materials for 2,000 bags.

InfoAds: \$100

Broadcast your message on monitors located throughout the main concourse and exhibit hall. PowerPoint ads are placed in between up-to-the-minute conference announcements.

Graphics

Capture attendees’ eyes as they enter the convention center and navigate their way through the main concourse and into the exhibit hall. Call to inquire.

VendorLink: \$100

Connect with leaders and drive traffic to your website by having your company’s information on the OSBA website. This is a yearly subscription.



VendorBook

A yearly directory of goods and services for schools mailed with the August Journal. For rates and sizing, contact Wanda Bloch, wbloch@ohioschoolboards.org or visit www.ohioschoolboards.org/exhibitor-marketing.

OSBA Journal

Advertise in OSBA’s flagship publication, the only education-related magazine sent to all of Ohio’s public school board members, superintendents, treasurers, school officials and legislators. There is no better way to familiarize your business with these school decision-makers than to exhibit at the conference and advertise in the Journal.



As a courtesy to exhibitors, these prices are lower than our normal advertising rates. These special rates are only available to registered exhibitors.

Size	Rate	Ad dimensions (w x h)
Full page	\$1,206.50	7.5" x 9.5"
Two-thirds page	\$916.75	7.5" x 6.25"
One-half page	\$736.25	7.5" x 4.75"
One-third page	\$513	7.5" x 3.25"
One-sixth page	\$308.75	2.5" x 4.75" or 4.875" x 2.5"

The October Journal is the pre-conference publication. Ads are due Sept. 3. The December issue is the conference wrap up. Ads are due Dec. 4.



A variety of sponsorship opportunities are available to help you meet your goals and stand out from the crowd.

SPONSORSHIPS

“Working with OSBA is a very easy and professional experience. Staff took the time to understand our goals, budget and target audience to craft a unique strategy to help us reach our audience. We were presented with a variety of mediums in which to communicate our message and the flexibility in the sponsorship package made us comfortable with the value we received for our marketing investment.”

—Bob Hyneman, senior district vice president,
VALIC Financial Advisors Inc.

OSBA sponsors benefit from:

- face-to-face networking time
- exposure in all conference promotional materials
- on-site signage recognizing sponsorship
- an opportunity to include marketing piece in attendee bags
- exposure on OSBA’s conference website
- increased brand recognition

Bronze level

Passport Stamping Station

One day: \$1,200 • Two days: \$2,000

Instantly become a “hot spot” in the exhibit hall as attendees come by your booth to have their passports stamped.

Includes:

- one-third page ad in the conference guide
- one InfoAd

Relaxation Station

One day: \$1,200 • Two days: \$2,000

Be one of the companies attendees think of while they are being pampered.

Includes:

- one-third page ad in the Conference Guide
- one InfoAd

Spotlight Session

\$3,000

Co-sponsor one of our Spotlight Sessions covering key topics. Sponsors are invited to attend and network with attendees.

Includes:

- one-third page ad in the Conference Guide
- one-third page ad in October Journal
- one InfoAds

SPONSORSHIPS

Optimize your experience.

Silver level

General Session

\$5,000

Nationally renowned keynote speakers are a highlight of the conference. Co-sponsors can choose between two General Sessions.

Includes:

- entrance to sponsored event
- 10' x 10' exhibitor booth in the exhibit hall at half price
- one-half page ad in Conference Guide
- one-half page ad in October OSBA Journal
- three InfoAds

Conference Luncheon

\$6,000

Attended by hundreds, the popular luncheon will feature a nationally acclaimed speaker. Co-sponsors are invited to attend and network with attendees.

Includes:

- entrance to sponsored event
- table for eight at the luncheon
- company name on table tents
- 10' x 10' exhibitor booth in the exhibit hall at half price
- one-half page ad in Conference Guide
- one-half page ad in October OSBA Journal
- three InfoAds
- sponsor may provide additional promotional items at tables pending OSBA approval

Welcome Reception

\$6,000

Welcome attendees at the conference's official kickoff. Co-sponsors are encouraged to attend and network with attendees.

Includes:

- 10' x 10' exhibitor booth in the exhibit hall at half price
- one-half page ad in Conference Guide
- one-half page ad in October OSBA Journal
- three InfoAds

Gold level

President's Reception

\$8,000

Socializing, beverages and hors d'oeuvres highlight this festive event. Come greet OSBA's president and network with attendees.

Includes:

- 10' x 10' exhibitor booth in the exhibit hall
- VendorLink subscription for one calendar year
- one-half page ad in Conference Guide
- one-half page ad in October OSBA Journal
- four InfoAds

Platinum level

Attendee bags

\$15,000 • Exclusive

Every paid attendee receives a coupon for an attendee bag. The conference bag is a great way to get your company's logo in the hands of every educational decision-maker in the state!

Includes:

- 10' x 10' exhibitor booth in the exhibit hall
- VendorLink subscription for one calendar year
- opportunity to manage the booth where attendees pick up their bags
- opportunity to have a wall or floor graphic on-site
- full page ad in Conference Guide
- full page ad in October OSBA Journal
- five InfoAds

Attendee lanyards

\$15,000 • Exclusive

Every attendee receives a lanyard for the conference. This sponsorship is a great way to ensure your company's name and information is seen and worn by all conference attendees.

Includes:

- 10' x 10' exhibitor booth in the exhibit hall
- VendorLink subscription for one calendar year
- opportunity to have a wall or floor graphic on-site
- full page ad in Conference Guide
- full page ad in October OSBA Journal
- five InfoAds

SPONSORSHIPS

Stand out from the rest.

Attendee pens

\$12,000 • Exclusive

Get your logo in attendee hands by providing a pen that will be included in attendee bags.

Includes:

- 10' x 10" exhibitor booth in the exhibit hall
- VendorLink subscription for one calendar year
- opportunity to have a wall or floor graphic on-site
- full page ad in Conference Guide
- full page ad in October OSBA Journal
- five InfoAds

Conference App

\$12,000 • Exclusive

Your ad will be viewed by the tech-savvy audience on the main page of the app. Every time an attendee opens the app, he or she will see your advertisement.

Includes:

- 10' x 10' exhibitor booth in the exhibit hall
- VendorLink subscription for one calendar year
- opportunity to have a wall or floor graphic on-site
- full page ad in Conference Guide
- full page ad in October OSBA Journal
- five InfoAds
- one push notification each day of the conference (subject to OSBA approval)
- if anyone from your company has a speaking slot(s), you also will have the opportunity to have a session sponsor banner ad in the app



Stand out from the rest.

Sponsorship opportunities at the OSBA Capital Conference advance your reach and expand your brand awareness.



PRESENTATION OPPORTUNITY

OSBA begins looking for topics related to administrative and educational issues in February of each year. You can submit your nomination online at <http://conference.ohioschoolboards.org/nominate>. The deadline for learning session submissions is March 8.

Nominations will only be accepted from exhibiting companies. Please consider having a public school individual on the speaker panel. Topics should be timely and informative — not an advertisement.

We are looking for sessions that address:

- student achievement
- leadership
- community engagement
- facilities
- school finance
- school law
- human resources

Attendees are:

- school board members
- superintendents
- treasurers
- curriculum directors
- principals
- communication directors
- business managers
- transportation supervisors
- school technology directors
- human resource directors

Note: Vendors who participate in a presentation with a member school district for the purpose of discussing a particular product or service are required to be confirmed exhibitors participating in the trade show. No exceptions are allowed.



PAST EXHIBITORS

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Thank you 2018 exhibitors

#SocialSchool4EDU
1-888-OHIOCOMP
300m
A.G./M-F Athletic
ABM Education
Abre
Achieve 3000 Inc.
Active Transportation
Academy
Acuity-VCT Inc.
AECOM
AEP Ohio
Air Force One Inc.
Alco-Chem Inc.
Alert Labs
Alertus Emergency
Notification
All American Workwear &
School Uniforms
Allegion PLC
Alma
Alpha & Omega Building
Services
American Dairy Association
Midwest
American Fidelity
American Legion Buckeye
Boys State
Anchorman Inc.
Antioch University Midwest
Apptegy
Aramark K-12 Education
Architectural Vision Group Ltd.

Armstrong World Industries
Inc./Tectum
Arthur J. Gallagher & Co.
Ashland University
Professional Development
Services
AstroTurf
ATT Sports Inc.
Avigilon USA Corporation
Baird Public Finance
Battelle for Kids
BCL IT Consulting
Bearcade Door Control
Systems
Beck Studios Inc.
Belden Brick
Belimo Americas
Beynon Sports Surfaces Inc.
Bluffton University
BoardDocs
Boenning and Scattergood
Inc.
Bolo Stick LLC
Bonefish Systems
Bottomline Auctions Inc.
Bradley Payne Advisors LLC
Brainstormers! LLC
Brentwood Builders
Brewer-Garrett Co.
Bricker & Eckler LLP
Brock USA
BSHM Architects
BSN Sports

Buckeye Association of
School Administrators
Buckeye Bleacher Repair Inc.
Buckeye Educational Systems
Buckeye Firearms Foundation
Buehrer Group, Architecture
and Engineering Inc.
Burges & Burges Strategists
BuyBoard
Call A Doctor Plus
Capitol Aluminum & Glass
Corp.
Cardinal Bus Sales & Service
Inc.
Casio America Inc.
CCG Automation Inc.
CDW-G
Central State University
Certified Flooring Distributors
CET Public TV
CF Educational Solutions
Champions
Chartwells School Dining
Services
Cincinnati Floor Co.
Clear Touch Interactive
Clearview Tinting
CMTA Consulting Engineers
Columbus Blue Jackets
CompManagement
CompManagement Health
Systems
Continental Office

Control Systems of Ohio
COSI
Costco Wholesale
Cotterman & Co. Inc.
CR architecture + design
Creadio
Creative Safety Products
CTL Engineering Inc./ICS Inc.
Current Surfaces Inc.
Daktronics
Dan Binford & Associates
Dant Clayton Corp.
David Williams & Associates
Inc.
DecisionInsite
Design Graphics Group Inc.
Diligent Electronic Security
Systems LLC
DriveMind Group
DS Architecture
Duro-Last Roofing —
Engineered Systems
Dynamix Energy Services
E&D Specialty Stands Inc.
Edmentum
eDoctrina Corporation
Educational Funding Group
Inc.
Educational Service Center of
Central Ohio
Educational Testing Service
Educators Preferred Corp.
Elevar Design Group

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Elford Inc.	Huffmaster Strike Services	Megen Construction Co. Inc.	Ohio Association of Secondary
EMOD LLC	Hugh O'Brian Youth	Metz Culinary Management	School Administrators
Energy Optimizers USA	Leadership (HOBY)	Meyer Design Inc.	Ohio Coalition for Equity &
Energy Systems Group	IAP Government Services	Miami University College	Adequacy of School Funding
Enlit LLC	Group	of Education, Health &	Ohio Council of Educational
Entry Shield Security	ICON Construction Solutions	Society	Purchasing Consortia
eSchoolView	Illuminate Education Inc.	Michael H. Holliday Co.	(OCEPC)
ESS	Imagine Learning Inc.	Milestone Benefits Agency	Ohio Council of Teachers of
Fanning/Howey Associates Inc.	Indiana Wesleyan University	Inc.	Mathematics (OCTM)
Farnham Equipment Co.	Infinite Campus Inc.	Mindplay Virtual Reading	Ohio Department of Education
FiberTite Roofing	Innovative Modular Solutions	Coach	Ohio Distance Learning
FieldTurf	Insulated Roofing Contractors	MKC Associates Inc.	Association (OhioDLA)
Fifth Third Securities Inc.	Inter-State Studio	Mobilease Modular Space Inc.	Ohio Dominican University
FinalForms	International Academy of	Moody•Nolan Inc.	(ODU)
First Student Inc.	Science	Mount St. Joseph University	Ohio Educational Service
Folding Equipment Co. LLC	International Dyslexia	MSA Design/MSA Sport	Center Association
Forbo Flooring Systems	Association	MT Business Technologies	Ohio High School Athletic
Forecast5 Analytics Inc.	Interstate Restoration	Inc.	Association
ForeverLawn of Ohio Inc.	IST Ohio Inc.	Multivista Construction	Ohio History Connection
FranklinCovey Education	ITSavvy	Documentation	Ohio Online
Freytag & Associates Inc.	J.M. Verostko Inc. Consulting	Musco Sports Lighting	Ohio PTA
Architects/Engineers	Engineers	Music City Popcorn	Ohio School Boards
Frontline Technologies Group	J+J Flooring Group — Invision	National Chemical	Association
LLC	& Kinetex	Laboratories Inc.	Ohio School Plan (OSP)
Gaggle Net Inc.	JadeTrack	National School Boards	Ohio Schools Council
Gardiner	Janson Industries	Association (NSBA)	Ohio Translation Services LLC
Garmann/Miller Architects-	Jefferson County ESC Virtual	National Connections	Ohio University — The Patton
Engineers	Learning Academy	program	College of Education
Gilbane Building Co.	Johnson Controls Inc.	Neighborhood Bridges	Ohio Utilities Protection
GoKeyless	Julian & Grube Inc.	NEOLA Inc.	Service
GPD Group	K&K Systems Inc.	NEOnet — Northeast Ohio	OhioDots/Dippin Dots
GradyBenefits	Kent State University	Network for Educational	OHM Advisors
Grand Canyon University	Kids PAC	Technology	Olsavsky Jaminet Architects
Grant Us Hope	Kiefer U.S.A.	Neuhaus Education Center	On Demand Drug Testing and
Great Lakes Biomedical	Kurtz Bros/John R Green Co	Next Level Prep	Work Solutions
Greenspace Construction	Laketec Communications Inc.	Nightlock Lockdown Door	One Call Now
Services	Learning Circle Education	Barricade	OnScene Technologies Inc.
Griffin Sports Equipment	Services	nora systems Inc.	Operation Lifesaver
Guardian Alarm	Learning.com	North America Central School	Optilumen
H.E.A.T. Total Facility	LED3	Bus Co.	OSBA School Transportation
Solutions Inc.	Legat Architects	Northwestern Ohio Security	Consulting
Hammond Construction	Lesko Associates Inc.	Systems Inc.	OSBA/OASBO SchoolComp
Hannah News Service Inc.	Levin Porter Associates Inc.	NPI Audio Visual Solutions	Safety Program
Harlem Wizards	Liberty Mutual Insurance	NSTA	OSports
Haskell Office	Lightspeed Technologies Inc.	NWEA	Ozanne Construction Co. Inc.
Haugland Learning Center	Lincoln Learning Solutions	Oberfields LLC	Palmer Conservation
Heiberger Paving Inc.	Martin Public Seating	ODNR-Division of Wildlife	Consulting
Hellas Sports Construction	Mays Consulting & Evaluation	Ohio Association of	Parallel Education
Inc.	Services Inc.	Elementary School	PaySchools
Hillyard Inc.	Medical Mutual	Administrators	PCG Education
Holdfast Technologies LLC	Meeder Investment	Ohio Association of School	Pella Window & Door Co.
Horizon Network Partners	Management	Business Officials	(Gunton Corp.)

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Penchura LLC
Perfection Group Inc.
Petermann Ltd.
Playworld Midstates
Plug Smart
PNC Financial Services Group
PowerSchool
Prepare U Mental Health Curriculum
PriceMDs
Primary Health Solutions
Prodigy Building Solutions LLC
ProgressBook by Software Answers Inc.
Project Lead the Way
Proximity Learning
Prunty Adjusting LLC
Public Finance Resources Inc.
PublicSchoolWORKS
QBS Inc. — Quality Behavioral Solutions
Qualtrics
Rachel Wixey & Associates LLC
RBC Capital Markets
Regency Construction Services Inc.
Registration Gateway
Renhill Group
Rentacrate Enterprises LLC
Rep Source LLC
Republic Storage Products LLC
Resource International Inc.
RetireMEDIQ
Richardson Compensation Consulting LLC
RJ Beck Protective Systems
Robertson Construction Services Inc.
RoofConnect
Ross Environmental
Ross, Sinclair & Associates LLC
Ruling Our eXperiences Inc. (ROX)
Ruscilli Construction Co. Inc.
Rush Bus Centers of Ohio
Rx Ohio Collaborative
S.A. Comunale
Safeguard/IMMI
SameGoal Inc.
SC Strategic Solutions
Scenic Solutions
SCG Fields LLC
Scholar Craft
School Ministries Ohio
School Safe ID LLC
Schoolbox
SchoolPointe
SCHOOLSin
Schorr Architects Inc.
Science Education Council of Ohio
Scott Scriven LLP
Securitech Group Inc.
Security Voice Inc.
Select Security
Seon
SFE — Southwest Foodservice Excellence
Shafley Plan Management Services LLC
Shaw Industries
Shook Touchstone
SHP Leading Design
Sightlines Athletic Facilities
Site Technology Inc.
Skanska USA Building
SOCS Website Solutions & FES Services
Sodexo
S_L Harris/Day Architecture
Solar Tint
Solential Energy
South Central Ohio Insurance Consortium
Southern Bleacher Co. Inc.
SPEC Athletic
Spectrum Industries Inc.
Sponsor Burst Inc
SPORT SAFE Testing Service Inc.
SportMaster
Sportworks Field Design
Squire Patton Boggs (US) LLP
Staley Shoe Repair
STAN and Associates Inc.
Status Solutions LLC
Steelcase with Ohio Desk and Loth
Stifel
Stop the Bleed
Sturdisteel Co.
Summit Construction Co. Inc.
Sunflower Seeds Press
Taher Inc.
Tape Central Inc.
Tarkett Tandus Centiva Johnsonite
Tattletale Portable Alarm Systems
Teaching.com
Techline Sports Lighting
Technique Roofing Systems LLC
TekVisions
Terrace Metrics
The American Red Cross
The Education Connection (Insta-Info Inc.)
The Ennis Britton Consulting Group
The Final Floor Inc.
The Garland Co. Inc.
The Impact Group
The Jefferson Health Plan
The Management Council
The Motz Group
The Nutrition Group
The Ohio Floor Co.
The Ohio Tuition Trust Authority
The Ruhlin Co.
ThenDesign Architecture (TDA)
ThinkCERCA
ThinkStretch
Thomas Built Buses by Ohio CAT
Thomas Built Buses/Myers Equipment Corp.
Threat Extinguisher
Tiffin Scenic Studios Inc.
TIPS
Toadvine Enterprises Inc.
Todd Associates Inc.
Tom Sexton and Associates Inc.
Top Tier Storage Products
Tower Engineering Inc.
TRANE
Transfinder
TTL Associates Inc.
TurfTecs
Turner Construction Co.
University of Dayton Department of Educational Administration
University of Mount Union
Valcom Inc.
Valic Financial Advisors
VARtek Services Inc.
Vasco Sports Contractors
Vescio's SportsFields
Victory Innovations Co
ViewSonic Corp.
Vincent Lighting Systems
Vinson Consulting LLC
Virco Inc.
Vista Consulting Group LLC
VitalSigns Wall of Fame
VolunteerNow
Voya Financial Advisors
VS America
VSWC Architects
Waibel Energy Systems
Warther Woodworking
Washington National Insurance
Wenger Corp.
West Roofing Systems Inc.
Western Reserve PBS
WhyTry
Willandale Golf Cart Sales
Williams Scotsman Inc.
Window Armor LLC
Zimmerman School Equipment Inc.
ZKTeco USA

Reserve your booth now
for the best booth location! Visit
<http://exhibitors.ohioschoolboards.org>.