

2020 virtual exhibiting and sponsorship opportunities



Leadership for Learning

Ohio School Boards Association Capital Conference and Trade Show

A virtual experience | Nov. 7 - 10, 2020



OSBA invites you to showcase your company at our 2020 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.

“We find exhibiting at the OSBA Conference each year is very beneficial for our firm as well as attending various learning sessions that are relevant to designing educational facilities.”

— Rachel Rauscher
associate marketing manager, Moody Nolan

Why exhibit?

- Expose your company to a \$16 billion educational market.
- Meet the people who make purchasing decisions in Ohio's schools.
- Network with attendees.
- Increase your name and product recognition.
- Introduce new products and programs to the public school market.

As a provider of school services and supplies, your company will have the opportunity to share information, acquire new customers and establish new markets with OSBA.

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 your virtual booth now! 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 7-10, 2020

A virtual experience

Conference statistics*

- 8,947 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 2019 registration.*

2020 virtual booth pricing

All booths are \$500

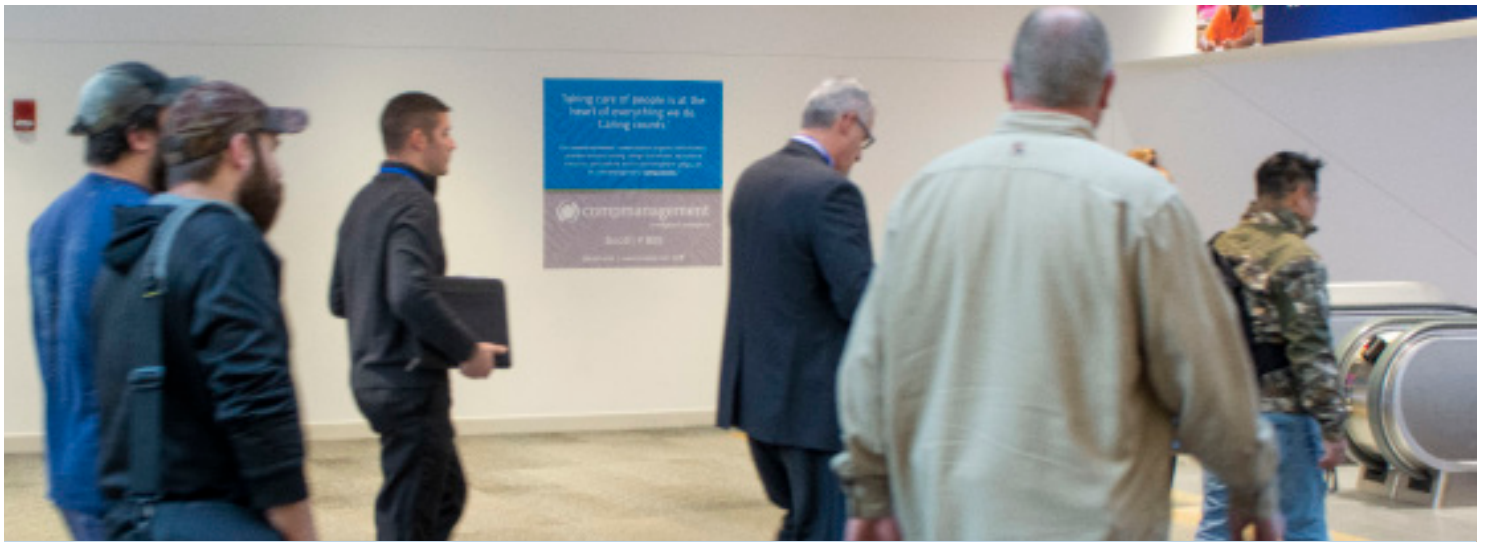
Virtual exhibitor benefits

- One standard virtual booth.
- Complimentary exhibit badges for four staff members per booth.
- Access to pre-(must be registered by Oct. 16) and post-attendee lists.

Exhibitor schedule*

Monday, Nov. 9	Exhibit hall open	10 a.m. - 4 p.m.
Tuesday, Nov. 10	Exhibit hall open	10 a.m. - 4 p.m.

*Times subject to change.



Create brand recognition and maximize your visibility.

PROMOTIONAL OPTIONS

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.

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

“Our marketing calendar centers around OSBA’s Capital Conference every year. No other event provides us the opportunity to connect with our clients one on one and build new relationships in the K-12 market. It also allows our team to learn the latest educational insights and how we need to enhance our designs for today’s learning environments. We wouldn’t miss OSBA!”

— Doug Rentz
marketing director, Garmann/Miller Architects-Engineers

OSBA sponsors benefit from:

- exposure in all conference promotional materials
- exposure on OSBA’s conference website
- increased brand recognition

Bronze level

Morning Virtual Yoga

\$1,250

Help attendees kick the day off nice and relaxed, ready to go with a virtual yoga session. This 30 minute session will feature your company logo as attendees follow along with the instructor. Exclusive (Two One still available)

Package includes:

- 1/3 page ad in October Journal
- Logo on full agenda in the time slot for sponsored yoga session
- Logo included within the session
- Logo on sponsorship page

Afternoon Refresher Break

\$1,250

Help attendees relax and recharge with two minute meditation sessions on Monday and Tuesday afternoon. Exclusive

Package includes:

- 1/3 page ad in October Journal
- Logo on full agenda in the time slot for sponsored yoga session
- Logo included within the session
- Logo on sponsorship page

SPONSORSHIPS

Stand out from the rest.

Silver level

Spotlight Session

\$3,000

Exclusive sponsor of one of our spotlight sessions covering key topics. Your logo appears on the agenda in the time slot for the sponsored session and within the session. (Four Three still available)

Package includes:

- 1/3 page ad in October Journal
- 1/3 page ad in December Journal
- One banner ad throughout the day of session
- Logo on full agenda in the time slot for the sponsored session
- Logo within the featured session
- Logo on sponsorship page

General Session/Town Hall

\$4,000

A highlight of the conference, the general sessions and town hall are where we bring all attendees together. Co-sponsors will have their logo appear within the session and we invite you to join the session you sponsor. (Three options to select from – limit to three sponsors per an event)

Package includes:

- ½ page ad in October Journal
- ½ page ad in December Journal
- One banner ad on the splash page to run throughout the day of session
- 30 minutes of dedicated networking in the networking room on day of session
- Logo within the featured session
- Logo on sponsorship page

Exhibitor Express Talks

\$4,000

Take advantage of our new virtual learning session where you get 30 minutes to discuss an educational/informational topic with the opportunity to have a question and answer session. Your logo will appear on the event agenda and within your sponsored sessions.

Package includes:

- ½ page ad in October Journal
- ½ page ad in December Journal
- Two 30-minute sessions/demos
- Logo on full agenda in the time slot for your sessions
- Logo within your sessions
- Logo on sponsorship page

Gold level

Coffee Chat

\$5,000

Gather virtually with attendees as they start their day with a 30-minute hot topic session lead by your team. (Exclusive daily sponsorship) (Three Two still available)

Package includes:

- ½ page ad in October Journal
- ½ page ad in December Journal
- Logo on full agenda in the time slot for your session
- Logo within sponsored event
- Logo on sponsorship page
- One banner ad on the splash page to run throughout the day of the chat
- Marketing piece in attendee virtual bag (PDF file)

Platinum level

Virtual Conference Lobby

\$15,000

Your logo will be front and center as attendees log on to join us for the conference daily. In addition, anytime they navigate back to the event home screen they will see your logo. This is a great way to build brand visibility. (For sponsorship limit)

Package includes:

- Full page ad in October Journal
- Full page ad in December Journal
- Included in daily welcoming message
- Logo displayed on the main lobby page
- Logo on the sponsorship page
- One banner ad to run on the splash page daily during the conference
- 30 minutes of dedicated networking in the networking room
- One 30-minute session/demo in the Exhibitor Express Talks
- Virtual trade show booth
- Marketing piece in attendee virtual bag (PDF file)



PRESENTATION OPPORTUNITY

OSBA begins looking for topics related to administrative and educational issues in February of each year.

Nominations will only be accepted from exhibiting companies and must include a public school member district on the 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

You can submit your nomination online at **<http://conference.ohioschoolboards.org/nominate>**. The deadline for learning session submissions is March 4.

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 that a member school district nominated 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.



2019 EXHIBITORS

Thank you to the following exhibitors who participated in our 2019 Capital Conference and Trade Show:

#SocialSchool4EDU
1-888-OHIOCOMP
300m
A.G./M-F Athletic
ABM Education
Abre
ACT Global Sports
Acuity-VCT Inc.
AECOM
AEP Ohio
AIG Retirement Services
Air Force One Inc.
Albourn Translation Services
All-N-All Supplies LLC
Allegion PLC
Alma
Alpha & Omega Building
Services
American Dairy Association
Midwest
American Fidelity
Anatomage
Apex Learning
Approach Marketing + EPIC
Impact
Apptegy
Aramark K-12 Education
Architectural Vision Group Ltd.
Armstrong World Industries
Inc./Tectum
Arthur J. Gallagher & Co.

Ashland University
Professional Development
Services
ASM Modular Systems Inc.
AstroTurf
AVID
Bailey Communications Inc.
Baird Public Finance
Battelle for Kids
BCL IT Consulting
Bearcade Door Control
Systems
Beck Studios Inc.
Bee-Safe
Behnke Associates Inc.
Belden Brick
Benchmark Biodiesel
Benchmark Education
Beynon Sports Surfaces Inc.
BoardDocs
Boenning and Scattergood
Inc.
Bolo Stick LLC
Bonefish Systems
Bradley Payne Advisors LLC
Brentwood Builders
Brewer-Garrett Co.
Bricker & Eckler LLP
Brock USA
BSHM Architects

Buckeye Association of
School Administrators
Buckeye Bleacher Repair Inc.
Buckeye Educational Systems
Buckeye Firearms Foundation
Buehrer Group, Architecture
and Engineering Inc.
Burgess & Burgess Strategists
Call A Doctor Plus
Capitol Aluminum & Glass
Corp.
Cardinal Acoustics
Cardinal Bus Sales & Service
Inc.
CCG Automation Inc.
Central Ohio Audio Video
CET Public TV
CF Educational Solutions
Champions Before- and After-
School
Chartwells School Dining
Services
Children's Hunger Alliance
Cincinnati Floor Co.
Citizens for Civic Renewal
City Connects
Classcraft
Clearview Tinting
CMTA Consulting Engineers
Columbus Blue Jackets
Communities in Schools

CompManagement
CompManagement Health
Systems
Consortium for Educational
Change
Continental Office
Control Systems of Ohio
COSI
Cotterman & Co. Inc.
Creative Learning Systems
Inc.
CTL Engineering Inc./ICS Inc.
Current Surfaces Inc.
Daktronics
Damschroder Roofing
Dant Clayton Corp.
Davis Demographics
Dee Ann Stricklett Leadership
& Educational Consulting
Depco Enterprises LLC
Descon Inc.
Diamond Assets
Diligent Electronic Security
Systems, LLC
DriveMind Group
Duro-Last Roofing -
Engineered Systems
DWA Recreation Inc.
Dynamix Energy Services
E&D Specialty Stands Inc.
eDoctrina Corp.

2019 EXHIBITORS

Educational Funding Group Inc.	Harlem Wizards	Medical Mutual	Business Officials
Educational Service Center of Central Ohio	Haskell Education	Meeder Investment Management	Ohio Association of Secondary School Administrators
Educators Preferred Corp.	Hayes Software Systems	Megalith LLC	Ohio Business Week Foundation
Elevar Design Group	Heiberger Paving Inc.	Megen Construction Co. Inc.	Ohio Coalition for Equity & Adequacy of School Funding
Elford Inc.	Hellas Sports Construction Inc.	Metz Culinary Management	Ohio Council of Educational Purchasing Consortia (OCEPC)
EMOD LLC	Hennes Communications	Meyer Design Inc.	Ohio Department of Education
Energy Optimizers, USA	Hilltop Securities	Miami University College of Education, Health & Society	Ohio Educational Service Center Association
Enlit LLC	Hillyard Inc.	Mid-America Business Systems	Ohio High School Athletic Association
Entry Shield Security	HOBY Youth Leadership	Midstates Recreation	Ohio History Connection
Equal Level	Holdfast Technologies LLC	Midwest Floor Restore	Ohio Homeland Security
eSchoolView	Hoonuit Enrollment Analytics (formerly DecisionInsite)	Milestone Benefits Agency Inc.	Ohio Online
Extron	Huffmaster Strike Services	Mobilease Modular Space Inc.	Ohio PTA
Fanning/Howey Associates Inc.	ICON Construction Solutions	Moms Demand Action/Everytown for Gun Safety	Ohio School Plan (OSP)
Farnham Equipment Co.	Illuminate Education Inc.	Moody•Nolan Inc.	Ohio Schools Council
FiberTite Roofing	Imagine Learning Inc.	Motz Engineering	Ohio University — The Patton College of Education
FieldTurf	Infinite Campus Inc.	MSA Design/MSA Sport	OHIO811
Fifth Third Securities Inc.	Innovative Modular Solutions	MT Business Technologies Inc.	OHM Advisors
FinalForms	Inter-State Studio	Musco Sports Lighting	Olsavsky Jaminet Architects
First Student Inc.	International Academy of Science	National Chemical Laboratories Inc.	On Demand Drug Testing and Work Solutions
FMD Architects Inc.	IST Ohio Inc.	National School Boards Association	One Call Now
Forbo Flooring Systems	J. M. Verostko Inc. Consulting Engineers	NEOLA Inc.	OnToCollege
Forecast5 Analytics Inc.	J+J Flooring	NEOnet – Northeast Ohio Network for Educational Technology	Operation Lifesaver
ForeverLawn of Ohio Inc.	Janson Industries	Nevco Inc.	OSBA/OASBO SchoolComp Safety Program
FranklinCovey Education	Jefferson County ESC Virtual Learning Academy	NewsBank Inc.	Ozanne Construction Co. Inc.
Freytag & Associates Inc. Architects/Engineers	Julian & Grube Inc.	Newsela	Palmer Conservation Consulting
FTN Financial	K&K Systems Inc.	Next Level Prep	Panorama Education
Gardiner	Kent State University	Nightlock Lockdown Door Barricade	ParentSquare
Garmann/Miller Architects-Engineers	Kids PAC	North America Central School Bus Co.	PaySchools
Get more math	Kiefer U.S.A.	Northwestern Ohio Security Systems Inc.	Pella Window & Door Co. (Gunton Corp.)
Gilbane Building Co.	Kurtz Bros/John R. Green Co.	NPI Audio Visual Solutions	Petermann Ltd.
GoKeyless	Lake Erie Electric	NS Wash Systems	Plug Smart
GovDeals Inc.	Leadership Excelleration Inc.	Oberfields LLC	PNC Financial Services Group
GPD Group	Learning Trail Graphics	ODNR-Division of Wildlife	Porter Wright Morris & Arthur LLP
Graduation Alliance	Learning.com	Off the Wall Sounds	PowerSchool and Microsoft EdTech Showcase
GradyBenefits	Legat Architects	Ohio Association of Elementary School Administrators	Presence Management LLC
Grant Us Hope	Lesko Associates Inc.	Ohio Association of School	Prodigy Building Solutions LLC
Great Lakes Biomedical	Levin Porter Associates Inc.		
Greenspace Construction Services	LifeTrack Services Inc.		
Griffin Sports Equipment	Lightspeed Technologies Inc.		
Guaranteed Clean Energy	Lincoln Learning Solutions		
Guardian Defender Security	Live Technologies LLC		
Defense Systems for Doors	Lott Industries Inc.		
H.E.A.T. Total Facility Solutions Inc.	Lund Equipment		
Hammond Construction	Martin Public Seating		
Hannah News Service Inc.	Maximum Potential Inc.		
	Mays Consulting & Evaluation Services Inc.		

2019 EXHIBITORS

ProgressBook by Software Answers Inc.	SFE - Southwest Foodservice Excellence	The Education Connection (Insta-Info Inc.)	University of Dayton Department of Educational Administration
PublicSchoolWORKS	Shafley Plan Management Services LLC	The Eisen Group	University of Mount Union
Rachel Wixey & Associates LLC	Shaw Industries	The Ennis Britton Consulting Group	Vapensystems Inc.
RBC Capital Markets	Shawnee State University	The Final Floor Inc.	Variquest
ReadySub	Sheakley UniComp	The Garland Co. Inc.	VARtek Services Inc.
Regency Construction Services Inc.	Shook Touchstone	The Jefferson Health Plan	Vasco Sports Contractors
Registration Gateway	SHP Leading Design	The Management Council	Vertex Software Inc.
Remo Security Doors	Sightlines Athletic Facilities	The Motz Group	Vescio's SportsFields
Renhill Group	Site Technology Inc.	The Nutrition Group	ViewSonic Corp.
Rentacrate Enterprises LLC	Skanska USA Building	The Ohio Floor Co.	Vincent Lighting Systems
Republic Storage Products LLC	SOCS Website Solutions & FES Services	The Ohio Tuition Trust Authority	Vinson
Resource International Inc.	Sodexo	The Red Zone	Virco Inc.
Rieck Services	SöL Harris/Day Architecture	The Ruhlin Co.	Vista Consulting Group LLC
RJ Beck Protective Systems	Solar Power and Light	The Village Network	VitalSigns Wall of Fame
Robert J. Miller & Associates Inc.	Solar Tint	The Wellington Initiative	Vocabulary.com
Robertson Construction Services Inc.	SourceOne Supply	ThenDesign Architecture (TDA)	VOLO LLC
Robot Academy LLC	South Central Ohio Insurance Consortium	Thomas Built Buses by Ohio CAT	VolunteerNow
Roetzel & Andress LPA	Southern Bleacher Co. Inc.	Thomas Built Buses/Myers Equipment Corp.	Voya Financial Advisors
RoofConnect	SPORT SAFE Testing Service Inc.	Thoughtexchange	VS America
Ruling Our eXperiences Inc. (ROX)	SportMaster	Threat Extinguisher	VSWC Architects
Ruscilli Construction Co. Inc.	Sportsbeams Lighting, Inc.	Tiffin Scenic Studios Inc.	Waibel Energy Systems
Rush Bus Centers of Ohio	Sportworks Field Design	TIPS	Warther Woodworking
Rx Ohio Collaborative	Sprinturf LLC	Toadvine Enterprises Inc.	Washington National Insurance
S.A. Comunale	Squire Patton Boggs (US) LLP	Todd Associates Inc.	Wenger Corp.
Safeguard/IMMI	Staley Shoe Repair	Tom Sexton and Associates Inc.	West Roofing Systems Inc.
SameGoal Inc.	Staley Technologies Inc.	TRANE	Western Reserve PBS
Sandy Hook Promise (SHP)	STAN and Associates Inc.	Transfinder	Williams Scotsman Inc.
Satellite Shelters Inc.	Steelcase with Ohio Desk and Loth	Tremco Roofing & Building Maintenance	Window Armor LLC
SC Strategic Solutions	Stifel	Tri-Chem Corporation	Woodhull LLC
Scenic Solutions	Sturdisteel Co.	TTL Associates Inc.	Woolpert
SCG Fields LLC	Suburban Propane	TumbleMath	Zimmerman School Equipment Inc.
Scholar Craft	Summit Construction Co. Inc.	Turner Construction Co.	
School Ministries Ohio	Taher Inc.	U.S. Army Cleveland Recruiting Battalion	
School Safe ID LLC	Tarkett	UnitedHealthcare	
School Specialty	Tattletale Portable Alarm Systems	Universal Windows Direct	
SchoolPointe	TDG Facilities LLC		
Schorr Architects Inc.	Techline Sports Lighting		
Scott Scriven LLP	Technique Roofing Systems LLC		
SE Blueprint	TekVisions		
Second Chance Medical Products	Telamon Energy Solutions		
Security Voice Inc.	The Compass Pathfinder Program		
Seibold+Baker	The DriveMind Group		
Seon			

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