

20th Annual Arizona Self-Storage Conference

September 26-27, 2018

Exhibiting Sponsorship Package

Conference Overview

- Summary of what AZSA needs from you:
 1. Exhibit personnel names & other **details** (form on page 9) – emailed by **Aug. 31**
 2. **Logo** (JPG file) – emailed with form by **Aug. 31**
 3. **Door prize entry page** (PDF file) – emailed by **Sept. 11**, but earlier if possible **PLEASE**
 4. 300 **tote bag inserts** – delivered by **Sept. 11** (address on page 3)
- Details about the items above appear on page 3-4, where all Exhibiting Sponsor benefits are described.
- Exhibits will be accessible to attendees all day both days, not just during dedicated exhibit time. If you cannot staff your exhibit the entire time, we suggest leaving a sign indicating when you'll return.
- Exhibit space is designed to afford all participants full visibility, so that:
 - Sponsors and their exhibits are visible and visited all day both days as attendees enter, exit, take breaks, get snacks, get and eat meals, etc.;
 - The stage is visible to sponsors as well as attendees, enabling all involved to benefit from presentations and training;
 - Specifications for your space are included on pages 5-6. They will be strictly enforced.
- We are not having a Silent Auction this year, but we hope you'll support Charity Storage and AZSA's Helping Heroes Heal Campaign.
- **Shipping** information on page 8.
- **Hotel** rooms at discounted rate available at the Wild Horse Pass Hotel & Casino, 1st come, 1st served. Call 1-800-WIN-GILA and mention the Arizona Self-Storage Association for the \$119 room rate before **Sept. 5**.

Agenda at a Glance

Golf – Tuesday, September 25, Whirlwind Golf Club

- | | |
|-------------|--|
| 1 - 7:30 pm | Golf Tournament: sign in starts at 11:00 am, Reception 5:30 - 7:30 pm |
| 7 am - 9 pm | Exhibit set up anytime, all day, in the Showroom of the Wild Horse Pass Hotel & Casino |

Owners Summit – Wednesday, September 26, Showroom of Wild Horse Pass Hotel & Casino

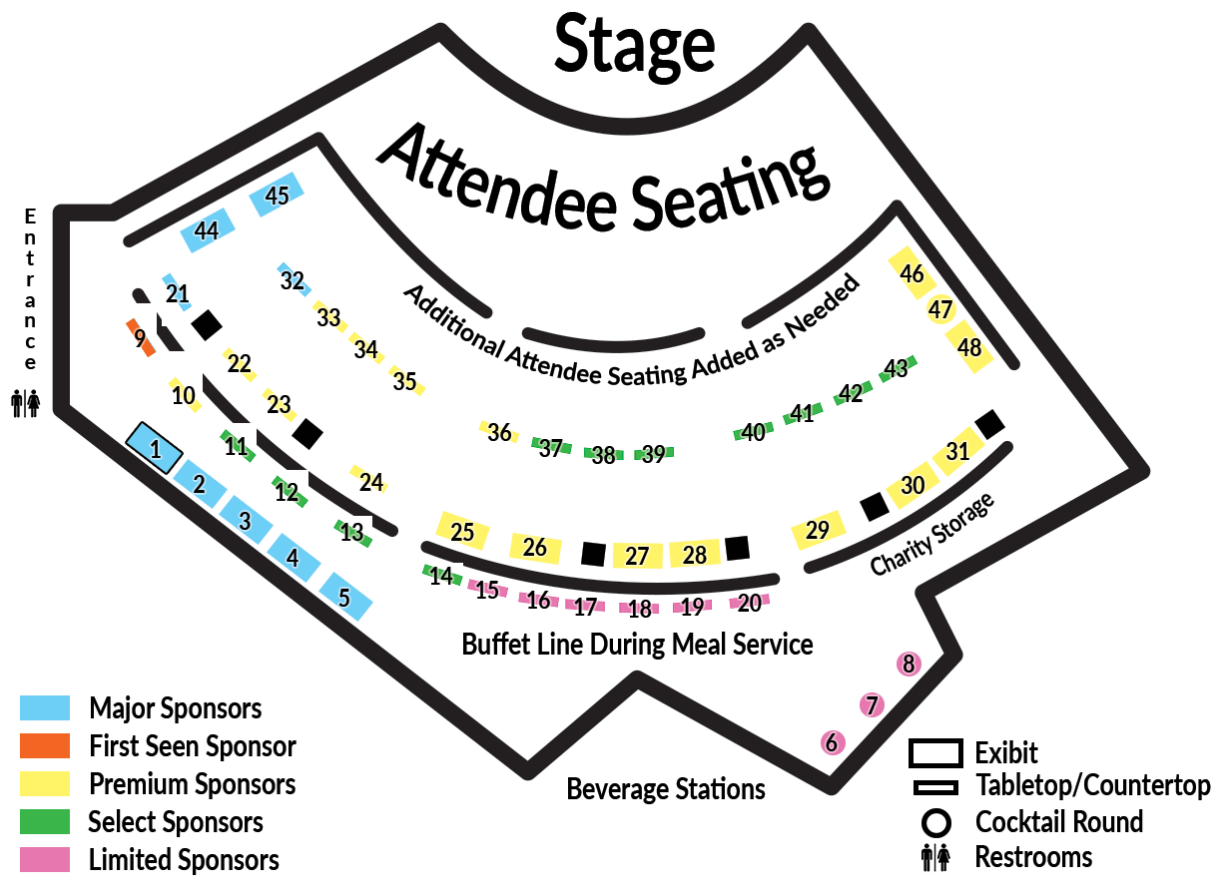
- | | |
|------------------|--|
| 6 - 8:30 am | Exhibit set up |
| 9 am - 5 pm | Presentations throughout the day, exhibits available to attendees throughout the day |
| 10:45 - 11:45 am | Dedicated exhibit time |
| 12:45 - 1:45 pm | Lunch in the Showroom |
| 5 - 6:30 pm | Dedicated exhibit time during reception in the Showroom; VIPs invited |

Operational Symposium – Thursday, September 27, Showroom of Wild Horse Pass Hotel & Casino

- | | |
|------------------|--|
| 8 am - 4:15 pm | Presentations throughout the day, exhibits available to attendees throughout the day |
| 12:45 - 1:45 pm | Lunch in the Showroom |
| 10:45 - 11:45 pm | Dedicated exhibit time |
| 4:15 - 6 pm | Exhibit breakdown – vendors breaking down exhibits and/or leaving earlier will not receive a refund of their \$250 deposit |

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Exhibiting Sponsors

Deans & Homer	1	NAI Horizon	17	Sunland Asphalt	33
Chateau Products, Inc.	2	STR	18	Sage Storage Insurance Svcs	34
Extra Space Storage	3	CBRE Self Stg Investment Props	19	United Structural Design LLC	35
Broken Arrow Roofing	4	Just-In Time Moving	20	Partner Engineering & Science	36
AZSA	5	StoragePRO	21	Move 'N Store	37
Ponderosa Insurance Agency	6	Inside Self-Storage	22	Perlo Construction	38
On Point Architecture, LLC.	7	Trachte Building Systems	23	OpenTech Alliance, Inc	39
Arizona Site Services Inc.	8	Trac Rite Door	24	Bill Alter - Rein & Grossoehme	40
Blink Signs	9	Regional Pavement Maintenance	25	SkilCheck Services, Inc.	41
StorageAuctions.com	10	All Risks Limited	26	CubeSmart	42
Live Oak Bank	11	SiteLink	27	Colliers-Valuation/Appraisal	43
On The Move Inc.	12	Mako Steel	28	MiniCo Insurance Agency, LLC	44
SelfStorageAuction.com	13	Yardi	29	U-Haul Self Stg Aff. Network	45
Tenant Property Protection	14	PTI Security Systems	30	Janus International	46
Eagle Comm'l Realty Svcs - Argus	15	Bader Company	31	BSC Group, Union Realtime	47
Easy Storage Solutions	16	Sun Valley Solar Solutions	32	RKAA Architects, Inc	48

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Sponsorship Benefits

Benefits for ALL Exhibiting Sponsors:

1. 2 people with access to all events on September 26 and 27, including meal and drink tickets – please return form on page 9 by **Aug. 31.**
2. Electricity upon request, at no additional cost
3. Logo in sponsor video, shown throughout the 2-day conference – please email a JPG file of your logo to azsa@azselfstorage.org by **Aug. 31.**
4. Tote bag insert: 300 one-page inserts you supply. You can use another type of promo piece too. Please email or call us (602-374-7184) to confirm that size, shape, etc. works for the tote bags.
By **Sept. 11**, please deliver to:
AZSA, Anne Mari DeCoster
5938 E Windrose Dr
Scottsdale AZ 85254
5. Door Prize Entry Page in Conference Program: Full page in printed conference program to be used as a door prize entry, promoting your company and exhibit during the conference. The program is distributed to each attendee in the tote bag. It contains the speakers power point presentations and attendees use it to take notes throughout the conference.
 - A. You can offer anything you want as a door prize:
 - 1) Conference special rate or discount on your company's products and services, free trial for a specified time, etc.
 - 2) Vacation or weekend travel gifts: plane tickets, hotel rooms, resort passes, etc.
 - 3) Electronics: iPad, smart phone, TV, video games, etc.
 - 4) Gift cards
 - 5) Gift baskets
 - 6) The only limit is your imagination!
 - B. The format of this door prize entry should look like, well, a door prize entry, not a normal ad (see an example of how AZSA might use it on page 7). You can use this entry form to:
 - 1) Collect contact info
 - 2) Qualify leads
 - 3) Build your database
 - 4) Play a game
 - 5) Whatever you want – as long as it is 8.5 x 11", 1 sided, black & white
 - C. Your page number will match your exhibit space number, so it is easy to find you.
 - D. Of course, in addition to being entered into the door prize, you can also give everyone something when they return the completed page to you.
 - E. By **Sept. 11**, please email PDF to azsa@azselfstorage.org. PLEASE send it earlier if possible!
6. On-stage appearance: You can announce your door prize winner on stage after lunch on Sept. 27. Please be careful what you call it: The Wild Horse Pass Hotel & Casino only allows door prizes (not raffles, give aways, etc.).

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Benefits for Title, Promo, & Major Sponsors

- Title Sponsor, Deans & Homer, benefits listed above plus:
 - First choice of exhibit space
 - 2 Minute Presentation by Sponsor at Opening Session
 - Logo on name badges
- Promo Sponsor, Mini-Storage Messenger, benefits listed above plus:
 - Second choice of exhibit space
- Major Sponsors: Broken Arrow Roofing, Chateau Products, Extra Space, MiniCo, StoragePRO, Sun Valley Solar Solutions, U-Haul – benefits listed above plus:
 - Choice of best exhibit spaces
 - On-stage introductions
 - Pre- and post-conference promotion, with logo on brochures, postcards, name badges, conference slide show, event posters, eBlasts, website ads, other promotional material
 - Recognition in newsletter, *Behind Closed Doors*
 - Recognition in all ads in trade publications such as *Mini-Storage Messenger*, *ISS*, *SSA Globe*
 - Recognition at all Event Introductions
 - Additional drink tickets to give attendees

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Specifications

1. Space:

- a. Conference staff will direct traffic to encourage attendees to walk through exhibit areas to access seating, meals, bar, restrooms, etc.
- b. These specifications are in place to ensure that all attendees and sponsoring exhibitors have good visibility of the whole exhibit space and stage as they walk around the Showroom.
- c. Set up and break down times are strict: All exhibits must be set up by 8:30 a.m. on Wednesday, September 26; breakdown may not start until 4:15 p.m. on Thursday, September 27. Please plan accordingly. Any exhibitor breaking down and moving out before 4:15 on Thursday, September 27, will forfeit the \$250 deposit made when the space was purchased.
- d. Spaces were all sold by type and price as indicted in the original offering. Results are on the floor plan and exhibit list on page 2.
- e. All space includes electricity if you request it.
- f. Exhibiting sponsors may not sublet, assign, or share any part of space allocated to them without the written consent of AZSA. Exhibits, signs, and displays are also prohibited in any of the public areas or elsewhere on the premises of the hotel facilities. Any company not assigned space is prohibited from hosting hospitality suites or displaying or distributing materials at the hotel.

2. Exhibit Types:

a. Exhibits:

- 1) Numbered and marked as either blue or yellow rectangles on the floorplan, these full exhibits can accommodate banner stand displays, pop up and back wall displays, as well as table top displays.
- 2) Space for full exhibits is allocated the same way we allocate space for a 6' x 3' table top display, with an approximately 6' x 6' footprint. Contact AZSA with specific questions about whether your display will fit in the space you select.
- 3) Exhibits come with 2 chairs and a 6' x 3' table, which can be replaced by a cocktail round upon request.
- 4) Some spaces are conducive to island displays and accessories. Contact AZSA with specific questions about your display.

b. Table tops:

- 1) Numbered and marked as colored dashes on the floorplan, these are 6' x 3' draped tables, standard table height
- 2) 2 chairs
- 3) Table top displays only – no banners, pop ups, back wall displays, etc.
- 4) Signage height restriction: 14" from table top (available & affordable at any copy store or print shop)
- 5) Upon request, the 6' x 3' table can be replaced with 1 cocktail round, but that reduces signage height restrictions from 14" to 11"

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c. Counter tops:

- 1) Numbered and marked as colored dashes on the floorplan, these are 4' of counter space plus a shelf above and behind the counter, along the back of the Showroom. Counter space is 18" deep and standard bar height (same height as a cocktail round).
- 2) 1 or 2 bar stools available upon request
- 3) Counter/table top displays only – no banners, pop ups, back wall displays, etc.
- 4) Signage height restriction: 11" from counter top (not the shelf above & behind the counter (available & affordable at any copy store or print shop)

3. Floorplan, traffic flow, and other issues:

- a. Floorplan is approximate.
- b. Space appearing empty is used to staff the event and is not available for exhibits (i.e., service aisles, elevators, storage areas, walk ways, etc., none of which are marked on this floorplan).
- c. The 6 black squares appearing in line with spaces 21-31 on the floorplan are weight bearing columns.
- d. Attendee seating will be in the lower section closest to the stage, as shown on the floorplan.
- e. Entrance/exit – only 1 as marked.
- f. Restrooms – only 1 as marked, near entrance.
- g. Meals
 - a. Buffet – Ticketed meals will be served buffet style in the Showroom, as shown on floorplan.
 - b. Meal seating – Dining tables will be available in areas marked on the floorplan as "Additional Attendee Seating Added as Needed" ONLY during breakfasts and lunches, as space permits. If the attendee seating on the lower area closest to the stage is filled, space marked for meal seating will be replaced with rows of seats to accommodate additional attendees.
- h. Bar – will serve drinks during reception, Wednesday, September 26 (marked on floorplan as Beverage Stations).
- i. Cocktail rounds – will be placed among exhibits as space permits; any exhibit space not occupied by Exhibiting Sponsors will be replaced with cocktail rounds.
- j. VIP passes – will be available for Exhibiting Sponsors to give to owner/operators (only) for \$100 each. Contact Anne at azsa@azselfstorage.org for details.
- k. Sponsor seating: Please do not sit in attendee seating areas, as we expect these to be completely filled with attendees
- l. Lighting and sound:
 - a. During meals, arrival/departure times, before, after, and between presentations: Exhibit space will be fully lit and attendees will be encouraged to visit exhibits.
 - b. During presentations: Lighting in the exhibit area will be dimmed during presentations. Since we are all in the same space, we ask that conversations during presentations be taken outside the Showroom. To facilitate this, meeting room and other networking areas will be available for exhibiting sponsors to meet with clients throughout both days of the conference.



Complete return to Exhibit Space #5 for a package of **Declaration of Sale** forms **PLUS** your chance to win AZSA's **door prize**:

AZSA eLease License with eVehicle Addendum

(\$150 value, includes 1st year usage fee, \$125 per year thereafter)

– Or –

Standard AZSA Lease – 300 copies of the blank paper lease (\$90 value)

1. Can you recommend any local Arizona vendors to the self-storage industry in these areas: HR services, electrician, HVAC repair, lighting, general maintenance, plumbing, signage, document shredding?

Company Name: _____

Contact Information: _____

2. Do you know self-storage owner/operators in Arizona who are not members but would benefit from joining AZSA?

Company Name: _____

Contact Information: _____

3. Can you recommend venues for events? We seek affordable rooms with minimal food & beverages.

Company Name: _____

Contact Information: _____

4. What educational topics or speakers would you like to see in future AZSA offerings?

5. Any other suggestions for AZSA?

Company:		
Name:		
Address:		
City:	State:	Zip:
Phone:	Email Address:	

Door prize will be given away at 2 pm on Thursday, September 27. Need not be present to win.



SHIPPING INFORMATION

All packages for all Gila River Gaming Enterprise properties are received off site at our Lone Butte Distribution Center. It is suggested that all packages arrive with the below shipping label no later than 2 days prior to your event to ensure a successful delivery to the event center. If you do not use the shipping label or ship boxes after that point, you run the risk of not having your boxes in time.

Shipping/Receiving Hours of Operation:

Monday - Friday 7:00 AM - 3:00 PM

NO WEEKEND HOURS – Please Plan Accordingly

To ensure proper shipping and receiving, please use the address and label (below) for each box with all event information, as well as the Box #/Total # of Boxes (i.e. 1/10, 2/10, 3/10, etc.). **Please retain and provide your tracking number to your Catering Contact once your packages have shipped, along with on-site contact Name and Phone Number.**

All Exhibitors are fully responsible for shipping out all of their products and materials. Wild Horse Pass Hotel and Casino cannot provide any packing materials. All Exhibitors must leave a completed Bill of Landing or Shipping Label with each parcel or pallet that is to be shipped and must schedule a pickup from the Freight Company of their choice. Please relay pickup schedules to your Catering Sales Representative so that the information can be relayed to the warehouse.

Wild Horse Pass Hotel & Casino
c/o Lone Butte Distribution Center
Attn: Wild Horse Pass Banquet Department

Convention/
Group Name: _____

Guest Name: _____

1201 S. 56th St., Chandler, AZ 85226
_____ of _____ Boxes

Please list the following on your return address:

Hotel Guest Name: _____

Arrival Date: _____

Group Name: _____

Contact Cell Phone Number: _____

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Thank you for being an Exhibiting Sponsor for the 20th Annual Arizona Self-Storage Conference! Please return this form to us with a JPG of your logo by **Aug. 31** to help us finalize the details.

Company:
1 st Exhibit Personnel Name:
1 st Exhibit Personnel email address:
2 nd Exhibit Personnel Name:
2 nd Exhibit Personnel email address:
Would you like electricity available at your exhibit?
If you have a full exhibit or a table top, would you prefer 1 cocktail round instead of a 3x6' table?
If you have a counter top, would you like to have 0, 1, or 2 bar stools at your counter?
If you would you like to purchase a VIP pass for a client or prospect (@ \$100 each), please provide their name and email address. We will send you an invoice to pay for the VIP pass online.

Don't forget to send a JPG of your logo with this form!

Wednesday & Thursday, Sept. 26-27: All conference activities take place in the Showroom at
Wild Horse Pass Hotel & Casino
 5040 Wild Horse Pass Blvd
 Chandler, AZ 85226
 1-800-WIN-GILA

Tuesday, Sept. 25: AZSA Golf Tournament and Opening Reception held just down the road at
Whirlwind Golf Club
 5692 W North Loop Rd
 Chandler, AZ 85226
 480-940-1500