



Southern States SYMPOSIUM & EXPO

presented by **FDIA**

June 9 – 10, 2023

**SIGNIA BY HILTON ORLANDO BONNET CREEK
ORLANDO, FL**



**2023 EXHIBITOR PROSPECTUS &
SPONSORSHIP OPPORTUNITIES**

EXHIBITS



Who Should Exhibit at FDIA?

- Dental laboratory manufacturers
- Suppliers of dental laboratory equipment
- Suppliers of dental laboratory products
- Suppliers of dental laboratory services

Booth Fees & Furnishings

Each 10' x 10' Booth Package Includes:

- (1) 6' draped table, (2) folding chairs, waste basket and identification sign
- (4) Representative name badges per exhibit booth
- Complimentary tickets per booth for the Saturday Lunch located in the Expo Hall (1 ticket per registered rep / Up to 4 tickets at no additional fee)
- (1) Complimentary list of registrants (after the show)
- Representation at the largest dental laboratory association trade show in the country
- 8.5 hours of expo hall time included in the schedule

NOTE: The booth fee does not include electrical, internet or audio visual equipment. The complete exhibitor service manual will include all necessary order forms for these services and will be emailed to you prior to the show.

BOOTH PRICING	MEMBER	NON MEMBER
Regular Booth(s)	\$1,500	\$1,700
Prime Location Booth(s)	\$1,700	\$1,900
Island Booth / Hands-On Table Clinics	\$4,500 (5% discount for Associate & Business Partner Members)	

2023 SOUTHERN STATES SYMPOSIUM & EXPO

Expo Hall Schedule of Events

FRIDAY – JUNE 9

- 8:00 a.m. – 3:00 p.m. Expo Move-In
- 8:00 a.m. – 3:00 p.m. Keynote Presentations / General Sessions
- 12:30 p.m. – 1:15 p.m. FDIA Networking Luncheon
- 3:00 p.m. – 6:00 p.m. Expo Hall Open / Kickoff Reception
- 5:00 p.m. Best of Show Awards Presentation
- 6:00 p.m. Dinner On Your Own

SATURDAY – JUNE 10

- 9:30 a.m. – 3:00 p.m. Expo Hall Open
- 9:30 a.m. – 10:30 a.m. Mid-Morning Beverage Break / Expo Hall Break
- 11:30 a.m. – 1:00 p.m. Lunch in Expo Hall / Expo Hall Break
- 2:00 p.m. - 3:00 p.m. Afternoon Beverage Break / Expo Hall Break
- 3:00 p.m. – 6:00 p.m. Expo Move-Out

Policy on Exhibitors Attending Sessions

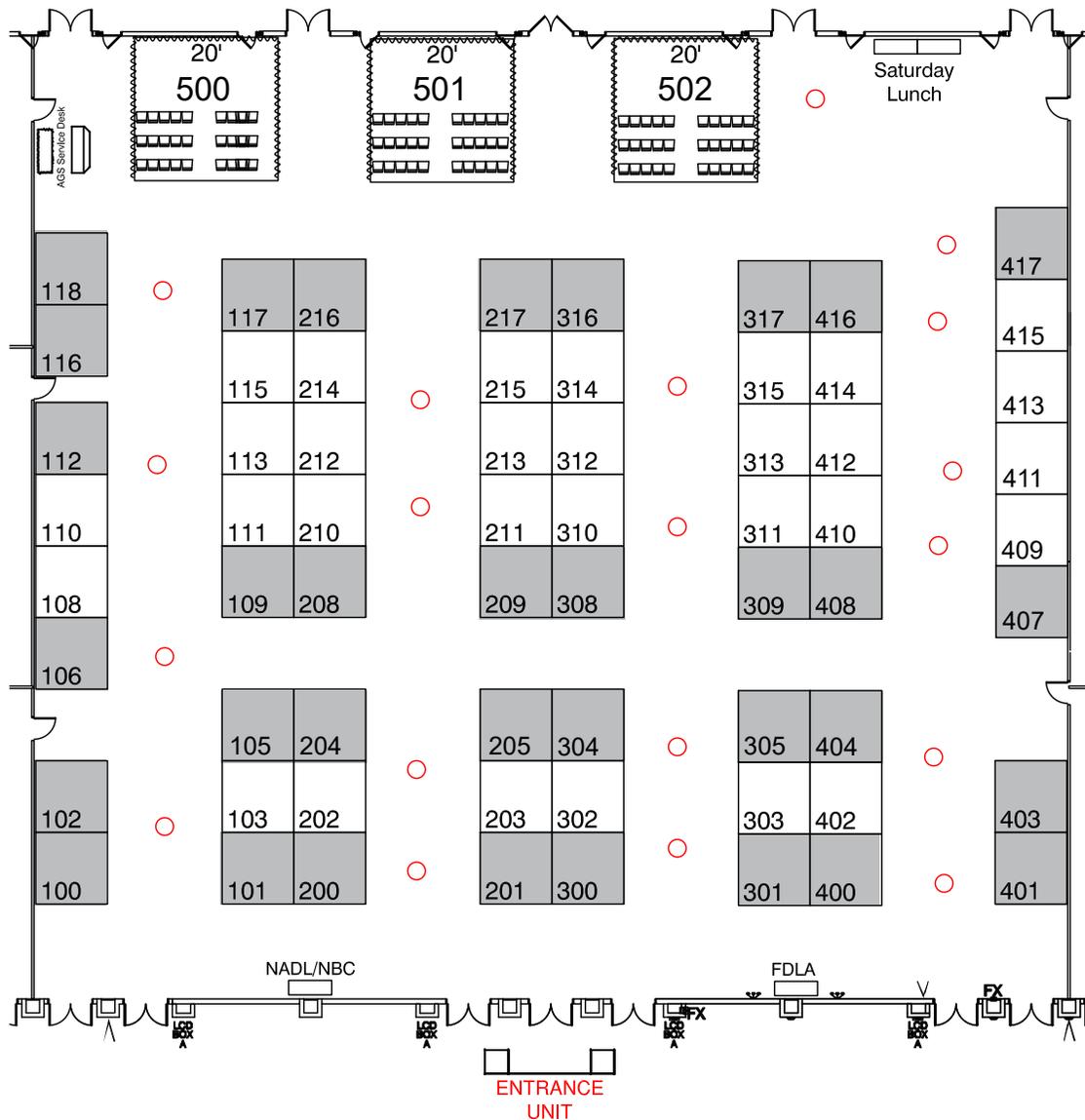
Exhibitors are invited to attend the keynote sessions on Friday and courses on Saturday, as space permits, at no additional charge.



FOR MORE DETAILS AND INFORMATION, please contact Shelly Joines, CMP: sjoines@executiveoffice.org or 850.224.0711

EXPO HALL FLOOR PLAN

June 9 – 10, 2023 | Signia by Hilton Orlando Bonnet Creek | Orlando, FL



 = Prime Booth Space *(Floor Plan as of 12/31/2022 - Booth locations subject to change upon fire marshal review & approvals.)*

For a complete list of current exhibitors, please visit: www.fdma.net/exhibits

Booth Assignment Policy

Booth locations are determined by the FDMA's priority points system. This system is based on the number of years a company has exhibited with the FDMA (since 1985), the number of booths held each year and the Symposium sponsorship participation from the previous year.

NOTE: If 2023 is the first year your company is exhibiting at the show, your application will be processed in the order that it is received. **Exhibit Manager will withhold booth assignment until 50% of the total payment is received.**

FOR MORE DETAILS AND INFORMATION, please contact Shelly Joines, CMP: sjoines@executiveoffice.org or 850.224.0711



Island Booths Available For Table Clinics In Expo Hall

Island Booths are designed to allow training areas for table clinics. A portion of the booth space will include audio visual equipment for speakers and participant seating. FDLA will provide a LCD projector, screen, speakers, microphone and also get CE approvals for approved courses.

If purchasing an island booth, company is **required** to provide **a minimum** of two 1-hour table clinics for approved CE within their space in the Expo Hall on Friday and Saturday during the Symposium. Register for an island booth and FDLA will contact you directly with details. Date and time of all table clinics will be determined closer to the Symposium.

ISLAND BOOTH CONTACT INFORMATION:

Company: _____

Contact Person: _____

Title: _____

Address: _____

City / State / Zip: _____

Phone: _____ Email: _____

FOR MORE DETAILS AND INFORMATION, please contact Shelly Joines, CMP: sjoines@executiveoffice.org or 850.224.0711



2023 SPONSORSHIP OPPORTUNITIES

Each individual sponsor will receive the following, in addition to what is listed under each sponsorship package:

- Recognition in the Symposium Registration Brochure (mailed to 3,500 laboratories and technicians) *
- Company recognized in all Symposium & Expo promotional email marketing, social media and meeting promotions
- Complimentary listing on the FDLA's Southern States Symposium & Expo event website
- Recognition on event signage and entryways at Symposium & Expo **

FRIDAY LUNCHEON

– **SOLD TO THE ARGEN CORPORATION**

- Sole sponsorship of the FDLA Friday Luncheon
- Opportunity to address the attendees during the luncheon
- (1) One reserved table at the luncheon

ROOM KEY CARDS

– **SOLD TO NOWAK DENTAL SUPPLIES**

- Sole sponsorship of the 1,000 Room Key Cards distributed by the Signia by Hilton Bonnet Creek for all attendees in FDLA room block
- Sponsor logo or design on hotel room key cards *

ATTENDEE TRADE SHOW BAGS

– **SOLD TO UPCERA DENTAL AMERICA, INC.**

- Sole sponsorship of the Symposium & Expo Attendee Trade Show Bags
- Sponsor logo imprinted on trade show bags given to all attendees, along with the FDLA logo *
- Opportunity to place up to five (5) 8 ½" x 11" pages of promotional material or small items in the attendee trade show bags

ATTENDEE LANYARDS

– **SOLD TO TRUABUTMENT**

- Sole sponsorship of the Attendee Lanyards
- Sponsor logo on all attendee lanyards *

Sponsorships are reserved on a first-come, first-served basis upon receipt of payment. 5% Discount extended to all FDLA Business Partners!

REGISTRATION DESK – **SOLD TO ALIEN MILLING**

- Sole sponsorship of the Symposium Registration Desks
- Sponsor logo on registration desk panels and floor clings in registration areas *

TRADE SHOW BAG INSERTS – **SOLD TO GARFIELD REFINING, SAGEMAX, WHITEPEAKS DENTAL SOLUTIONS, INC., ZAHN DENTAL**

- Opportunity to place one (1) 8 ½" x 11" page of promotional material or small item in the attendee trade show bags

BEVERAGE BREAKS – **\$1,000 EACH (1 Available)**

- Sole sponsorship of Friday or Saturday Beverage Break
- Sponsor logo displayed on beverage napkins at the breaks *
 - ♦ Friday Morning Break (Available)
 - ♦ Friday Mid-Morning Break – **SOLD TO FRICKE DENTAL MFG**
 - ♦ Saturday Morning Break – **SOLD TO CARDINAL ROTARY INSTRUMENTS**
 - ♦ Saturday Mid-Morning Break – **SOLD TO PETERSON DENTAL LABORATORY**
 - ♦ Saturday Afternoon Break – **SOLD TO GPS DENTAL LAB, INC.**

FRIDAY EXPO KICKOFF RECEPTION – **\$3,000 EACH**

(2 Available)

- Sponsorship of the FDLA Friday Expo Kickoff Reception (3-Hour Event)
- Opportunity to address attendees during the Expo Kickoff Reception
- Sponsor logo displayed on beverage napkins at the reception *

SATURDAY BOXED LUNCHES – **\$3,000 (2 Available)**

- Sponsorship of the Saturday Boxed Lunches in Expo Hall
- Sponsor logo sticker or similar recognition with logo on each boxed lunch *

Sponsors who wish to cancel must submit a written cancellation request to the FDLA office prior to **March 3, 2023** to receive a full refund less a \$50 administrative fee. All sponsorship cancellation requests received after **March 3, 2023** will receive a 50% refund of the fees paid, less all expenses for promotional items purchased for the sponsor by FDLA.

* Signed Sponsorship Agreement and sponsor logo in EPS, JPG or TIFF (300 dpi format) must be returned by **January 15, 2023** to be recognized in the Symposium Registration brochure and **April 1, 2023** for promotional items and the onsite program.

** Sponsor to provide logo in EPS, JPG or TIFF (300 dpi format) by **May 1, 2023** to be recognized on onsite event signage.

FOR MORE DETAILS AND INFORMATION, please contact Shelly Joines, CMP: sjoines@executiveoffice.org or 850.224.0711

SPONSORS



Southern States
SYMPOSIUM & EXPO
presented by **FDLA**

(as of 1/4/2023)

THANK YOU TO OUR 2023 SPONSORS!

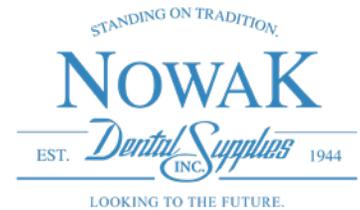
FRIDAY LUNCHEON



TRADE SHOW BAGS



ROOM KEY CARDS



REGISTRATION DESK



ATTENDEE LANYARDS



FRIDAY MID-MORNING BREAK



SATURDAY MORNING BREAK



SATURDAY MID-MORNING BREAK



SATURDAY AFTERNOON BREAK



TRADE SHOW BAG INSERTS



MEMBERSHIP



Join FDLA today to take advantage of valuable member benefits!

FDLA offers exhibitors a way to connect in more ways than one! Becoming a member of FDLA will not only allow you to save on the cost of your booth space, but it will also allow you to benefit from being part of an association that helps you keep in contact with your buyers all year long!

BUSINESS PARTNER PROGRAM (Membership Fee — \$750)

5% Discount on general sponsorship purchases for the Southern States Symposium & Expo, presented by FDLA.

- Semi-annual list of all registered dental laboratories in Florida
- Recognition in the onsite program for the Southern States Symposium & Expo, presented by FDLA
- Earn one point per year of your partnership toward preferred exhibit space at the Symposium & Expo
- Year-long recognition in FDLA quarterly publication *focus* and in the special Business Partner Program section of the FDLA Website, www.fdma.net
- Business Partner Membership allows anyone from the company to attend any FDLA event at the member rate
- Subscription to *focus* magazine (*company contact only*)

ASSOCIATE MEMBERSHIP (Membership Fee — \$225)

- Any sales or technician representative of suppliers, manufacturers or vendors is eligible to become an Associate Member. Membership entitles individuals to all benefits and privileges of the state association.
- Associate Membership covers only the individual who is registered under the membership.
- Subscription to *focus* magazine (*company contact only*)

For more information on FDLA's outstanding membership benefits, please visit
www.fdma.net/fdma-business-partners

ADVERTISING



June 9 – 10, 2023

Signia by Hilton Orlando Bonnet Creek • Orlando, FL

EXHIBITOR ONLY ADVERTISING OPPORTUNITIES

Symposium & Expo Onsite Program

The Symposium & Expo Onsite Program will be published for distribution at the 2023 Southern States Symposium & Expo, presented by FDLA. This program provides an excellent opportunity for suppliers and manufacturers to call attention to new products and services, or to create excitement about your booth in the exhibit hall. The Symposium & Expo Onsite Program will be circulated to all Symposium attendees...that's over 500 attendees!

Companies exhibiting at the 2023 Southern States Symposium & Expo will receive a discount off the price of an ad in the Symposium & Expo Onsite Program.

SPECIAL EXHIBITOR PRICES

Full page ads have bleed. Trim size is 8.5" by 11". Bleed size is 8.75" by 11.25". Smaller sizes have no bleed. All ads are in full color. Please check which ad size(s) you wish to order. *Deadline for the Symposium & Expo Onsite Program is April 7, 2023.*

<input type="checkbox"/> Full Page Color – 8.5" by 11"	\$875.00	<i>Special Exhibitor Discount: \$775.00</i>
<input type="checkbox"/> Half Page Color – 7.5" by 4.625"	\$775.00	<i>Special Exhibitor Discount: \$675.00</i>
<input type="checkbox"/> Third Page Vertical – 2.25" by 9.625"	\$700.00	<i>Special Exhibitor Discount: \$600.00</i>
<input type="checkbox"/> Quarter Page Color – 3.5" by 4.625"	\$650.00	<i>Special Exhibitor Discount: \$550.00</i>
<input type="checkbox"/> Inside Front Cover – 8.5" by 11" -SOLD	\$950.00	<i>Special Exhibitor Discount: \$850.00</i>
<input type="checkbox"/> Inside Back Cover – 8.5" by 11" -SOLD	\$950.00	<i>Special Exhibitor Discount: \$850.00</i>
<input type="checkbox"/> Outside Back Cover – 8.5" by 11" -SOLD	\$1,000.00	<i>Special Exhibitor Discount: \$900.00</i>
<input type="checkbox"/> Center Spread – 17" by 11"	\$1,600.00	<i>Special Exhibitor Discount: \$1,400.00</i>
<input type="checkbox"/> Poly Bag	\$1,600.00	<i>Special Exhibitor Discount: \$1,400.00</i>

ADVERTISING ORDER FORM

 Be sure to check your selection(s) above.

Company: _____

Contact Person: _____ Email: _____

Address: _____

City/State/Zip: _____

Telephone: () _____ Fax: () _____

Are you exhibiting at the 2023 Southern States Symposium and Expo? (to qualify for special exhibitor ad rates) Yes No

PAYMENT INFORMATION

Check Enclosed (*made payable to FDLA*) Credit Card: MC Visa AmEx **GRAND TOTAL from above:** \$ _____

Card Number: _____ Exp. Date: _____ Security Code on Card: _____

Signature of Cardholder: _____ Print Name of Cardholder: _____

Billing Address & Zip Code: _____

CONTACT: MAUREEN TURNER, ADVERTISING DIRECTOR

Florida Dental Laboratory Association | 325 John Knox Rd, Ste L103 | Tallahassee, FL 32303
Phone: 850.224.0711 | FAX: 850.222.3019 | Email: mturner@executiveoffice.org

2023 SOUTHERN STATES SYMPOSIUM & EXPO – EXHIBIT / SPONSORSHIP AGREEMENT

June 9 – 10, 2023 • Signia by Hilton Orlando Bonnet Creek • Orlando, FL

REGISTRATION INFORMATION

PLEASE COMPLETE THIS INFORMATION AS IT SHOULD APPEAR IN THE ONSITE PRINTED PROGRAM:

Company: _____

Program Contact Person: _____ Title: _____

Address: _____
(address listing for onsite program)

City/State/Zip: _____

Telephone: () _____ Fax: () _____

Email: _____ Website: _____

Description of Products/Services for Printed Program (25 words or less): _____

NOTE: The person listed above will appear in the onsite printed program. If this person is not the person who should receive the exhibitor kit and other show materials, please list below the name and address of the main show contact:

Exhibit Contact Person: _____

Address: _____

City/State/Zip: _____

Phone/Fax/Email: _____

BOOTH LOCATION PREFERRED 1st choice: _____ 2nd choice: _____ 3rd choice: _____

If possible, do not place us next to the following companies (specific names): _____

FEES AND PAYMENT TERMS

Register online at www.fdla.net/exhibits. Completed agreements may also be mailed along with payment to **FDLA Exhibits Manager, 325 John Knox Road, Suite L-103, Tallahassee, FL 32303** or faxed to **850.222.3019**.

___ Regular Booth(s) — Member: \$1,500 \$ _____

___ Regular Booth(s) — Non Member: \$1,700 \$ _____

___ Prime Location Booth(s) — Member: \$1,700 \$ _____

___ Prime Location Booth(s) — Non Member: \$1,900 \$ _____

___ Island Booth / Hands-On Table Clinics — \$4,500 (5% discount for Associate & Business Partner Members) \$ _____

___ Sponsorship(s) (5% discount for Business Partner members)
Sponsorship Selection: _____ \$ _____

___ Symposium Onsite Program Advertising — Ad type: _____ \$ _____

___ Business Partner Membership — \$750 (NOTE: Membership will be valid for 12 months from submission date.) \$ _____

___ Associate Membership — \$225 (NOTE: Membership will be valid for 12 months from submission date.) \$ _____

TOTAL \$ _____

PAYMENT INFORMATION

Check Enclosed (made payable to FDLA) Check # _____ Check Amount \$ _____

Credit Card: MC Visa AmEx Charge Amount \$ _____

Card Number: _____ Exp. Date: _____ Security Code on Card: _____

Signature of Cardholder: _____ Print Name of Cardholder: _____

Billing Address & Zip Code: _____

CONTRACT AGREEMENT

I understand this agreement becomes a contract when signed below and accepted by the FDLA Exhibits Manager. Authorized signer agrees to abide by the rules and regulations stated within this agreement. Contract will not be accepted without a signature.

Signature of Authorized Representative: _____

Title: _____ Date: _____

FDLA EXHIBITOR & SPONSOR RULES & REGULATIONS

CONTRACT FOR SPACE: This application for exhibit space, the formal notice of space assignment by Management, these rules & regulations and the rules and regulations set forth in the EXHIBITOR'S Manual constitute a contract for the right to exhibit at FDLA's Symposium & Expo. EXHIBITOR also agrees to comply with the rules & regulations of the Signia by Hilton Orlando Bonnet Creek.

OFFICIAL DECORATOR: AGS Expo shall be the Official Decorator, Drayage Contractor and Labor Contractor for this event and shall have the exclusive right to supply all equipment, furniture, carpeting and decorating materials, drayage and non-technical man-power, on a rental basis to individual EXHIBITORS.

BOOTH ASSIGNMENT / DEFAULT BY EXHIBITOR:

EXHIBITOR shall not reassign, sublease or share assigned exhibit space with any person, firm or other entity **without notification to and approval of** the FDLA Exhibits Management. Exhibits Manager reserves the right to alter the location of exhibits as shown on the official floor plan, if it deems advisable and in the best interest of the show. Firms and representatives of firms not assigned exhibit space are prohibited from soliciting business in any form in the exhibition area. Violators of this prohibition will be promptly ejected from the exhibition area. EXHIBITORS are encouraged to notify FDLA Exhibits Management of any violations. **NOTE: Exhibits Manager will withhold booth assignment until 50% of total payment is received.** EXHIBITOR shall be in default if it fails to pay at pre-identified dates the required sums under this agreement or breaches any of the provisions of this contract. Full payment is due within 30 days after invoice. After that time, Exhibits Manager has the right to relocate booth assignment. Any booth purchased within 30 days of the Symposium & Expo will require full payment for booth assignment.

INSURANCE AND HOLD HARMLESS AGREEMENTS: General comprehensive, liability and workers' compensation insurance must be obtained by EXHIBITORS at their own expense, showing FDLA and Signia by Hilton Orlando Bonnet Creek as additional insured. **Proof of insurance is required by each exhibiting company and must be submitted to FDLA by May 1, 2023.**

EXHIBITOR RESPONSIBILITY CLAUSE: To the fullest extent permitted by law, the person/legal entity described as "EXHIBITOR" in this clause and in this EXHIBITOR contract (regardless whether such person/legal entity is also described as "EXHIBITOR" in this contract) hereby assumes full responsibility and agrees to indemnify, defend and hold G/B/H Four Star, LLC ("Owner"), d/b/a Signia by Hilton Orlando Bonnet Creek By Hilton Management LLC, Managing Agent ("Hotel"), Hotel's owner, Hilton Worldwide, Inc., and each of their respective owners, managers, subsidiaries, affiliates, employees and agents (collectively, "Hotel Parties"), as well as Florida Dental Laboratory Association ("Group"), from and against any and all claims or expenses arising out of EXHIBITOR'S use of the Hotel's exhibition premises. EXHIBITOR agrees to obtain and maintain during the use of the exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering the EXHIBITOR'S indemnity obligations in this clause. Such insurance shall be in the amount of not less than \$1,000,000 combined single limit for personal injury and property damage. The Hotel Parties and Group shall be named as additional insureds on such policy, and EXHIBITOR shall supply the Hotel with a Certificate of Insurance at least 30 days prior to the use of the exhibition premises. The EXHIBITOR understands that neither the Group nor the Hotel Parties maintain insurance covering the EXHIBITOR'S property and it is the sole responsibility of the EXHIBITOR to obtain such insurance.

LIMITATION OF LIABILITY: EXHIBITOR assumes the entire responsibility and liability for all damages or losses to FDLA, the Facility, persons or property that occur as a result of the negligence or any actions of EXHIBITOR or its officers, employees, agents, representatives, invitees and guests during the entire exhibition period. EXHIBITOR agrees that to the maximum extent permitted by law, FDLA, the City, the Facility and any of their respective officers, agents, employees or representatives will not be held liable for any loss or damage to any exhibits, or materials, goods or wares (collectively "property") belonging to the EXHIBITOR, and they are released from liability for any damage, loss or injury to person or property of the EXHIBITOR or its officers, employees, agents, representatives, invitees and guests, resulting from fire, storms, water, acts of God, acts of terrorism, air conditioning or heating failure, theft, mysterious disappearance, bomb threats or any other causes.

EXHIBITOR ELIGIBILITY: FDLA reserves the right to determine acceptance of applications for exhibit space. Applications and proposed exhibits will be accepted or rejected based on criteria including, but not limited to the product or service and the professional or educational benefit to the attendees and products or services consistent with the mission, purpose and goals of FDLA. Spatial constraints in the exhibit hall are also considered.

RIGHT OF REFUSAL AND/OR CANCELLATION: FDLA Exhibits Management reserves the right to cancel this agreement whenever it discovers that EXHIBITOR'S product is not as described in this agreement or is incompatible, in the opinion of FDLA with the purposes of FDLA. Contract for space may also be canceled if the EXHIBITOR'S demeanor is deemed inappropriate or disruptive by FDLA Exhibits Management.

FALSE ADVERTISING CLAIMS: EXHIBITOR agrees to comply with the federal Lanham Act, including §43(a) (which is codified at 15 U.S.C. § 1125(a)). § 43(a). codifies the federal prohibition on false advertising and prohibits any use of a false or misleading description or representation in commercial advertising or promotion that "misrepresents the nature, characteristics, qualities, or geographic origin of goods, services, or commercial activities."

ATTORNEY FEES AND COSTS: Should any litigation arise out of this contract, EXHIBITOR shall pay all costs and reasonable attorney's fees incurred by FDLA and/or the sponsoring organization, if FDLA and/or the co-sponsoring associations are the prevailing parties. This provision shall extend to the costs and attorneys' fees incurred at both the trial and appellate level.

TAXES AND LICENSES: EXHIBITOR shall be responsible for obtaining any licenses, permits or approvals required under local or state law applicable to their activity at the FDLA Expo. EXHIBITOR shall be responsible for obtaining tax identification numbers & paying all taxes, license fees or other charges that shall be due to any governmental authority in connection with their activity at the Expo.

FDLA EXHIBITOR & SPONSOR RULES & REGULATIONS *(continued)*

FIRE, SAFETY AND HEALTH: The EXHIBITOR agrees to accept full responsibility for compliance with city, county, state and federal Fire, Safety and Health Ordinances regarding the installation and operation of equipment. All exhibit materials and equipment must be reasonably located within the booth and protected by safety guards and devices where necessary to prevent personal accidents to spectators. The EXHIBITOR hereby represents and warrants to FDLA, that EXHIBITOR has taken all steps reasonably necessary in its judgment to ensure the sound engineering and structural integrity of its exhibit design and the proper construction and safety of the exhibit itself, as erected.

EXHIBIT LIMITATIONS: Exhibits may not project beyond the space allotted and aisles must be kept clear for traffic. Exhibits shall not obstruct the view or interfere with traffic to exhibits of others, and must be constructed in compliance with display rules & regulations as developed, including Endcap Restrictions.

SOUND: FDLA Exhibits Management reserves the right to determine at what point sound constitutes interference with others and must be discontinued or modified. Any method to project sound beyond the confines of the exhibit booth is expressly prohibited.

AGE RESTRICTIONS & STROLLER POLICY: No children in strollers or children under the age of 15 will be allowed access into the exhibit hall during booth setup, show hours or during booth dismantling.

UNOCCUPIED SPACE: FDLA Exhibits Management reserves the right, should any rented EXHIBITORS' space remain unoccupied 2 hours prior to the published set-up day/hours, or should any space be forfeited due to failure to make payment in full, to sell paid or unpaid space to another EXHIBITOR or use space for such purpose as it may see fit without liability on its part. This clause shall not be construed as affecting the obligation of the EXHIBITOR to pay the full amount specified in the space rental contract. Failure to make payment of the full amount specified in the Contract for Exhibit Space by the cut-off date constitutes cancellation by the contracting EXHIBITOR.

EARLY TEAR-DOWN OR DISMANTLING: EXHIBITORS agree by signing this contract that they will remain on the exhibit hall floor until the official close of the trade show, as published in their EXHIBITOR manual. Early tear-down or dismantling is prohibited. Any EXHIBITORS dismantling their booths prior to the scheduled time will be penalized a \$250 fine. This fine must be paid before the EXHIBITOR may apply to exhibit at future shows. In addition, any EXHIBITORS dismantling their booths early will be penalized with a loss of priority points for future booth selection. FDLA Exhibits Management will monitor and enforce this rule.

CANCELLATIONS AND REFUNDS: In the event of cancellation by the EXHIBITOR, the following schedule of refunds will be followed: Refund of the total amount paid as of date of cancellation, less a \$50 administrative fee will be made if written cancellation is received by **March 3, 2023**. No refunds will be paid after **March 3, 2023**, unless the "paid-in-full" space is re-sold prior to the opening of the show. In that event, EXHIBITOR will receive refund of 50% of the booth fee within 30 days of the close of the show. If canceled at the discretion of FDLA Exhibits Management, the amount of refund (if any) will be determined at the time of cancellation. **There will be no refunds for "No-Shows."** Sponsors who wish to cancel must submit a written cancellation request to the FDLA office prior to **March 3, 2023** to receive a full refund less a \$50 administrative fee. All sponsorship cancellation requests received after **March 3, 2023** will receive a 50% refund of the fees paid, less all expenses for promotional items purchased for the sponsor by FDLA.

EXCUSED NON PERFORMANCE/FORCE MAJEURE: If for any reason beyond the reasonable control of FDLA, including but not limited to acts of God, pandemics, acts of war, strikes, labor disputes, accidents, government requisitions, governmental restrictions or regulations on travel (including travel advisory warnings), facility availability, commodities or supplies, inability to secure sufficient labor, civil disturbance, terrorism or threats of terrorism as substantiated by governmental warnings or advisory notices, curtailment of transportation, disaster, fire, earthquakes, hurricanes, extreme inclement weather, epidemic, shortages or disruption of the electrical power supply causing blackouts or rolling blackouts (in the city where the facility is located), or any other comparable conditions, FDLA is unable to fulfill its obligations under this Agreement, the Parties may terminate this Agreement without liability, and FDLA may retain the earned portion of the booth fees required to compensate FDLA for expenses incurred up to the time of terminating the event. Any remaining unearned exhibit fees will be returned to the EXHIBITOR.

Additionally, if any part of the Facility is damaged or if circumstances beyond FDLA's reasonable control make it impossible or impractical for FDLA to permit EXHIBITOR to occupy or continue to occupy the assigned Exhibit space location during any part of or the entire exhibition, EXHIBITOR will only be charged a pro rata Exhibit Space Rental Fee for the period that the Exhibit space was or could have been occupied by EXHIBITOR. Furthermore, in no event will FDLA, the City, the Facility, or their respective owners, directors, officers, employees, agents and representatives be liable for any consequential, indirect, special or incidental damages of any nature or for any reason whatsoever.

AUTHORITY TO SIGN: EXHIBITOR agrees that they have the requisite authority to enter into this Agreement and bind the company or party for whom they sign, and to abide and be bound by all of the terms, conditions, all EXHIBITOR Rules and Regulations stated under this Agreement, the EXHIBITORS' Manual, any schedules, or to any amendments to the same, all of which are integral to and incorporated by reference into this Agreement. All points not covered are subject to the decision of the FDLA Exhibits Management. Further, EXHIBITOR agrees that FDLA will have full power in a matter of interpretation, amendment and enforcement of all EXHIBITOR Rules and Regulations. In all instances, FDLA's rulings will be final. All rights and privileges granted to EXHIBITOR under this Agreement and any subsequent amendments are subject to and subordinate to the master lease between the Florida Dental Laboratory Association (FDLA) and the Facility.

QUESTIONS? PLEASE CONTACT THE FDLA OFFICE AT EXHIBITS@FDLA.NET OR 850.224.0711

HOTEL INFORMATION

Signia by Hilton Orlando Bonnet Creek

14100 Bonnet Creek Resort Lane, Orlando, FL 32821 • 407.597.3600

Signia by Hilton is a new hotel brand offering a premium experience like no other in iconic cities and sought-after resort destinations across the globe. The Signia Orlando Bonnet Creek is surrounded by Walt Disney World® Resort and adjacent to the Waldorf Astoria Orlando. With 12 restaurants and lounges on property, from casual bites to fine signature dining, enjoy some authentic flavors of Florida! World-class shopping, arts and entertainment venues, and the best of Orlando's exhilarating attractions are all within a short drive of the hotel.

Make your hotel reservations directly with the Signia Bonnet Creek by calling **407.597.3600** or online at <https://book.passkey.com/go/FDLA23>. The FDLA has secured a special reduced rate of \$164 plus an optional \$45 resort fee. Included in the FDLA rate is reduced self-parking. Be sure to mention you are with FDLA and make your reservations by **Wednesday, May 17, 2023** to receive this special reduced rate. The association can only reserve a certain number rooms at the discounted rate. Once the room block is sold out, even if that day is prior to the cutoff date, a higher prevailing room rate will apply. Make your reservations today!



Great Benefits of Staying at the FDLA Host Hotel:

- **Special reduced rate of \$164 for FDLA!**
- **The expo hall is minutes away from your hotel room.**
- **Increased networking time with attendees in the hotel's restaurants and lounge areas!**
- **Endless dining options, lazy river, spa, fitness center, golf and activities all at the resort.**

Please continue your support of the FDLA Southern States Symposium & Expo by staying at the Signia by Hilton Orlando Bonnet Creek, the appointed FDLA host hotel.



Florida Dental Laboratory Association

325 John Knox Rd, Ste L103, Tallahassee, FL 32303

Ph: 850.224.0711 Fax: 850.222.3019

www.fdma.net/symposium



Event Contacts

Meeting Management

Jill Jackson, CMP

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