

SPONSORSHIP & EXHIBIT OPPORTUNITIES

TEXAS PRIMA  
2020 CONFERENCE AND EXPO

PUTTING  
THE GLITZ  
IN RISK



NOVEMBER 9 & 10, 2020  
VIRTUAL EVENT

This is your invitation to join one of the largest concentrations of public entity risk management professionals in Texas. Take advantage of this opportunity to share your products and services, and expand your business, by becoming a Texas PRIMA sponsor/exhibitor. This year our conference will be a virtual only event complete with a virtual exhibit hall!

## **SPONSORSHIP OPPORTUNITIES**

Texas PRIMA is fortunate to have Corporate and Risk Pool chapter sponsors. The participation of these sponsors allows the organization to provide educational opportunities for public risk management professionals at a cost that they can afford.

Sponsors enjoy increased name recognition throughout the entire year — not only during the annual Texas PRIMA conference. **Sponsorships begin at conference, continue until the next conference, and include:**

- Enhanced advertising in Texas PRIMA's online Buyer's Guide and on their website.
- Recognition in Texas PRIMA's quarterly newsletter.
- Additional exposure to Texas PRIMA members at regional risk management seminars.
- Additional exposure through Texas PRIMA's social media platforms.



## VIRTUAL EXHIBIT HALL HOURS

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The Virtual Exhibit Hall will be available for attendees to visit at anytime during our two day event. Dedicated breaks and networking time have been scheduled to allow attendees to visit your virtual booth.

## VIRTUAL CONFERENCE SCHEDULE

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### MONDAY, NOVEMBER 9

9:00 am – 10:05 am	Welcome & Keynote Address
10:05 am – 10:30 am	Morning Break and Networking in the Virtual Exhibit Hall
10:30 am – 11:30 am	Education Sessions
11:30 am – 1:00 pm	Lunch Break - Visit the Virtual Exhibit Hall
1:00 pm – 2:00 pm	Education Sessions
2:00 pm – 2:30 pm	Brain Break - Networking and Virtual Exhibit hall
2:30 pm – 3:30 pm	Education Sessions
3:30 pm – 4:00 pm	End of Day Wrap Up - Membership Meeting & Door Prizes

### TUESDAY, NOVEMBER 10

8:45 am	Welcome Back
8:50 am – 9:50 am	Education Sessions
9:50 am – 10:30 am	Networking with Exhibitors - Visit the Virtual Exhibit Hall
10:30 am – 11:30 am	Education Sessions
11:30 am – 12:30 pm	Lunch Break - Visit the Virtual Exhibit Hall
12:30 pm – 1:00 pm	Awards Presentation
1:00 pm – 2:00 pm	Education Sessions
2:00 pm – 3:00 pm	Closing Session & Door Prizes

## EXHIBITOR INFORMATION

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Each year points are awarded based on sponsorship level. Sponsors will retain their current point system level and will continue to receive points based on their sponsorship commitment. Additional priority points are awarded for an increase from exhibitor level to sponsorship level.

### Virtual Exhibits Include:

(see benefits page for a full listing)

- Company marketing brochure (pdf format)
- Link to a 2-5 minute commercial video based on sponsor level
- Link to survey to obtain attendee interest in being contacted
- Virtual conference passes - see benefit page for quantity
- Listing in online Buyer's Guide on Texas PRIMA's website based on sponsor level

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### EXHIBITORS ARE ENCOURAGED TO OFFER DOOR PRIZES.

Sponsoring organizations' door prizes will be announced/posted during the virtual event.

Prize giveaways from Texas PRIMA will occur during both days of the virtual event.

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<b>INVESTMENT INFORMATION</b> <i>Based upon level of support, you will receive the following:</i>	<b>PLATINUM</b> <b>\$10,000</b>	<b>DIAMOND</b> <b>\$7,500</b>	<b>GOLD</b> <b>\$5,000</b>	<b>SILVER</b> <b>\$2,500</b>	<b>EXHIBITOR</b> <b>\$1500</b>
Recognition at Texas PRIMA regional seminars throughout the year	✓	✓	✓	✓	
Recognition in quarterly Texas PRIMA newsletters	✓	✓	✓	✓	
Recognition on Texas PRIMA Social Media Platforms	✓				
Premier listing in Texas PRIMA's online Buyer's Guide: description and contact information, plus identification with up to (3) Buyer's Guide categories	✓	✓	✓	✓	
Basic listing in Texas PRIMA's description and contact information, plus identification with up to (1) Buyer's Guide category					✓
Job Postings on Texas PRIMA website at no cost	✓	✓	✓	✓	
Company description and logo in the sponsor section of Texas PRIMA's website	✓	✓	✓	✓	
Company hyperlink from Texas PRIMA website to your company's website	✓	✓	✓	✓	✓
Corporate logo included in rotating advertisement on Texas PRIMA's website	✓				
One-time spotlight feature article in Texas PRIMA newsletter	✓	✓			
Access to Texas PRIMA membership listing in electronic format	✓	✓	✓		
<b>CONFERENCE-RELATED BENEFITS / RECOGNITION</b>					
Virtual Event passes; <b>DOES NOT INCLUDE Texas PRIMA Membership</b>	<b>8</b>	<b>6</b>	<b>4</b>	<b>4</b>	<b>4</b>
Texas PRIMA Membership	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	
Promotional Video Posted in Virtual Booth (2 - 5 minute max based on level of sponsorship)	<b>5</b> <b>minute</b>	<b>4</b> <b>minute</b>	<b>3</b> <b>minute</b>	<b>2</b> <b>minute</b>	<b>2</b> <b>minute</b>
PDF Promotional Flyer Posted in Virtual Booth	✓	✓	✓	✓	✓
Sponsor "mic time" at new member orientation and award presentations (pre-recorded)	✓				
Recognition on Virtual Platform front page	✓				
Recognition on Virtual Event communications	✓	✓	✓	✓	
Pre-registration List (sortable spreadsheet) for pre-show marketing and Post-registration List for post-show follow-up	✓	✓	✓		
Pre-registration list (pdf) for pre-conference marketing and Post-registration list (pdf) for post-conference follow-up				✓	
<b>Recognition for contributors to Texas PRIMA's Scholarship Fund</b> <ul style="list-style-type: none"> <li>Sponsors (Platinum through Silver) contributing a minimum of \$250 to the fund will receive recognition during our virtual event. In 2020 these scholarship funds will be utilized to ensure public entity members who have experienced budget cuts due to COVID-19 can experience our virtual event.</li> </ul>	<b>MINIMUM additional \$250 contribution</b>				



Our Virtual conference will be hosted on Texas PRIMA's new Learning Management System platform.

## ABOUT TEXAS PRIMA

Texas PRIMA is one of the largest and most active state chapters affiliated with National PRIMA. Texas PRIMA offers educational programs, seminars, newsletters and Texas's premier public risk management conference and exhibition. Texas PRIMA has members throughout the state representing all types of public entities; members' job functions include risk/insurance management, benefits management, finance, human resources, claims, and safety/loss control among others.

This year risk management professionals will come together virtually to learn more about issues, challenges and solutions they are faced with daily.

## RESERVE YOUR VIRTUAL SPACE FOR THE 2020 CONFERENCE!

ALL SPONSOR AND EXHIBITOR CONTRACTS ARE PROCESSED ONLINE. **CLICK HERE NOW!** Using the newly-opened "Texas PRIMA" browser window (it may not pop up — you may need to switch to it), log in with your Texas PRIMA credentials to complete your online application. If the window does not open, copy and paste this URL into your browser: [tp.memberclicks.net/2020-conference-sponsor-exhibitor](http://tp.memberclicks.net/2020-conference-sponsor-exhibitor)

All virtual sponsors/exhibitors must provide the following information 30 days prior to conference in order to be recognized on our virtual platform.:

- marketing brochure (pdf format)
- 2–5 minute video commercial
- company logo (jpg format)
- company description & contact info

## QUESTIONS?

### SPONSORSHIP / EXHIBITING

Paula Sasser • 512-651-3540  
[paula.sasser@horizonmeetings.com](mailto:paula.sasser@horizonmeetings.com)

### TEXAS PRIMA MEMBERSHIP

Ashley Waggoner • 512-394-0719  
[info@texasprima.org](mailto:info@texasprima.org)



## 2019-2020 SPONSORS

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These sponsors enable Texas PRIMA to bring together a unique partnership of government and industry in a coordinated effort to offer its members exceptional educational resources and networking opportunities.

### PLATINUM



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### DIAMOND



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### GOLD

Texas Political Subdivisions  
Munich Reinsurance  
Midwest Employers Casualty  
Safety National  
Pate Rehabilitation

Carlisle Insurance Agency, Inc.  
Lockton Dunning Benefits  
RediMD  
RWH Myers

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### SILVER

Arthur J. Gallagher Risk Management Svc, Inc.  
TASB Risk Management Fund  
Texas Association of Counties  
TML-IRP  
Corvel  
Travelers  
USI  
Concentra  
HCA Asset Management, LLC  
Frost Insurance Agency  
Claims Administrative Services  
Trident Public Risk Solutions  
First Financial  
Genesis Mgt & Insurance Svc, Inc.  
Delta Dental Insurance Company  
Trinity Review Services  
CHUBB

CCMSI  
LytX  
Blackmon Mooring/BMS CAT  
Commercial Risk Services  
Asperta  
NOVARE  
Alamo Insurance Co.  
Morrison Investigations  
Genex Services  
The Jenkins Agency  
Medata  
Berkley Public Entity Managers  
Marathon Health  
D.A. Lamont Public Adjusters  
VRC Investigations  
Medical Equation  
myMatrixx

# TEXAS PRIMA SPONSOR/EXHIBITOR VIRTUAL EXHIBIT RULES & REGULATIONS AGREEMENT

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## 1. GENERAL

Texas PRIMA Sponsor/Exhibitor Rules & Regulations (Agreement) are established for the mutual protection of Texas PRIMA and sponsors/exhibitors (Sponsor). Texas PRIMA reserves the right to make changes to rules, regulations, or the general plan of the Conference/Expo (Conference) as may be deemed in the best interest of Texas PRIMA, the sponsors/exhibitor (Sponsor), or the Conference/Expo (Conference). All matters not specifically covered by these Rules & Regulations (Agreement) shall be subject to the decision of Texas PRIMA.

## 2. PAYMENT AND CANCELLATIONS

The Sponsorship/Exhibitor Agreement is valid only when the application is accompanied with a non-refundable deposit of 50% of the total fee due. If any sponsor/exhibitor (Sponsor) fails to pay as required by the Application, or fails to observe and abide by these Rules & Regulations (Agreement), Texas PRIMA reserves the right to terminate this agreement immediately without refund of any monies previously paid. If a sponsor/exhibitor (Sponsor) wishes to cancel their participation, written notice must be received (45) days prior to the date of the Conference opening to receive a refund of any money paid to Texas PRIMA over and above the non-refundable deposit. No refunds will be made if space is cancelled within (45) days of Conference opening. This Agreement may transfer, with written consent of Texas PRIMA, in the event the company is sold during the term of this Agreement.

## 3. USE OF VIRTUAL EXHIBIT SPACE

Space is to be used for the Exhibitor whose name appears on the Sponsor/Exhibitor Agreement.

## 4. TRADEMARK

Sponsors/Exhibitors are prohibited from using the Texas PRIMA logo without prior written permission from the Board of Directors. To obtain permission and receive the logo in high-resolution, please email [info@texasprima.org](mailto:info@texasprima.org). Texas PRIMA maintains the right to refuse its logo to anyone at any time for any reason. Previous use of the logo does not entitle a party to future use; each use must be approved on a case-by-case-basis.

## 5. INDEMNITY

It is expressly understood and agreed that the exhibitor will hold harmless and make no claim against Texas PRIMA nor any of its officers, members, or agents for any loss, damage to, or destruction of property, nor for any injury that may occur to the exhibitor, its agents, its employees, invitees, guests, or other exhibitors while in the exhibit facilities, nor for any damages of any nature or character whatsoever, including direct or indirect damage as a result of loss of business arising out of the Expo or cancellation thereof.

## 6. NON-ENDORSEMENT

The exhibiting of products and services at the Texas PRIMA Annual Conference/Expo (Conference) does not constitute an endorsement by Texas PRIMA of any product or service exhibited. Exhibitors are not permitted to represent in any manner that Texas PRIMA has endorsed goods or services supplied by them.

## 7. VIRTUAL EXHIBITORS WILL PROVIDE INFO WITHIN 30 DAYS OF CONFERENCE.

Failure to meet this deadline may cause your information to not be included in our virtual exhibit hall.