

Family, Career and Community Leaders of America



# EXHIBTING AND ADVERTISING GUIDE »»



2021-2022

NATIONAL FALL CONFERENCE  
Washington, D.C. | November 5-7, 2021



NATIONAL LEADERSHIP CONFERENCE  
San Diego, CA | June 29 - July 3, 2022





## ABOUT FCCLA >>

Family, Career and Community Leaders of America, Inc. (FCCLA) is a nonprofit national Career and Technical Student Organization for young men and women in Family and Consumer Sciences education in public and private schools through grade 12. FCCLA, the Ultimate Leadership Experience, has 155,000 members, 4,253 chapters, and over 5,561 advisers from 47 state associations and territories including Puerto Rico.

FCCLA offers members technical training, internships, real world skills, and industry credentials related to human services, hospitality and tourism, education and training, and visual arts and design Career Pathways.

## WHO WE REACH >>



**155,000**  
MEMBERS NATIONWIDE



**17,000,000**  
COMMUNITY MEMBERS  
REACHED THROUGH  
COMPETITIVE EVENTS



**4,312**  
2020 NATIONAL LEADERSHIP  
CONFERENCE ATTENDEES



**5,000**  
2020 VIRTUAL NATIONAL  
LEADERSHIP CONFERENCE  
ATTENDEES



**16,314**  
FACEBOOK FANS



**10,736**  
TWITTER FOLLOWERS

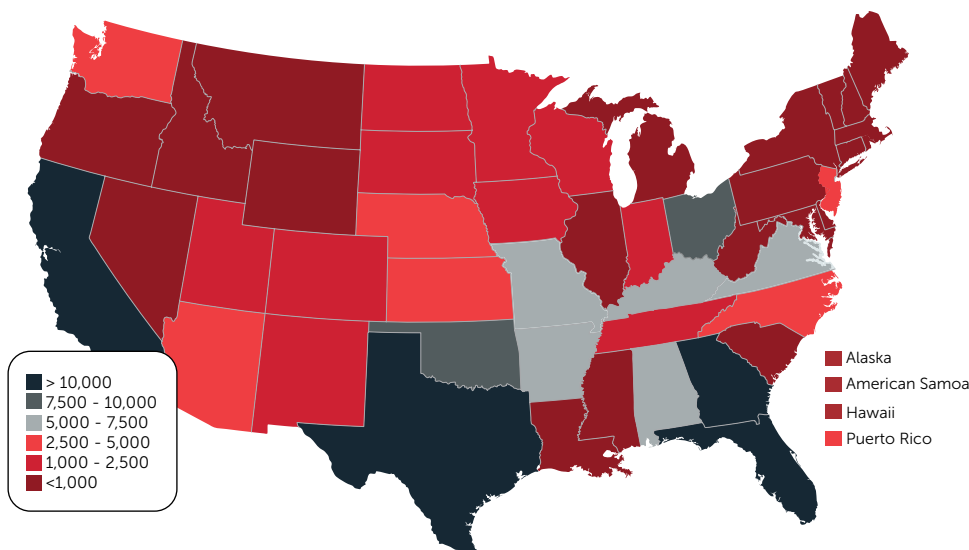


**10,874**  
INSTAGRAM FOLLOWERS



**2,141**  
YOUTUBE SUBSCRIBERS

## WHERE WE REACH >>



### FCCLA EMPOWERS STUDENTS TO:

- Balance career and family responsibilities
- Develop leadership skills
- Practice STEM skills
- Build technical skills in Family and Consumer Sciences related careers

### FCCLA MEMBERS' CAREER INTERESTS:

- Culinary
- Early Childhood Center Director
- Event Planner
- Family and Consumer Sciences Educator
- Fashion Designer
- Interior Designer
- Nutritionist
- Social Worker

**Over 73% of FCCLA members take advanced courses.**

### GENDER

**71%** FEMALE **29%** MALE



### GPA\*

**85%** MAINTAIN A 3.0 TO 4.0 AND ABOVE

### COMMUNITIES:

**84%** RURAL **10%** SUBURBAN **6%** URBAN

\*Data from 2021 My College Options, FCCLA research study



## PAST EXHIBITORS >>

Listing includes companies and organizations who exhibited during the 2019-20 and 2020-21 school year.

### AAFCS

AdVenture Capital  
AFSA Education Foundation  
American Association of Family and Consumer Sciences (AAFCS)  
American Culinary Federation  
Army Recruiting Command  
Association for Career and Technical Education  
AT&T  
Banzai  
BizKid\$  
Boon Supply  
Bright Futures Press  
B-Sew Inn Education Division  
Campaign for Tobacco-Free Kids  
Career Safe Online  
Career Solutions Publishing  
Character Minutes  
Chef Works  
Chief Architect Inc.  
Count Me In  
Country Meats  
Credit Abuse Resistance Education  
Cue Career  
Custom Resources Fundraising  
Dibble Institute  
DreamCatchers  
dude. be nice  
EarthEcho International  
efoodhandlers  
ENPICA, PLLC  
EVERFI  
E-Z Decorator  
Fair Trade Winds  
Find Your Grind  
Ford Driving Skills for Life  
FranklinCovey Education  
Goodheart-Willcox Publisher  
Home Baking Association  
IMAGO  
Impact Teen Drivers  
Infinite Trading  
It's A Hoot!  
Jana's Campaign  
Jewels BY Jewel  
King Arthur Flour  
Knowledge Matters, Inc.  
KP Education Systems  
LEAD FCS Education  
Lead4Change

### MBA Research and Curriculum Center

Men's Wearhouse  
National Association of State Administrators of Family and Consumer Science  
National High School BBQ Association  
National Partnership to Recruit, Prepare, and Support FCS Educators  
National Restaurant Association  
National Road Safety Foundation  
Ozark Delight Candy  
Pampered Chef  
Plunder Design Jewelry by Sophia  
Ogunbodede  
Real Fashion Experience  
Rebekah Scott  
ReBuildUp, LLC  
Right Response First Aid Kits Fundraising  
Rightfully Sewn  
Roadway Safety Foundation  
SAFE 2 SAVE  
Service Fundraising  
Sew Easy Designs  
Sewing 101  
Share Our Strength  
Social Assurity LLC  
Southern Peanut Growers  
Sports Life Business (SLB)  
Start 2 Sew  
Sugar Association  
Suns Up, Nails Up  
Tallo  
Tasty Travels  
Texas A&M Transportation Institute  
The Community Enrichment Project  
U.S. Coast Guard  
US EPA - Office of Children's Health Protection  
WindowsWear  
Youth for Understanding  
Yuda Bands

### COLLEGES AND UNIVERSITIES

Auguste Escoffier School of Culinary Arts  
Brigham Young University  
Chadron State College  
Culinary Institute Lenôtre  
Drury University  
East Texas Baptist University  
Eastern New Mexico University  
Fashion Institute of Design & Merchandising  
Grand Canyon University  
Idaho State University  
Indiana University  
Institute of Culinary Education  
Iowa State University  
Jacksonville State University  
Johnson & Wales University  
Kansas State University  
Liberty University  
Lincoln University of Missouri  
Lindenwood University  
Lipscomb University  
Mercer Culinary  
Messiah College  
North Carolina Agricultural and Technical State University  
North Dakota State University  
Oklahoma State University  
Purdue University  
South Dakota State University  
St. Catherine University  
Sullivan University  
Tennessee Tech University  
Texas State University  
Texas Tech University  
The Art Institutes  
The Culinary Institute of America  
The Culinary School of Fort Worth  
Upper Iowa University  
University of Arizona  
University of Arkansas at Pine Bluff  
University of Georgia  
University of Idaho  
University of Kentucky  
University of Nebraska-Lincoln  
University of North Texas  
University of Wisconsin - Platteville  
University of Wisconsin - Stevens Point  
University of Wisconsin - Stout  
Wayne State College



### NATIONAL FALL CONFERENCE Washington, D.C. | November 5-7, 2021

This conference will bring FCCLA members from across the country together for a fall meeting that builds the foundation of the FCCLA experience. The majority of the attendees are members who have not previously attended the National Leadership Conference. This event will be their first exposure to FCCLA on a larger scale outside their school or state meeting. The National Fall Conference will include career exploration workshops, networking opportunities, general sessions, and, of course, exhibits!

#### Conference Location:

Hyatt Regency Washington on Capitol Hill  
400 New Jersey Ave NW  
Washington, D.C. 20001

#### Exhibit Dates (subject to change):

**Friday, November 5, 2021**

10:00 AM – 2:00 PM Exhibitor Set Up

4:00 PM – 7:30 PM Exhibit Hall Open

**Saturday, November 6, 2021**

8:30 AM – 12:30 PM Exhibit Hall Open

12:30 PM – 2:00 PM Lunch (On Own)

2:00 PM – 6:00 PM Exhibit Hall Open

### NATIONAL LEADERSHIP CONFERENCE San Diego, CA | June 29 - July 3, 2022

The FCCLA National Leadership Conference in San Diego, CA, will be a sea of red blazers as thousands of FCCLA members converge for an unforgettable opportunity to connect with peers, compete in STAR Events, learn from motivational speakers, attend leadership workshops, and give back to the local community. Chapter members and advisers arrive at the conference with a desire to find inspiration that will impact their chapters. Attendees make multiple visits to the EXPO floor bustling with energy and excitement to make connections all in one convenient place.

#### Conference Location:

San Diego Convention Center  
111 W Harbor Drive  
San Diego, CA 92101

#### Exhibit Dates (subject to change):

**Wednesday, June 29, 2022** – Exhibit Set-Up

**Thursday, June 30, 2022** – EXPO Open

**Friday, July 1, 2022** – EXPO Open

#### ONLINE REGISTRATION

Register directly online [here](#).

**RETURNING EXHIBITORS** should enter the username and password previously created for your organization. After logging in, please select 2021-2022 Exhibiting / Sponsorship Packages & Advertising from the dropdown menu.

**NEW EXHIBITORS** should select "First Time Exhibitor" on the registration page and proceed with account set-up. After you've created your account, please select 2021-2022 Exhibiting / Sponsorship Packages & Advertising from the dropdown menu.

\*If you have questions or problems accessing your account, please email [alee@fcclainc.org](mailto:alee@fcclainc.org).



## EXHIBITING PACKAGES

		PLATINUM \$10,000	DIAMOND \$7,500	GOLD \$5,000	SILVER \$3,000	BRONZE \$1,500	BASIC \$500
GENERAL	Complimentary exhibitor representative registration	6	5	4	3	2	1
	Tabletop exhibit space for the National Fall Conference	Two Tables	Two Tables	One Table	One Table	One Table	One Table
	EXPO booth space for the National Leadership Conference	20' x 20' Island <i>includes 4 skirted tables and 6 chairs</i>	10' x 20' Corner <i>includes 2 skirted tables and 5 chairs</i>	10' x 20' Standard <i>includes 2 skirted tables and 4 chairs</i>	10' x 10' Corner <i>includes 1 skirted table and 3 chairs</i>	10' x 10' Standard <i>includes 1 skirted table and 2 chairs</i>	
	Identification as sponsor during all general session multimedia presentations	●	●	●	●	●	
ADVERTISING	Custom e-newsletter advertisement(s) through May 31, 2022	7	5	3	1		
	Custom social media advertisement(s) through May 31, 2022	4	3	2	1		
	Teen Times magazine advertisement	Full Page	1/2 Page	1/4 Page			
	Educational webinar to promote your organization's programming	2	1	1			
	Percent off additional advertisements outside of package	25%	25%	25%			
	Interactive scavenger hunt QR code (NFC & NLC)	●	●				
	One (1) pre-recorded 30-second general session welcome message (NFC & NLC)	●	●				
RECOGNITION	Logo included on onsite signage	Top Level Logo	Second Level Logo	Third Level Logo	Fourth Level Logo	Name	Name
	Organization name and logo in event marketing materials	Top Level Logo and Link	Second Level Logo and Link	Third Level Logo and Link	Fourth Level Logo and Link	Name and Link	Name and Link
	Organization featured in vendor spotlight newsletter sent before and after event	Top Level Logo and Link	Second Level Logo and Link	Third Level Logo and Link	Fourth Level Logo and Link	Name and Link	Name and Link
	Inclusion on FCCLA's national website (through July 2022)	●	●	●	●	●	●

*\*Packages do not include labor, shipping charges, electricity, or internet services. These items may be purchased at an additional cost.*

### CUSTOM PACKAGES:

Exhibitors and sponsors are given the opportunity to have FCCLA staff curate a custom promotional package. Our staff has specialized knowledge of FCCLA to help your company develop an effective, customized sponsorship and marketing plan. **To take advantage of this fantastic opportunity, contact Abigail Lee today at 703-657-5713 or [alee@fcclainc.org](mailto:alee@fcclainc.org)!**



A LA CARTE OPTIONS >>

## PACKAGE ADD-ONS AND A LA CARTE OPTIONS

### **ADDITIONAL BOOTH REPRESENTATIVE - \$250**

Packages come with a set amount of complimentary representative registrations. Additional representative registrations can be purchased through this add-on option.

*\*Purchase of package required*

### **ADDITIONAL TABLE AT NFC - \$250**

Exhibiting packages come with a set number of complimentary exhibit tables for the National Fall Conference. Additional exhibiting tables can be purchased through this add-on option.

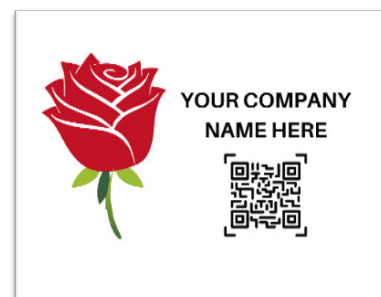
*(Max 3 tables total per exhibiting company).*

*\*Purchase of package required*

### **INTERACTIVE SCAVENGER HUNT - \$500**

Increase engagement with this attendee activity that will require participants to find two (2) branded QR codes in order to earn points towards prizes from FCCLA! One QR code will be located in your booth space, and the other will be placed in a random location at the conference. This activity will require attendees to scan a QR code (provided by FCCLA) and answer a question related to your company for a chance to win prizes.

Participating exhibitors will work with FCCLA to determine the question(s) for their company. Prepare your personnel to use this question as an icebreaker to engage with attendees!



### **CUSTOM FAST FACTS ADVERTISEMENT - \$500**

This opportunity allows you to send one (1) branded e-newsletter that can include photos, videos, and web links. This e-newsletter will be sent to FCCLA's 5,600+ chapter advisers across the nation. FCCLA staff will work with you to schedule a publication date



### **CUSTOM SOCIAL MEDIA ADVERTISEMENT - \$500**

Reach thousands of FCCLA followers with a dedicated post on Facebook, Twitter and Instagram. FCCLA staff will work with you to schedule a publication date.

### PACKAGE ADD-ONS AND A LA CARTE OPTIONS

#### EDUCATIONAL WEBINAR - \$1,000

We are committed to helping industry partners promote their products and services to FCCLA's audience in a variety of ways. FCCLA educational webinars offer the perfect opportunity to support quality online education to members and/or advisers, as well as the promotion of your company. With more than 155,000 members and 5,600 chapter advisers, there is ample opportunity for marketing to your target audience.

##### Complimentary benefits include:

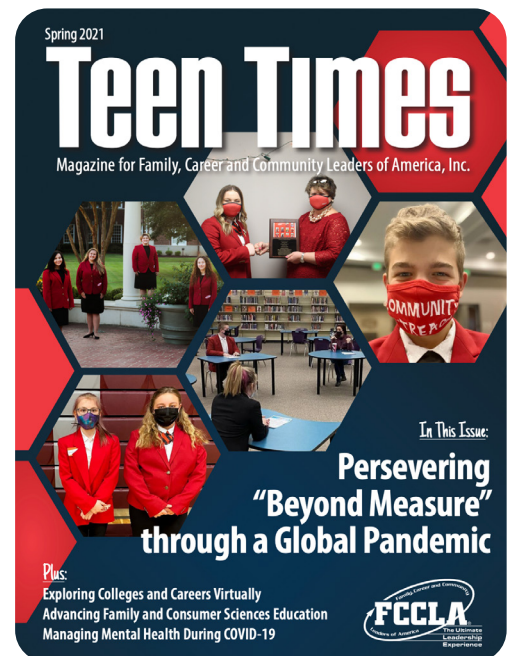
- Webinar listed on FCCLA's national website
- Two (2) e-newsletters promoting the webinar
- Webinar recording housed on FCCLA's website and membership portal for re-watching
- One (1) social media post promoting the webinar
- Opportunity to provide follow-up to registered attendee



#### TEEN TIMES ADVERTISEMENT - PRICE VARIES

Teen Times, FCCLA's official national magazine, is published in October and February. Teen Times reaches over 155,000 FCCLA members and over 5,600 advisers nationwide. The first edition highlights FCCLA's annual programs and events for the school year, while the second edition focuses on the four Career Pathways related to Family and Consumer Sciences including: Human Services, Hospitality and Tourism, Education and Training, and Visual Arts and Design.

- Back Cover \$5,000
- Inside Cover \$4,500
- Full Page \$3,000
- 1/2 Page \$2,000
- 1/4 Page \$1,000



## STAR EVENT SPONSORSHIP

### STAR EVENTS

Every year, over 4,000 members compete in FCCLA's STAR (Students Taking Action with Recognition) Events for a chance to win scholarships, awards, and national recognition. STAR Events are competitive events where members are recognized for their proficiency and achievement in chapter and individual projects, leadership skills, and career preparation. In addition, STAR Events offer personal skill development and application of learning through teamwork, goal setting, and performance.

STAR Event sponsorships connect your business, industry, or organization with high-performing youth, who will soon be the leaders in their career fields. Sponsor a STAR Event to connect with your future top-performing student or employee and promote your company in front of our entire national audience.

The top three highest-scoring teams and individuals in each event will be recognized onstage during the National STAR Event Recognition session. Your sponsorship will also help to provide these students with a special award to recognize their momentous achievements.

### INVESTMENT: \$5,000

### BENEFITS

- On-stage presence during the award presentation.
- Direct access to Competitive Event national student winners, who are the leaders in their event areas.
- Opportunity to directly communicate with national student participants through informational flyers and participant gifts.
- Acknowledgment in STAR Event press releases.
- Identification as sponsor on the FCCLA national website, during the general session multimedia presentation, and during the STAR Events Recognition Session.





## SCHOLARSHIPS AND AWARDS

### SCHOLARSHIPS AND AWARDS

FCCLA's partners and sponsors award up to \$13,326,000 in scholarships and awards annually. Scholarship opportunities are awarded to National STAR Events participants following competition at the National Leadership Conference. These awards are offered by partners and are not administered by FCCLA. Final tuition scholarship award amounts are determined by the sponsoring partner.

#### TYPES OF SCHOLARSHIPS:

- Collegiate
- Hotel / Hospitality
- Memorial
- Partner

#### ADMINISTRATIVE FEE: \$250 Per Scholarship

**New This Year** - Purchase a minimum \$1,500 exhibiting package to have your scholarship administrative fees waived.

#### 2020-2021 SCHOLARSHIPS AND AWARDS

- Auguste Escoffier School of Culinary Arts
- Campaign for Tobacco-Free Kids
- Culinary Institute of America
- Culinary School of Fort Worth
- Fashion Institute of Design and Merchandising
- Goodheart-Willcox Publishing
- Johnson & Wales University
- Lead4Change
- Men's Wearhouse
- National Technical Honor Society
- Omni Nashville Hotel
- Sullivan University





## EXHIBIT RULES & REGULATIONS »

The National Fall Conference and National Leadership Conference are sponsored by and shall, at all times, be conducted under the direction of FCCLA. FCCLA, through its Board of Directors, shall have full power to interpret and enforce all Exhibit Rules and Regulations contained herein. FCCLA reserves the right to deny the right to exhibit, to restrict access to, or to remove any exhibit(s) and/or exhibitor(s) from the conference and exhibit areas for any infraction or non-compliance with these Exhibit Rules and Regulations. FCCLA also reserves the right to locate an exhibitor's booth space based on the exhibitor's priority points, type of display and overall space demands. FCCLA will, however, use its best efforts to honor an exhibitor's preferences.

### ELIGIBILITY

- FCCLA reserves the right to determine or verify eligibility of Exhibitor for inclusion in the event prior to, or after, submission of the Exhibiting and Sponsorship Agreement. FCCLA will determine the appropriateness of products to be exhibited by their distinctive characteristics or performance capability. FCCLA also reserves the right to prohibit display or advertisement of products at any time if display or advertisement of such products would not meet conference objectives or would cause Exhibitor to be in violation of these Exhibitor Rules & Regulations.
- **Non-Exhibiting Company Products or Services.** Exhibitor may not display products or signage in their booth from eligible non-exhibiting companies unless approved in writing by FCCLA and/or media activities of non-exhibiting companies are prohibited at the conference(s).

### REGISTRATION, FEES, PAYMENTS

- Except as provided to the contrary in this contract, all monies paid by Exhibitor shall be deemed fully earned and non-refundable at the time of payment.
- **Registration.** Registration for exhibit space shall be subject to the approval of FCCLA, and FCCLA reserves the right to reject applications with or without cause if FCCLA determines the rejection is in the best interest of the organization. FCCLA will contact Exhibitor following submission of registration if FCCLA finds issues with the ability for the exhibitor to facilitate its exhibit space. Upon acceptance of the registration by FCCLA, its contents, as modified if applicable, shall become a legally binding agreement for exhibit space between the purchasing organization and FCCLA, subject to the terms and conditions herein. The purchasing organization agrees to accept and, when requested, to promptly respond to exhibiting information sent by FCCLA via e-mail or any other method of communication.
- **Exhibit Fees.** The cost for exhibit space is dependent on the sponsorship level, booth type, and booth amenities. Exhibitor must be fully paid on all money owed to FCCLA, its partners and subsidiaries, including sponsorship, and advertising no less than 30 days prior to the event.
- **Payment Schedule.** Payments may be made by credit card, wire transfer or check (U.S. bank only). Checks must be made payable to FCCLA and mailed to 1910 Association Drive Reston, Virginia 20191. Unless otherwise agreed upon by FCCLA, in its sole discretion, the purchasing organization has the following options for payment of their booth space and/or sponsorship package:
  1. **Payment Option 1:** 100% deposit submitted upon receipt of application approval by business check, money order or wire transfer to FCCLA's bank.
  2. **Payment Option 2:** 100% deposit submitted upon receipt of application approval by credit card.
- **Amendments to the Exhibit Space Agreement.** It is understood and agreed that any changes or modifications to the selected sponsorship package and/or individual add-on options following the initial registration submission shall be considered accepted and approved by FCCLA if notification is provided by purchasing organization to, and received by, FCCLA by any form of written communication and notification of FCCLA approval is sent back to purchasing organization by any form of written communication. Changes may include, but not be limited to, modifications to the booth size, package benefits, or payment terms by the purchasing organization. FCCLA shall consider email by and to the purchasing organization as acceptance of such changes, and thereby modify the exhibit fees due from the purchasing organization pursuant thereto. If any changes to the registration or selected package increase the fees due to FCCLA for the booth, FCCLA will provide said exhibitor with an updated invoice outlining the charges. Changes initiated by FCCLA to purchasing company's exhibit space shall be communicated in writing to the email address provided by the purchasing company on the registration form, and all such communications will be interpreted as read and accepted unless the contact listed on the registration form objects in writing to FCCLA within five (5) business days.
- At its discretion, if at any time FCCLA deems an exhibit, or an exhibit's contents objectionable, FCCLA reserves the right to remove and/or cancel the exhibit space or any portion thereof at Exhibitor's sole expense. This reservation includes persons, things, conduct, printed matter, signs, products or any item of poor character, which, in the sole judgment of FCCLA, is detrimental to or unsuitable for the event or jeopardizes the event's safe operations. This right may be exercised by FCCLA at any time, regardless of whether it is before the event or during the event. In the event the right is exercised during the conference(s), FCCLA shall not be liable for refund of exhibit space rental fees, exhibit equipment rental fees or any other expense incurred by reason of FCCLA's removal of objectionable contents or cancellation of the exhibit space or any portion thereof. Exhibitor hereby expressly waives any and all rights and claims, actions and demands for damages, costs and expenses, including without limitation, legal fees, lost profits, and costs of goods sold, against the conference(s) location, FCCLA, their directors, officers, agents, employees and/or servants for such removal and/or cancellation.

### CANCELLATION

- Should the Exhibitor be unable to occupy and use the booth space contracted, FCCLA must be notified immediately in writing. If the Exhibitor submits the cancellation notice 30 days or more before the event, FCCLA will retain fifty (50) percent of the total booth cost. If the Exhibitor submits the cancellation less than 30 days before the event, the Exhibitor is responsible for payment of the total booth cost. FCCLA reserves the right to resell, reassign, or utilize the booth space cancelled by the Exhibitor.
- In the event that an exhibitor is prevented from traveling due to travel restrictions enacted by any government due to COVID-19, the exhibitor shall have the right to request a deferment to the 2022-2023 fiscal year or a refund equal to the cost to exhibit.

### OPERATION AND CONDUCT

- **Exhibit Personnel.**
  1. Attendants, models, and other employees and representatives of Exhibitor must confine their activities to the exhibit space.
  2. Booths must be staffed or have notification of return time during all conference exhibit hours. Exhibitors with booths that are not staffed during exhibit hours could be subject to loss of credentials for future conferences and loss of other conference privileges as determined by FCCLA.
  3. Exhibitor shall not photograph or video record another exhibitor or product of another exhibitor unless such photography or videography is approved in writing by the other exhibitor or FCCLA.
  4. Exhibitor may not harass or antagonize another party or attendee.
  5. No area of the FCCLA event location shall be used for any improper, immoral, illegal or objectionable purpose.
- All Exhibitor personnel and their contractors must wear appropriate apparel when participating in the conference(s). This requirement prohibits, among other items, bathing suits, thongs, lingerie, excessively short skirts, painted bodies and transparent apparel. FCCLA reserves the right to make determinations on appropriate apparel. Business or business casual attire is required for exhibit personnel. Exhibitors who are uncertain with regard to compliance with the appropriate apparel and entertainment regulations are encouraged to consult with FCCLA in advance of the conference.



## EXHIBIT RULES & REGULATIONS »

- **Entertainment, Music.** All music and entertainment within the booth must be in good taste and not include any lyrics that are inflammatory, sexually explicit, sexist, gang-related or violent or that promote activities of any type that defame or denigrate women, law enforcement or other established authorities. Dancing and modeling shall not include any lewd or sexually suggestive poses or actions. FCCLA shall be the final authority on the acceptability of music played. Violators are subject to immediate closure of their booth, removal of booth personnel and/or closure of the exhibit for the duration of the conference.
- All booths will be inspected during the event and any exhibitor deviating from the Rules must make modifications to its exhibit space at Exhibitor's expense. If modifications are not made by Exhibitor, FCCLA will instruct its official contractors to make any necessary adjustments, at Exhibitor's sole expense. Moreover, Exhibitor shall be responsible for all costs associated with ensuring any activities, if applicable, are deemed safe under any and all conditions, as determined by FCCLA in its sole discretion. FCCLA will not be subject to any damages whatsoever should an activity or display be required to be terminated or removed by FCCLA, or its designees, due to such circumstances.
- **Liability and Insurance.** Neither FCCLA, nor any of the officers, employees, agents, contractors and affiliates of such entities, nor the owners, management company, employees or representatives of the hosting platform will be responsible for any injury, loss or damage that may occur to the exhibitor or to the exhibitor's employees or property, prior, during or subsequent to the period covered by the exhibit. The exhibitor expressly releases the foregoing persons and entities from, and agrees to indemnify the same against any and all claims for such loss, damage or injury arising from the negligent or willful acts or omission of the exhibitor and its employees, agents, contractors, and invitees. Exhibitors are responsible for all liability insurance coverages.
- **Accidents/Incidents.** Any accident or incident involving or occurring in Exhibitor's booth, or as it relates to booth personnel are the express responsibility of the Exhibitor.

### VIOLATIONS

- The Exhibitor shall be bound by the Rules as defined herein, and by such additional rules and regulations which may be established by FCCLA at any time. FCCLA shall enforce all Rules and such additional rules and regulations, and its decision on these matters will be final. All matters and questions not covered by the Rules and such additional rules and regulations shall be subject to the final judgment and decision of FCCLA.
- Any violation by the Exhibitor of any of the Rules and such additional rules and regulations shall subject Exhibitor to cancellation of the agreement to occupy exhibit space, to forfeiture of any monies paid on account thereof, and could make Exhibitor subject to loss of credentials for future conferences and loss of other conference privileges. Upon FCCLA notifying Exhibitor of such cancellation, FCCLA shall have the right to take possession of the Exhibitor's space.

### INTELLECTUAL PROPERTY RIGHTS POLICY

- Exhibitors agree that neither they, nor their employees or agents, nor any one working for them in any capacity will obtain, attempt to obtain, or divulge proprietary business information, standards, specifications or other protected intellectual property rights of products or companies outside of their own company or employer, nor will they betray through such acts, the confidentiality invested with them by their company or employer.

### LIABILITY/SECURITY/INSURANCE:

- Neither FCCLA nor its agents or employees, nor the owners of the conference facility, nor its representatives or employees, shall be liable for any damage to the property or loss of business to the exhibitor, or any loss by theft, or damage by fire or other means, or for any injuries to the exhibitor, its employees, agents, customers or guests, arising from any cause or matter whatsoever, even though occasioned, caused or contributed to by the negligence of FCCLA or the conference facility, their agents or employees.
- The exhibitor, on behalf of itself, its employees and agents, agrees to protect, indemnify, save and defend, and hold harmless FCCLA, its agents and employees, the conference facility, its agents and employees, from all costs, losses, damages and expenses arising out of or from any accident or other occurrences connected with the use or occupation by the exhibitor of its booth space.
- Security guards will be maintained at all times by FCCLA. The duty of the guards will be to control admittance and exit to the conference area, and to protect the general conference area against fire or other catastrophes. The presence of the guards does not constitute acceptance of any responsibility by FCCLA for the safety of the exhibitor's products and property, but is merely a service to aid exhibitors during the period of the conference.

### COMPLIANCE WITH LAWS

- Exhibitor agrees to comply with and be bound by all laws of the United States and the State of Virginia and wherever applicable, all rules and regulations of the police department and those policies and criteria established by the laws governing virtual environments. Illegal acts of any kind will be referred to the appropriate authorities for prosecution.

### FAILURE TO HOLD EXPOSITIONS

- Should any contingency prevent holding of the event, FCCLA may retain such part of exhibitor's rental as shall be required to pay for expenses incurred up to the time such contingency shall have occurred. The exhibitor waives all claims for damage or recovery of payments made except the return of the prorated amount paid for exhibit space less expenses incurred by FCCLA.



**FAMILY, CAREER AND COMMUNITY LEADERS OF AMERICA**

1910 Association Drive • Reston, VA 20191

703-476-4900 • [fcclainc.org](http://fcclainc.org)