



Western Association of Independent Camps 2016 Annual Conference

Exhibitor Information & Registration

Conference Site

This year's Annual WAIC conference will be held at the beautiful Hilton Lake Las Vegas Resort & Spa in Henderson, Nevada. It's an oasis in the desert with luxurious amenities for relaxation, play, and networking. A small lakeside village with restaurants and shops as well as walking trails are just steps away from the resort.

Rooms, at the starting conference group rate of \$139 per night, are available from October 29th through November 8th if you decide to lengthen your stay in Lake Las Vegas. The resort fee has been reduced to \$11/night for our group and includes self parking, complimentary internet, use of the fitness facilities, and more.

For reservations, please contact the Reservations Department at **1-800-HILTONS** (identify yourself with the "WAIC16"), or click here to book your room online at the group rate no later than **October 17, 2016**. Please visit the Hilton Lake Las Vegas Resort & Spa online for hotel details and amenities.

Exhibit Hall

The Exhibit Hall dates during the conference are Thursday, **November 3rd** and Friday, **November 4th, 2016**. WAIC's Annual Conference is a great way to reach camp owners and directors who represent their camp at the conference and are the individuals who make the purchasing decisions for their organization! The Annual WAIC Conference is mandatory to attend for member camps so it's a great opportunity to connect with all WAIC camps. The Exhibitor Showcase, on the first day of the exhibit hall, helps attendees learn more about each vendor and the products and services that are offered. More details and helpful information to prepare for this event will be sent prior to the conference.

Travel

Air travel to Lake Las Vegas can be accessed through McCarran International Airport (LAS) which is located 17 miles from the conference site. The Hilton offers shuttles at designated times to the airport at a cost of \$30/room. Reservations are recommended.

WAIC Annual Golf Tournament

Join WAIC members, Business Affiliates, and friends at the Annual WAIC Golf Tournament on Wednesday, November 2nd for this fun conference tradition! It's a great casual setting to touch base with your current camp clients and meet some new potential accounts! Golfers will enjoy 18 holes at Reflection Bay Golf Club. For course details, visit www.reflectionbaygolf.com. The entry fee is \$140/person and golf club rentals are available for \$75.

EXHIBIT...SPONSOR...SUPPORT...ADVERTISE

EXHIBIT

Exhibit Set-Up

Thursday, November 3
2:00pm - 4:00pm

Exhibit Hours

Thursday, November 3
4:30pm - 7:30pm
Friday, November 4
8:00am - 2:00pm

Booth Fees

Affiliate: \$550
Non-Affiliate: \$725
Electricity: \$125

Booth fee includes:

- 8' x 10' booth with a 6-foot draped table, two chairs, wastebasket, and booth sign
- Electronic list for pre and post conference mailings
- (1) Friday breakfast ticket and (1) Friday Exhibitor Appreciation Luncheon ticket per booth
- Company listing in the Conference Program
- Participation in the "Exhibitor Showcase" at 5pm on Thursday. Each participating booth will be given a one-minute time allotment to talk directly to the entire group of conference attendees about their product or service. A slide of your choosing will be displayed on screen during your time addressing the group. The "Exhibitor Showcase" will replace the "Exhibitor Round Table" from previous conferences.

Please indicate on your registration form if you will need electricity or other special accommodations. Information regarding the shipment of materials for use at your booth will be made available closer to the conference date. Refer to the attached tentative schedule at a glance for program information and special events!

SPONSOR WAIC

Our Business Affiliates and Exhibitors are an important part of the WAIC organization. In our mission to inspire and support our members to promote excellence and enduring success of independent camps...YOU are an essential part of WAIC's success.

As always, the Annual WAIC Conference is a great forum for camps and businesses to work together to provide education opportunities and share ideas.

To cultivate this vision, increase your visibility to conference attendees, showcase your business, and be recognized throughout the conference, several sponsorship opportunities are available and listed below.

2016 Presenting Sponsor • \$5000

- WAIC's 2016 Annual Conference will be named for your company **"Equilibrio: You, Your Camp, Your Life"**
2016 Annual WAIC Conference
Presented by Your Company Name

•Level Also Includes:

- Your company name and logo will appear prominently on the cover and a full page ad included in the printed conference brochure. In addition, your company will be highlighted in the welcome letter, in the Sponsor/Exhibitor section, and extensively throughout the brochure.
- Thursday night accommodations in a standard room at the Hilton Lake Las Vegas (room & tax).
- Premium exhibit space and electricity at no cost.
- Two (2) tickets to Thursday night's "Welcome Dinner", where you will be introduced and receive 5 minutes to speak directly to the entire group.
- Stand-alone sign at the Conference Registration Desk, Exhibit Hall, and a special recognition sign at your booth in the Exhibit Hall.
- Company name and logo prominently displayed on the home page of WAIC.org.

Partner in Education Sponsor • \$2500

- Headline listing at the beginning of the educational program schedule: “Equilibrio: You, Your Camp, Your Life”
Schedule of Program

Partner in Education: Your Company Name

- Level Also Includes:

- Introduction and allotted time at the beginning of the Opening General Session where you will also introduce our keynote speaker.
- Premium exhibit space and electricity at no cost.
- One (1) Thursday night “Welcome Dinner” ticket.
- Full page ad, highlighted in the welcome letter, in the Sponsor/Exhibitor section, and throughout the printed conference brochure.
- Prominent sign at the Conference Registration Desk and entrance to meeting rooms, and a special recognition sign at your booth in the Exhibit Hall.
- Company name and logo displayed on the home page of WAIC.org.

Hospitality Sponsor • Welcome Reception: \$1500 or Auction Reception: \$1500

- The Welcome *or* Auction Reception will be named for your company: “Equilibrio: You, Your Camp, Your Life”
Hospitality Sponsor: Your Company Name

- Level Also Includes:

- Your company’s representative will be introduced and have allotted time (2 minutes) at the Welcome Reception or Auction Reception.
- Half page ad, acknowledgement in the welcome letter and prominent listing in the Sponsor/Exhibitor section of the printed conference brochure.
- Special recognition sign at your booth in the Exhibit Hall and on the appetizer table at the reception.

Productivity Lab Sponsor • \$1250

- WAIC’s Productivity Lab will be named for your company: “Equilibrio: You, Your Camp, Your Life”
Productivity Lab

Presented by Your Company Name

- Level Also Includes:

- Acknowledgement in the brochure, including prominent listing in the Sponsor/Exhibitor section.
- Quarter page ad, acknowledgement in the welcome letter and prominent listing in the Sponsor/Exhibitor section of the printed conference brochure.
- Special recognition sign at your booth in the Exhibit Hall and at the event.

WAIC Annual Golf Tournament Sponsor • \$1000

- WAIC Annual Golf Tournament will be named for your company: “Equilibrio: You, Your Camp, Your Life”
2016 Annual WAIC Golf Tournament
Presented by Your Company Name

- Level Also Includes:

- Quarter page ad, acknowledgement in the brochure, including the welcome letter, prominent listing in the Sponsor/Exhibitor section.
- Special recognition sign at your booth in the Exhibit Hall and on golf cart(s) or course.

Exhibitor Showcase Snacks Sponsor • \$750

- The Exhibitor Showcase Snacks will be named for your company: **“Equilibrio: You, Your Camp, Your Life” Exhibitor Showcase Snacks**
Provided by: Your Company Name
- Level Also Includes:
 - Acknowledgement in the brochure and prominent listing in the Sponsor/Exhibitor section.
 - Special recognition sign at your booth in the Exhibit Hall and on the tables at the event.

Coffee Break Sponsor • \$750

- Friday’s Exhibit Hall Coffee Break will be named for your company: **“Equilibrio: You, Your Camp, Your Life” Coffee Break**
Presented by Your Company Name
- Level Also Includes:
 - Acknowledgement in the brochure and prominent listing in the Sponsor/Exhibitor section.
 - Special recognition sign at your booth in the Exhibit Hall and on the coffee/tea service table.

Equilibrio Activities Sponsor • \$750

- Saturday afternoon’s mindful activities will be named for your company: **“Equilibrio: You, Your Camp, Your Life” Saturday Activities**
Presented by Your Company Name
- Level also Includes:
 - Acknowledgement in the brochure and prominent listing in the Sponsor/Exhibitor section.
 - Special recognition sign at your booth in the Exhibit Hall and at displayed at one or more of the activities.

SUPPORT

General Sponsor

Donations in any amount will support the WAIC organization! For donations of \$500 or more, your gift will be named and assigned to a key area of the conference. Your donation will be recognized in the conference brochure, your listing in the Exhibitor section will be highlighted and you will receive a special sign at your booth in the Exhibit Hall.

Provide an In-Kind Gift

Examples of needed gifts include name tags, conference bags, notebooks, printing, conference and event apparel (sweat-shirts, hats), etc. Your donation will be coordinated with the Association Manager and Conference Coordinator prior to the conference and will be recognized in the conference brochure, your listing highlighted in the Exhibitor section of the brochure, and you will receive a special sign at your booth in the Exhibit Hall.

Donate a Raffle Prize or Auction Item

Items donated from our exhibitors are always a BIG HIT for conference participants, and they wait in anticipation as winners are announced during exhibit hall hours. Past items donated have included apparel, sports event tickets, camp equipment, gift cards, etc. Your donation will be greatly appreciated!

ADVERTISE

The conference brochure not only allows the participants to navigate through the conference, it is used as a go-to guide for camp directors throughout the buying season. Ad rates and sizes are outlined below.

Ad Size	Affiliate Rate	Non-Affiliate Rate
1/8 page	FREE	N/A
1/4 page	\$200	\$250
1/2 page	\$250	\$300
Full page	\$350	\$400

Email camera ready artwork
to the WAIC office:

info@waic.org

Deadline: September 25

Conference Deadlines

Deadline	Registration Process	Notes
September 25	Exhibitor Registration	Deadline for inclusion in print conf. materials
October 17	Hotel Room reservation deadline at conference rate	Call 1-800-HILTONS or click here to make on-line reservations. Group code is "WAIC16"
November 1	Business Affiliate dues (\$250) deadline	An invoice will be sent October 1

Registration

To exhibit at the 2016 Annual WAIC Conference, please [click here](#) to complete and submit the exhibitor registration form or go to www.waic.org/annual_conference for a link to the online registration. **Priority registration for WAIC Business Affiliates begins June 29, 2016. Open registration will be available starting July 6, 2016.**

Upon registering you can select a method of payment and either send a check to the WAIC Office at the address listed below (preferred method), or click here to download a WAIC credit card authorization which can be sent by mail, emailed to billing@waic.org, or faxed to (877) 257-2207.

After your company's registration and payment is received, a confirmation letter will be sent. In September, more details will be provided regarding shipping and other specifics.

Contacts

WAIC Association Manager
Chelsea Rowe
info@waic.org
(949) 407-9242
(877) 257-2207 fax

2016 Conference Coordinators
Tommy Feldman/tommy@campgranitelake.com
Brooke Cheley Klebe/brookecheley@cheley.com
Sheila Tallmon/norwestersmt@rockisland.com



For those who would like to maintain an ongoing relationship with WAIC and its members, please consider becoming a **Business Affiliate**. As a Business Affiliate and member of WAIC, you are invited to register for any portion of the conference including seminars, meal functions, and the golf tournament. For more information regarding this opportunity, please visit WAIC.org or contact the WAIC Association Manager.

Please let us know if you would like us to forward exhibitor information to a business that may be interested in joining WAIC as a Business Affiliate or to learn more about conference exhibitor and sponsorship opportunities. Thank you for your support of WAIC!

2016 WAIC ANNUAL CONFERENCE

Program Schedule At-a-Glance

*SPONSOR OPPORTUNITY



EQUILIBRIO
You, Your Camp, Your Life

Wednesday, November 2

10:30am

*2016 Annual WAIC Golf Tournament

Thursday, November 3

9:00am-12:30pm
10:00am-3:00pm
10:00am-12:00pm
12:30pm-1:00pm
1:00pm-2:00pm
2:15pm-4:00pm
4:30pm-7:30pm
5:00pm
6:00pm-7:00pm
7:30pm

WAIC Board Meeting
Conference Registration Open
ACA Standards Update
New Conference Attendee Orientation
Section Meetings
Welcome & Opening Keynote Speaker
Exhibit Hall Open
*Exhibitor Showcase
*Exhibit Hall Welcome Reception
Welcome Dinner

Friday, November 4

8:00am-9:00am
8:00am-2:00pm
8:30am-12:30pm
9:15am-10:30am
10:30am-11:15am
11:15am-12:30pm
12:30pm-2:00pm
2:15pm-3:30pm
3:45pm-5:15pm
5:30pm

Exhibit Hall Breakfast
Exhibit Hall Open
Conference Registration Open
*Productivity Lab
*Coffee Break in the Exhibit Hall
Education Sessions
Exhibitor Appreciation Lunch & Last Chance Exhibit Hall
Education Sessions
Keynote Speaker
Dinner & Night on Your Own

Saturday, November 5

8:30am-9:30am
8:30am-9:30am
9:30am-12:30pm
9:30am-10:30am
10:45am-11:45am
12:30pm-2:00pm
2:30pm-4:30pm
5:30pm-7:30pm
7:30pm-10:30pm

Conference Registration Open
Breakfast
WAIC Annual Meeting
Education Session
Education Session
Lunch on Your Own
*Equilibrio Activities
Annual WAIC Auction & *Reception
WAIC Annual Dinner & Slideshow

Sunday, November 6

8:00am-9:00am

"Inspirational" & Farewells

Schedule subject to change