



78th National Convention Prospectus



**August 14-18, 2023-Marriott St. Louis Grand
St. Louis, Missouri**





MARRIOTT ST LOUIS GRAND



ABOUT THE CONVENTION

Hello Prospective and Returning Exhibitors and Sponsors,

We appreciate the generous support of the sponsors and exhibitors whose participation had a direct impact on the quality and success of BVA's 77th National Convention in August 2022.

Join us at the 78th National Convention in St. Louis, Missouri to showcase products and services to hundreds of potential customers. In registering as an exhibitor or sponsor with BVA, you'll enjoy showcasing your products and technologies while building relationships with blind and low vision veterans, leaders from the Department of Veterans Affairs (VA), and the Department of Defense (DoD).

BVA continually strives to better the lives of all who served in the Armed Forces currently living with sight loss through expert advocacy, engaged membership, clear communication, and peer inspired self-reliance. Our BVA family epitomizes respect, honor, dedication, and commitment to sustain a thriving, informed, patriotic, and connected community.

The BVA National Convention is an exclusive annual opportunity for Blind Rehabilitation Services and other rehabilitation professionals to engage directly and learn about new products, services, and technologies available to the veterans they serve.

This Prospectus details exhibitor, vendor, sponsor, and advertising opportunities. Customized sponsorship packages and member education session options are available upon request.

IMPORTANT DATES AND DEADLINES:

Convention Dates:	August 14-18, 2023
Location:	Marriott St. Louis Grand 800 Washington Avenue St. Louis, MO 63101
Advertising Deadline:	June 20, 2023
Registration Deadline:	June 20, 2023
Exhibit Hall Move-In:	Monday, August 14 – 1:00pm-9:00pm
Exhibit Hall Hours & Dates:	Tuesday, August 15 – 9:30am-5:30pm Wednesday, August 16 – 9:30am-5:30pm
Exhibit Move-Out:	Wednesday, August 16 – 6:00pm-9:00pm

2023 EXHIBITOR INFORMATION AND ADVERTISING OPPORTUNITIES

***Register by May 12, 2023 for priority selection on booth location.**

**** Registration and advertising deadline is June 20, 2023.**

After BVA registration, redirect to Alliance online portal.

EXHIBITOR FEES	PRICE
Premium Booth-20'X10' Includes: <ul style="list-style-type: none"> 8'H Blue and White Backwall Drape, 3'H Blue Siderail Drape, one (1) 6' White Skirted Table, two (2) Side Chairs, one (1) Waste Basket, Installation & Dismantle Labor, Floor Marking, and Standard Booth Identification Sign Four (4) Exhibitor Badges Four (4) tickets to President's Reception One (1) full-page advertisement in Convention program 	\$1,600
Corner Booth-10'x10' Includes: <ul style="list-style-type: none"> 8'H Blue and White Backwall Drape, 3'H Blue Siderail Drape, one (1) 6' White Skirted Table, two (2) Side Chairs, one (1) Waste Basket, Installation & Dismantle Labor, Floor Marking, and Standard Booth Identification Sign Two (2) Exhibitor Badges Two (2) tickets to President's Reception One (1) full-page advertisement in Convention program 	\$1,000
Standard Booth-10'x10' Includes: <ul style="list-style-type: none"> 8'H Blue and White Backwall Drape, 3'H Blue Siderail Drape, one (1) 6' White Skirted Table, two (2) Side Chairs, one (1) Waste Basket, Installation & Dismantle Labor, Floor Marking, and Standard Booth Identification Sign Two (2) Exhibitor Badges One (1) half-page advertisement in Convention program 	\$800
ADVERTISING FEES- CONVENTION PROGRAM	PRICE
Outside back cover (color)	\$500
Inside front cover/back cover (color)	\$400
Full-page (color) - Non-Bleed (portrait only) - 7.5" wide x 10" height	\$250
Half-page (color) - Non-Bleed (landscape only) - 7.5" wide x 5" height	\$150
OTHER	
Attendee Bag Insert	\$75
Additional Exhibitor Badge	\$80

Ad File Specifications:

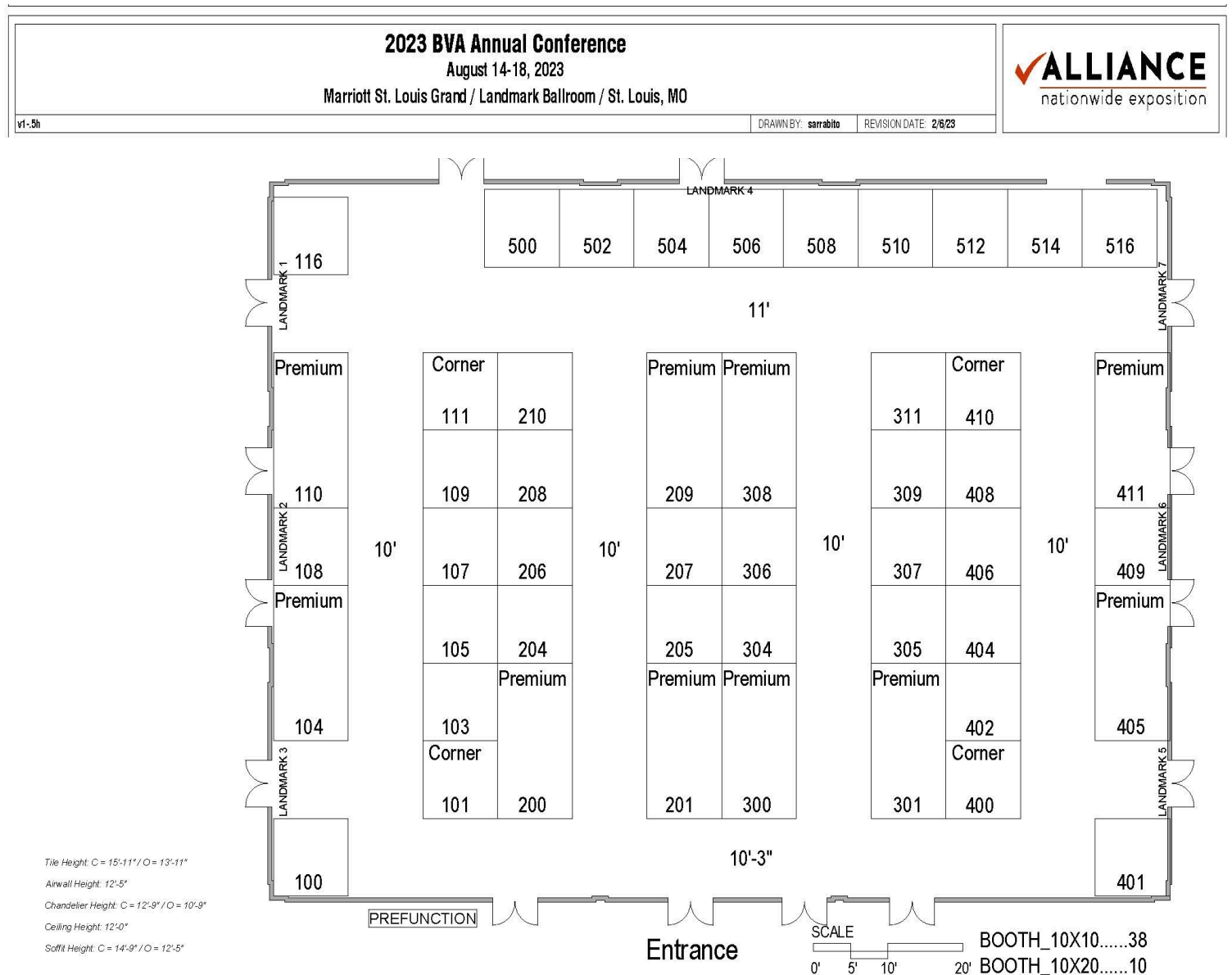
--PDF (preferred) all fonts embedded or outlined, 14pt font or larger. Also accepted: JPG or TIF image file

--300 dpi resolution for all files and art placed within files

2023 EXHIBITOR SERVICES

Exhibitor Service Kits will be provided by Alliance Nationwide Exposition Services to all confirmed exhibitors and will include specific shipping information for your materials. Alliance Exposition Services will receive, store, and deliver your packages directly to your booth and operate an onsite Service Center during move-in and move-out hours. If your booth requires electricity or other Audio/Visual services, please order these services in accordance with guidelines that will be provided by the show decorator.

The link for these services is <https://alliance-exposition.boomerecommerce.com/Pages/Event/EventHome.aspx?E=1700>



All exhibitors participating in the 2023 Annual Convention and Exhibition must abide by the following rules and regulations:

LIABILITY

All Advertisers, Exhibitors, and Sponsors assume the entire responsibility and liability for losses, damages, and claims to materials, displays, equipment, or other property brought onto the premises of the Convention to indemnify and hold harmless BVA, its parent affiliates, their heirs, executors, directors, and agents, and the Hotel, its agents, servants and employees, against any and all liability, losses, damages, and claims. Exhibitor and Sponsor shall be fully responsible to pay for any and all damages to property owned by the Hotel, its owners and managers, which result from any act or omission of the Exhibitor and Sponsor. Exhibitor and Sponsor agree to defend, indemnify, and hold harmless BVA, its contractors, and the Hotel, its owners, managers, officers or directors, agents, employees, subsidiaries, and affiliates from any damages or charges resulting from Exhibitor and Sponsor use of the property. The Exhibitor and Sponsor liability shall include all losses, costs, damages, or expenses arising from, out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor and Sponsors its agents, employees, and business invitees which arise from or out of the Exhibitor and Sponsor occupancy and use of the exhibition premises, the Hotel, or any part thereof.

AMENDMENT OF RULES

Any and all matters not specifically covered by the preceding terms and conditions shall be subject solely to the decision of BVA and the Hotel. These terms and conditions may be amended at any time by BVA and the Hotel. All amendments shall be binding in relation to Advertisers, Exhibitors, and/or Sponsors. All Advertisers, Exhibitors, and Sponsors agree to abide by all policies, rules, and regulations of the Convention. These rules, terms, and conditions have been formulated in the best interest of all Advertisers, Exhibitors, and Sponsors.

2023 HOTEL AND EXHIBIT INFORMATION



Marriott St. Louis Grand
800 Washington Avenue, St. Louis, MO 63101

The Marriott St. Louis Grand is offering rooms for \$126.00 per night plus a state and local tax of currently 18.929 percent. The Marriott St. Louis Grand offers complimentary standard tier Wi-Fi in guest rooms for all Marriott Bonvoy Members, refrigerators in each room, as well as use of their well-equipped fitness center. To become a Marriott Bonvoy Member click here [Promotion Central \(marriott.com\)](#).

Greet the day with breakfast at 8th Street Pantry or on-site full-service Starbucks®. Delight your palate with contemporary American cuisine and cocktails at Zenia Bar & Grille.

To reserve your room, please use the convention room booking link <https://book.passkey.com/e/50368736>. You can also call (877) 303-0104 and use room block code "BLINDED VETS BVA" to make your room reservation. The room block rate is available from August 10-19, 2023. Please register by July 21, 2023 for group rate.

2023 Exhibitor, Sponsor, & Advertising Terms and Conditions

All Exhibitors participating in the 2023 Annual Convention and Exhibition must abide by the following rules and regulations:

AGREEMENT

All terms and conditions will be firmly enforced. Advertisers, Exhibitors, and Sponsors hereby agree to adhere to all Blinded Veterans Association (BVA) guidelines, policies, terms, and conditions when submitting an order to participate in the National Convention.

EXHIBIT SPACE ASSIGNMENT

Exhibit Booths will be assigned in order of receipt of orders and payment. The Exhibit Hall will be arranged to promote your offerings in a non-competitive environment to the best extent possible. BVA reserves the right to make final space assignments.

NON-CONTRACTED ADVERTISING OR EXHIBIT SPACE

Any individual or organization not having placed an order with BVA for Convention advertising or occupancy of exhibit space will not be permitted to display or demonstrate any products or services in the Exhibit Hall or any meeting space associated with the Convention.

PAYMENT POLICY

The full 100 percent balance is due with order for advertising, exhibit space, or sponsorship packages. BVA will confirm receipt of order and payment.

CANCELLATION/REFUNDS

Should an Advertiser, Exhibitor, and Sponsor cancel their order to participate in the Convention, written cancellation notice must be received via email at bva@bva.org on or before June 20, 2023, to receive a 50 percent refund. No cancellations will be accepted nor refunds given after this date.

USE OF SPACE

Exhibitors and Sponsors shall not sublet or share exhibit space provided by BVA, nor shall the Exhibitor and Sponsor assign this lease agreement in whole or in part without written notice and approval from BVA. The Exhibitor and Sponsor, as specified by these terms and conditions, will forfeit space not occupied by the close of the installation period. The space may be resold, reassigned, or used by BVA.

EXCLUSION

BVA reserves the right to exclude or require modification to any advertising, display, signage, presentation or demonstration considered unsuitable or otherwise misaligned with the character of the event or the mission of the organization. BVA reserves the right to prohibit use of anything which may prove objectionable.

"EXHIBITS ONLY" REGISTRATION

"Exhibits Only" registration allows Exhibitors access to the Exhibit Hall exclusively and does not include access to sessions or meal functions.

EARLY DISMANTLING OF EXHIBITS

Exhibitors are required to remain set up until the official tear-down time of 6:00pm on Wednesday, August 16, 2023.

PHOTO CONSENT

As part of the Convention, you may be photographed or recorded on audio and/or video. Photography, audio, and video may be used in future Convention marketing and BVA communication materials. Your attendance at the Convention implies your consent to being photographed and/or audio and video recorded.

SAFETY

All aisles must be kept clear of displays. Inventory must be discreetly stored within the Exhibitor's booth space. Exhibitors and Sponsors must adhere to all municipal and state laws, rules, and regulations. No combustible decorations are allowed, and other material must comply with fire department regulations.

SECURITY SERVICE

BVA will provide Guard/Security service when the Exhibit Area is closed and exercise reasonable care for the protection of Exhibitors' and Sponsors' materials and displays. Beyond this, BVA, its officers, agents, employees, subsidiaries, affiliates, and members (separately or collectively) cannot accept responsibility for any damage to, loss, or destruction of exhibitor property due to fire, theft, accidents, or other causes.

2023 SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR- <i>Two Available</i>	\$25,000
<p><i>This Top tier year-round sponsorship supports the President's Reception or Awards Banquet</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Sponsorship of President's Reception (<i>Tuesday</i>) OR Award's Banquet (<i>Friday</i>) • Sponsor may address attendees for 10 minutes at selected sponsored event • Company logo featured on BVA Convention Member t-shirt • Four (4) tickets each for President's Reception (<i>Tuesday</i>), Father Thomas J. Carroll Luncheon (<i>Thursday</i>), and Awards Banquet (<i>Friday</i>) • Six (6) BVA Education Sessions. Sessions consist of virtual and/or in-person engagements. • Premium Exhibit Hall Booth (20' x 10'), which includes four (4) exhibitor passes • One (1) full-page advertisement in Convention program • Feature story in BVA's flagship printed publication, The Bulletin, and digital advertisement in the electronic versions • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event • One (1) attendee bag insert 	
GOLD SPONSOR-FATHER THOMAS J. CARROLL LUNCHEON (<i>Thursday</i>)	\$20,000
<p><i>This annual luncheon is held in honor of one of the most influential leaders in blind rehabilitation and celebrates BVA's partnerships with individuals and organizations that serve the blind and low vision community.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Sponsor may address attendees for 10 minutes at luncheon • Company logo featured on BVA Convention Member t-shirt • Four (4) tickets each for Father Thomas J. Carroll Luncheon (<i>Thursday</i>) • Two (2) tickets each for President's Reception (<i>Tuesday</i>), and Awards Banquet (<i>Friday</i>) • Four (4) BVA Education Sessions. Sessions consist of virtual and/or in-person engagements. • Two (2) BVA Ambassador training virtual sessions introducing BVA Ambassadors to sponsor • Premium Exhibit Hall Booth (20' x 10') which includes four (4) exhibitor passes • One (1) full-page advertisement in convention program • Feature story in BVA's flagship printed publication, The Bulletin, and digital advertisement in the electronic versions • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event 	

2023 SPONSORSHIP OPPORTUNITIES

SILVER SPONSOR-LUNCH & LEARN <i>(Tuesday or Wednesday)</i>	\$15,000
<p><i>Present an educational session and a lunch.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Sponsorship and presentation at Lunch & Learn <i>(Tuesday or Wednesday)</i> • Company logo featured on BVA Convention Member t-shirt • Two (2) tickets each for President's Reception (Tuesday), Father Thomas J. Carroll Luncheon (Thursday), and Awards Banquet (Friday) • Premium exhibit hall booth (20' x 10') which includes four (4) exhibitor passes • One (1) full-page advertisement in convention program • One (1) full-page digital advertisement in BVA's flagship publication, The Bulletin • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event • One (1) attendee bag insert 	
BRONZE SPONSOR-HAPPY HOUR RECEPTION- <i>(Wednesday)</i>	\$10,000
<p><i>Attendees and sponsors will have an opportunity to network over light refreshments and finger foods.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Two (2) tickets each for President's Reception <i>(Tuesday)</i>, Father Thomas J. Carroll Luncheon <i>(Thursday)</i>, and Awards Banquet <i>(Friday)</i> • Company logo featured on BVA Convention Member t-shirt • Standard Exhibit Hall Booth (10' x 10') which includes two (2) exhibitor passes • One (1) full-page advertisement in Convention program • One (1) half-page digital advertisement in BVA's flagship publication, The Bulletin • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event 	
GOOD MORNING COFFEE/BREAKFAST SPONSOR- <i>(Tuesday, Wednesday or Thursday)</i>	\$7,500- \$10,000
<p><i>All attendees and sponsors will have an opportunity to network over breakfast.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Sponsor will have 10 minutes to address attendees during breakfast • Two (2) tickets each for President's Reception <i>(Tuesday)</i>, Father Thomas J. Carroll Luncheon <i>(Thursday)</i>, and Awards Banquet <i>(Friday)</i> • Standard Exhibit Hall Booth (10' x 10') which includes two (2) exhibitor passes • One (1) half-page advertisement in Convention program • Corporate name and logo will appear on print products for sponsored events 	

2023 SPONSORSHIP OPPORTUNITIES

BOW WOW LOUNGE SPONSOR	\$5,000
<p><i>Honor our canine heroes by sponsoring the respite lounge for our service dogs.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • One (1) ticket each for President's Reception (<i>Tuesday</i>), Father Thomas J. Carroll Luncheon (<i>Thursday</i>), and Awards Banquet (<i>Friday</i>) • Standard Exhibit Hall Booth (10' x 10') which includes four (4) exhibitor passes • One (1) half-page advertisement in Convention program • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event 	
<p>ACTIVITY SPONSOR (<i>Monday, Tuesday, or Thursday</i>)</p> <p>*RIVERBOAT SPONSOR (<i>Monday</i>) and BOWLING SPONSOR (<i>Wednesday</i>)</p>	<p>\$2,500—</p> <p>*\$5,000</p>
<p><i>BVA plans offsite activities and events for BVA members. Sponsor will have the opportunity to provide the activity and attend with participants.</i></p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Two (2) sponsor attendees may attend sponsored trip • One (1) half-page advertisement in Convention program • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event <p>*Monday activity sponsor and Bowling Sponsor includes a Standard Exhibit Hall Booth (10' x 10') which includes two (2) exhibitor passes, four (4) attendees at sponsored event, and all other activity sponsorship benefits.</p>	
ANGEL SPONSOR	\$1,000/ \$1,800
<p><i>Sponsor a blinded veteran to attend the convention. Your donation will allow a blinded veteran to experience the warmth, belonging, and lifelong fellowship that comes from connecting with other blinded veterans during convention.</i></p> <p>\$1,000 – Sponsors one (1) Convention registration and hotel stay for a BVA member</p> <p>\$1,800 – Sponsors one (1) Convention registration, hotel stay, and travel for a BVA member</p> <p>BENEFITS:</p> <ul style="list-style-type: none"> • Sponsorship of Exhibit Hall Bingo for BVA members only • One (1) half-page advertisement in convention program • Corporate name and logo will appear on print products for sponsored events • Corporate banner and/or signage may be displayed at sponsored event 	

2023 SCHEDULE OF EVENTS-*Schedule is subject to change

Monday, August 14

- Welcome Orientation
- Registration-9:00am-5:00pm
- Offsite trip for BVA members
- Exhibitor Move-in from 1:00pm-9:00pm

Tuesday, August 15

- Exhibitor Set-Up from 7:00am-9:00am
- Exhibitor/Sponsor Good Morning Breakfast
7:30am-9:00am
- Exhibit Hall Open from 9:30am-5:30pm
- Lunch & Learn
- Offsite trip for BVA members
- President's Reception Cocktail Hour-6:00pm-7:00pm
- President's Reception and Dinner-7:00pm-9:00pm

Wednesday, August 16

- Good Morning Breakfast
- BVA Opening Session – BVA, BVA Auxiliary, VA,
State and Federal Agencies
- Opening Business Meetings
- Exhibit Hall Open from 9:30am-5:30pm
- Lunch & Learn
- Happy Hour Reception (Exhibit Hall) 6:00pm-7:00pm
- Exhibitor Move-out from 6:00pm-9:00pm
- Offsite trip for BVA members

Thursday, August 17

- Good Morning Breakfast
- General BVA Session
- Father Thomas J. Carroll Luncheon
- Off-site trip for BVA members

Friday, August 18

- Closing Business Meetings
- Awards Banquet



2023 EXHIBITOR, SPONSOR, & ADVERTISING APPLICATION

Company Name (as you would like it listed): _____

Mailing Address: _____

Website Address: _____

Contact Name: _____

Contact Email: _____ Contact Phone: _____

Arrival Date: _____ Departure Date: _____ Signature: _____

PROGRAM ADVERTISEMENTS

Corner and Premium booth packages include one (1) full-page ad in convention program.

Standard booth packages include one (1) half-page ad in convention program.

Ad File Specs: PDF (preferred) all fonts embedded or outlined, 14pt font or larger. Also accepted: JPG or TIF image. All ads should be 300 dpi resolution and all art should be placed within files.

Advertising (Deadline June 20, 2023)

☐ Outside back cover (color only) \$500

☐ Inside front cover/back cover (color only) \$400

☐ Full-page (color only) \$250

Non-Bleed (portrait only) -7.5"w x 10"h

☐ Half-page (color only) \$150

Non-Bleed (landscape only) -7.5"w x 5"h

☐ Bag insert \$75

Exhibit Space (Deadline)

☐ Premium Booth \$1,600

☐ Corner Booth \$1,000

☐ Standard Booth \$800

☐ Additional Exhibitor Badge \$80 each

Total Ads and/or Exhibit Space \$_____



PAYMENT INFORMATION

☐ Charge my credit card: ☐ AMEX ☐ MasterCard ☐ VISA

Card Number: _____ Exp. Date: _____ CVV2 _____

Amount Authorized: \$ _____ Name on Card (print): _____

Signature: _____

Full Billing Address: _____

Sponsorship

☐ **Platinum Sponsor (2 available)** \$25,000

☐ **Gold Sponsor—Father Thomas J. Carroll Luncheon** \$20,000

☐ **Silver Sponsor – Lunch and Learn** \$15,000
☐ Tuesday

☐ **Bronze Sponsor – Happy Hour Reception** \$10,000
☐ Wednesday

☐ **Good Morning Breakfast (\$7,500 each)** \$7,500-
☐ *Tuesday or ☐ Wednesday or ☐ Thursday *\$10,000

☐ **Bow Wow Lounge Sponsor** \$5,000

☐ **Activity Sponsor (\$2,500 per activity)** \$2,500-
☐ Monday or ☐ Tuesday or ☐ Thursday *\$5,000
☐ Monday cruise or ☐ Wednesday (Bowling)-*\$5,000

☐ **Angel Sponsor**

☐ Hotel, travel, & registration for one (1) BVA member \$1,800
☐ Hotel & registration for one (1) BVA member \$1,000

Customized sponsor packages and member education sessions are available upon request. Please contact Meredith at mbuonodagrossa@bva.org for details.

☐ My check made payable to BVA is enclosed. Mail your check to BVA, PO Box 90770, Washington, DC 20090
Contact BVA Convention Coordinator Meredith Buono-Dagrossa at mbuonodagrossa@bva.org or call 202-371-8880 x 304.



Convention Contact:
Meredith Buono-Dagrossa
mbuonodagrossa@bva.org

