



THE 2018 ANNUAL INTERNATIONAL CONFERENCE

INDUSTRY
DISRUPTORS
Are YOU Prepared?



SEPTEMBER 16-19, 2018

NORFOLK WATERSIDE MARRIOTT
NORFOLK, VIRGINIA

THE PREMIER TRADE SHOW FOR THE
CORRECTIONAL FOOD SERVICE MARKET

*NUMEROUS NETWORKING OPPORTUNITIES WITH
CORRECTIONAL FOOD SERVICE DECISION-MAKERS*

EDUCATIONAL & TRAINING SESSIONS OPEN TO EXHIBITORS

DEDICATED TRADE SHOW HOURS

EXHIBITOR PROSPECTUS

Why Should Your Company Exhibit at the 2018 ACFSA Annual International Trade Show?

This is the one opportunity of the year to meet face-to-face with the buyers and decision-makers in the Correctional Food Service market. With three hours of dedicated time to show your latest products and old favorites, you will have a chance to give your existing and potential customers a hands-on understanding they may not otherwise have a chance to experience.

With this exclusive gathering of Correctional Food Service Professionals, your company will have the advantage in an incredibly competitive marketplace. And with educational sessions highlighting the most recent information on the industry you will have an insight into your customer's future needs.

You'll have outstanding one-on-one time with Conference Attendees on both the show floor and at the numerous networking functions that we will have at conference. Make sure that you're setting time aside to attend educational sessions, receptions and meal functions as they are all included in your registration!



If you are in the Correctional Food Service Market, or looking to join the fray, this is the one show of the year that you cannot afford to miss!

Register to exhibit at the 2018 ACFSA Annual International Conference today!

2018 CONFERENCE HOTEL



NORFOLK WATERSIDE MARRIOTT

Refined Luxury and Stylish Comfort!

Refined luxury and stylish comfort come together brilliantly at Norfolk Waterside Marriott. Perched in the heart of the city's charming downtown historic district, our hotel is conveniently connected to Waterside Convention Center, also just moments from the USS Wisconsin and cruises on the Spirit of Norfolk.

Norfolk Waterside Marriott

235 E Main Street
Norfolk VA 235101
(757) 627-4200

<http://www.marriott.com/hotels/travel/orfws-norfolk-waterside-marriott/>

Single/Double Rate - \$93
Prevailing Government Per diem

In addition to the rates there is a Discounted Self Parking \$15/car/day plus tax, includes in/out access.

***Room reservation cut-off is August 24, 2018**
Mention that you are a part of the ACFSA Conference to get the special group rate.

Hotel rooms and exhibit space fill up quickly. The sooner you register, the more likely you are to get the arrangements you want. You can access complete conference and registration information by visiting the ACFSA website or on the pages of INSIDER.

Questions? Call (818) 843-6608



September 16-19, 2018
Norfolk, Virginia
Norfolk Waterside Marriott

ACFSA Conference Sponsorship Opportunities

Sponsorships enhance ACFSA conferences by giving Professional Partners the opportunity to show their support for the professional development of those in the Correctional Food Service Industry.

Scholarship donors show support for the educational development of ACFSA members and contribute to conference attendance. ACFSA has a wide range of sponsorship opportunities and benefit from many levels of recognition. ACFSA sponsors receive recognition before, during, and after the conference, are listed in the pre-show issue of INSIDER magazine, and on the ACFSA web site. At the conference, they are prominently displayed on sign work, and highlighted in the brand new conference App, and publicly thanked by the association leadership from the podium during main events. Please feel free to contribute on your Registration form. Also, if you would like to be an exclusive Sponsor of an event such as the Awards Banquet, Opening Breakfast, or any other facet of the Conference, please visit the ACFSA website for details or call the ACFSA office.

Thank you in advance for your generous contributions!



Board Dinner (1 person from Organization)
Podium Time (3 min and intro of keynote speaker)
Banquet Dinner or Vendor Reception Entertainment Sponsor
Full page ad in The Insider Magazine
2 Showcase Prime Location Corner Booths
5 Full conference registrations
3 additional "Showcase Only" badges
Conference Bag Sponsorship (logo on bag)

Logo on presentation screen to thank sponsors
Logo on signs at conference
Logo on APP under your company name (?)
Bag Insert (1 page POS - Diamond and Platinum Only)
Diamond Sponsor Ribbon for all company attendees
1 e-mail blast to membership during 2018 calendar year

\$10,000



Board Dinner (1 from each org attends)
Breakfast, Keynote or General Session intro - 2 min podium
1/2 page ad in The Insider Magazine
1 Showcase Prime Corner Booth (based on availability)
3 Full conference registrations
2 additional "Showcase Only" badges
Discount price for additional Booth Attendees \$100 each

Logo on Conference bag
Logo on presentation screen to thank sponsors
Logo on signs at conference
Logo on APP under your company name (?)
Bag Insert (1 page POS - Diamond & Platinum Only)
Platinum Sponsor Ribbon for all company attendees
1 e-mail blast to membership during 2018 calendar year

\$6,000



Podium Time - intro speaker at an educational session or Awards Banquet 1/4 page ad in The Insider Magazine
1 Showcase Corner Booth (or preference based on availability)
2 full conference registrations
1 additional "Showcase Only" badges
Discount price for additional Booth Attendees \$100 each

Coffee Sponsorship (1 day - 2 available)
Logo on presentation screen to thank sponsors
Logo on signs at conference
Logo on APP under your company name
Gold Sponsor Ribbon for all company attendees

\$4,000



Showcase Booth priority slot (based on availability)
2 Full Conference Registrations
Discount price for additional Booth Attendees \$100 each
Logo on presentation screen to thank sponsors
Logo on signs at conference
Silver Sponsor Ribbon for all company attendees

\$2,000

\$1,200	Badge Holders
\$250 - \$1000	Conference Sponsor
\$1,000	Banquet
\$500	Conference APP

CASH Donation:
___ \$1,000 ___ \$750 ___ \$500 ___ \$250 ___ Other



Exhibitor Registration Opportunity

2018 Annual International Conference & Vendor Showcase

September 16-19, 2018

Norfolk Waterside Marriott – 235 E. Main St. Norfolk, VA 23510

I am the AUTHORIZED REPRESENTATIVE (office contact person with address information) to receive all corresponding materials relating to Exhibits, Exhibiting at the 2018 ACFSA Conference in Norfolk, VA (* Indicates a REQUIRED FIELD)

*NAME _____ TITLE _____

*Company/Organization _____

*Mailing Address _____

*City/State/Zip _____

*CONTACT PHONE _____ FAX _____

*Contact EMAIL _____ Website _____

*Contact for Publication in Program Book _____

*Phone for Publication _____ * Email for Publication _____

25 word description for publication: _____

PLEASE SIGN ME UP TO EXHIBIT AT THE 2018 ACFSA ANNUAL INTERNATIONAL CONFERENCE IN NORFOLK, VA

ACFSA Member \$1295 each Booth _____	+\$50 _____	= Total Amount _____
Corner Booths \$50 Additional _____	Number of Booths _____	Number of Corner Booths _____
		Total _____

NON- Member \$1725 each Booth** _____	+\$50 _____	= Total Amount _____
Corner Booths \$50 Additional _____	Number of Booths _____	Number of Corner Booths _____
		Total _____

Each Booth or Display receives 2 Complimentary full conference attendees. Additional Booth Personnel Registrations \$300, per person. Additional names and payment will be collected on name badge form closer to conference. Full Conference Personnel will have access to and are welcome and encouraged to attend all Educational Sessions and Social Events

**Non-Members pay the Member Booth Price if they JOIN ACFSA! ACFSA Membership \$384 Annually YES _____
Total _____

I would like to be a Sponsor for the 2018 Conference! *Minimum Contribution \$250* YES _____
Exclusive Sponsorship Opportunities are available! Call (818) 843-6608 or visit www.ACFSA.org for details. Total _____

I would like to be Scholarship Sponsor for 2018 Conference! *Minimum Contribution \$250* YES _____
Total _____

I will need refrigerated storage _____ (list approx # of boxes and estimate sizes – for planning purposes)

GRAND TOTAL DUE FOR ALL SERVICES \$ _____

NON-EXHIBITING VENDORS ARE NOT PERMITTED AT THE ACFSA CONFERENCE AT ANY TIME

CANCELLATION DEADLINE IS MAY 15, 2018

CANCELLATION REQUESTS MUST BE MADE IN WRITING ON OR BEFORE MAY 15, 2018 - NO REFUNDS WILL BE MADE AFTER THIS DATE

I have read the **Exhibits Terms and Services Agreement** at: <http://www.acfsa.org/events/exhibitstermsandservices.pdf> _____
PLEASE RETAIN A COPY OF THIS FORM FOR YOUR RECORDS Questions? Call ACFSA at (818) 843-6608 Initials _____

Pay with a Check: *Made Payable to ACFSA:* Check Number _____
Pay with a Credit Card: Visa ☐ MasterCard ☐ American Express ☐
Name on Card _____ Card # _____
Expiration _____ V Code _____ Billing Address _____ Zip _____
Signature _____

Send Completed Form to: **ACFSA, PO Box 10065, Burbank, CA 91510**
If paying with a Credit Card, you may FAX your completed form to **(818) 843-7423**



September 16-19, 2018
Norfolk, Virginia
Norfolk Waterside Marriott



Association of Correctional Food Service Affiliates

2018 ANNUAL SPONSORSHIP APPLICATION

Company Name (as it should appear in print) _____

Key Contact Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone _____ Mobile _____

Email _____

2018 CONFERENCE SPONSORSHIP LEVELS:

☐ **DIAMOND** - \$10,000

☐ **PLATINUM** - \$6,000

☐ **GOLD** - \$4,000

☐ **SILVER** - \$2,000

PAYMENT INFORMATION:

☐ My check payable to ACFSA is enclosed

Send Payment to:
P.O. Box 10065
Burbank, CA 91510

☐ Send an invoice

Charge my credit card:

___ Discover ___ Visa ___ AMEX ___ MasterCard

Account # _____ Exp Date _____ V-Code* _____

Name on Card _____

Billing Address _____ Billing Zip Code _____

Check # _____ is enclosed with form. V-code - 3 digit on back of Visa/MC or 4 on front of AMEX

*I agree to the charges indicated above. Refunds cannot be made after sponsorship form has been received by ACFSA headquarters.
Please check all information carefully.*

QUESTIONS?

Contact: jonnichols@acfsa.org or call (818) 843-6608



September 16-19, 2018
Norfolk, Virginia
Norfolk Waterside Marriott



Are you ready to change someone's life?

In today's tough economic times, budgets are restricting food service personnel from attending conferences and learning about the products and services they need. Many use vacation time and pay their own way.

Help these food service professionals attend the ACFSA Annual International Conference to meet vendors like you!

ACFSA would like to give \$750 to 10 people to help with their expenses at the conference. We need your help to reach that goal. For any donation of \$250 or more you will receive:

- A special Scholarship Donor Sign to display at your booth
- Group picture and listing in The INSIDER magazine
- Recognition at Opening Reception and again at the Banquet

Company Name (as it should appear in print) _____

Key Contact Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone _____ Mobile _____

Email _____

2018 SCHOLARSHIP DONOR LEVELS:

- | | | |
|---|--|--|
| <input type="checkbox"/> DIAMOND - \$2,500 | <input type="checkbox"/> PLATINUM - \$1,000 | <input type="checkbox"/> GOLD - \$750 |
| <input type="checkbox"/> SILVER - \$500 | <input type="checkbox"/> BRONZE - \$250 | <input type="checkbox"/> OTHER _____ |

PAYMENT INFORMATION:

☐ My check payable to ACFSA is enclosed

Send Payment to:

☐ Send an invoice

P.O. Box 10065
Burbank, CA 91510

Charge my credit card:

___ Discover ___ Visa ___ AMEX ___ MasterCard

Account # _____ Exp Date _____ V-Code* _____

Name on Card _____

Billing Address _____ Billing Zip Code _____

Check # _____ is enclosed with form. *V-code - 3 digit on back of Visa/MC or 4 on front of AMEX

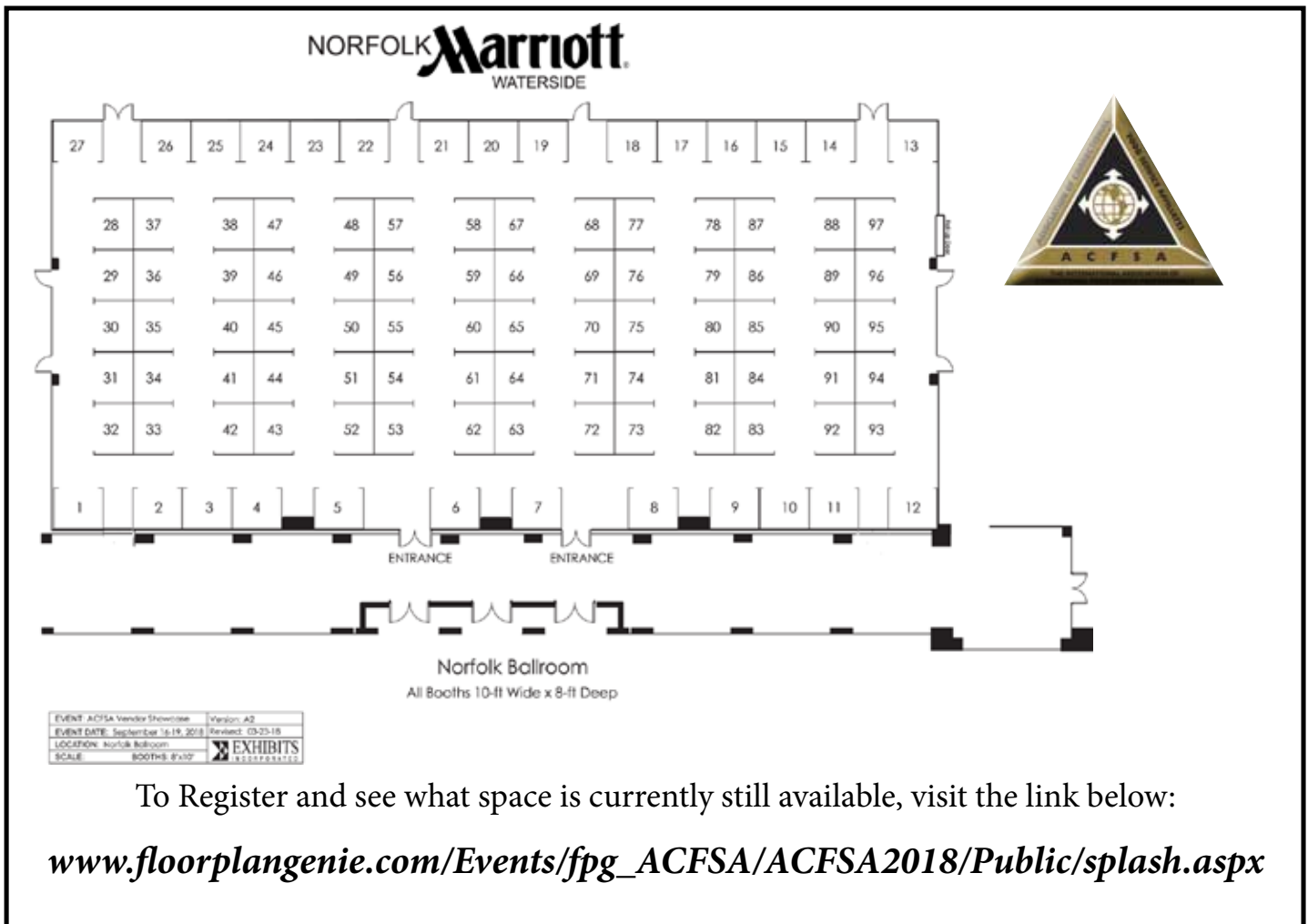
I agree to the charges indicated above. Refunds cannot be made after scholarship form has been received by ACFSA headquarters.

QUESTIONS?

Contact: jonnichols@acfsa.org or call (818) 843-6608

THANK YOU FOR YOUR GENEROUS DONATION AND SUPPORTING ACFSA MEMBERS!

**Association of Correctional Food Service Affiliates
2018 Annual Vendor Showcase
Tuesday, September 18, 2018 ~ Norfolk Waterside Marriott**



ACFSA Show Manager - Amber Ardizzone
Amber@emaoffice.com - (818) 843-6608



ACFSA
PO Box 10065
Burbank, CA 91510
www.ACFSA.org

Norfolk Waterside Marriott



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Norfolk VA 23510
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<http://www.marriott.com/hotels/travel/orfws-norfolk-waterside-marriott/>

SHOW CONTRACTOR



Exhibits Incorporated

Phone (804) 788-4400

Fax (804) 788-0186

Email: dana_cornett@xhibitsinc.com

www.xhibitsinc.com



Association of Correctional Food Service Affiliates
PO Box 10065
Burbank, CA 91510
(818) 843-6608 - www.ACFSA.org

FIRST CLASS
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PERMIT # 8
No. Hollywood, CA

An Invitation to Exhibit!

WATERSIDE



***The 2018 ACFSA Annual International Conference & Trade Show
Norfolk, Virginia!***

***Norfolk Waterside Marriott
Norfolk, Virginia***

September 16 - 19, 2018 (Trade Show September 18)