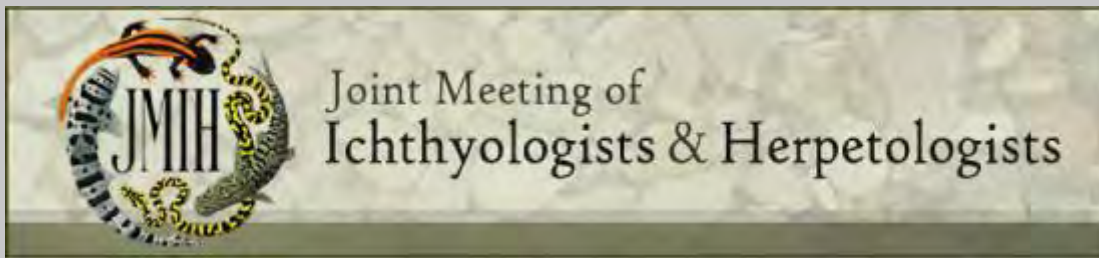


Exhibitor Prospectus & Sponsorship Opportunities

JMIH 2020 Annual Meeting

**22-26 July 2020
Norfolk, Virginia**





About JMIH

The **Joint Meeting of Ichthyologists and Herpetologists** is an annual meeting of four scientific societies to share current research and network with professional peers. Graduate students compete for presentation and travel awards.

- **The American Elasmobranch Society**

The American Elasmobranch Society is a non-profit organization that seeks to advance the scientific study of living and fossil sharks, skates, rays, and chimaeras, and the promotion of education, conservation, and wise utilization of natural resources.

- **American Society of Ichthyologists and Herpetologists**

The American Society of Ichthyologists and Herpetologists (ASIH) is dedicated to the scientific study of fishes, amphibians, and reptiles.

- **The Herpetologists' League**

The Herpetologists' League is an international organization of people devoted to studying herpetology -- the biology of amphibians and reptiles.

- **The Society for the Study of Amphibians and Reptiles**

SSAR, a not-for-profit (registered 501(c)3) organization established to advance research, conservation, and education concerning amphibians and reptiles.





2020 Annual Meeting

SESSIONS

SYMPOSIA

SOCIAL EVENTS

The Annual **Joint Meeting of Ichthyologists and Herpetologists (JMIH)** is an educational and research forum. More than one thousand field biologists and environmental scientists attend, traveling from all over the world to learn and participate. The meeting includes many symposia, poster sessions, special programs and workshops, as well as hundreds of contributed papers topical sessions. Each day includes events for socializing.

The 2020 Annual Meeting will run from July 22-26 at the Norfolk Waterside Marriott, in Norfolk, Virginia, a historic city with a vibrant downtown area.



Why Become a Sponsor / Exhibitor

The JMIH Annual Meeting brings together the most recognized names in the industry.

As a sponsor and/or exhibitor, you can:

Gain exposure for your business among scientists, researchers, administrators, educators, and policy makers

Network with more than 1,000 attendees from:

- universities
- research centers
- teaching and training facilities
- more than 20 countries

Build lasting relationships with students of all levels (undergraduate, graduate, post-doctorate)

Enhance your visibility among influential leaders and decision-makers within the field of Ichthyology and Herpetology.

Stand out with a very high attendee-to-exhibitor ratio (greater than 90:1 in 2019)

86%

of attendees use face-to-face exhibitions to become aware of new products, evaluate vendors for future purchases, and/or narrow their choices to preferred vendor.

81%

of exhibition attendees have buying influence over one or more major types of products at shows.

67%

of all attendees represent a new prospect and potential customer for exhibiting companies.

Sponsorship Opportunities

TITLE PARTNERSHIP PACKAGES



PLATINUM - \$7,5000

- ✓ Two complimentary 10'x10' booths with two full conference registrations
- ✓ Full page color cover advertisement in final program (based on availability)
- ✓ Banner advertisement with link in the mobile meeting app
- ✓ Official sponsor of one coffee break during the meeting, including logo signage and the opportunity to have the refreshments distributed by the sponsor's booth location
- ✓ Program Acknowledgement
- ✓ Signage at JMIH registration desk and exhibit hall entrance with logo
- ✓ Onscreen acknowledgement on sponsor session slide
- ✓ Acknowledgement on JMIH website (logo and link), in meeting program, on meeting website, and in meeting promotional ads and materials

GOLD - \$4,000

- ✓ One complimentary 10'x10' booth with two full conference registrations
- ✓ Full page black and white advertisement in final program
- ✓ Official sponsor of one coffee break during the meeting, including logo signage and the opportunity to have the refreshments distributed by the sponsor's booth location
- ✓ Program acknowledgement
- ✓ Signage at JMIH registration desk and exhibit hall entrance with logo
- ✓ Onscreen acknowledgement on sponsor session slide
- ✓ Acknowledgement on JMIH website (logo and link), in meeting program, on meeting website, and in meeting promotional ads and materials

SILVER - \$1,750

- ✓ One complimentary 10'x10' booth with one full conference registration
- ✓ Full page black and white advertisement in final program
- ✓ Program acknowledgement
- ✓ Signage at JMIH registration desk and exhibit hall entrance with logo
- ✓ Onscreen acknowledgement on sponsor session slide
- ✓ Acknowledgement on JMIH website (logo and link), in meeting program, on meeting website, and in meeting promotional ads and materials

BRONZE - \$800

- ✓ Full page black and white advertisement in final program
- ✓ Program acknowledgement
- ✓ Signage at JMIH registration desk and exhibit hall entrance with logo
- ✓ Onscreen acknowledgement on sponsor session slide
- ✓ Acknowledgement on JMIH website (logo and link), in meeting program, on meeting website, and in meeting promotional ads and materials

Sponsorship Opportunities

SINGLE PARTNERSHIPS

Opening Reception \$5,000

Help sponsor the social event for attendees and open the meeting with your message. Signage for your organization will be displayed during this reception on acknowledged in the program book.

Advertising in Final Program

- Inside Front Cover (color)..... \$700.00
- Outside Back Cover (color)..... \$700.00
- Inside Back Cover (color)..... \$600.00
- Full Page Ad..... \$500.00
- Half Page Ad..... \$300.00

Lanyards \$1,200

See your logo on every attendee! Your organization's logo will be printed on the lanyards that are distributed to all attendees to hold their conference badges.

Notebooks \$3,500

Your organization's logo will be printed on notebooks that are distributed to all attendees to use at the conference and beyond.

Conference Pens \$1,000

Have your company name on pens given to all attendees upon arrival at the registration desk.

Water Bottles \$3,000

Your organization's logo will be printed on water bottles that are distributed to all attendees. An eco-friendly way to promote your cause, while eliminating waste of disposable cups!

Coffee Break \$2,000 per break

Assist in providing a morning or afternoon refreshment break for attendees. Break will include logo signage, printed logo napkins and the opportunity to have the refreshments distributed by the sponsor's booth location.

Mobile Meeting App Banner Ads \$700

Get visibility where attendees are visiting frequently for information on-the-go. Your ad with weblink will appear multiple times throughout the ad space featured at the bottom of every page of the mobile meeting app.

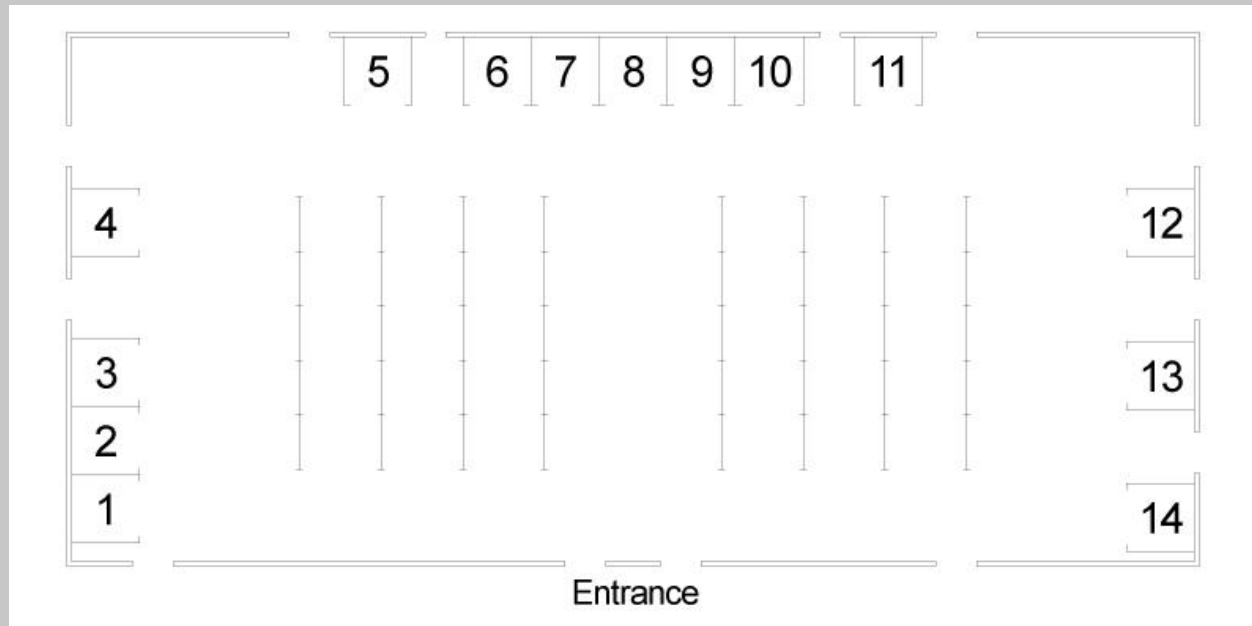
Mobile Meeting App Splash Page \$950

Be the first image participating attendees see when they access the JMIIH meeting app! Your logo will appear on the splash screen of the app which appears when the app is opened.

Slide Advertisement \$400 per room

Gain visibility in the session rooms. Your organization's name and logo will be projected on screen during the breaks.

Exhibitor Opportunities



Exhibitor Package Includes:

- ✓ 10'x10' booth space
- ✓ Pipe and hanging drape, identification sign, draped table and two chairs
- ✓ One complimentary full-meeting registration for company representatives,
- ✓ Option to purchase additional exhibit-only registrations for \$100/person
- ✓ Opportunity to select top booth location choices (placement will be assigned on a first-come, first-served basis after title sponsors)
- ✓ Company description and contact information printed in Final Program and available online (due to JMIH by June 15, 2020)
- ✓ Access to discounted hotel rates via conference website
- ✓ Complimentary food and drink for some meeting events and breaks

ADDITIONAL EXHIBIT HALL TRAFFIC DRIVERS

- 100+ poster presentations per day
- Morning and afternoon refreshment breaks

JMIH expects each exhibit booth to be staffed during all show hours, Thursday, July 23 through Saturday, July 25, 2020. Only JMIH 2020 Annual Meeting exhibitors are permitted to do business on the show floor. All exhibitors are expected to act appropriately and in a professional manner. Any sales people who are disrupting the business of another exhibitor will be asked to leave the show floor. See additional Rules and Regulations on Page 10.

Exhibitor Booth Fees:

(Rates per 10'x10' space)

Early Exhibitor Rate (By 4/1/20).....	\$850
Standard Exhibitor Rate (After 4/1/20).....	\$950
Non-Profit Organization Rate.....	\$600
Additional 10'x10' Booth Space.....	\$350

EXHIBITOR SCHEDULE*

MOVE IN	
Wednesday, July 22	1:00 pm – 5:00 pm
EXHIBIT HALL HOURS*	
Thursday, July 23	9:00 am – 5:00 pm
Friday, July 24	9:00 am – 6:00 pm
Saturday, July 25	9:00 am – 6:00 pm
BREAK DOWN	
Saturday, July 25	6:00 pm – 8:00 pm
Meeting ends Sunday, July 26	

*schedule subject to change

Visit

www.summitexpo.com/jmih.pdf

to view the up to date floorplan
and currently available
booth spaces.

2020 JMIH Sponsorship Application & Contract

ORGANIZATION INFORMATION

Company Name _____

Address _____

City _____

State _____ Postal _____ Country _____

Phone _____

Website _____

Pre-Event Contact Name _____ Phone _____ Ext _____

Pre-Event Contact Email _____

(All exhibitor communications will be emailed to the pre-convention contact)

EXHIBIT BOOTHS

Booth Location Preference (Choose 3):

1. _____ 2. _____ 3. _____

Booth space is allocated in order of receipt of contract. View the current floor plan of available booths at

www.summitexpo.com/jmih.pdf

Prices per 10'x10' booth space

Early Exhibitor Rate (By 4/1/20).....	\$850	\$ _____
Standard Exhibitor Rate (After 4/1/20).....	\$950	\$ _____
Non-Profit Organization Rate.....	\$600	\$ _____
Additional 10'x10' Booth Space.....	\$350	\$ _____

ADVERTISEMENT

Advertisement in printed and online program book

Inside Front Cover Color.....	\$700	\$ _____
Outside Back Cover Color.....	\$700	\$ _____
Inside Back Cover Color.....	\$600	\$ _____
Full Page B&W Ad.....	\$500	\$ _____
Half Page B&W Ad.....	\$300	\$ _____

SPONSORSHIP

Sponsorship Item	Amount	
_____		\$ _____
_____		\$ _____
<i>Example: Silver Sponsorship</i>		<i>\$1,750</i>

BOOTH ATTENDEES

One attendee is complimentary with each full rate exhibit space and enjoy full conference registration. If you would like additional booth personnel with the Exhibits Access Only rate, there is an additional \$100 charge per attendee. Note that Exhibits Only badges do not allow access to the program and sessions. If additional personnel wish to have full conference access, please have them register independently.

Exhibit Access Only Badges \$100 X _____ = \$ _____

Please submit ALL attendee names and addresses electronically before June 15, 2020 by using the [Exhibitor Attendee Form](http://www.summitexpo.com/jmihregistration.pdf) that can be downloaded at <http://www.summitexpo.com/jmihregistration.pdf>.

2020 JMIH Sponsorship Application & Contract

Company Name _____

COMPANY LISTING

Please submit your Company's 50-word description by June 15, 2020 for inclusion in the Final Program electronically by using the [Exhibitor Listing Form](http://summitexpo.com/jmihform.pdf) that can be downloaded at <http://summitexpo.com/jmihform.pdf>

PAYMENT INFORMATION

Submit both pages of signed contract to: exhibits@summitexpo.com Or Fax to: (412) 532-3747

Full payment is due within 30 days of reservation to secure your booth and/or sponsorship opportunity. After that time booth selections will be released.

Payment must be received by June 15, 2020 in order to be included in the Final Program.

Company Check

Checks are to be in US Dollars only and drawn on US Banks. Make checks payable and mail to:
Burk & Associates Meetings, LLC
950 Herndon Parkway, Suite 450
Herndon, VA 20170

VISA MasterCard American Express

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Card Number

CVV

Exp. Date

Cardholder Name (Print)

Cardholder Signature

Cardholder Address

Cardholder Email

Cardholder Phone

SPONSORSHIP/EXHIBIT FEES

Booth Total \$ _____

Sponsorship Total \$ _____

Advertising \$ _____

Attendees \$ _____

TOTAL FEES \$ _____

AGREEMENT

By registering to exhibit and/or attend the JMIH Annual Meeting you and your representatives agree to follow the JMIH Code of Conduct. [Click here](#) for the complete JMIH [Code of Conduct](#).

I have read, understood and agree to abide by this and the entire set of Rules & Regulations of the Joint Meeting of Ichthyologists and Herpetologists (JMIH). I understand that failure to adhere to the Rules & Regulations may impact upon our ability to participate in this and future meetings. I have the authority to sign this application on behalf of the organization exhibiting.

Signature of Company Representative _____ Date _____

Submit both pages of signed contract to: exhibits@summitexpo.com Or Fax to: (412) 532-3747

Approximately 30 days prior to the show date, the official decorator and drayage company, Summit Exposition, will forward an email link to the exhibitor service website and manual complete with information regarding furniture rental, shipping, electrical, installation, dismantling, labor and signage requirements.

Rules and Regulations

1. Location, Dates, and Hours of Exhibit: The Exhibition will be held at the Waterside Marriott, in Norfolk, Virginia. The exhibit area will be open free of charge to the meeting registrants as follows: Thursday, July 23 from 9:00 am – 5:00 pm, Friday, July 24 from 9:00 am – 6:00 pm, and Saturday, July 25 from 9:00 am – 6:00 pm. These hours are subject to change as dictated by program requirements.
2. Installation and Dismantling: Booths will be accessible to Exhibitors for setting up displays from 1:00 pm – 5:00 pm Wednesday, July 22 and are to be ready for display by Thursday, July 23 by 8:00 am. Packing and removal is from 6:00 pm – 8:00 pm, Saturday, July 25. No exhibit shall be packed, removed, or dismantled prior to the closing of the exhibit hall without express written permission.
3. All booth personnel must register using the exhibitor reservation form. One registrant per booth is allowed; these registrants may attend sessions. Each additional booth personnel may register as “Exhibits Only” for an additional \$100; however it does not include access to the scientific program. If additional personnel wish to have full conference access, please have them register independently.
4. Standard and Special Booth Equipment: Standard booth equipment consists of draperies assembled with polished aluminum attachments, backs 8' high and side rail dividers 3' high, one draped table and two chairs. These are included in the booth charge. A sign 7" by 44" with one line of copy for identification is furnished for the backdrop. Official Decorator/ Drayage Company for the Exhibitors is Summit Exposition. A complete line of furniture, display tables, and other items is available. All independent service companies performing work at the show site will be required to submit certificates of insurance for both workers comprehensive and general liability insurance at amounts established by the state of Virginia. Deadline for receipt of these materials is June 19. In addition, such contractor must submit his request in writing using the EAC form in the exhibitor service manual and adhere to all rules and regulations listed.
5. Burk and Associates, Inc's assignment of booth space is final and shall constitute an acceptance of the Exhibitor's offer to occupy space. Assignments will be made only after receipt of the Contract for Exhibitors and the appropriate booth fees. After assignment, space location may not be changed, transferred, or canceled except by written request and with the subsequent approval of Burk and Associates, Inc. Notwithstanding the above, Burk and Associates, Inc reserves the right to make the space assignment and to change, at its sole discretion, any such assignments as it deems necessary. An Exhibitor may not share or sublet space to another party, nor permit in their booth non-exhibiting companies' representatives without the express written permission of Burk and Associates, Inc. Only companies or individuals who have contracted directly with JM IH shall be listed in the program or allowed in the exhibit hall as an Exhibitor. One Exhibitor may not exhibit the named “end product” of another Exhibitor without permission of that Exhibitor and the Exhibit Manager in writing.
6. General Regulations: Loud speaking sound displays are prohibited. The Society reserves the right to refuse any exhibit not in good taste or inconsistent with a meeting of this kind. All exhibits, back walls, and decorations will be limited to 8' in height and not extending more than 5' from the back wall except actual equipment which in normal operation exceeds this height. Permission to exhibit equipment with abnormal heights must be obtained from the Exhibit Manager. Any large items must be placed in the rear 5' of the booth. Please refer to the Booth Display Rules in the Exhibitor Service Manual.
7. Exhibitor will be responsible for any business license required by Virginia and for sales tax owed on any transactions made on the show floor. No exhibitor will be permitted to give away premium items, nor to conduct any prize drawings, awards for signing of names and addresses, or other extreme promotions without first obtaining written permission from the Exhibit Manager.
8. Photographing booths is limited to non-exhibit hours or candid shots only. Exhibitors and photographers shall not disrupt visitor traffic by clearing booths or aisles for photography during the regular conference hours.
9. All exhibit and booth materials, particularly drapes, curtains, table covers, etc. must comply with Federal, State and City Fire Laws, Insurance Underwriter and Norfolk Marriott Waterside Safety Regulations, and must be flame-proof. All packing containers, excelsior and similar materials are to be removed from the exhibition area upon completion of the booth arrangement. The Exhibitor is restricted to materials which will pass fire inspection. Decorations of paper, pine boughs, leafy decorations or tree branches are prohibited as well as helium balloons. Volatile or flammable oils, gases, unprotected picture films, other explosives or flammable matter, or any substance prohibited by the City Departments or authorities will not be permitted in the exhibition areas. Likewise, all electrical wiring must be approved and installed in accordance with State and Local Regulations. Smoking in exhibits may be prohibited. Crowding will be restricted. Aisles and fire exits cannot be blocked by exhibits.
10. Exhibitor hereby assumes entire responsibility and hereby agrees to protect, defend, indemnify and save Burk and Associates, Inc; the American Elasmobranch Society; the American Society of Ichthyologists and Herpetologists; the Herpetologists' League; the Society for the Study of Amphibians and Reptiles (hereby referred to as the Sponsoring Societies); Summit Exposition, LLC and the Norfolk Marriott Waterside and their owners, operators, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses or damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by its installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof. Exhibitor hereby releases, quitclaims and forever discharges Burk and Associates, Inc, the Sponsoring Societies, Summit Exposition, LLC the Norfolk Marriott Waterside and their representatives, officers, agents, and employees, from any loss, damage, theft, destruction or other harm or injury to any personal property which the Exhibitor places on or about the premises of the Norfolk Marriott Waterside.
11. Exhibitor shall obtain and keep in force during the term of the installation and use of the exhibit premises, policies of Comprehensive General Liability and Contractual Liability Insurance, insuring and specifically referring to the Contractual liability set forth in this Exhibit Agreement, in an amount not less than \$1,000,000 Combined Single Limit for personal injury and property damage. Burk and Associates, Inc, the Sponsoring Societies, Summit Exposition, LLC and the Norfolk Marriott Waterside shall be included in such policies as additional named insured. In addition, Exhibitor acknowledges that Burk and Associates, Inc, the Sponsoring Societies, Summit Exposition, LLC and the Norfolk Marriott Waterside do not maintain insurance covering exhibitor's property and that it is the sole responsibility of Exhibitor to obtain such insurance.
12. Exhibitors wishing to have Hospitality Suites must reserve them through the Exhibit Manager. Such Suites cannot be open during any Meeting or Exhibit Hours and can be open after midnight only with Exhibit Manager's permission.
13. Rejected Displays: Unethical conduct or infraction of rules on the part of the Exhibitor or his representatives or both will subject the Exhibitor or his representatives to dismissal from the exhibit area, in which event it is agreed that no refund shall be made and further that no demand for redress will be made by the Exhibitor or his representatives. Alcoholic beverages may not be distributed from any booth, its attendees or company representative.
14. Care of Building and Equipment and Safety Precautions: Exhibitors, or their agents, must not injure or deface the walls or floors of the building, the booths, or the equipment in the booths, when such damage appears, the Exhibitor is liable to the owner of the property so damaged.
15. The Exhibitor will engage at its expense, and through the official decorator where the Norfolk Marriott Waterside so requires, all necessary labor and trade performing functions directly related to the exhibit. The Exhibitor agrees that any person employed to perform such functions on a temporary basis at the Norfolk Marriott Waterside shall be represented by the appropriate bona fide Union.
16. Ethical Conduct during the JM IH Meeting - By registering to Exhibit and/or attend the JM IH Meeting you and your representatives agree to follow the Code of Conduct. The complete code of conduct can be viewed at <https://asih.org/sites/default/files/2019-01/JM IH Code of Conduct 2019-01-23.pdf>
17. Cancellation Policy: If sponsorship/booth contracted for is canceled by an exhibitor after April 1, 2020, or if the exhibitor fails to occupy space contracted for JM IH is entitled to the full amount of the booth space charge. If the sponsorship/booth reserved is canceled by the exhibitor on or before April 1, 2020, 50% of the booth fee will be retained by JM IH and the balance refunded. If booth space is not occupied by 9:00 am Thursday, July 23, 2020, JM IH will have right to use such space as it sees fit to eliminate blank spaces in the exhibit area. If a program is canceled or postponed, JM IH will refund registration fees, but will not be held responsible for other costs, charges, or expenses, including cancellation/change charges, assessed by airlines or travel agencies.
18. Amendment to Rules: Any and all matters or questions not specifically covered by the preceding Rules and Regulations shall be subject solely to the discretion of Joint Meeting of Ichthyologists and Herpetologists and the Sponsoring Societies. The foregoing regulations have been formulated for the best interests of all Exhibitors; the cooperation of all Exhibitors is requested

OFFICIAL DECORATOR & DRAYAGE COMPANY
Summit Exposition
phone: (412) 882-1420
email: info@summitexpo.com

Contact Us

We are happy to discuss your business goals and help you select the opportunities that will maximize your success at the 2020 JMIH Annual Meeting.

We encourage you to contact us at

exhibits@summitexpo.com

Reserve your booth and sponsorship today!

