



2023 Annual Conference
October 4-6, 2023
Hammock Beach Golf Resort and Spa
Palm Coast, Florida



2023 Florida Collectors Association Annual Conference SPONSORSHIP OPPORTUNITIES

The Hotel

Florida's Premier Oceanfront Destination Golf Resort! A truly unique experience, Hammock Beach Golf Resort & Spa is situated on a stunning stretch of unspoiled beach along the Atlantic Coast in Palm Coast, Florida. Enjoy a taste of casual luxury designed for family vacations, weekends with friends, or elevated corporate gatherings. Beachfront luxury awaits.

\$269/night (plus state and local taxes and a \$34.88/night resort fee).

Visit the FCA website for a link to make your hotel reservations today.

The Event

This year FCA is planning an event geared toward owners, managers and supervisors.

Come away with ideas to:

- Drive innovation
- Help you with making smarter decisions.
- Help you gain clarity, confidence, and creativity to better lead and motivate others.

Register now at www.fl-collectors.com!





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Sponsorship Opportunities

~~Platinum Sponsor (1 Available)~~ **SOLD**
~~Investment: \$10,000~~

Pre-Conference Benefits

- Recognition on the conference website and FCA home page (leading up to the Conference) with a link to your webpage.
- Social media recognition. Three posts prior to the conference on the FCA public LinkedIn page.
- Two complimentary conference registrations.
 - Add additional staff for \$499 per person.
- Recognition in conference promotional e-mails.
- List of all conference attendees two weeks prior to the conference.

Onsite Benefits

- Sole, conference headline sponsor of the event.
 - Tabletop signage at all events not otherwise sponsored by another vendor.
- A one-year banner ad on the Florida Collectors Association website.
- Ten-minute speaking opportunity at the beginning of the opening general session.
- Company logo on attendee badges.
- Announcement of sponsorship during the opening and closing sessions.
- Recognition on a looping PowerPoint before and after sessions and during reception.
- Conference headline sponsor recognition in registration area
- Opportunity to place an advertisement in the meeting room.
- Opportunity to place a promotional item in conference attendee bag.
- Complimentary tabletop display in meeting room.

Post-Conference Benefits

- List of all conference attendees
- Recognition in post conference email blast



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Sponsorship Opportunities

Diamond Sponsor

Investment: \$3,000

Pre-Conference Benefits

- Recognition on the conference website and FCA home page (leading up to the Conference) with a link to your webpage.
- Social media recognition. Two posts prior to the conference on the FCA public LinkedIn page.
- One conference registration.
 - Add additional staff for \$499 per person.
- Recognition in convention promotional e-mails.
- List of all conference attendees two weeks prior to the conference.

Onsite Benefits

- Co-sponsor with other platinum sponsors of the Welcome Reception and Welcome Reception Bar.
 - Tabletop signage at the reception.
- A 9-month banner ad on the Florida Collectors Association website.
- Five-minute speaking opportunity at the beginning of the opening general session.
- Company logo (with other Platinum sponsors) on the pocket agenda.
- Announcement of sponsorship during the opening and closing sessions.
- Recognition on a looping PowerPoint before and after sessions and during reception.
- Opportunity to place an advertisement in the meeting room.
- Opportunity to place a promotional item in conference attendee bag.
- Complimentary tabletop display in meeting room.

Post-Conference Benefits

- List of all conference attendees
- Recognition in post conference email blast



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Sponsorship Opportunities

Gold Sponsor

Investment: \$2,000

Pre-Conference Benefits

- Recognition on the conference website and FCA home page (leading up to the Conference) with a link to your webpage.
- Social media recognition. One post prior to the conference on the FCA public LinkedIn page.
- One conference registration.
 - Add additional staff for \$499 per person.
- Recognition in convention promotional e-mails.
- List of all conference attendees two weeks prior to the conference

Onsite Benefits

- Co-sponsor with other platinum sponsors of the lunch.
 - Tabletop signage at the lunch.
- A 6-month banner ad on the Florida Collectors Association website.
- Opportunity to place an advertisement on the lunch tables.
- Two-minute speaking opportunity during general sessions.
- Announcement of sponsorship during the opening and closing sessions.
- Recognition on a looping PowerPoint before and after sessions and during reception.
- Opportunity to place a promotional item attendee conference bag.
- Complimentary tabletop display in meeting room.

Post-Conference Benefits

- List of all conference attendees
- Recognition in post conference email blast



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Sponsorship Opportunities

Silver Sponsor

Investment: \$1,500

Pre-Conference Benefits

- Recognition on the conference website and FCA home page (leading up to the Conference) with a link to your webpage.
- Social media recognition. One post prior to the conference on the FCA public LinkedIn page.
- One conference registration.
 - Add additional staff for \$499 per person.
- Recognition in convention promotional e-mails.
- List of all conference attendees two weeks prior to the conference

Onsite Benefits

- A 3-month banner ad on the Florida Collectors Association website.
- Announcement of sponsorship during the opening and closing sessions.
- Recognition on a looping PowerPoint before and after sessions and during reception.
- Opportunity to place a promotional item attendee conference bag.
- Complimentary tabletop display in meeting room.

Post Conference Benefits

- List of all conference attendees
- Recognition in post conference email blast



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Year-Long Sponsorship Opportunity

FCA has over 75 members and is the 5th largest Unit of ACA International. Its members include firms with many purchasers of the products and services your company provides. Vendors providing products and services to collection professionals have an opportunity to be highly visible to FCA's membership throughout the year by participating in this new year long opportunity.

You can add this on to your event sponsorship package, or, if you are unable to attend the conference take this opportunity to get in front our members instead.

Year-Long Sponsorship

Investment: \$1,000

Benefits

- A one-year banner ad on the Florida Collectors Association website.
- Your logo placement with hyperlink to your website in each eBlast that is sent out to FCA members throughout the year.
- Quarterly promotions (4) on FCA's LinkedIn page.
- A post-conference list of all FCA Annual Conference attendees after the event..
- May provide a chair drop flyer at the FCA Annual Conference.
- Recognition of your year-long sponsorship on a looping PowerPoint at the FCA Annual Conference.
- An opportunity to place a promotional item in the conference attendee bag at the FCA Annual Conference.



2023 Annual Conference October 4-6, 2023 Hammock Beach Golf Resort & Spa Palm Coast, Florida

Exhibit Space and Sponsorship Rules and Regulations

The following terms and conditions govern participation at the 2023 FCA Conference to be held from October 4-6, 2023 at Hammock Beach Golf Resort & Spa, Palm Coast, FL

1. Definitions

"Applicant" The company submitting a 2023 FCA Conference Sponsor Registration ("Registration") for the event on October 4-6, 2023 at the "Hotel"; Hammock Beach Golf Resort & Spa 200 Ocean Crest Dr, Palm Coast, FL 32137; **"Participants"** Applicant companies accepted by FCA for participation in the Event, including Exhibitors, Sponsors, their directors, employees, representatives, and agents; **"Rules & Regulations"** FCA's Exhibit Space and Sponsorship Rules and Regulations; and as may be updated from time to time.

2. Applications

2-A Participants, in order to be eligible, must offer a product or service specific or essential to the credit and collection industry.

2-B The individual listed as the Tradeshow Coordinator ("TSC") in the Application will serve as FCA's official contact person with respect to Event, and will receive all pre-Event and post-Event confirmation materials and correspondences. The TSC will be responsible for notifying booth registrants of all necessary correspondence and information related to Event participation. Participant is responsible for reviewing and complying with these Rules and Regulations as well as the published policies, procedures, and rules of the Hotel.

3. Fees, Refunds & Exchanges

3-A Sponsor tabletop staff registration fee refunds will be offered only if FCA is notified in writing of the request for a refund on or prior to September 4, 2023. If written notice is provided on or after September 4, 2023, only tabletop staff registration fee exchanges or cancellations, without refund, will be granted. The date upon which notice is received by FCA shall be the official date of cancellation. Payments cannot be applied to future FCA events, products or services.

3-B Each paid sponsorship fee entitles Sponsor Participants to one (1) complimentary Sponsorship staff registration. Additional Sponsorship registrants may be added after FCA's Application acceptance. Sponsorship staff registration fee exchanges will be offered only for staff in the employ of the same sponsoring company.

3-C Sponsor Applicants agree to make payment or provide the goods or services offered to FCA immediately after FCA accepts the Application. Amounts received by FCA are non-refundable.

4. Tabletop Space Assignments

4-A Sponsor may have access to the exhibit space during the times indicated on the most recent Event agenda, available from FCA staff. These dates and times are subject to change. Sponsor should view the agenda prior to making hotel and air fare arrangements.

4-B FCA will provide Sponsor with a floor plan of the Event expo hall which is subject to change. FCA agrees to provide Sponsor with a timely updated floor plan if the layout of the floor plan changes significantly. Tabletop spaces will be designated by number; tabletop assignments will be determined based on the order of payments received. Affiliate members will be given first choice of booth location.

4-C Every effort will be made to assign Sponsors to a tabletop space away from direct competitors; however, FCA reserves the right to make the final tabletop space assignment or change the exhibit booth space assignment after the acceptance of the Application, should it be necessary.

4-D Assigned tabletop space is assigned to Sponsor for Sponsor's exclusive use only and cannot be shared between two companies. Sponsor shall not assign or sublet any tabletop space without the signed consent of FCA; any other attempted assignment will be null and void.

5. Exhibitor Space, Tabletop & Equipment

5-A Tabletop exhibit spaces are equipped with one (1) 6' skirted table and two (2) chairs. All additional decoration or construction will be Exhibitor's expense.

5-B Any portion of an exhibit that, in the reasonable judgment of FCA, obstructs the view, interferes with use and enjoyment by other Participants, extends beyond the assigned tabletop space, or for any reason becomes objectionable, must be immediately modified or removed by the Sponsor. All tabletop equipment furniture and carpeting must be confined to the measured limits of the assigned tabletop space. No nails or bracing wires used in erecting displays may be attached to the building, nor may any tape or materials be applied to the walls, floors, carpets, or furnishings without prior express consent of the FCA Executive Director or authorized Hotel personnel.

5-C All Hotel or FCA property destroyed or damaged by a Participant must be replaced in its original condition by the Participant and at the Participant's expense. All materials must conform to local building and fire department codes and all local fire authority regulations must be observed.

5-D FCA will establish authorized exhibit hours and reserves the right to make changes. Sponsors are expected to keep at least one exhibiting personnel in his/her booth during all exhibit hours.

5-E Sponsors must have tabletop spaces in place before the official opening of the exhibition and arrange to have the tabletop dismantled and removed after the end of the last official break event. Early teardowns are not permitted. The act of tearing down an exhibit booth consists of dismantling or removing any tabletop or marketing materials that have been used during the course of the Event at any point before the stated teardown hours. A \$500 fine will be imposed for tearing down before the stated teardown hours. Sponsors will not be allowed to participate at future FCA events until the fine is paid per FCA's standard procedures for nonpayment. Sponsors may make written request for a tear-down policy waiver allowing an early tear-down during non-show hours; such request must be received FCA staff no later than September 4, 2023. It is the Exhibitor's responsibility to ensure the request is received by FCA staff. All submissions will be considered; final decisions are within FCA's discretion.

6. Delivery & Storage of Sponsor Property

6-A All shipments, deliveries, and storage of Sponsor property must comply with the Hotel requirements as outlined in the document titled "Exhibitor Details". Sponsors assume all risk for the shipment and delivery of all property shipped by the Sponsor. Sponsors are responsible for the delivery of their equipment and

display material and for removal of the equipment and or display material.

7. Insurance & Waiver of Liability

7-A Sponsor acknowledges FCA and the Hotel do not maintain insurance covering Exhibitor's property; it is Exhibitor's responsibility to obtain such insurance, to maintain evidence of coverage at their tabletop space commencing at set-up time until teardown, and to produce it for inspection upon request.

7-B No security will be provided in the exhibit area for any one tabletop space; valuables should not be left unattended. FCA is not responsible for any lost or stolen property.

7-C In no event will FCA's liability to any Participant for breach of the terms and conditions of participation in this Event exceed the amount of money received by FCA from Participant with respect to participation in this Event in the twelve (12) months preceding the date on which such liability arises.

8. Event Relocation, Reschedule or Cancellation

8-A FCA may be required to change the date or location of Event if circumstances necessitate, in which event case FCA shall provide Participants with immediate notice of the change. A change in location will not alter the terms and conditions described herein.

8-B Circumstances may arise which require FCA to cancel the Event in whole or in part. In the event of cancellation, FCA's maximum total liability to Participant will not exceed the amount paid to FCA for Event participation. In the unlikely event that the Event is cancelled in its entirety, Participant fees will be refunded, less any actual and direct Event-related expense incurred by FCA at the Participant's express request. If the Event is cancelled only in part, FCA will issue daily pro-rated fee refunds to Participants.

9. Participant Conduct – General

9-A Participants shall not conduct themselves in connection with the Event in a manner offensive to standards of decency or good taste.

9-B FCA recognizes ACA's antitrust and anti-harassment policies. Participants are responsible for complying with ACA International's antitrust and anti-harassment policies, which can be viewed online here: <https://www.acainternational.org/education/antitrust-antiharassment-policies>.

9-C In order to honor the benefits of sponsorship opportunities, FCA may restrict or prohibit Sponsors from organizing, advertising, or soliciting Event attendee participation in activities or functions during the Event which are deemed, in FCA's discretion, the same or substantially similar as an activity or function officially sponsored by or available for sponsorship by another Sponsor, or hosted by FCA. By way of example only, and not for purposes of limitation, such functions or activities may include attendee food and refreshment service, recreational outings, and artist or speaker appearances. Sponsors must notify FCA prior to organizing, advertising, or soliciting Event attendee participation in any such activity or function.

9-D FCA may restrict or prohibit Sponsors from organizing, advertising, or soliciting Event attendee



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Exhibit Space and Sponsorship Rules and Regulations (Cont'd)

participation in company-hosted activities or functions scheduled to occur at the same time as any official FCA hosted activity or function. Sponsors must notify FCA prior to organizing, advertising, or soliciting Event attendee participation in any activity or function scheduled to occur at the same time as any official FCA hosted activity or function.

9-E Participants acknowledge FCA has an interest in maintaining and protecting the image and reputation of its name, trademarks, services marks, logos, designs, and other forms of identification ("Identification"), and that FCA Identification must be used in a manner consistent with the standards established by FCA.

10. Food, Beverage & Meeting Space

Participants must obtain written permission from FCA prior to offering food and beverage or utilizing meeting space on Hotel premises. Food or beverages served or meeting space used by Participant on Hotel premises must be arranged through FCA. Hotel prices may be subject to service charges and taxes. Participant shall reimburse FCA if FCA incurs charges from Hotel as a result of Participant's food and beverage service, or meeting space usage.

11. Advertising

Participants may not advertise or display goods other than those manufactured or sold by them in the regular course of their business and as described in the Application. Circulars or advertising material of the Sponsor or any related entity shall be distributed only within the tabletop area assigned to the Sponsor. No such materials may be distributed to any other area of the exhibit hall, to the hotel rooms of the Event attendees or elsewhere on the Hotel premises unless approved by FCA. Circulars or advertising material of a Sponsor or any related entity are not permitted upon Hotel premises without approval from FCA.

12. Intellectual Property

Participants are responsible for obtaining appropriate licenses and permissions for any copyrighted, trademarked, or other intellectual property used in connection with the Event. By Participant's use or display of any such copyrighted, trademarked or other intellectual property used in connection with the Event, Participant warrants to FCA its right to use. Participants shall indemnify and hold FCA harmless from any and all claims or demands made by any party with respect to such Participant's Event activity.

13. Americans with Disabilities Act

If any Participant representative has a disability that may impact participation in this Event or has special dietary restrictions for which accommodations are requested on such basis, a statement must be attached to the Application regarding that condition and all related needs. FCA is unable to assure the availability of appropriate accommodations without prior notification of specific need.

14. Warranties

14-A Participant warrants it has the power to execute, deliver and perform as agreed; it has all licenses, permits, bonds, certificates and other similar approvals required to conduct its business; and it will abide all federal, state, and city laws, ordinances, codes, rules and regulations.

14-B FCA does not warrant or guarantee any specific level of business traffic, and will not provide any refund to Participant on account of any reduction in expected traffic at the Event.

15. Promise to Protect

15-A Participant shall defend, indemnify and hold harmless FCA, its subsidiaries and affiliates, and their respective directors, officers, members, employees, contractors and agents from and against any liabilities, losses, claims, suits, damages, costs, and expenses (including reasonable attorneys' fees and expenses) made by any third-party, including without limitation, Hotel, Event Participants, and Event attendees (each, a "Claim") arising out of any of Participant's acts or omissions, representations or warranties relating to the Event, including Participant's use of the Hotel. FCA agrees to provide timely written notice of any Claim to Participant and will cooperate with Participant in defense of the Claim. Participant bears all expenses in connection with the defense or settlement of the Claim and FCA shall have the right to participate in the defense of Claim. Participant, in the defense of any such Claim, may not consent to entry of any judgment or enter into any settlement without the written consent of FCA.

15-B Sponsor shall be fully responsible to pay any and all damages to property owned by Hammock Beach Golf Resort & Spa, its owners or managers, which result from any act or omission of Sponsor. Sponsor shall defend, indemnify and hold harmless, Hammock Beach Golf Resort & Spa, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expense arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Sponsor, its agents, employees, and business invitees which arise from or out of the Sponsor's occupancy and use of the exhibition premise, hotel or any part thereof.

16. Licensed Space Use

16-A FCA's permission to temporarily utilize the Hotel space is governed by a contract agreement. The contract allows Participants to make reasonable use of all Convention Center common vestibule areas, corridors, and restrooms designated for use in connection with employment at or attendance at the Event, and to make reasonable use of the Hotel as assigned by Hotel for use in connection with exhibit set-up and dismantling.

17. Severability & Non-Waiver

17-A Any provision herein found to be invalid will be severable and the remainder will remain effective.

17-B The failure of FCA or Participant to insist upon the performance, or the delay or failure to exercise any right or privilege conferred herein, or to require the satisfaction of any condition herein, will not be construed as a waiver or estoppel of any such right, remedy, condition, or privilege, but the same will continue and remain in full force and effect. No provision herein shall be deemed waived except pursuant to a writing executed by the party against whom the waiver is sought, and no waiver will be applicable other than in the specific instance in which it is given.

17-C Nothing herein shall require the commission of any act contrary to applicable law or to any rules or

regulations of any union, guild or similar body having jurisdiction over the services and personnel to be furnished hereunder. In the event of any conflict between any provision herein, and any such law, rule or regulation - such law, rule or regulation shall prevail and these provisions shall be curtailed, modified, or limited only to the extent necessary to eliminate such conflict.

18. Arbitration & Governing Law

Any controversy arising out of or related to Event participation, these Rules and Regulations, or the breach thereof, will be settled by arbitration in accordance with the Rules of the American Arbitration Association (AAA) in Florida or any other mutually agreeable location. The prevailing party in any arbitration proceeding shall be entitled to an award of its costs and expenses. The laws of the State of Florida, without regard to Florida's choice-of-law principles, govern all matters arising out of or related to Participant's agreement.

19. Headings

Headings within this document are intended for reference only and should not affect the interpretation.

20. Relationship Of The Parties & Assignment

20-A Participant's agreement shall not establish a partnership, joint venture or principal/agency relationship with FCA.

20-B Participants may not assign its rights or responsibilities hereunder, in whole or in part without FCA's prior written consent which may be withheld in FCA's sole discretion. Any purported assignment or delegation by Participant without FCA's prior written consent is void.

20-C Nothing herein shall confer any contractual right, benefit, interest or remedy under or because of These Rules upon any person or entity other than the Participant.

21. Amendment

These Rules may be amended by FCA upon written notice to Participants.