



# WINDSTORM

## 2023 CONFERENCE

CARIBE ROYALE | ORLANDO, FL | JANUARY 23-26, 2023

**RESERVE YOUR SPACE NOW!**

EXHIBITOR & SPONSORSHIP PROSPECTUS





# WIND 2023 Insurance Conference

## MARKETING OPPORTUNITIES

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### ABOUT THE WIND CONFERENCE

The annual Windstorm Insurance Conference provides a forum for review and discussion of windstorm and related property insurance issues. Representatives from all segments of the windstorm insurance claims industry convene for the three-day event to address the impact of past hurricane seasons and important insurance issues.

Approximately 1,200 windstorm insurance professionals attend the annual Windstorm Insurance Conference.

### REACH YOUR TARGET MARKET AND INCREASE YOUR VISIBILITY

Help your business or organization grow with WIND's Exhibitor and Sponsorship opportunities:

- Meet more than 1,000 attendees
- Exposure to our over 6,000 email targets and almost 6,000 social media followers
- Advance your company's exposure through targeted networking events
- Add hundreds of windstorm claims professionals to your contact base
- Increase your competitive edge in the windstorm claims and property insurance market
- Introduce and advance new products and services
- Gain opportunities for new customers
- Reinforce relationships with existing customers
- Gain valuable exposure with professionals from numerous related industries

### WHO ATTENDS?

WIND Conference attendees are comprised of those whose employment and professional responsibilities are directed toward windstorm and property insurance issues, including, but not limited to, the following professions:

- Licensed insurance claims adjusters
- Claims investigators
- Claims supervisors
- Licensed insurance agents
- Insurance carrier personnel
- Underwriters
- Risk managers
- Government agency employees
- Engineers
- Accountants and CPAs
- Attorneys
- Legal assistants
- General Contractors
- Restoration and Construction consultants
- Vendors
- Mediators
- Umpires
- Other professionals whose responsibilities and duties are directed toward windstorm claims and property insurance issues

# 2023 EXHIBIT SCHEDULE

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## MONDAY, JANUARY 23

### Exhibitor Move-In Hours

7:00 am - 3:00 pm

### Expo Open Hours

5:00 pm - 7:00 pm

*The WIND Expo is open during the evening's Welcome Reception. Bars are set up in the Expo and food is served, offering attendees and vendors an opportunity to network during the reception.*

## TUESDAY, JANUARY 24

### Expo Hours

9:45 am - 4:00 pm and 5:30 pm - 7:00 pm

*WIND Expo hours take place during the Morning Break, Lunch, Afternoon Break, and the evening's Expo Reception. Attendees and vendors can meet and mingle while enjoying cocktails and hors d'oeuvres. During the evening reception, exhibitors can announce the winners of any drawings they wish to hold.*

## WEDNESDAY, JANUARY 25

### Expo Hours

10:00 am - 2:00 pm

*Hours are during the Morning Break and Networking Lunch.*

### Exhibitor Move-Out Hours

2:00 pm - 5:00 pm

## MAIN STAGE FEATURED SPEAKERS

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### **Mary Abbajay**

*President*

Careerstone Group, LLC

**Tuesday, January 24, 2023**

8:30 - 9:45 am

**Wednesday, January 25, 2023**

3:30 - 5:00 pm



### **Phil Klotzbach**

*Research Scientist*

Department of Atmospheric Science at Colorado State University

**Tuesday, January 24, 2023**

10:15 - 11:00 am



### **Chris De Santis**

*Principal*

C. P. De Santis, LLC

**Wednesday, January 25, 2023**

9:00 - 10:00 am

3:30 - 5:00 pm

# 2023 SPONSORSHIP OPPORTUNITIES

A general sponsorship level must be selected to purchase below add-ons.

Benefit	Keynote (2 Available) \$15,000	Diamond Sponsor \$10,000	Platinum Sponsor \$7,500	Gold Sponsor \$5,000	Silver Sponsor \$2,500	Bronze Sponsor \$1,500
Full conference registration(s)*	8	6	5	4	2	0
Company profile, logo, and link on the WIND website and mobile app	✓	✓	✓	✓	✓	✓
Company logo in email promotions	✓	✓	✓	✓	✓	✓
Recognition in WIND social media posts	✓	✓	✓	✓	✓	✓
Company logo in the slide show during General Session and on Conference Sponsor Recognition Signs	✓	✓	✓	✓	✓	✓
Option to purchase up to three (3) additional full conference* registration(s) for \$475	✓	✓	✓	✓	✓	✓
Pre- and post-conference registrant roster	✓	✓	✓	✓	✓	
Rotating banner ad on event website	✓	✓	✓			
Company logo on app splash page & landing page	✓	✓				
Opportunity to introduce Keynote Speaker (Choice of speaker honored by date of sponsor agreement)	✓					

\*Full conference registrations include: all workshops, general sessions, expo hall, networking events, and meal functions.

## ADDITIONAL SPONSORSHIPS:

available to add to any of the above sponsorship levels. A general sponsorship level must be selected to purchase below add-ons.

HEADSHOT CAFE SPONSOR - **\$8,000** | SOLD

REUSABLE WATER BOTTLE SPONSOR - **\$5,000** | 1 Available | *logo on reusable water bottle provided to all conference attendees*

REGISTRATION SPONSOR - **\$2,000** | SOLD | *logo on registration form, confirmation email and registration kiosks*

WAYFINDING SPONSOR - **\$2,000** | SOLD | *logo on directional floor stickers & meterboard*

LANYARDS - **\$2,000** | SOLD

HOTEL KEY CARD - **\$2,000** | SOLD

RECEPTION\* - **\$1,000** | SOLD | *Branded napkins on bar. Signage at event.*

ROTATING BANNER AD ON EVENT WEBSITE - **\$750**

ROTATING BANNER AD ON APP - **\$750**

LUNCH\* - **\$400** | SOLD

BREAKFAST\* - **\$300** | 2 SOLD, 1 Available

MOBILE APP PUSH NOTIFICATION - **\$250** | *Sponsor to provide 140-character text.*

COFFEE BREAK (AM or PM)\* - **\$200** | 1 SOLD, 3 Available

\*Signage at event. Choice of event honored by date of sponsor agreement.



# TOPGOLF CHARITY TOURNAMENT SPONSORSHIP

<b>Benefit</b> available to add to any of the above sponsorship levels.	<b>Bay Sponsor</b> (5 Available)	<b>Lunch Sponsor</b> (3 Available)	<b>Beverage Sponsor</b> (2 Available)	<b>Bus Sponsor</b> (2 Available)	<b>Prize Sponsor</b> (2 Available)
	<b>\$3,500</b>	<b>\$2,500</b>	<b>\$1,000</b>	<b>\$600</b>	<b>\$600</b>
Tournament participants*	6 (1 Bay)	3	2	1	1
Included in video loop	✓	✓	✓	✓	✓
Company logo on bay sign	✓				
Company logo on lunch sign		✓			
Branded napkins served with beverages			✓		
Company logo on bus sign(s)				✓	
Opportunity to present award(s)					✓

\*The registration fee includes bus transportation, golf, lunch, and two drink tickets for beer and/or wine.

## 2023 EXHIBITOR OPPORTUNITIES

### EXHIBITOR BENEFITS INCLUDE

- One (1) 8' x 10' pipe and draped booth, one (1) skirted table, two (2) chairs, waste basket
- Two (2) full conference registrations (full conference access that includes all classes, workshops, general sessions, expo hall, networking events, and meal functions)
- Opportunity to purchase up to three (3) additional Full conference registration(s) for \$475
- Company profile and website link on the WIND website
- Company profile and logo on the WIND event app
- Company listed in the onsite pocket guide
- WIND logo to use in marketing materials for the 2022 conference
- Pre- and post-event conference registrant roster

### EXPO BOOTH FEES

Inline Booth  
\$2000 per 8' x 10' booth

Corner Booth  
\$2250 per 8' x 10' booth

**BOOTH SELECTION IS DONE ELECTRONICALLY ONLY - EXHIBITOR IS RESPONSIBLE FOR SELECTING SPACE THAT IS NOT NEXT TO A COMPETITOR.**

(Limit two booths per company.)

Link to purchase booth space and/or sponsorships: <https://bit.ly/3jRxtgE>

Sign up by December 31, 2022 to guarantee inclusion in any printed materials. Commitments after January 1, 2023 will receive promotions on the event website, mobile app and in PowerPoint slides onsite.



## GENERAL INFORMATION

### BOOK YOUR SPACE ONLINE

For space reservations, to view the Expo floorplan, and complete the exhibitor and/or sponsor application, visit [events.windnetwork.com](https://events.windnetwork.com). Space is sold on a first come basis. For more information, contact WIND's Director of Events, Rebecca Royal, at 703-778-4639 or email [meetingplanner@windnetwork.com](mailto:meetingplanner@windnetwork.com).

### CONFERENCE HOTEL ROOMS

The 2023 WIND Conference will be held at the Caribe Royale Orlando. Discounted conference rooms sell out months in advance, so reserve your rooms today. Rates start at \$199 + \$12.50 resort fee + taxes and includes complimentary in-room Wi-Fi, schedule shuttle service to Walt Disney Transportation Center, Disney Springs & premium outlets, discounted daily self-parking (\$5/car/day), 10% spa services, use of the hotel fitness center, and 5% discount at Enterprise Rentals for all WIND Conference room block guests. Book your room online [HERE](#) or contact group reservations at 1-888-258-7501. Be sure to reference the 2023 Windstorm Insurance Conference. The discounted group rate is available through January 6, 2023 or until the conference room block is sold out.

*Notice: The Windstorm Insurance Network, Inc. is not responsible for any hotel room reservation made outside of the official WIND Conference room block. All WIND Conference room reservations must be made directly by contacting the Caribe Royale Orlando. DO NOT make room reservations with anyone who calls or emails, representing themselves as agents of the Windstorm Insurance Network or the hotel offering discounted rooms during the meeting. The ONLY legitimate way to reserve your room at the Caribe Royale Orlando is by using the booking link or phone number provided above and requesting the Windstorm group rate.*

### CONFERENCE REGISTRATIONS

Any other company personnel attending must be fully paid conference registrants. To complete the online registrations for your company personnel, log into the Partner Portal and complete the registration task. Changes to your badge list can be made up until **January 9, 2023**.

## CONTACT INFORMATION

Rebecca Royal, CMP  
Director of Meetings & Events  
Windstorm Insurance Network  
2800 Eisenhower Avenue | Suite 210 | Alexandria, VA 22314  
P: 804-905-WIND (9463)  
E: [meetingplanner@windnetwork.com](mailto:meetingplanner@windnetwork.com)

# SPONSOR & EXHIBITOR TERMS, CONDITIONS & POLICIES

The Windstorm Insurance Conference shall be governed by these terms and conditions as well as the terms of the sponsor and exhibitor application. The Terms, Conditions & Policies stated here, in this agreement, constitute a bonafide part of the contract of your participation in this event. Conference Management (personnel and directors of Windstorm Insurance Network [WIND] and/or Potomac Management Resources) reserve the right to render all interpretations and decisions, should any questions arise, and to establish further regulations as may be deemed necessary to the general success and well-being of the conference and expo. All matters and questions not covered in these policies are subject to the final judgment and decision of conference management.

Once a company commits to being a sponsor or exhibitor, access to the **2023 Windstorm Insurance Conference Partner Portal** will be granted. This portal will be used to submit company information (including registrants, logos, and descriptions), download the 2023 Windstorm Insurance Conference Exhibitor Services Manual, submit payments, etc.

## CONSIDERATION

The cost of sponsorship and exhibitor opportunities varies according to the level chosen. The benefits of being a sponsor and/or exhibitor will vary by level and are defined in this prospectus. A deposit of at least 50% of the amount due must be paid upon commitment to activate sponsor and/or exhibitor benefits. Payment in full must be made by December 31, 2022, to ensure all onsite benefits are fulfilled (including, but not limited to, signage, booth space, and attendee passes).

## ACCEPTANCE OF APPLICATION

Acceptance of application for sponsorship and/or an exhibit does not mean endorsement by Conference Management of the applicant's service or product.

## PARTNER PORTAL TASKS AND DEADLINES

The 2023 Windstorm Insurance Conference Partner Portal lists tasks and deadlines specific to the level and type of partnership. Failure to provide the requested information, graphics, and other materials by the posted deadlines may result in removal from 2023 Windstorm Insurance Conference materials and benefits.

## CANCELLATION AND REFUND POLICY

Refunds for sponsorship or exhibitor commitments, less a \$500 administrative/processing fee, will be given if cancellation is received in writing by November 30, 2022. After that date, a 50% refund will be made until December 31, 2022, less a \$500 administrative/processing fee. No refunds will be made after this date. All requests must be made in writing to [meetingplanner@windnetwork.com](mailto:meetingplanner@windnetwork.com).

## CANCELLATION BY CONFERENCE MANAGEMENT OR INABILITY TO HOLD CONFERENCE

If Conference Management cancels the conference for causes beyond the control of the Conference Management, the sponsors and exhibitors will be refunded any and all fees paid up to the time of cancellation. Conference Management may offer optional alternative opportunities for outreach and exposure in consideration for all or part of the fees paid.

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Conference Management will not be liable for any other expenses sponsors and/or exhibitors may incur as a result of their participation.

## REGISTRATION/ATTENDEE LIST USAGE

The registration/attendee list is intended for use of 2023 Windstorm Insurance Conference sponsors and exhibitors ONLY and for the sole purpose of promoting your company to 2023 Windstorm Insurance Conference registrants/attendees. Use of this list is prohibited for any non-related 2022 Windstorm Insurance Conference promotion, including promotion of your company at other industry events. Sharing, selling, or any other distribution of the registration/attendee list is strictly prohibited.

Attendee information collected onsite at the conference is subject to the usage for which you describe at the time of collecting that information from attendees.

**If you receive a request from anyone other than a WIND staff member to sell/provide you with a conference registration/attendee list, it is a scam and should be disregarded.**

## SPONSOR/EXHIBITOR BADGES AND CONFERENCE ATTENDANCE

All company representatives must register for the conference and wear their name badges during all conference events. Exhibitors will be furnished with special conference badges identifying the exhibiting company/organization name and must be worn during set-up, expo hours, and dismantling. The complimentary and discounted registrations are intended for company personnel only. Sponsor/exhibitor badges are not transferable onsite at the conference and cannot be shared. Any other company personnel attending must be fully paid conference registrants. To complete the online registrations for your company personnel, log into the Partner Portal and complete the registration task. Changes to your badge list can be made up until **January 9, 2023**.

## PHOTO AND VIDEO POLICY

Registration and attendance at conference events, including events in the General Session room, Expo Hall, breakout sessions, networking and meal functions, and privately hosted events, constitutes an agreement by the registrant for WIND's use and distribution (both now and in the future) of attendees' images or voices in photographs, videotapes, electronic reproductions, and audiotapes for WIND's promotional use.

## COMPANY AFFILIATIONS

The complimentary and discounted conference registrations are limited to company employees and staff only.

## WIND LOGO USAGE

Sponsors and/or exhibitors of the 2023 Windstorm Insurance Conference have a license to use the phrase "sponsor of the 2023 Windstorm Insurance Conference" or "proud sponsor of the 2023 Windstorm Insurance Conference" and display the official Windstorm Insurance Network logo through the end of the 2023 conference (no later than February 3, 2023). The license allows only the following manner of display:

- On an organization's website as long as the logo or phrase is linked to the Windstorm Insurance Network, Inc. website ([www.windnetwork.com](http://www.windnetwork.com));
- In electronic promotional materials (e.g., email) as long as the logo or phrase is linked to the Windstorm Insurance Network, Inc. website ([www.windnetwork.com](http://www.windnetwork.com)); and
- In social media posts as long as the post includes a tag of the Windstorm Insurance



Network, Inc. (<https://www.facebook.com/windnetwork>; <https://twitter.com/windnetwork>; or <https://www.linkedin.com/groups/2161388>)

- In marketing materials sent to others promoting attendance at the 2023 Windstorm Insurance Conference.

The license ends after the conclusion of the Windstorm Insurance Conference. It can be purchased or renewed only by registering to become a Sponsor and/or Exhibitor of the 2023 Windstorm Insurance Conference before the end of the 2023 WIND Conference.

## **LICENSE OF SPONSOR/EXHIBITOR MATERIALS**

WIND has a fully paid, nonexclusive, and worldwide license to use, store, reproduce, publish, distribute, and display sponsor- and/or exhibitor-provided images, branding, marketing materials, trademarks, and other materials used or displayed at the conference. Sponsors/exhibitors agree to allow WIND to use photographs, branding, marketing materials, trademarks, and other materials at the conference and in WIND-related publications.

## **ENTERTAINMENT POLICY**

The purpose of the Windstorm Insurance Conference is education. The strength, reputation, and support of the conference are the result of commitment to professional development. Any entertainment contracted by sponsor or exhibitor is subject to approval by Conference Management. While service firms and businesses are free to make business contacts, hospitality suites—either onsite or off premises—are strictly prohibited in that any private party must not conflict with conference events (as published on the official conference agenda).

## **PROFESSIONAL DRESS CODE**

The dress code is business casual for all conference events, both day and evening. Professional business attire is strongly recommended.

### **Suggested Attire**

- Slacks/dress pants, Khakis
- Dress shirt, casual button-down shirt, open-collar, polo shirt, knit shirt or sweater (no spaghetti straps or décolleté)
- Seasonal sport coat or blazer and belt, with slacks or khakis
- Optional tie
- Dress
- Flats, high heels, loafers or loafer-style shoes, and socks

### **Discouraged Attire**

- Flip flops or Slides
- Torn, worn, or threadbare items
- Workout clothes
- Bare midriff
- Shorts

## **CONDUCT OF SPONSORS AND EXHIBITORS**

Conference Management has the authority to prohibit a sponsor and/or exhibitor from continuing their participation in the conference/expo if at any time the purpose or character of the conference is jeopardized by the conduct of the sponsor and/or exhibitor. In the event of a sponsor/exhibitor discontinuation order, Conference Management will not be liable for any refund of the sponsorship or exhibitor event fee. Conference Management reserves the right to approve all promotional demonstrations and/or handouts to be used by sponsors and exhibitors.

## **GUN/WEAPONS AT WINDSTORM INSURANCE CONFERENCE**

The display, advertising, demonstration and/or use of any real, toy, mock, reproduction, simulated or replicated gun, weapon and/or ammunition of any type whatsoever is prohibited at the Windstorm Insurance Conference and at any event taking place during and/or associated with the Windstorm Insurance Conference. Any person, member, sponsor, exhibitor, speaker and/or guest violating this rule will be asked to leave the Windstorm Insurance Conference and may be prohibited from attending the remainder of the Windstorm Insurance Conference and may be further prohibited from attending any and all future Windstorm Insurance Conferences in any capacity.

## **ALCOHOL POLICY**

No alcoholic beverages are to be served by sponsors/exhibitors at any event before 5:00 pm.

## **FAILURE TO ABIDE**

Failure to abide by these terms, conditions, and policies may result in a sanction of prohibition of attendance of all employees or affiliates of the violating company at 2023 Windstorm Insurance Conference, including, but not limited to, registration, attendance, sponsor/exhibitor status and recognition.

## **INTERPRETATION**

Conference Management has total authority of interpretation and enforcement of these terms, conditions, and policies, and reserves the right to amend them at any time for the benefit of the Windstorm Insurance Conference. Sponsors/exhibitors and their representatives who violate these terms and conditions or who, in the opinion of Conference Management, conduct themselves unethically, may be dismissed from the conference without refund or other appeal and may be excluded from participation in future Windstorm Insurance Conferences.

# **FOR EXHIBITORS ONLY**

## **CARE OF DISPLAY AREA**

Construction, decoration, and equipment in the display area must conform to the rules, regulations, and restrictions of the Caribe Royale Orlando and to the city of Orlando fire, health, and safety codes, and ordinances. Packing containers, shipping cartons, or similar materials may not be stored in the expo area. The use of any materials that deface or mar the Caribe Royale Orlando property is prohibited. Exhibitor is liable for payment of any costs associated to the Caribe Royale Orlando.

## **BOOTH SPACE**

Contracted booth space is 8 feet by 10 feet. Exhibitor agrees to arrange its exhibit so that it will not obstruct the general view of the floor or hide other exhibits. Exhibitor will adhere to the rules and regulations found in the 2023 Windstorm Insurance Conference Exhibitor Service Manual. Exhibitor agrees to adhere to rules and regulations provided by Conference Management. Exhibit activities must be confined within the bounds of the Exhibitor's booth or table. The Exhibitor may not tape, paste, thumbtack, nail, or otherwise affix signs or posters to the walls, columns, or booth drape, or hang things from sprinkler pipes. Exhibitor may not pass out flyers in the aisles or place marketing material on tables that are not located in their contracted exhibit space.



## ADA COMPLIANCE

Exhibitor is solely responsible for ensuring that its booth and exhibits are in full compliance with the Americans with Disabilities Act (ADA), and for all costs related thereto. Exhibitor will indemnify, defend, and hold harmless Conference Management and the Caribe Royale Orlando for the failure of Exhibitor and its representatives to comply with ADA requirements.

## CHILDREN AND MINIMUM AGE

Children under 18 are prohibited from entering the Expo Hall at any time during installation and move out hours.

## COPYRIGHT AND LICENSING

Proper license agreements and intellectual property rights for all music, displays, graphics, and any other materials used by Exhibitor during the conference are the sole responsibility of the Exhibitor. Exhibitor will defend, indemnify, and hold harmless Conference Management for all losses or claims arising from the use of music, displays, graphics, and any other materials used by the Exhibitor during the conference.

## DEFAULT IN OCCUPANCY

Any failure by Exhibitor to occupy space contracted for will not relieve Exhibitor of the obligation of paying the full rental of such space as provided in the signed application. If the rented space is not occupied by the deadline for completion of installation of displays, such space may be possessed by Conference Management.

## EXHIBITOR APPOINTED CONTRACTORS (EACS)

WIND has designated official exhibition contractors. Exhibitor may contract directly with EACs by following the application procedures outlined in the 2022 Windstorm Insurance Conference Exhibitor Service Manual. WIND assumes no responsibility or liability for such EACs. Exhibitor must use qualified union personnel for material handling, installing and dismantling exhibits, and other services as required by the Convention Center's rules and regulations provided in the 2022 Windstorm Insurance Conference Exhibitor Service Manual.

## EXHIBITOR PERSONNEL

Exhibitor must have staff present at its booth during all open Expo Hall hours. Any exhibiting company that vacates or tears down its exhibit prior to the close of the Expo Hall, or is not staffed during the Expo Hall open hours, may be subject to a penalty for the following year's conference.

## LIABILITY OF EXHIBITOR/CERTIFICATE OF INSURANCE (COI)

Exhibitor is responsible for obtaining all insurance coverage for its exhibit. COI is due within 30 days of reserving your booth(s) or January 9, 2023, whichever is sooner.

COIs must list **Windstorm Insurance Networkm, 2800 Eisenhower Avenue, Suite 210, Alexandria, VA 22314** and **UCF Hotel Venture, c/o Loews Hotels at Universal Orlando, 6800 Lakewood Plaza Drive, Orlando, FL 32819, Attn: Risk Management**. Complete them as shown below. Exhibitor shall carry adequate insurance to protect itself against bodily injury (including death) and property damage claims arising from Exhibitor's participation in the 2023 Windstorm Insurance Conference, including, but not limited to, worker's compensation as required by law, and commercial general liability insurance in such amounts as are adequate, but in no event less than \$1,000,000 on an occurrence basis.

Upload your COIs in the 2023 Windstorm Insurance Conference Partner Portal.

Exhibitor must make provision for the safeguarding of goods it owns, rents, or leases from the time they are placed in the display space until they dismantle. Conference Management shall not be responsible for, or guarantee to Exhibitor, the safety of exhibit materials against fire, accident, theft, or any loss or injury whatsoever. Any damage or destruction of others' property or personal injury to others resulting from the conduct of Exhibitor, its agents, or employees shall be the exhibitors' sole responsibility. Exhibitor shall indemnify Conference Management and the Caribe Royale Orlando and hold them harmless from any complaints, lawsuits, or liabilities resulting from conduct of Exhibitor.

**Sponsors and exhibitors must indicate in the 2023 Windstorm Insurance Conference Partner Portal that they have read and agree to the WIND 2023 Sponsor & Exhibitor Terms, Conditions & Policies.**