

**SHERATON  
CONFERENCE CENTER**

**OVERLAND PARK,  
KANSAS**



**MAY 5-8,  
2019**

**2019  
TRI-STATE  
CONVENTION  
KANSAS | MISSOURI | NEBRASKA**

**EXHIBITOR &  
SPONSOR  
BROCHURE**

The Kansas, Missouri and Nebraska Funeral Directors Associations invite you to be a part of the 2019 Tri-State Convention. The three Associations represent funeral homes, funeral directors and embalmers who provide funeral services throughout the three states. This is a great opportunity for your company to reach a large number of members from three states, while only attending - and paying costs associated with - one conference.

## JOIN US FOR THE CONFERENCE

Once again, Tri-State offers the opportunity for exhibitors to display their products/services at the Tri-State Convention. Exhibit booths provide you the opportunity to:

- Build Relationships. You have the opportunity to inform purchasers of your products and services through 6 hours of exhibit time. Ninety-five percent of the exhibit hours are offered with no competing programming or activities.
- Network with Decision Makers. The attendees consist of funeral service business owners and managers responsible for purchase decisions.
- Gain Visibility. Your company will be recognized in the conference program materials including the Convention brochure, on-site program and exhibit program. For an additional fee, you will also have the opportunity to gain exposure by being a part of the Exhibitor Hunt.

## CONFERENCE LOCATION & HOTEL

### SHERATON OVERLAND PARK HOTEL

6100 College Blvd.,  
Overland Park, KS  
TEL: +1-866-837-4214

**ROOM DETAILS:** The Tri-State room rate is \$159.00/night and must be reserved by April 13, 2019. Call the hotel to reserve your room. Be sure to identify yourself as a member of the Tri-State Funeral Directors Convention room block.

### 2 WAYS TO REGISTER:

**FAX:** Complete form and fax both sides to 402.761.2224

**MAIL:** Complete the form and mail with payment to: Tri-State Convention c/o  
Nebraska Funeral Directors  
Association 521 First Street,  
PO Box 10, Milford, NE  
68405

## SPONSORSHIP OPPORTUNITIES

The success of the Tri-State Convention depends on the support of our wonderful supplier friends. Please remember this is a sponsorship for three states. We have many sponsorship opportunities we must fill in order to provide attendees with a high quality convention. We need your help and hope that you will step forward to sponsor a convention event. Options include: Continental Breakfast, Morning Coffee, Morning Breaks, Lunch, Afternoon Breaks, Exhibit Cocktails, Pre-Banquet Reception, Banquet Music, Banquet Entertainment, Speaker Sponsorships, Golf Prizes, Golf Lunch and more! Enclosed is a list of sponsorship opportunities. If you are not able to sponsor one on your own, please consider co-sponsoring an event. Other sponsorships may also be available. You will be recognized for your sponsorship in the convention brochure and on signage at the event. To be included in the convention brochure, please respond by February 15, 2019. 50% of the sponsorship is due immediately with the remaining 50% due March 31, 2019. Thank you for your support! To sponsor one of these events or for more information, please contact Pam Scott at KFDDA at 785-232-7789.

## TRI-STATE STEERING COMMITTEE

### Kansas Funeral Directors Association

Shane Brown - Bruce Funeral Home, Gardner, KS  
Bill Nicholson - Nicholson-Ricke Funeral Home, Hoisington, KS  
Robyn Miller-Forkner - Penwell-Gabel Olathe, Olathe, KS  
Parker Amos - Amos Funeral Home & Crematory, Shawnee, KS  
Pam Scott - KFDDA, Topeka, KS

### Missouri Funeral Directors and Embalmers Association

John Moore - Moore Funeral Homes, Potosi, MO  
Greg Bird - Greenlawn Funeral Home, Springfield, MO  
Jessica Oltmann - Oltmann Funeral Home, Union, MO  
Tom Hebner - Heritage Funeral Home, Chillicothe, MO  
Don Otto - MFDEA, Jefferson City, MO

### Nebraska Funeral Directors Association

Vaughn Wright - Harman-Wright Mortuary, Beatrice, NE  
Mark McBride - Kuhl Funeral & Cremation, Kearney, NE  
Bradley Perdue - Zabka-Perdue Funeral Home, Seward, NE  
Kathi Schildt - NeFDA, Milford, NE

# BOOTH INFORMATION

Booth space will be assigned on the following basis: Large exhibits such as casket and vault displays and vehicle displays will be assigned space based on the requirements of the exhibit hall; next Convention Sponsors with consideration to history of support will be given preference of booth location. All others will be assigned exhibit space on a random basis, and every effort will be made to avoid having competitors next to or across from each other in the exhibit hall.

## BOOTH SPECIFICATIONS:

- Exhibit Booth Cost (10' x 10') \$850.00
- Additional square footage @ \$10 per square foot
- Vehicle Display Costs \$1100 per vehicle (10' x 30')
- Exhibit Booths are 10' x 10' fabric display booths with 8' x 30" draped table, topped in white vinyl and skirted on three sides.
- The exhibit hall is not carpeted. Aisles will be carpeted in gray.

## BOOTH RENTAL INCLUDES:

- 8' Blue Backdrops
- Two complimentary exhibitor passes (includes 2 lunches)
- Company name sign (7" x 44" - one-line identification sign)
- (1) 8' x 30" Draped Table
- (2) folding chairs
- (1) Wastebasket
- A copy of the on-site program and exhibit floor map as well as other registration materials
- General overhead lighting Heating or air conditioning as weather conditions warrant

## ITEMS NOT INCLUDED IN THE BOOTH RENTAL INCLUDE:

- Additional furniture rental
- Electrical service
- Installation/dismantling services
- Conference attendee list
- Security Carpet in booths
- Internet Access
- To order additional services, visit <http://www.opconventioncenter.com/orderservices>

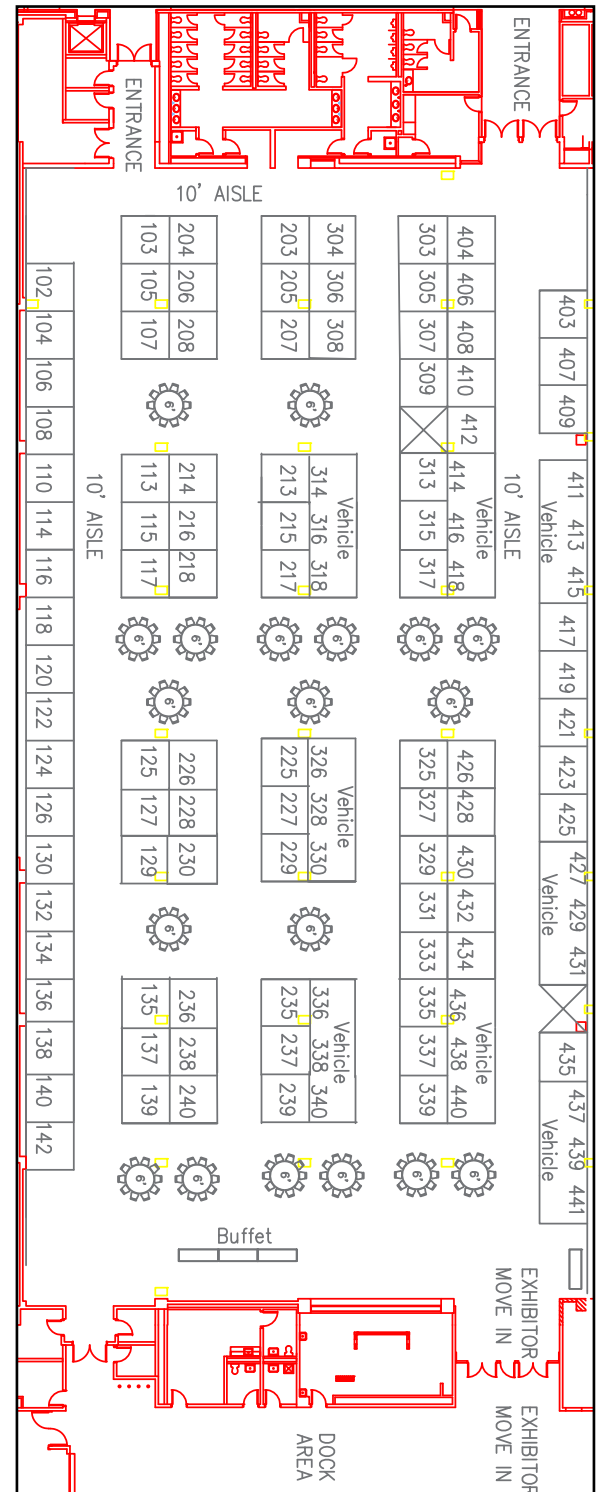
# EXHIBIT HALL SCHEDULE

## Monday, May 6, 2019

- Noon-5:00 p.m. Exhibit Hall Set-Up
- 8:30 a.m.-5:00 p.m. Educational Sessions for Attendees
- 5:00 p.m.-7:30 p.m. Exhibit Hall Open

## Tuesday, May 7, 2019

- 8:30 a.m.-10:00 a.m. State Annual Meetings & Educational Sessions
- 10:00 a.m.-1:30 p.m. Exhibit Hall Open
- 1:30 p.m. Exhibitors Teardown Begins,
- 1:30 p.m. Liberty Expo Arrives for Teardown



NEBRASKA  
FUNERAL DIRECTORS  
ASSOCIATION



**TRI-STATE CONVENTION  
NEBRASKA FUNERAL  
DIRECTORS ASSOCIATION  
521 FIRST STREET, PO BOX 10**

## **IMPORTANT DATES**

### **JANUARY 2019**

- Sponsorship opportunities become available on a first-come, first-served basis
- Exhibitor registration becomes available
- Fifty percent of sponsorship payment due at time of application

### **MARCH 2019**

- Booth space assignments are made on or before March 31 and companies notified accordingly

**Prsrt Std  
U.S. Postage  
PAID  
Lincoln, NE  
Permit No. 1359**

**2019 Tri-State Convention - Kansas • Missouri • Nebraska**  
Overland Park Convention Center 6100 College Blvd. Overland Park, Kansas 66211  
May 5-8, 2019 Trade Show Dates: May 6-7, 2019

**1. CONTACT INFORMATION**

*Note: The company information as listed below will be used for your sponsorship recognition, booth sign, program listing, etc. Confirmation letter and meeting materials will be mailed to the address listed below.*

Company Name: \_\_\_\_\_  
*(as you want it to appear in the program)*

Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Email: \_\_\_\_\_

Company Web Page: \_\_\_\_\_

**2. COMPANY LOGO AND WEBSITE:** I am emailing to staff@nefda.org logos as follows:  PDF  EPS  TIF  JPG

**3. BOOTH SPACE PREFERENCE:**

*Note: Booth space will be assigned on or before March 31, 2016 - final space assigned based on the number of exhibitors*

1st Choice: \_\_\_\_\_ *(Provide Booth Number)*

2nd Choice: \_\_\_\_\_

3rd Choice: \_\_\_\_\_

We prefer that our exhibit space not be located near any of the following firms who may be exhibitors:

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*(Please note that in some cases this may not be possible to accomplish.)*

We plan to exhibit the following items: \_\_\_\_\_

We will be unloading and loading with:  Semi-Truck or  Straight Truck

**4. COMPLIMENTARY EXHIBITOR REGISTRATIONS:**

*(Two are complimentary, additional are \$85 per person.) Please make a copy of this form & attach for more than 4 reps.*

**Representative #1 (complimentary)**

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**Representative #2 (complimentary)**

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**Representative #3 (additional \$85.00)**

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**Representative #4 (additional \$85.00)**

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**5. I HAVE READ AND AGREE TO THE TERMS OUTLINED IN THE SPONSOR AND EXHIBIT CONTRACT CONTAINED IN THIS BROCHURE.**

Name \_\_\_\_\_ Date \_\_\_\_\_

*It is understood that by providing our mailing address, e-mail address, telephone and fax numbers, we consent to receive communications sent by or on behalf of the Tri-State Convention. I have read the Tri-State Exhibitor Brochure and Contract and agree to abide by the provisions and terms outlined therein as a condition of exhibiting at the 2019 Tri-State Convention.*

**COMPLETE BOTH SIDES OF FORM!**

| ITEM   | COST                        | QUANTITY | TOTAL    |
|--|-----------------------------|----------|----------|
| Exhibit Booth (10'x10' Booth, includes 2 booth reps) | \$850.00                    | _____    | \$ _____ |
| Additional Booth Square Footage                      | \$10 <i>per square foot</i> | _____    | \$ _____ |
| 10'x30' Vehicle Fee                                  | \$1,100.00 <i>fee</i>       | _____    | \$ _____ |
| Additional Exhibitor Registrations                   | \$85.00 <i>per person</i>   | _____    | \$ _____ |
| Booth Featured on Exhibit Hunt                       | \$150.00 <i>fee</i>         | _____    | \$ _____ |
| <b>SPONSORSHIP</b>                                   |                             |          |          |
| Sponsorship  | Call KFDD for info          | _____    | \$ _____ |
| <b>EXHIBITOR TOTAL</b>                               |                             |          | \$ _____ |

*Billing or invoice services are not provided. Payment must arrive before the event. On-site registration is provided, but only check payments will be accepted before entry is allowed into the event. When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. When we use information from your check to make an electronic fund transfer, funds may be withdrawn from your account as soon as the same day we receive your payment, and you will not receive your check back from your financial institution.*

**MAIL THIS FORM BY MARCH 31, 2019 TO:**

Tri-State Convention c/o Nebraska Funeral Directors Association  
 521 First Street, PO Box 10, Milford, NE 68405  
 402.761.2224 (fax) • staff@nefda.org • www.nefda.org

**EXHIBITOR CONTRACT**

**Contract for Space.** The Application and Contract must be completed in its entirety. Exhibit applications must be accompanied by the total booth fee for the number of spaces requested before it will be processed and space assigned by the TRI-STATE Committee. Applications must be made by mail. Fax copies will be accepted on a conditional basis pending receipt of payment. The signed Application and Contract and subsequent notice of assignment and these Exhibitor Contract Regulations constitute a contract between the TRI-STATE Convention (hereinafter referred to as TRI-STATE) and the Exhibitor. Any issue or matter not specifically covered in these regulations is subject to the decision of TRI-STATE, whose decision shall be final. TRI-STATE's interpretation of these Regulations shall be binding on Exhibitor.

**Eligibility for Displaying.** Services and/or products exhibited by a company must be industry related. TRI-STATE reserves the right to reject any application in its sole discretion.

**Floorplan.** All measurements shown on the floorplan have been made as accurately as possible, but TRI-STATE does not warrant or otherwise guarantee the accuracy of such floorplan. Furthermore, TRI-STATE reserves the right to make such modifications to the floorplan as may be needed making equitable adjustments with the exhibitors affected thereby.

**Assignment of Space.** Booth space will be assigned at the discretion of TRI-STATE with due regard to grouping of exhibitors, sponsorships and history of support. The decision of TRI-STATE with respect to booth assignment and space will be final and binding upon all exhibitors.

**Payment.** The entire booth fee is due at the time of application. Should Exhibitor fail to comply with this rule, TRI-STATE has full authority to cancel any or all booth space assigned to Exhibitor.

**Withdrawal.** Any company who withdraws between March 1 and March 31, 2019 will be refunded 50% of the booth fee. No withdrawals will be honored after April 1, 2019.

**Termination of Meeting and Exhibit.** Should the premises hosting TRI-STATE's Convention become, in the sole judgment of TRI-STATE, unfit for occupancy, or should the Meeting and Exhibition be materially interfered with by reason of action of the elements, strike, picketing, boycott, embargo, injunction, war, riot, emergency declared by a government agency, or any other act beyond the control of TRI-STATE, the Application and Contract may be terminated by TRI-STATE. Exhibitor agrees that TRI-STATE shall not be liable for damages or loss sustained or incurred by the Exhibitor as a result of such termination. In the event of such termination, the Exhibitor expressly releases and shall hold harmless TRI-STATE of and from all claims for damages or loss, and agrees that TRI-STATE shall have no obligations or liability in connection with such termination except to refund to Exhibitor a prorated share of the aggregate amount received by TRI-STATE (as rental for exhibit space for said Exhibit), after deducting all costs and expenses in conjunction with such Exhibit, including a reasonable reserve or claims, such as deductions being held hereby specifically agreed to by Exhibitor.

**Installation and Dismantling.** The Exhibit Hall will be available to Exhibitors Monday, May 6, 2019 from Noon-5:00 p.m., for the installation of displays. All exhibits must be fully operational by 5:00 p.m. on Monday, May 6, 2019. After this hour, no installation will be permitted without special written permission from TRI-STATE. Dismantling or packing of exhibits cannot begin earlier than 1:30 p.m. on Tuesday, May 7, 2019.

**Booth Personnel.** The fee for display space includes two complimentary exhibitor badges per 10' x 10' booth. Additional badges may be obtained from TRI-STATE for a fee of \$85 each. Displays must be staffed during all TRI-STATE Exhibition open hours. Badges must be worn at all times for admission to the Exhibition. Exhibitor assumes all responsibility for its booth personnel and for all persons admitted to the Exhibition using Exhibitor's badges. All booth personnel names must be provided to TRI-STATE by April 1, 2019. Booth personnel must be registered on the enclosed Exhibitor Registration Form.

**Care of Display Space.** Exhibitor participates in the TRI-STATE Exhibition at its own expense and shall take good care of the premises, not mar or deface the premises and will keep and maintain the premises in good order at all times. Exhibitor assumes full financial responsibility for any damage caused by Exhibitor, its agents, employees, contractors or representatives.

**Labor/Safety/Fire.** Exhibitors will comply with all applicable statutes, ordinances, rules and requirements relating to health, fire, safety, and use of the premises. Electrical wiring must conform with all federal, state, and municipal government requirements and to National Electrical Code Safety Rules.

**Liability and Insurance.** Exhibitor assumes full responsibility and liability for losses, damages and claims arising out of injury or damage, including that by fire, and theft, to Exhibitor's displays, equipment and other property brought upon the premises of the Convention Center and to individuals who visit Exhibitor's booth. Exhibitor shall indemnify and hold harmless Convention Center, and TRI-STATE and their agents, servants, employees, officers, directors, staff and members against such losses, damages and claims. Exhibitor, by signing the application for participation expressly understands that Exhibitor releases TRI-STATE from, and agrees to indemnify it against any and all claims for such loss, injury or damage. If TRI-STATE shall be held liable for any event that might result from Exhibitor's action or failure to act, or Exhibitor's failure to comply with applicable law, Exhibitor shall reimburse and hold harmless TRI-STATE against any liability resulting therefrom. Exhibitor must adequately insure its materials, goods, wares and exhibits against loss or injury of any kind and must do so at its own expense. TRI-STATE and Convention Center are not responsible for any loss (however caused) to any property of any exhibitor. Exhibitors are solely responsible for their own actions and that of their employees, contractors, agents and representatives during TRI-STATE's Convention.

**Amendment to Contract Regulations.** TRI-STATE may, in its sole discretion, make changes, amendments, or additions to the Contract Regulations. Any such changes shall be binding on Exhibitor.



**The Kansas, Missouri and Nebraska  
Funeral Directors Associations  
invite you to be a part of the 2019 Tri-State Convention  
May 5 – 8, 2019**

The success of the Tri-State Convention depends on the support of our outstanding supplier friends. We hope you will consider that this sponsorship is for funeral directors from three states. We have many sponsorship opportunities we must fill in order to provide attendees with a top-notch convention.

We need your help and hope you will step forward to sponsor one of the following convention events:

|       |                                 |    |             |
|-------|---------------------------------|----|-------------|
| _____ | Sunday Afternoon Break          | \$ | 1,200       |
| _____ | Monday Morning Coffee           | \$ | 1,250       |
| _____ | Monday Morning Break            | \$ | 2,500       |
| _____ | Monday Afternoon Break          | \$ | 2,500       |
| _____ | Monday Evening Exhibit Food     | \$ | 8,000       |
| _____ | Monday Exhibit Cocktails        | \$ | 5,500       |
| _____ | Tuesday Continental Breakfast   | \$ | 4,500       |
| _____ | Tuesday Morning Break           | \$ | 2,750       |
| _____ | Tuesday Lunch                   | \$ | 6,000       |
| _____ | Tuesday Afternoon Break         | \$ | 2,500       |
| _____ | Tuesday Pre-Banquet Reception   | \$ | 3,500       |
| _____ | Tuesday Banquet Entertainment   | \$ | 2,500       |
| _____ | Wednesday Continental Breakfast | \$ | 2,500       |
| _____ | Wednesday Morning Break         | \$ | 2,000       |
| _____ | Speaker Sponsorships            | \$ | 1,500-4,000 |
| _____ | Bury the Hatchet event          | \$ | Various     |
| _____ | Golf Course Refreshments        | \$ | 750         |
| _____ | Golf Lunch                      | \$ | 1,500       |
| _____ | Golf Prizes                     | \$ | Various     |

The earlier you respond, the more sponsorship options you have before all are taken. If you are not able to sponsor one of the above items on your own, please consider co-sponsoring an event. Other sponsorship may also be available. You will be recognized for your sponsorship in the convention brochure and on signage at the event. To be included in the convention brochure, please respond by **February 15, 2019**.

**To sponsor one of these events or for more information, please contact Pam Scott at KFDA at 785-232-7789.**

**Thank you for your support!**

Company Name (as you want it to appear in the program) \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_  
 Contact Person \_\_\_\_\_

Company Logo and Website

I am emailing to [staff@nefda.org](mailto:staff@nefda.org) logos as follows:  PDF  EPS  TIF  JPG