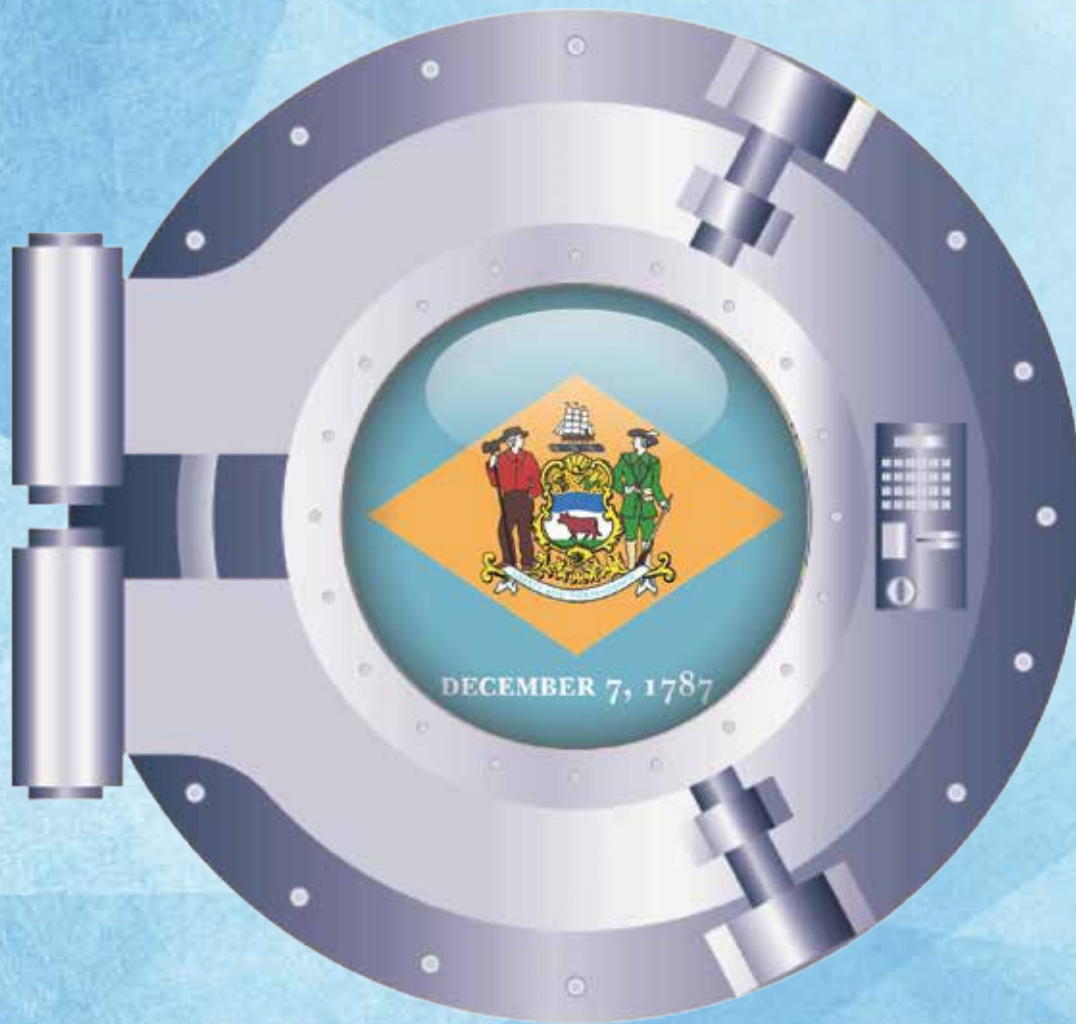


The Delaware Bankers Association &
The Delaware Financial Education Alliance present

2024 Delaware Trust Conference



October 28 & 29

Chase Center on the Riverfront & Live Stream

Exhibitor Book

The 2024 Delaware Trust Conference provides attendees with the information and strategies to take advantage of the unique Delaware trusts atmosphere. Make sure that your company is represented at the 19th annual edition of this unique event. Exhibition space is available to reach attendees including:

- **Trust Professionals**
- **Portfolio Managers**
- **Financial Advisors**
- **Attorneys**
- **CPAs**
- **CTFAs**
- **Wealth & Asset Management Executives**
- **Executive Trust Officers**
- **Investment Officers**
- **Investment Managers**
- **Trust Department Managers**

A total of 20 exhibit spaces are available. We anticipate between 500 and 550 attendees. Don't miss this premiere opportunity to prominently display your services to the elite Delaware trust industry.

Show Exhibit Space Includes:

- **10 x 8 Exhibit Space**
- **6' table with cover, 2 chairs**
- **Two complimentary two-day registrations to conference**
- **Attendee registration list including names and contact information**
- **Recognition in the Conference program**
- **Recognition in the Fall 2024 issue of *Delaware Banker* magazine**

2024 Delaware Trust Conference - Exhibitor Fees

Delaware Bankers Association Member Price: \$2,595
(Includes Two Complimentary Two-Day Registrations)
Two booths: \$5,000 (includes four complimentary registrations)

Interested in Sponsoring *and* Exhibiting?
Sponsors receive the following discounts on exhibit space!

Sponsor Discount (by level)
Bronze Sponsor 10% Discount: \$2335.50
Silver Sponsor 25% Discount: \$1946.25
Gold Sponsor 50% Discount: \$1297.50
Diamond Sponsor: Included with Sponsorship
Platinum Sponsor: Included with Sponsorship

Non-Member Price: \$3,595
(Includes Two Complimentary Two-Day Registrations)

Sponsor Discount (by level)
Bronze Sponsor 10% Discount: \$3235.50
Silver Sponsor 25% Discount: \$2696.25
Gold Sponsor 50% Discount: \$1797.50
Diamond Sponsor: Included with Sponsorship

See page 5 for more information on the advantages of Delaware Trust Conference sponsorship and DBA Associate Membership.

Exhibit Space Location

Exhibit space is assigned at the discretion of the Association in accordance with the stated priority in consideration of the following criteria:

- 1) DBA Membership
- 2) Number of exhibit spaces at prior Delaware Trust Conferences
- 3) Sponsorship/Attendance DBA events
- 4) Advertisements in DBA media publications

Space assignments begin on September 1. Exhibitor payment is due in full by September 1 in order to be included in the space assignment priority system. After September 1, space assignments are on a first-come, first-served basis.

2024 Delaware Trust Conference Exhibit Schedule

Exhibitor Set-up : Sunday, October 27th 2:00 p.m. – 8:00 p.m.

Exhibit Hours

Monday, October 28th

7:45 a.m. – 8:30 a.m. – Continental Breakfast with Exhibitors
10:00 a.m. – 10:20 a.m. – Welcome and Break with Exhibitors
11:50 a.m. – Noon – Break with Exhibitors
12:00 p.m. - 12:45 p.m. - Lunch
1:45 p.m. - 2:00 p.m. – Break with Exhibitors
3:00 p.m. – 3:15 p.m. – Break with Exhibitors
4:15 p.m. – 4:30 p.m. – Break with Exhibitors
6:00 p.m. – 7:00 p.m. – Reception with Exhibitors

Tuesday, October 29th

7:15 a.m. – 8:00 a.m. – Continental Breakfast with Exhibitors
9:30 a.m. – 9:45 a.m. – Break with Exhibitors
10:45 a.m. – 11:00 a.m. – Break with Exhibitors
12:00 p.m. – 1:00 p.m. – Lunch
2:00 p.m. – 2:15 p.m. – Break with Exhibitors
3:15p.m. – 3:30 p.m. – Break with Exhibitors

Exhibitor Dismantle: Tuesday, October 29th – 3:30 p.m. – 7:00 p.m.

For Exhibit/Sponsorship Questions or
for a Reservation Agreement/Contract for Exhibit Space
please contact Corinne Stayton
email: corinne.stayton@debankers.com
302-674-0202

2024 Delaware Trust Conference

Sponsorship Information

Add to your visibility with a sponsorship. All sponsors will receive the basic package including: recognition on conference signs and in conference materials; the contact list for all attendees; and recognition in the Fall '24 issue of Delaware Banker magazine. Sponsorship opportunities are available on a "first come, first served" basis in the following categories, with the following added benefits:

SOLD Platinum (one available) - \$13,000 (receive the basic package detailed above, plus three free registrations, four half-priced registrations*, Free exhibition space, 1 full-page ad in the Fall '24 issue of Delaware Banker, and may introduce one guest speaker)

Diamond - \$9,500 (receive the basic package detailed above, plus two free registrations and three half-priced registrations*, Free exhibition space, 1 full-page ad in the Fall '24 issue of Delaware Banker).

Gold - \$6,500 (receive the basic package detailed above, plus one free full registration, 2 half-priced registrations*, 50% discount on exhibition space, 1 half-page ad in the Fall '24 issue of Delaware Banker)

Silver - \$3,250 (receive the basic package detailed above, plus two half-priced registrations*, 25% discount on exhibition space, and 1 quarter-page ad in the Fall '24 issue of Delaware Banker)

Bronze - \$1,900 (receive the basic package which includes: 10% discount on exhibition space; recognition on conference signs and in conference materials; the contact list for all attendees; and, recognition in the Fall '24 issue of Delaware Banker magazine.

**half registrations may not be combined*

Visit www.debankers.com for more information on sponsorship.

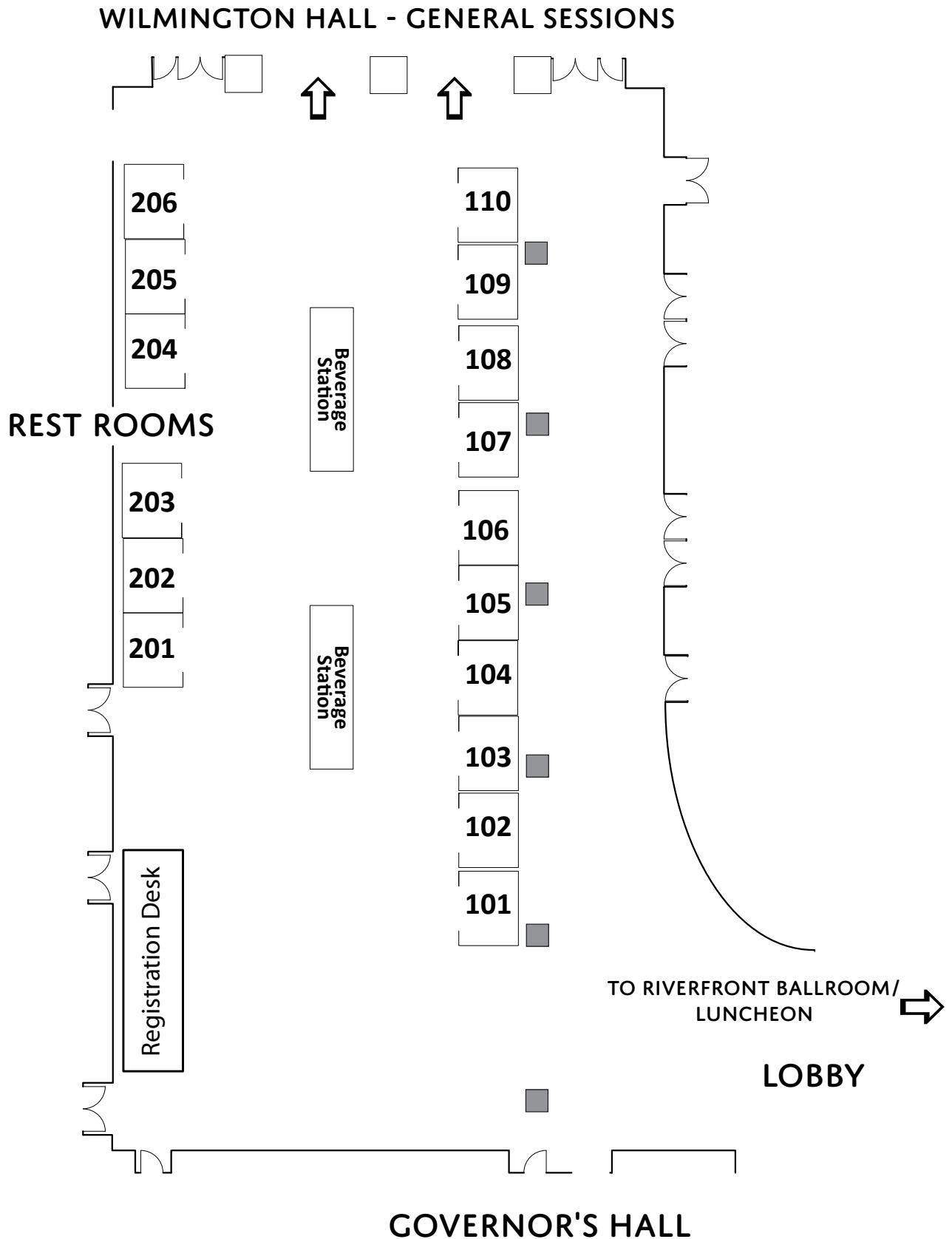
DBA Associate Membership

Associate Membership in the Delaware Bankers Association provides significant advantages, beginning with discounted member rates on exhibitor space at the 2024 Delaware Trust Conference. Associate Membership is \$1,200 annually.

Associate Members also enjoy: invitation to exclusive DBA member events; sponsorship opportunities at DBA events; discounted rates on advertising and sponsorship; free subscriptions to Delaware Banker quarterly magazine and DBA Digest weekly electronic newsletter; additional tiered membership discount packages; and more.

For more information on DBA Association Membership please email Margaret Cregan, Chief Administrative Officer, at margaret.cregan@debankers.com, or visit www.debankers.com and click on the "membership" tab.

2024 Delaware Trust Conference Exhibition Space





**2024
Delaware
Trust
Conference**

**Terms and Conditions Agreement/Contract For Exhibit Space
19th Annual Delaware Trust Conference
Chase Center On The Riverfront • Wilmington, DE • October 28-29, 2024
October 27, 2024 Exhibit Set-Up Day**

The undersigned (hereinafter referred to as the “Exhibitor”) hereby applies for reservation of space in the Exhibition sponsored by the Delaware Financial Education Alliance, (hereinafter referred to as the “DFEA”) to be held at the Chase Center on the Riverfront (hereinafter referred to as the “Chase Center”) for the exhibition of the products or services designated and for no other purpose, subject to the conditions, rules, regulations and requirements hereinafter set forth. The Association reserves the right to approve or refuse all Exhibitors.

Exhibition space is assigned at the discretion of the DFEA in accordance with the stated priority in consideration of the following criteria: 1) Delaware Bankers Association (DBA) Membership; 2) Number of spaces at prior Delaware Trust Conferences; 3) Sponsorships/ Attendance DBA events; and 4) Advertisements in DBA media publications.

The exhibition space arrangement is shown on the floor plan that has been supplied. Dimensions and location of each space are believed to be accurate, but only warranted to be approximate. Spaces will be assigned and occupied only to the company that signs this Reservation Agreement/Contract for Exhibit Space. No subletting or sharing of spaces is permitted. No subsidiaries, distributors, manufacturers, etc., will be permitted to share or in any way to occupy any space or part of any space assigned to that exhibitor. Endcap configurations are not allowed.

Space fees for members are \$2595 per 10 x 8 space reserved. Space fees for non-members are \$3595 per 10 x 8 space reserved. Space assignments begin September 1, 2024. **Space payment IN FULL is due by September 1, 2024 in order to be included in the Space Assignment Priority System.** After September 1, 2024, space assignments are on a first-come, first-served basis.

Any Exhibitor who cancels booth(s) after September 1, 2024 will forfeit any and all monies paid, unless all

spaces are resold and show is considered once again, a sellout. Sellout will occur if all available spaces are sold through October 28, 2024. Should sellout occur, refunds for cancelled space will be disbursed upon the conclusion of Delaware Trust Conference. All notices of cancellation must be received in writing. All financial obligations to the DFEA for membership dues, advertising, registration fees, etc., must be paid in full before the application for exhibit space will be accepted.

Only Exhibitors whose executed contracts and full space payments have been received by September 1, 2024 are guaranteed to be listed in the Exhibitor section of the Conference Program Book. Exhibitors reserving space after September 1, 2024 may be included in Conference Program Book but can only be guaranteed inclusion in the printed addendum to the Exhibitor section of the Conference Program Book if the reservation is received within two weeks of start of conference.

Included in the space cost, one 6’ table with cover, and 2 chairs. In addition, **two complimentary conference registrations will be included with each 10 x 8 space rented.** For those wishing to have access only to the exhibit hall for space workers, the cost for a **limited access exhibitor badge** is \$225 for Delaware Bankers Association members and \$450 for non-members. Limited access exhibitor badge registrations includes activities only in the exhibit hall, it does not include any other activities outside of the exhibit hall. Several food functions will take place in the Exhibit Hall (Tuesday night reception, and breaks on both days). Exhibitors are permitted to purchase four limited access exhibit badges per space reserved. Additional workers must be registered at the member or non-member conference registration. NOTE: This document does not constitute a contract until it is accepted and executed by Delaware Financial Education Alliance.

GENERAL RESTRICTIONS

The DFEA reserves the right to approve or refuse all Exhibitors. The distribution of promotional material shall be limited to the confines of the Exhibitor's space. Exhibitors are prohibited from assigning or subletting a space or any part of the space allotted to them except upon written permission from the DFEA. Nor shall they exhibit in their space any merchandise not part of their own regular products, nor shall they exhibit any advertising or promotional material directly pertaining to such products. The DFEA reserves the right to restrict displays which, because of noise, methods of operation, materials or, for any reason, become objectionable, and to prohibit or remove any displays, which in the opinion of the DFEA, distract from the general character or appearance of the Exhibition. The Exhibitor agrees not to display material or engage in behavior which, in the opinion of the DFEA, is objectionable. Failure to comply with the DFEA's request to remove objectionable material or refrain from objectionable behavior may result in the DFEA ejecting the Exhibitor from the exhibit hall and/or forfeiture of the Exhibitor's right to participate in future exhibitions sponsored by the DFEA. Canvassing or distributing advertising matter outside the Exhibitor's own space is not permitted. Exhibitors shall restrict their product, personnel and decoration to within the rented space. All crates, exhibit panels and pallets must at all times be kept away from the walls.

Exhibitors may not bring food or beverage into the facility. Exhibitors may not sell food or beverages. Exhibitors may only give away pre-packaged food such as wrapped candy. Exhibitors wishing to bring samples or giveaways of unpackaged food or beverage items must submit requests in writing to receive special permission; supply a \$1M Certificate of Insurance naming Sodexo and Riverfront Development Corporation of Delaware as insured riders; and have a DE Board of Health temporary permit at their space. The use of and/or dispensing of alcoholic beverages is prohibited.

DECORATIONS

Decorations, posters, signs or displays brought into the Chase Center must be approved before the event. Items may not be attached to walls, windows, drapes and/or columns. The following machines are not permitted: Popcorn, Chocolate Fountains, Peanuts, Snow, Fog or Bubble, and Cotton Candy. No Confetti, Glitter, Silly String may be used in the facility. No open flame décor is permitted. Balloons are permitted only when weighted. Balloons may not be inflated inside of the facility unless by a preferred vendor. Charges will apply if a lift is required to remove any balloons from the ceilings, and if any additional cleaning is required.

There may be no open flames, propane or flammable liquids, explosives or pyrotechnics. Any Exhibitor utilizing an approved heat source (Wick sterno, cassette or induction burners) at their space is to provide a Fire Extinguisher at the space.

No animals are permitted with the exception of working Guide/Therapeutic Dogs who must be accompanied by a master.

DISPLAY MATERIAL FREIGHT OR SHIPMENT

The Chase Center will accept shipments of freight up to three days prior to your event, (Friday, October 25, 2024). Outgoing packages must have pre-arranged shipping charges through a carrier. Client is responsible for arranging pick up of all shipments.

Incoming packages must include the following:

Event Name – **2024 DELAWARE TRUST
CONFERENCE (OCT 28-29)**

Client's Name – **Name of Exhibitor**

Attention: Chase Center on the Riverfront
815 Justison Street
Wilmington, DE 19801

Please contact corinne.stayton@debankers.com for shipping arrangements.

All items and trash should be removed during load-out times. Items to be shipped out should be handled through our decorator or be pre-arranged for pick-up. No items may be pulled, dragged or pushed across the carpet, floors or thresholds. Items must be on wheels. I.E. handcart, dolly or pallet jack. Floor load should not exceed 5,000 lbs. Only approved tape; Gaffer's or Painter's may be used on carpeted areas and tiled floors. No duct tape is allowed in the facility.

Exhibits must stay in their confined spaces, and cannot block or obstruct exit doors, view of exit signage, fire apparatus or fire alarm pull stations. Exhibitor shall use care not to disrupt the flow of traffic in the aisles.

Exhibits must be confined to actual contracted space. **Display elements over 3' high must be set back 3' from the aisle.** Raw plywood, cardboard or other structural materials must be painted or appropriately covered. Display materials shall be non-flammable and fire-rated certified. Wood exhibit displays greater than 1/4" shall use treated fire-retardant wood. All fabric, canvas, tenting and pipe and drape must be non-flammable and have a label or marking noting such.

Exhibitors may not apply paint, lacquer, adhesives or other coatings, tacking strips to the facility's floors, walls, columns or space s. Electric extension cords and electrical devices not provided by the Chase Center shall be commercial duty with grounded plugs (three-wire UL or FM compliant per NFPA Code 70.) Cords should be contained in the rented space and not pose a hazard to attendees. Cords must be approved by Riverfront Audio Visual.

ARRANGEMENTS OF EXHIBITS

6' covered table and two chairs are provided without charge. Display material may be placed up to a height not to exceed eight feet from the building floor. In any portion of the space beyond five feet from the rear background of the space. Endcap space configurations are not permitted. Exhibits not conforming to these specifications, or which, in design, operation, or are otherwise found objectionable in the opinion of the DFEA, will be prohibited. The above restrictions do not apply to island areas. Any part of the exhibit, which does not lend itself to an attractive appearance, such as unfinished side or end panels, must be draped at the Exhibitor's expense. The floor of all space is required to be fully carpeted. Management reserves the right to have such finishing done, billing the Exhibitor for charges incurred. All exposed parts of a display must be finished so as not to appear objectionable to other Exhibitors. **Please note that exhibits will be located in Governors Hall, which is carpeted.** The DFEA reserves the right, in the best interest of the exhibition, to relocate space s in areas other than those selected by Exhibitors.

CONFERENCE ATTENDEE REGISTRATION LIST

Exhibitors will receive a pre-conference attendee list approximately two weeks prior to conference, as well as a post-conference attendee list approximately three weeks after conference. The attendee list will include names and email addresses. Exhibitors may contact registrants no more than once pre and once post-conference by mass communication. The attendee list furnished to Exhibitor by the DFEA is solely for purpose of the one-time pre and one-time post conference direct mailing. The attendee list shall not be reused, copied, transferred, electronically reproduced, sold or incorporated in any way into any mailing or other list or data base maintained by Exhibitor.

INSTALLATION AND DISMANTLING OF EXHIBITS

The Exhibit area will be available for exhibit installation on Sunday, October 27, 2024 from 2:00 p.m. to 8:00 p.m.. **Assembly must be completed by 8:00 p.m. on Sunday, October 27, 2024.** If assembly of any exhibit has not started by 8:00 p.m. on Sunday, October 27, 2024, the DFEA shall order the exhibit to be assembled and the Exhibitor will

be responsible for payments incurred. All exhibits must be operational by Monday, October 28, 2024 at 7:30 a.m. After 7:30 a.m. on October 28, 2024, no installation work will be permitted without special permission of the DFEA. Dismantling of exhibits may begin no earlier than 3:30 p.m. on Tuesday, October 29, 2024. Any Exhibitor who dismantles their space prior to the posted move-out hours will not be eligible to exhibit with the DFEA the following year. Exhibitors will be notified in advance should there be any changes to this schedule.

DISABILITY PROVISIONS

Exhibitor represents and warrants 1) that its exhibit will be accessible to the full extent required by law, 2) that its exhibit will comply with the American Disabilities Act (ADA) and with any regulations implemented by ADA, and 3) that it shall indemnify and hold DFEA, and Delaware Bankers Association harmless from and against any and all claims and expenses, including attorney's fees and litigation expenses that may be incurred by or asserted against the DFEA, and Delaware Bankers Association, its officers, directors, agents or employees on the basis of the Exhibitor's breach of this paragraph or non-compliance with any of the provisions of ADA.

SCHEDULE

Scheduled exhibit hall hours are as follows, but could be subject to change:

Exhibitor Set-up: Sunday, October 27th, 2:00 - 8:00 p.m.

Exhibit Hours –

Monday, October 28th

7:45 a.m. – 8:30 a.m. – Continental Breakfast with Exhibitors
9:30 a.m. – 9:45 a.m. – Break with Exhibitors
10:45 a.m. - 11:00 - Break with Exhibitors
12:30 p.m. - 1:30 p.m. - Lunch
3:00 p.m. – 3:15 p.m. – Break with Exhibitors
4:15 p.m. – 4:30 p.m. – Break with Exhibitors
5:30 p.m. – 6:30 p.m. – Reception with Exhibitors

Tuesday, October 29th

7:15 a.m. – 8:00 a.m. – Continental Breakfast with Exhibitors
9:30 a.m. – 9:45 a.m. –Break with Exhibitors
10:45 a.m. – 11:00 a.m. –Break with Exhibitors
12:00 p.m. –1:00 p.m. – Lunch with Exhibitors
2:00 p.m. – 2:15 p.m. – Break with Exhibitors
3:15 p.m. – 3:30 p.m. – Break with Exhibitors

Exhibitor Dismantle: Tuesday, October 29, 3:30 p.m. – 7:00 p.m.

LIMITATION OF LIABILITY

The DFEA, Delaware Bankers Association, its service contractors, the Chase Center and any of the officers, agents, staff members or directors of any of the same will not be responsible for any loss, injury or damage, including that by fire or theft, which may occur to an Exhibitor or to its agents, employees or invitees, or to its or their property or wares arising from any cause whatsoever, prior, during or subsequent to the period of this exhibit. Each Exhibitor, by signing a contract to exhibit, expressly understands that it releases the DFEA, Delaware Bankers Association from, and agrees to indemnify the DFEA, Delaware Bankers Association against, any and all claims for any loss, injury or damage.

INSURANCE/SECURITY

Exhibitors shall maintain and provide the following insurance coverage: **Worker's Compensation Insurance** or self-insurance compliance with any applicable labor codes, acts, laws or statutes, state or federal where Customer performs work. Employer's liability insurance coverage required is \$1,000,000. **Commercial General Liability** coverage shall be no less than \$1,000,000 naming the Delaware Financial Education Alliance, Delaware Bankers Association, Sodexo and the Riverfront Development Corporation as the insured riders. Exhibitors wishing to insure their materials, goods and/or wares on display in the exhibit against theft, damage by fire, accident loss or liability of any kind must do so at their own expense. The DFEA will provide security guard service throughout the exhibits, including the official periods of installation and dismantling. The furnishing of such services is in no case to be understood or interpreted by Exhibitors as guaranteeing them against loss or theft of any kind.

Send Certificate of Insurance to: corinne.stayton@debankers.com.

INDEMNITY

Exhibitor hereby covenants and agrees to indemnify, defend, save and hold the DFEA, Delaware Bankers Association, Chase Center, parent and the preceding entities, subsidiaries and affiliates, and their directors, officers, agents and employees, free, clear and harmless from and against any and all liabilities, losses, costs, expenses (including reasonable attorney fees), judgments, claims, claims of copyright infringement, administration of claims, liens and demands of any kind whatsoever caused by, resulting from, other than the negligence or willful misconduct of the DFEA, or in any way connected with Exhibitor's acts, omissions or negligence, or the acts, omissions or negligence of Exhibitor's agents, contractors, employees, members or attendees in connect with the Exhibitor's use of the Chase Center and Exhibitor's breach

of any Agreement or any of Exhibitor's representations contained therein.

LICENSING FEES

Exhibitors are responsible for paying all licensing and royalty fees that may be due as a result of exhibitor's use of any copyrighted materials in its booth. This especially applies to music license fees for live, record or mechanical music used in videotapes, or otherwise that are due to ASCAP, BMI or other copyright owners. In the event that the DFEA is sued for, held liable for, or pays any such fees, the exhibitor shall be liable to the DFEA for all amounts paid including costs and expenses, such as attorney's fees.

Delaware Financial Education Alliance

P.O. Box 494

Dover, DE 19903-0494

(attn: Corinne Stayton)

T# 302-674-0202

F#302-678-5511

corinne.stayton@debankers.com

www.debankers.com

I acknowledge I have read and understand all of the terms and conditions for the Delaware Financial Education Alliance's 19th Annual Delaware Trust Conference stated herein and agree to comply with these and any other rules and regulations DFEA may decide to apply.

Company Name _____

Date _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Email _____

Contract Contact _____

Title _____

Signature _____

Onsite Contact _____

Title _____

Onsite Contact's Email Address: _____

Payment: Check (payable to Delaware FEA)

Payment may also be made by VISA, MasterCard, or Discover by providing the following information:

Account Name: _____ VISA MasterCard Discover

Credit Card # _____ Expiration Date _____

Amount to be paid (Members: \$2,595/ Non-Members: \$3,595,
minus sponsor discount where applicable - see p. 5) \$ _____

Signature _____

Space(s) Requested First Choice _____ Second Choice _____ Third Choice _____

Products/Services to be Exhibited _____

Companies from whom you wish separation, when possible _____

Complete, sign and submit to Corinne Stayton at the DE Financial Education Alliance offices in Dover, DE via email corinne.stayton@debankers.com or postal mail. Postal mail, including payments, should be sent to: **P.O. Box 494, Dover, DE 19903. (attn: Corinne Stayton)**

ASSOCIATION USE ONLY: Assigned _____ Amount: _____ Date: _____

Name: _____ Signature: _____

Schedule at a Glance...

Monday - October 28th

7:45 - 8:30 a.m. Registration/Breakfast
8:30 - 9:30 a.m. Session 1
9:30 - 9:45 a.m. Welcome & Break w/Exhibitors
9:45 - 10:45 a.m. Session 2
10:45 - 11:00 a.m. Break with Exhibitors
11:00 - 12:30 p.m. Session 3
12:30 - 1:30 p.m. Lunch
1:30 - 3:00 p.m. Session 4
3:00 - 3:15 p.m. Break with Exhibitors
3:15 - 4:15 p.m. Session 5
4:15 - 4:30 p.m. Break with Exhibitors
4:30 - 5:30 p.m. Session 6
5:30 - 6:30 p.m. Reception with Exhibitors

Tuesday - October 29th

7:15 - 8:00 a.m. Registration/Breakfast
8:00 - 9:30 a.m. Session 1
9:30 - 9:45 a.m. Break with Exhibitors
9:45 - 10:45 a.m. Session 2
10:45 - 11:00 a.m. Break with Exhibitors
11:00 - 12:00 p.m. Session 3
12:00 - 1:00 Lunch
1:00 - 2:00 p.m. Session 4
2:00 - 2:15 p.m. Break with Exhibitors
2:15 - 3:15 p.m. Session 5
3:15 - 3:30 p.m. Break with Exhibitors
3:30 - 4:30 p.m. Session 6
4:30 - 4:45 p.m. Break
4:45 - 5:45 p.m. Session 7



Delaware Bankers Association



Delaware Financial Education Alliance