



ASSOCIATION OF FIRE DISTRICTS OF THE STATE OF NEW YORK

'Serving Fire District Officers Through Education & Legislation'

2022 Leadership Summit



Fire Districts Reimagined

Turning Stone Resort & Casino

5218 Patrick Road, Verona NY 13478

May 5 - 7, 2022

Vendor Registration Packet

General Information

Expo Location.....The Event Center,
Turning Stone Resort & Casino, Verona, NY

Expo Dates and Times

Thursday, May 5th2:30pm - 5:30pm
All 4 One Hospitality Reception....7:00pm - 10:00pm
Friday, May 6th.....10:00am - 1:00pm
Vendor Appreciation Lunch.....11:30am - 12:30pm

Expo Fees

8 X 10 Booth.....\$750
Vehicle <26'.....\$1,050
Vehicle <36'.....\$1,350
Vehicle >36'.....\$1,500

Booth fees include 8' X 10" draped booth & sign

Two (2) Lunches on Friday!

Other amenities such as; table, chairs, electric, carpet, wastebasket, etc. will be available through show decorator at the sole expense of the vendor.

Preliminary Move in / Move out Schedule

APPARATUS VENDOR will be notified of move in times

Booth vendor move in-Thurs. May 5, 9am - 12:00pm
Vendor Move out.....Fri. May 6, 1:00pm - 4:00pm

2020 Fire Code of New York State

Appendix N, Indoor Trade Shows and Exhibitions

N107.3.2 Vehicle Fuel

N107.3.1 Vehicle batteries shall be rendered inoperable. Batteries in liquid and gas-fueled vehicles shall be disconnected. Batteries in electric vehicles shall be rendered inoperable by the removal of fuses or other approved methods but shall not be required to be disconnected.

N107.2.1 Vehicles shall not be fueled or defueled within the structure.

N107.3.2.2 Vehicle fuel tanks shall not contain more than ¼ the tank capacity or 5 gallons of fuel, whichever is less.

N107.3.2.3 Vehicle fuel systems shall be inspected for leaks prior to the vehicle being brought into the structure.

N107.3.2.4 Vehicle fuel tank openings shall be locked or sealed to prevent the escape of vapors.

Early vendor breakdown is strictly prohibited.

Turning Stone Resort & Casino (TSRC)

5218 Patrick Road, Verona NY

2 night minimum

\$199 per night (room only, no meals)

Reservation deadline: April 11, 2022

Check In: 3:00pm

Check Out: 11:00am

All attendees are responsible for making their own reservations and paying for their own room, room taxes, and incidental charges. All individual reservations will require one (1) night's deposit (including applicable taxes and surcharges) or valid credit card to guarantee the reservation. Individuals may cancel their room reservations up to **48 hours** prior to arrival. Cancellations made after that time will result in a forfeiture of the deposit (including applicable taxes and surcharges). There is an additional fee of \$10 per person for more than 2 occupants per room, with a maximum capacity of 4 per room unless otherwise specified by TSRC. TSRC is accessible by people with disabilities; however if guests anticipate that it will need auxiliary aids or services for this event, guest agrees to inform TSRC no later than Monday, April 12, 2021. If TSRC is unable to supply the auxiliary aid, TSRC will inform guest in advance of the event so the guest can make other arrangements. Any costs with supplying auxiliary aids and services shall be the responsibility of the individual.

2022 Fire Districts Reimagined

2nd Annual John Wicka Memorial Golf Outing

Wednesday" Tee time 1:00pm Fee: \$110 per person

Last year, despite rainy weather and COVID restrictions our golf outing was a success so we decided to make this an annual event! Join us for the 2nd Annual John Wicka Memorial Golf Outing. Enjoy 9 holes of PGA-level golf in a spectacular natural setting at the Shenandoah Golf Course at Turning Stone Resort & Casino. Fees include valet services clubs from car to cart, a cart, lite snacks for the course and a drink ticket for the beverage cart. Don't forget the contests and prizes! We can't wait to see you there.

All For One Welcome BBQ

*Wednesday 6:30pm Fee: \$50 per person **Sponsorship Opportunity***

Coming in on Wednesday? Coming to play golf in the John Wicka Memorial outing? Why not join us for an "All For One" welcome BBQ featuring a mouthwatering menu from The Tin Rooster! Come spend time catching up with old friends and make a few new ones. Attendance is limited.

New Main Stage on Expo Floor

A NEW Main Stage on the Expo floor will allow attendees to spend time with our wonderful Vendors without missing out on any educational opportunities. **MORE IMPORTANTLY**, we are inviting vendors to take some time on the stage with one of our Directors to showcase your latest and greatest products! Contact Cathy DeLuca at 800.520.9594 for further details and scheduling.

All For One Hospitality Reception

*Thursday 7:00pm - 10:00pm **Great Sponsorship Opportunity***

Everyone knows one of the most popular places at a conference is the Hospitality Suite. This year AFDSNY will be partnering with some very generous Vendor sponsors to host an **All For One** Hospitality Reception in the Atrium of the Event Center on Thursday evening. We will keep the Expo floor open but encourage all our vendors to move about, mingle and connect with all our attendees.

Vendor Appreciation Lunch

Friday 11:30am - 12:30pm (2 Free lunches with each booth)

To wrap up this years Vendor Expo we will be hosting a Vendor Appreciation Lunch on the Expo Floor, allowing our attendees to spend as much time as possible with you. Enjoy a walkable lunch as we close the 2022 AFDSNY Vendor Expo.

Exhibitor Contact Information

(Please Print Clearly)

Contact Person will receive **ALL** phone and email correspondence regarding the 2021 Annual Meeting & Vendor Expo.

COMPANY NAME

CONTACT PERSON

ADDRESS

CITY

STATE

ZIP

EMAIL

PHONE

Identification Badges:

Please print names as you wish them to appear on the Expo Name Badges. Each booth includes (4) free badges. Additional badges (including replacement badges) will be issued at a fee of \$10 each.

NAME

NAME

NAME

NAME

If you require more name badges please submit your list on a separate sheet of paper or email: program.coordinator@afdsny.org.

Payment Options:

Payment in FULL is required upon registration. NO exhibit space will be secured without payment in FULL. Register Online at AFDSNY.org or mail your registration to AFDSNY, PO Box 496, Selkirk NY 12158

Check enclosed **Payable to: AFDSNY**

Credit Card: Visa Master Card Amex

NAME ON CARD

CARD NUMBER

EXPIRATION DATE

SECURITY CODE

BILLING ADDRESS

CITY

STATE

ZIP

AUTHORIZATION SIGNATURE

Booth & Sponsor	Cost	Total Due
___ 8' X 10' booth	\$750	
___ Vehicle < 26'	\$1,050	
___ Vehicle < 36'	\$1,350	
___ Vehicle > 36'	\$1,500	
John Wicka Memorial Golf Outing _____ @ \$110 per person		
All For One Welcome BBQ _____ @ \$50 per person		
Sponsorships		
Golf Event Sponsor	\$3,000	
Golf Gift Sponsor	\$500	
Golf Hole Sponsor	\$200	
Welcome BBQ	\$3,000	
All For One Hospitality	\$5,000	
Keynote Sponsor	\$4,000	
Bar Sponsor	\$1,000	
Session Sponsor	\$500	
Grand Total		

Hotel Reservation Link

A link for Turning Stone room reservations will be included in your Leadership summit confirmation email. Limit of 2 rooms per person with a minimum of 2 night stay.

ANY one with hotel reservations that is not registered to attend this event **before 4/1/2022** will be subject to hotel reservation cancellation by the host. Every effort will be made to notify prior to cancellation but it is not guaranteed.

2022 Vendor Expo

May 5 & 6, 2022

Turning Stone Resort & Casino

PAYMENT – No Vendor registration applications will be processed or assigned without the required payment in full and signed space contract.

BOOTH ASSIGNMENT and ELIGIBILITY - All booth assignments will be made at the discretion of AFDNYS. AFDNYS reserves the right to determine eligibility of any company or product to participate in the 2022 Annual Meeting & Vendor Expo. Show Management can refuse rental of exhibit space to any company whose display of goods or services is not, in the opinion of AFDNYS, compatible with the educational character and objectives of the Expo.

BADGES - All exhibitors must present an exhibitor badge to enter the exhibit areas. Each person issued an exhibitor badge must be employed by the exhibiting company or be a sales representative for that company and must be covered under the exhibiting company's insurance policy.

BOOTH INSTALLATION - Vendor may set up their displays between the hours of 9:00am and 12:00pm on Thursday May 5, 2022. All Vendors MUST have their setup complete not later than 1:00pm.

VEHICLE DISPLAYS - All vendors displaying vehicles will be notified via email prior to event about vehicles move in times and staging location. Any vehicle NOT in attendance and ready to move at the assigned time will NOT be allowed to exhibit and NO refunds will be issued. NO EXCEPTIONS.

EXHIBIT RULES - The general rule of the exhibit floor is "be a good neighbor." No exhibits will be permitted that interfere with the use of other exhibits or impede access to them or impede the free use of the aisle. Exhibit space personnel, including demonstrators, hostesses and models, are required to confine their activities within the company's exhibit space. Apart from the specific display space for which an exhibiting company has contracted with Show Management, no part of The Turning Stone Resort & Casino (TSRC), may be used by any organization other than Show Management for display purposes of any kind or nature. Within the public TSRS property, exhibitor brand or company logos, signs, and trademark displays will be limited to the official exhibit area only. Exhibitor display, merchandise, and activities must remain within the confines of the designated space. Materials cannot flow into aisles or another exhibitor's space.

ADMITTANCE DURING NON EXPO HOURS - Exhibit space personnel will **not** be permitted to enter the exhibit after closing hours on Thursday night, reentry will be permitted beginning at 8am Friday morning. The TSRC will be locked with a security guard on duty during the overnight hours. Vendors are responsible to secure all personal valuables. Neither AFDNYS, nor the TSRC will be held liable for any lost or stolen items.

DISMANTLING - Exhibitor's displays must **not** be dismantled or packed in preparation for removal prior to the official closing time of 12:00 pm, Friday, May 6, 2022. Every exhibit space must be fully staffed and operational during all Vendor Expo hours. The deadline for the dismantling and removal of displays will be at 4:00 pm, Friday, May 6, 2022.

LIABILITY - Neither AFDNYS, its members, nor the representatives and employees thereof, its official vendor services contractor, nor its representatives and employees, TSRC, nor its representatives and employees will be responsible for injury, loss or damage that may occur to the exhibitor or to the exhibitor's employees or property from any cause whatsoever, prior, during or subsequent to the period covered by the exhibitor's contract. It is agreed by the parties that the nature of the facilities available, the presence and circulation of large numbers of people, the difficulty of effective supervision over the protection of large numbers of removable articles in numerous exhibits, and various other factors make it reasonable that each exhibitor shall assume their own risk of any injury, loss or damage, and the exhibitor, by signing this contract, hereby assumes such risk and expressly releases the organizations and individuals referred to above from any and all claims for any such loss, damage or injury. Protection against unauthorized removal of property from the exhibit space occupied by the exhibitor shall be the exhibitor's responsibility.

5. EXHIBITOR INSURANCE - The exhibitor shall, at its sole cost and expense, procure and maintain through the term of this contract, comprehensive general liability insurance against claims for bodily injury or death and property damage occurring in or upon or resulting from the premises leased. Such insurance shall include contractual liability and product liability coverage, with combined single limits of liability of not less than \$1,000,000. Such insurance shall name AFDNYS as an additional insured. Workers Compensation and Occupational Disease insurance shall be in full compliance with all federal and state laws, covering all of exhibitor's employees engaged in the performance of any work for exhibitor. All property of the exhibitor is understood to remain under its custody and control in transit to and from the grounds.

CANCELLATION POLICY - All cancellations must be in writing and received by Association of Fire Districts of the State of New York according to the following schedule less a \$75 administrative fee:

Cancellations received on or before 2/18/2022 receive a 100% refund
Cancellations received 2/19/2022 - 3/04/2022 receive a 75% refund
Cancellations received 3/05/2022 - 3/18/2022 receive a 50% refund
Cancellations received 3/19/2022 - 4/02/2022 receive a 25% refund
Cancellations received after 4/03/2022 will receive NO REFUNDS.

There are no credits issued for no shows or early departures. Subletting of booth space is strictly prohibited. Participants are otherwise responsible for all charges.

SHIPPING & RECEIVING - ANY shipment arriving at the TSRC more than 3 days prior to the day of the Expo will be refused. Exhibitors should contact the Expo decorator for all Shipping and Receiving needs: **Great Lakes Events LLC, Steve Ewald, Sewald@greatlakeevents.com** Arrangements for out-going shipments must be made in advance with Great Lakes Events, LLC. Any unclaimed items must be removed by the decorator at the vendor's cost, or be considered abandoned and discarded.

INTERNET & ELECTRIC - Free wifi is available at the TSRC. Electrical services will be provided for a fee by the TSRC

REQUIRED: VENDOR AGREEMENT

I understand that AFDSNY will assign exhibitor space to us. I have read and will abide by the Vendor Rule & Regulation as stated above. I have provided current contact information and understand that any changes in convention times will be communicated through our authorized contact person listed on the front of this page.

Signature: _____

Date: _____

Sponsorship Opportunities

All For One BBQ \$3,000

- ◆ Your Welcome Banner
- ◆ 3 Minute Elevator Pitch
- ◆ 1/2 page ad in FDA (two editions)
- ◆ 1/2 page ad in Program
- ◆ Banner ad w/hotlink (6 months)
- ◆ Thank you Signage

John Wicka Memorial Golf Outing Sponsorship Opportunities

- ◆ **Event Sponsor - \$3,000**
 - Golfers Welcome Address
 - Distribute Golfers Goodie Bags
 - Your Logo on Drink Cart & Tickets
 - 1/2 page ad in Program & FDA (Two)
 - Banner ad w/hotlink (6 Months)
- ◆ **Gift Sponsors - \$500 (4 available)**
 - Your logo on players gift
- ◆ **Hole Sponsor - \$200 (18 Available)**
- ◆ **Prize Sponsor - Call 800-520-9594**

All For One Hospitality Reception \$5,000

- ◆ Your Sponsor Signage
- ◆ 5 Minute Elevator Pitch
- ◆ Feature Article in FDA
- ◆ 1/2 page ad in Program
- ◆ Banner ad w/hotlink
- ◆ Cocktail Napkins
- ◆ Your Logo Screen Saver

Other Sponsorship Opportunities

Bar Sponsors - \$1,000 (multiple opportunities)

- ◆ Sponsor sign at the Bar
- ◆ Two (2) 1/4 ads in FDA
- ◆ 1/4 page ad in Program
- ◆ 6 month Website banner

Session Sponsor - \$500 (multiple opportunities)

- ◆ Your Logo Screensaver
- ◆ 3 Month Website banner
- ◆ 1/8 page ad in Program
- ◆ 1/8 page ad in FDA

Do you have a unique sponsorship idea?
Call 800-520-9594

Keynote Sponsor \$4,000

- ◆ Your Logo Screensaver
- ◆ 3 Minute Elevator pitch
- ◆ Feature Article in FDA
- ◆ 1/2 page ad in Program
- ◆ Banner ad w/hotlink
- ◆ Thank you signage

Wednesday 5/4

John Wicka Memorial Golf Outing 1:00pm Tee Time

All For One Welcome BBQ 6:30pm

Thursday 5/5

Commissioner Training 8:00am - 3:00pm
Joe Frank, AFDSNY Counsel

Secretary Training 8:00am - 10:00am
Amy Speech & Joyce Petkus

How to Protect Your Assets 8:30am - 10:00am
Tim Boel - VFIS Education & Training Specialist

Influencing the Legislative Process! 8:30am - 10:00am
Tom Rinaldi, Don Corkery, Todd Vandervort

Budgeting 101
Developing a Structurally Sound Budget
Dan Acquilano
OSC Manager Local Official Training Unit 10:15am - 11:45am

Are You Ready for Your Next Recruit?
Tiger Schmittendorf
Vice President of Strategic Recruitment & Retention Services for First Arriving 10:15am - 11:45am

Reducing Cancer & Improving Firefighter Health
Tim Graves
Fire Protection Specialist,
Firefighter Health Program NYS DHSES 1:15pm - 2:45pm

The Future of EMS
Mike McEvoy, PhD, NRP, RN, CCRN
EMS Coordinator – Saratoga County, NY 1:15pm - 2:45pm

Vendor Expo Opens 3:00pm - 5:30pm

Fleet Maintenance 3:15pm - 4:30pm
Expo Floor

All For One Hospitality Night 7:00pm - 10:00pm
Location: Atrium & Vendor Floor

Friday 5/6

Memorial & Annual Meeting 8:00am - 10:00am

The New Annual Financial Report – Modernizing the AUD & Treasurer Training
Jay Phillips - OSC Project Assistant,
Joyce Petkus, AFDSNY Secretary/Treasurer & Vince Caterina, BST 10:00am - 12:00pm

Vendor Expo 10:00am - 1:00pm
Location: Event Center

Up In Smoke - Cannabis
Steve Shahan

Vendor Appreciation Lunch 11:30am - 12:30pm
Location: Vendor Floor

Keynote Speaker 1:00pm - 2:30pm
FDNY Chief Thomas Richardson
Managing Together: Building a Consensus as a Board

Keeping the Trucks Rolling;
Working through today's issues of recruitment & retention
Patrick Beckley, Suffolk Co. Fire, Rescue & Emergency Services and Jill Holland, Commissioner Kauneonga Fire District & Secretary for AFD of Sullivan County 2:45pm - 4:00pm

Secretary Q&A Panel 2:45pm - 4:00pm
Donna Marano, Gina Marrone, Amy Speech, Joyce Petkus

Election 4:00pm - 5:30pm

ESIP Cocktail Reception Time TBD
Officer Installation

Saturday 5/7

Leadership's Role in Extinguishing The Flames of Liability 8:30am - 9:45am
David Denniston, AFDSNY Director Region 4,

Treasurer Roundtable 8:30am - 10:00am
Joyce Petkus, Robert Monkelbaan

Attorneys Panel 10:00am - 12:00pm