

# Kansas Association of School Business Officials



## 2018 ANNUAL CONVENTION & EXPO

**Success Happens HERE!**

Marriot Kansas City Overland Park  
10800 Metcalf Avenue  
Overland Park, KS 66210

## VENDOR INFORMATION PACKET

**Vendor Expo – April 18, 2018 - 3:00-5:30 PM**  
**Grand Ballroom – Overland Park Marriott**

**Vendor Party – April 18, 2018 - 6:30-9:30 PM**  
**Dave & Buster's, 6811 W 135<sup>th</sup> St, Overland Park, KS 66223**

Please register online at <http://kasbo.wildapricot.org> - Click on "Convention and Events Registration". Then go to "2017-18 Vendor Sponsorship Opportunities". You may also pay online through PayPal. If you do not pay online, you may mail/email your completed packets with check for payment.

**[Please first register online](#)**

**Expo booth placement location will be first-come, first-served, based on the Date and time of registration, within each sponsorship level (See Sponsorship Levels Below).**

For more information contact: Rob Balsters, KASBO Executive Director  
P.O. Box 8786 Topeka, KS 66608  
Phone: 785 640-4143  
[rbalsters@cox.net](mailto:rbalsters@cox.net)

**TO:** KASBO Convention Vendors  
**FROM:** Rob Balsters, KASBO Executive Director  
**SUBJECT:** 2018 Annual Convention and Expo Sponsor Opportunities  
**DATE:** Wednesday, April 18, 2018  
**TIMES:** Vendor Expo – 3:00 pm to 5:30 pm, Vendor Party – 6:30 pm to 9:30 pm  
**LOCATIONS:** Vendor Expo – Overland Park Marriott – Grand Ballroom  
Vendor Party – Dave & Buster’s Overland Park

**No other events will be scheduled during the Vendor Expo!  
You will have the full attention of all KASBO Convention Attendees from 3:00 to 5:30!**

KASBO members aren’t just influential – they are decision-makers. When you exhibit at the KASBO Conference, you will have the potential to meet one-on-one with over 300 business officials who head a major business function of their school system. They will be Directors or Supervisors of Business/Finance, Energy, Food Services, Human Resources/Risk Management, Information Technology, Operations and Maintenance, Purchasing, and Transportation. Nearly all of the members of KASBO are the administrators who “sign-on-the-dotted line” for their school district.

School business officials are the key to sales in the school business market, and they come to the KASBO Annual Convention. They are seeking solutions to the problems their districts face and the purchases they need to make. You need to be there to show them how your company can help. You can reach these decision-makers by:

- Introducing your newest products and services
- Showcasing existing and valuable products and services to new decision makers
- Highlighting the products and services that have proven their worth in other industries and need introduction to the growing school business market

In addition to the Vendor Expo, several sponsorship opportunities (eg. the Vendor Party) exist for exhibitors and other KASBO sponsors. Vendors wishing to participate will receive a variety of recognitions at the Annual Convention and Expo. The specific rights and benefits your company will receive will be tailored to your individual needs. Specific sponsorship opportunities for this convention are listed at <http://kasbo.wildapricot.org>, as well as on page 3 and 4 of this document.

Want to make a day of it? There will also be a Golf Tournament and a Bowling Tournament early on Wednesday, April 18 with sponsor options, as well.

**Deadline for Exhibitor Registration is March 15, 2018.**  
**CHOICE booth availability is limited and based on sponsorship level and registration date. so reserve your space now! We expect to fill up fast!**

**\*\*\*Register today at <http://kasbo.wildapricot.org>\*\*\***  
(or contact Rob Balsters, [rbalsters@cox.net](mailto:rbalsters@cox.net), 785-640-4143)

**[Book Your Marriott Hotel Room at the KASBO Convention Group Rate Here](#)**

**THANK YOU FOR SUPPORTING KASBO!**

***Cancellation Policy: Full refund if cancellation is received prior to March 31, 2018.***  
***Sorry. no refunds will be given after March 31st.***

# KANSAS ASSOCIATION OF SCHOOL BUSINESS OFFICIALS

## Sponsorship Levels- 4 Tier

Sponsorship Details	Premier Partner	Gold Partner	Silver Partner	Vendor Partner
Cost	\$7,500	\$3,500	\$1,500	\$700
Vendor Booth Associates (Additional Booth Associates may be added for \$150 each)	5	3	2	1
Vendor Party Associates (Additional Party Associates may be added for \$150 each)	5	2	1	\$750 for One Associate
<b>Annual Convention Expo Booth Selection</b>				
Premium booth at Vendor Expo	X			
Preferential booth selection at Vendor Expo (after Prestigious Partners)		X		
Priority booth selection at Vendor Expo (after Gold Partners)			X	
Booth at Vendor Expo				X
<b>Annual Convention Recognition</b>				
Exclusive Convention event sponsorship with recognition (ex. ASBO Scholarship)	X			
Logo included on all KASBO publicity for Annual Convention and Fall Workshop	X			
Logo displayed on a pull-up banner at the Annual Convention and Fall Workshop	X			
Introduction at and participation in Annual Convention and Fall Workshop Luncheons	X			
Deluxe recognition as a Premier Partner in Annual Convention & Expo program	X			
Hole sponsorship at Karen Schadel Memorial Golf Tournament	X			
Team of 4 at Karen Schadel Memorial Golf Tournament or Annual Bowling Tournament	X			
Participation for 1 at Karen Schadel Memorial Golf Tournament or Annual Bowling Event	See above	X		
Color ad in Annual Convention & Expo program	Full page	1/2-page		
Logo displayed on a pull-up banner at the Annual Convention	See Above	X	X	
Logos electronically displayed/scrolling at all Annual Convention meals	X	X	X	
Excel membership mailing list of attendees provided prior to Annual Convention & Expo	X	X	X	
Sponsorship level designation on booth at Vendor Expo	X	X	X	
Sponsor level signage at registration table during Annual Convention & Expo	X	X	X	
Annual Convention sponsorship opportunity with recognition (ex. Break Sponsor)	See above	X		
Special recognition as a Gold Partner in Annual Convention & Expo program	See above	X		
Special recognition as a Silver Partner in Annual Convention & Expo program	See above	See above	X	
Recognition as a Vendor Expo Partner in Annual Convention & Expo program	See above	See above	See above	X
<b>Other Vendor Recognition</b>				
Color logo and hyperlink on KASBO website	X			
Logos on electronic/ print communications, monthly logo push via social media	X			
Logo pushed through social media communications on a monthly basis	See above	X		
Color logo on KASBO website	X	X		

# CONVENTION VENDOR SPONSORSHIP OPPORTUNITIES

KASBO is offering you an opportunity to promote your company further by sponsoring one or more of the items in Sections 2 – 6 below. To sponsor, go to <http://kasbo.wildapricot.org>, then to “Convention and Events Registration”, and then to “2018 Vendor Sponsorship Opportunities”. Sponsorship and Expo Booth Assignments will be decided on a first-come, first-served basis, within each sponsorship level.

1. **Sponsorship Level (must select one)** – See above for details regarding sponsorship levels. All four levels include a booth at the Vendor Expo. All booths are 8’ x 8’ with pipe and drape, one table, and two chairs.

Premier Partner (5 Booth Associates Included)	\$ 7,500	<input type="checkbox"/>
Gold Partner (3 Booth Associates Included)	\$ 3,500	<input type="checkbox"/>
Silver Partner (2 Booth Associates Included)	\$ 1,500	<input type="checkbox"/>
Vendor Partner (1 Booth Associate Included)	\$ 700	<input type="checkbox"/>
Additional Booth Associates - _____ @ \$150	\$ _____	<input type="checkbox"/>
Convention Registrations for Associates - _____ @ \$125	\$ _____	<input type="checkbox"/>

2. **Vendor Party Sponsor** – The **2018 Vendor Party** will be held at Dave & Buster’s Overland Park from 6:30 p.m. to 9:30 p.m. Participating vendors will enjoy a casual evening of food, drink and fellowship with the KASBO members. Signage and recognition will be included throughout the evening. Vendor party sponsors may choose to have their awards from the Vendor Expo drawings be announced at the Party, which is optional. Only Vendor Party Sponsors may attend. There are no booths or displays at this event. **Premier, Gold, and Silver Partners are automatically included as sponsors (Please see the information above).**

Vendor Party Sponsor (Only For Vendor Partners)	\$ 750	<input type="checkbox"/>
Additional Vendor Party Associates - _____ @ \$150	\$ _____	<input type="checkbox"/>
Vendor Party Beverage Sponsor	\$ 500	<input type="checkbox"/>

3. **Learning Session Break Sponsor** – **Learning Session Breaks** are scheduled for Thursday morning, Thursday afternoon, and Friday morning. These include coffee, tea, and/or soft drinks, and sweets and/or popcorn. **Each break is limited to one sponsor only.**

Thursday Morning Break Sponsor	\$ 500	<input type="checkbox"/>		Friday Morning Break Sponsor	\$ 500	<input type="checkbox"/>
Thursday Afternoon Break Sponsor	\$ 500	<input type="checkbox"/>				

4. **KASBO Connections** – KASBO Connections is a strategic alignment that requires funding in order to create greater participation in ASBO events. Recommended participation levels are:

\$ 4,000	<input type="checkbox"/>	\$ 3,000	<input type="checkbox"/>	\$ 2,000	<input type="checkbox"/>	\$ 1,500	<input type="checkbox"/>	\$ 1,000	<input type="checkbox"/>	\$ 500	<input type="checkbox"/>
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5. **Karen Schadel Memorial Golf Tournament and Bowling Tournament** – The Tournaments will be held on Wednesday, April 18, 2018. **A Premier Partner sponsorship includes entry for a team of four for the golf tournament and Hole Sponsor sign, or a team of four for the bowling tournament. A Gold Partner sponsorship includes entry for one person for the golf tournament or the bowling tournament.** A Golf or Bowling Corporate Sponsor includes a team of 4 and special recognition at the event and in the convention brochure.

Corporate Sponsor - Golf (Team of 4 and hole sign)	\$ 600	<input type="checkbox"/>
Corporate Sponsor - Bowling (Team of 4)	\$ 300	<input type="checkbox"/>
Golf Hole Sponsor	\$ 100	<input type="checkbox"/>
Golf Team of 4 _____ @ \$280	\$ _____	<input type="checkbox"/>
Golf Individual _____ @ \$75	\$ _____	<input type="checkbox"/>
Bowling Team of 4 _____ @ \$60	\$ _____	<input type="checkbox"/>
Bowling Individual _____ @ \$15	\$ _____	<input type="checkbox"/>

6. **Karen Schadel Memorial Golf Tournament – Limited Vendor Sponsorships** – Please select one or more option(s) if you wish to participate. All sponsors will be recognized at the tournament and in the convention brochure. **Each option is only available to the first vendor making the selection on the website.**

Beverage Cart Sponsor	\$ 750	<input type="checkbox"/>	Breakfast Sponsor	\$ 350	<input type="checkbox"/>
Tournament Award Sponsor	\$ 600	<input type="checkbox"/>	Hole Prize Sponsor	\$ 300	<input type="checkbox"/>
Golf Cart Sponsor	\$ 500	<input type="checkbox"/>	Driving Range Sponsor	\$ 300	<input type="checkbox"/>
Lunch Sponsor	\$ 500	<input type="checkbox"/>			

**Total Due** (Add All Marked Boxes Above): \_\_\_\_\_ \$ \_\_\_\_\_

# *Kansas Association of School Business Officials*



## 2018 ANNUAL CONVENTION & EXPO Success Happens HERE!

April 18 – 20, 2018

Overland Park Marriott Hotel, 10800 Metcalf Avenue, Overland Park, KS 66210

Vendor registration opens December 1, 2017 – <http://kasbo.wildapricot.org>

**Sponsors may register associates to attend convention meals, events, breakouts, etc. for \$125 each**

*Schedule is Tentative*

### Wednesday, April 18

- 8:00 a.m. – 12 noon Golf Tournament – (7:15 a.m. Registration)
- 9:00 a.m. – 12 noon Bowling Tournament
- 11:00 a.m. – 5:30 p.m. Registration
- 1:00 p.m. – 1:30 p.m. First Time Attendees Meeting
- 1:30 p.m. – 3:00 p.m. Pre-Convention Workshops
- 3:00 p.m. – 5:30 p.m. Vendor Expo
- 6:30 p.m. – 10:00 p.m. Vendor Party - **TBD**

### Thursday, April 19

- 7:00 a.m. – 4:00 p.m. Registration
- 8:00 a.m. – 10:00 a.m. Breakfast and First General Session
- 10:10 a.m. – 10:15 a.m. Morning Break
- 10:15 a.m. – 11:45 a.m. KASB Legislative Update
- 12 noon – 1:30 p.m. Luncheon and Annual Meeting
- 1:45 p.m. – 4:00 p.m. Sectionals
- 4:00 p.m. – 4:15 p.m. Afternoon Break
- 4:15 p.m. – 5:15 p.m. Legislative Forum
- 6:30 p.m. - Dinner and Entertainment

### Friday, April 20

- 7:00 a.m. – 9:00 a.m. Breakfast on your own
- 9:00 a.m. – 10:00 a.m. Sectionals
- 10:00 a.m. – 10:15 a.m. Morning Break
- 10:15 a.m. – 12:15 a.m. Sectionals
- 12:15 p.m. – 1:30 p.m. Luncheon and Final General Session