

# **Join Us for Our 23rd Annual Conference & Tradeshow**



# **TRIBALNET**

**September 12 - 15, 2022  
Grand Sierra Resort & Casino  
Reno, NV**

*Shannon Bouschor, Director of Operations, commented on this change in dates, saying, "We are very excited about announcing our dates and site for TribalNet 2022. The September dates will offer participants an earlier start in their year for so many things that they gain at TribalNet. It allows more time to discover and evaluate new solutions for the upcoming budget season, it provides a time of year where travel is more favorable, and it allows for more room in the current year for making new connections and building professional networks. All things that our participants love the most about attending the Annual TribalNet Conference and Tradeshow. Our advisory boards and team are excited about this change and believe that it's a big advantage to all participants."*



# 23<sup>RD</sup> ANNUAL TRIBALNET CONFERENCE & TRADESHOW

SEPTEMBER 12 - 15, 2022 • GRAND SIERRA RESORT & CASINO • RENO, NV

## What's Included in the Pages

P 3 - Levels of Participation and Pricing  
P 4 - Logistics

P 5 - Guidelines  
P 6 - Sponsor and Exhibitor Registration Form, Terms & Conditions

## Event Snapshot

**TribalNet is the largest gathering in the industry of technology-minded individuals working at tribal organizations, governments, gaming/hospitality enterprises and health centers from across the United States!**

### Market Snapshot:

TribalNet is a NATIONAL conference. Our reach and market includes titles such as CIO, VP of IT, IT Director, IT Manager, Network Administrator, Security Administrator, Systems Administrator, Tribal Council, General Manager, CFO and other technology-minded individuals at tribal organizations, governments, gaming/hospitality enterprises and health centers.

## Week at a Glance\*

*\*The following is subject to change*

### Monday 9/12:

#### Tradeshow Setup and Meet & Greet Event

- Vendor setup 10am - 3:00pm.
- Get a great start to the week, make plans to attend the Meet and Greet event which will require a separate ticket.

### Tuesday 9/13:

#### Tradeshow Day 1 - 2:15pm - 6:15pm

- Vendor setup begins at 8am.
  - Tradeshow hall opens at 2:15pm.
  - Sessions close in the afternoon, networking, bars, and food on the floor.
- Followed by a Sponsored Cocktail Hour.**

### Wednesday 9/14:

#### Tradeshow Day 2 - 1:30pm - 5:30pm

- Sessions close in the afternoon.
  - Prizes for booths and grand prize drawing starts at 4:30pm in tradeshow hall.
  - Teardown begins at 5:30pm.
- Followed by a Sponsored Networking Event.**

## General Info

### Badges and Tickets:

- **Badges are NOT included for ANY sponsorship or exhibiting level.** ALL 2022 packages have been REDUCED in price and ALL badges are and will be an additional cost to your package selected.
- **Conference Badge Includes:** Access to tradeshow floor with drink tickets, meals (breakfast and lunch), food & drinks during breaks, access to all sessions/keynotes and access plus drink tickets to the Tuesday & Wednesday networking events. **\$250**
- **Floor Badge Includes:** Access to the tradeshow floor, keynote speakers and access to Tuesday & Wednesday networking events. **\$50**
- **Meet & Greet Networking Ticket** is optional. A separate ticket must be purchased to attend. **\$100** before 8/1 (**\$150** after and onsite)

### Registration Options:

1. Register by filling out the form on the last page and submitting to TribalNet via email.
2. Online Registration will be available in 2022.

### Registration Deadlines:

**Early Registration Discount Deadline:** Save \$300 on your Exhibitor-Only booth when you register by May 16th, not available for sponsorships.

**Standard Registration Deadline:** August 1st or until sold out.

## Stay Connected



Join us on LinkedIn  
[linkedin.com/showcase/tribalnet/](https://www.linkedin.com/showcase/tribalnet/)



Follow us on Twitter  
[twitter.com/tribalnetonline](https://twitter.com/tribalnetonline)



Connect on TribalHub Community  
[community.tribalhub.com](https://community.tribalhub.com)



Like us on Facebook  
[facebook.com/TribalNetOnline/](https://facebook.com/TribalNetOnline/)



Watch us on Vimeo  
[vimeo.com/tribalhub](https://vimeo.com/tribalhub)

**TribalNet - PO Box 2166, Portage, MI 49081**



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**\*Badges are NOT included for ANY sponsorship or exhibiting level.\***

**ALL 2022 packages have been REDUCED in price and ALL badges are and will be an additional cost to your package selected.**

Booth & Premium Sponsorship Opportunities	Meet & Greet Sponsor \$35,000	Cocktail Hour Sponsor \$15,000	Platinum Sponsor \$11,500	Diamond Sponsor \$8,000	Bronze Sponsor \$5,500	Exhibitor 10x10 \$2,800
Tradeshow Booth Included	10x10 space	10x10 space	10x10 space	10x10 space	10x10 space	10x10 space
Booth Space Selection	1st choice	2nd choice	1st "level group" to choose	2nd "level group" to choose	3rd "level group" to choose	space assigned
Logo on Conference website	x	x	x	x	x	x
Business description and URL on Conference website	x	x	x	x	x	
Company logo included onsite in conference welcome signage	x	x	x	x	x	
Business description and logo included in the conference program	x	x	x	x	x	
Bonus Exposure - in media partner publication	x	x	x	x	x	
**Exposure in attendee bags	**x	**x	**x	**x	**x	
Social Media post of Sponsorship	x	x	x	x		
*Recognition as the sponsor of... (you choose!) THE HIGHER THE SPONSOR LEVEL THE GREATER EXPOSURE	Meet & Greet Event	Cocktail Hour Event	*Choose from Group A-C options	*Choose from Group B-C options		
Signage & branding opportunities at your sponsored event	Wearing your logo, drinking w/ your logo, entertained w/ your logo- sky is the limit!	Named sponsor of Tuesday night cocktail hr entertainment, exposure, food, drinks & fun	We provide enhanced signage, announcements & amazing exposure	We provide easel signage & you display your literature		

**\*More information:**

**Premium sponsors are able to choose (in order of participation level and registration date) what they would like to be sponsors of!**

**Group A Options** (add'l options may be added): Tues. Tradeshow Reception, Wed. Tradeshow Reception, Tues Co-sponsored Lunch, Wed Co-sponsored Lunch, Thurs Co-sponsored \$2500 Bingo Run Grand Prize

**Group B Options** (add'l options may be added): Tues Co-Spon Breakfast, Wed Co-Spon Breakfast, Thurs Co-Spon Breakfast, Co-sponsored \$1000 drawing at Closing Keynote & Award Ceremony

**Group C Options** (add'l options may be added): Co-Sponsored AM & PM Breaks

**\*\*More information:** Qty TBD, We will not accept: paper fliers, business cards, brochures, or other paper items. We will accept items like pens, chargers, stress balls, etc.

**Badges:**

▪ **Conference Badge: \$250**

Access to sessions, keynotes, agenda meals, the tradeshow floor, bars & food on tradeshow floor and during breaks, access plus drink tickets to the Tuesday and Wednesday Networking Events!

▪ **Floor Badge: \$50**

Access to the Tradeshow Floor, Keynotes, Tuesday and Wednesday Networking events with cash bar.

▪ **Meet & Greet Ticket: \$100 before 8/1, \$150 after and onsite.**

Kick off the conference with this much anticipated networking event! This event requires a separate ticket that must be purchased to attend.

### Branding/Specialty (Non-Booth) Sponsorships

**The Below Sponsorships ALL**

DO NOT INCLUDE A BOOTH OR BADGES - Can be purchased as stand-alone OR more often, in addition to, one of the above packages

Include pre-show recognition of your sponsor level on TribalNet's online platforms - Include your company logo on welcome signage and conference program

**Lanyard Sponsor \$4,500 (exclusive sponsorship) (SOLD OUT)**

Your logo featured on the attendee badge lanyard- highly visible all week long.

**Conference App Sponsor \$4,500 (exclusive sponsorship)**

Exclusive exposure every time someone opens the app, multiple banner ad placements within the app, an upgraded profile in the app & the ability to send a push a notification during conference week!

**Polo Shirt Sponsor \$4,200 (exclusive sponsorship)**

Your logo featured on the conference polo shirts- available for purchase as well as raffled off and given away during the conference week

**Attendee Bag Sponsor \$3,800 (exclusive sponsorship)**

Your logo featured on the attendee bags they receive at conference check in

**Hotel Key Card Sponsor \$3,800 (exclusive sponsorship)**

Your logo featured on the hotel key cards attendees receive when they check in at the hotel

**Note Pads and Pens Sponsor \$3,500**

(up to 3 sponsors OR full buyout for exclusivity)

Have a pad of paper and pen with your logo on it waiting at each seat for attendees to use as they sit down for their sessions!



## Logistics

### Hotel Site Information

A discounted conference rate will be available through TribalNet.

### Expo Company

When available, the expo kit will be online. You will find info on shipping, hand-carry policies, and pricing for add-ons such as electrical, internet and power.

### Tradeshow Layout & Booth Selection

Booth selection will happen in June. Sponsors will have the ability to choose their booth and Exhibitor booths are assigned. We start with the highest level of sponsorship and earliest date of registration and work our way down. If you have special requests we will try to accommodate; we do not guarantee your request will be filled. Layout of tradeshow floor can change at any time and may vary from actual set-up once onsite.

### Badges

**Conference Badge Includes:** access to tradeshow floor with drink tickets, meals (breakfast and lunch), food & drinks during breaks, access to all sessions/keynotes and access plus drink tickets to the Tuesday & Wednesday networking events.

**Floor Badge includes:** access to the tradeshow floor, keynote speakers and Tuesday & Wednesday networking events.

*\*Tickets to Meet & Greet Event must be purchased separately*

### Conference App

Will be available in the App Store, 2022.

### Booth Includes

Includes 6ft table draped in black, 2 chairs, standard I.D. sign, trash can, back drop & siderails.

### Prizes, Giveaways and Fun

Vendors are permitted to do a business card drawing at their booths. Prizes for individual booth winners will be announced starting Wed at 4:30 on the tradeshow floor-main hall. Attendees can choose to participate in the TribalNet Bingo Run—we provide each booth with a stamp—attendees visit your booth to get a stamp on their card and receive tickets from us to enter a grand prize drawing. The winner is announced at the close of the show on Wednesday. Attendee and vendors LOVE this—driving traffic to your booth and improving levels of engagement!

### Attendee Bag Contents

We don't accept paper literature to be included in the attendee bags, with the exception of invitations and magazines. Promo items with your company logo are permitted as well as invitations and magazines—there are specific deadlines and shipping instructions to adhere to for these items to be included in the bags.

### Social Media and Engagement

Connect with TribalNet on [Facebook](#), [Twitter](#) and [LinkedIn](#). If your company has a Twitter handle or Facebook page let us know so we can connect with you as well! Sponsors and members will get shout outs pre-event. We share so much news, deals and information on our social media platforms—don't miss out!

### Lead Generation

TribalNet will have the opportunity for engagement and capturing leads at this year's event. More info on how to purchase coming soon.

### Beware of Scams

In the unfortunate age of the increased need to protect data and information, we ask that you please beware of scams. If you receive phone calls or emails about the conference, tradeshow, advertising guides, travel offers, hotel stays and so on, from ANY organization other than TribalNet or chosen expo company, do NOT trust the company calling or provide them with any information. We will ALWAYS notify registered sponsors and exhibitors if any other parties are contracted who would be granted permission to contact you on behalf of the TribalNet Conference and Tradeshow. Use your best judgment and please notify us of any suspicious calls or emails referencing the TribalNet show.

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### Contact our Sales & Account Manager



#### KATIE WOLF

Sales & Account Manager  
[katie@tribalnetonline.com](mailto:katie@tribalnetonline.com)

Hello! I look forward to making this event great for you!

*Please note that if you have questions email me at [katie@tribalnetonline.com](mailto:katie@tribalnetonline.com)*

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## Sponsor/Exhibitor Guidelines

**NON-AGENDA EVENTS:** Outside of the official Event agenda, any planned or marketed events (meetings, dinners, receptions, excursions, etc) scheduled during the Event dates for groups larger than 20 people must be communicated to TribalHub and approved by TribalHub prior to the Event start date.

**USE OF SPACE:** Exhibitors may not assign, sublease, license, share or otherwise transfer the whole or any part of their Exhibit space to any third party. All aisle space is under the control of TribalNet and shall not be used for exhibit or demonstration purposes. Individual displays must not block view or intrude on space of neighboring displays. TribalNet reserves the right to restrict noise levels or music, PA systems, speakers or other potentially distracting agents. Painting, nailing or drilling of any part of the facility is not permitted.

**SPONSORSHIP BENEFITS:** Due to the extensive benefits included in a sponsorship package, many of which are potentially received at registration and prior to payment, registrants are required to honor their original level of TribalNet registration level or higher, downgrading is not accepted.

**ASSIGNMENT OF BOOTH SPACE:** Booth space and location will be assigned on a first-come, first-pay basis. Preference is given to the highest level sponsors. TribalNet reserves the right to move Exhibitor space to best accommodate electrical needs and/or other special requirements. You can request a booth preference for available booths, however this is ONLY a request not a guarantee. You will receive a confirmation of your assigned booth space along with an exhibit layout no later than 30 days prior to the show opening. An exhibitor kit will be sent to you upon registration.

**BOOTH SETUP:** Booth must fit within your space UNLESS additional space is purchased. The contracted expo company - can assist with booth setup as described in the exhibitor kit.

**SHARED SPACE OR SPONSORSHIPS:** Sponsorships and Exhibiting packages are designed for ONE company. If you decide to partner with another company to share the space and/or cost, please note that only ONE company will be noted as the registered vendor, only one company will receive the benefits such as logo placement, business description and contact listed, signage, etc. If you choose to partner up, please note TribalNet will not "split" these benefits.

**SECURITY:** Show management will take reasonable precautions to safeguard Exhibitors' property. However, TribalNet and the Host site are not responsible for any material, articles or equipment in the exhibits. Overnight manned security will be in effect during the conference week when exhibit hall isn't open, however no party above implies, guarantees or warranties the safety of exhibit booths or their contents.

**FIRE & SAFETY LAWS:** Federal, State and City Laws must be observed. Aisles and fire exits cannot be blocked by exhibits. Layout is subject to change based on fire marshal final walk through review and approval.

**ELIGIBLE EXHIBITORS:** Show management reserves the right to determine the eligibility of any company or product registering for the TribalNet Conference & Tradeshow.

**BADGE LEVELS:** TribalNet offers several levels of badges to participate in different areas of the conference. Please purchase the badge YOU require to attend the events you would like to be at during the show. To avoid being turned away at an event in front of your clients, please be sure to have the appropriate level badge for each event attended. For more information on this please ask a TribalNet staff member prior to or onsite and you can purchase the correct badge level at ANY time.

**SHOW MANAGEMENT:** The TribalNet Conference is conducted under the direction of TribalNet with assistance from the host site and the expo company selected.

**INSURANCE:** Fire and theft insurance, if so desired, must be taken out by each exhibitor at his own expenses. Show management is not responsible for direct or consequential damages.

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PHONE: 269-459-9890 ■ EMAIL: [contactus@TribalNetOnline.com](mailto:contactus@TribalNetOnline.com) ■ WEB: [TribalNetConference.com](http://TribalNetConference.com)





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## TribalHub Advertising Options

Below are the two advertising options at minimum we suggest you evaluate investing in once registered for the TribalNet event! For a FULL look at our many advertising options - schedule time with Katie or see all advertising options in the Ad Guide [here](#).

### TribalNet Magazine

#### READERSHIP AND DISTRIBUTION

Our readership includes technology minded professionals working at and with tribal organizations, health centers, casinos and enterprises nationwide as well as the vendors who provide products and services to this unique market. Released twice a year-Spring & Fall, distributed to over 12,000 contacts via mail, email, online availability and bonus distribution at key industry events. Your advertisements will be accompanied by articles written by industry leaders and experts, interviews with IT leaders at tribes, casinos, health facilities and enterprises, updates from national, regional, and federal organizations that impact tribes and the decisions being made in technology. Don't miss out!

#### ADVERTISING OPTIONS

**Ad Space** Other than face to face engagement, this is the best branding opportunity for your company to promote your message, product and/or service.

**SIZES AVAILABLE:** [Inside Front Cover](#), [Inside Back Cover](#), [Back Cover](#), [Two Page Spread](#), [Full Page & Half Page](#). (Use a GIF or video in digital version for no additional fee)

**Meet Your Vendors Advertorial** Give readers an in-depth look at your company. See the faces of your team and the value you bring specifically to this unique and targeted market.

**Product Spotlight Advertorial Showcase** a specific product that is meaningful for this targeted market. In this full-page advertorial, readers see product descriptions, benefits of use, sales contacts and references if applicable.

#### Spring 2022 Issue

Product Spotlight & Meet Your Vendor due: March 1

Ads due: March 15

Digital Release Date: April 15

#### Fall 2022 Issue

Product Spotlight & Meet Your Vendor due: October 1

Ads due: October 1

Digital Release Date: November 1

### TribalNet Conference Program

Onsite at the annual conference, attendees use the program daily to see the schedule, speaker bios, networking events and so much more! A great way to send a message to an actively engaged part of the market who is ready to connect!

**Available Options:** [Full page](#), [half page](#), [inside front cover](#), [inside back cover](#), & [back cover](#).

### TribalHub Membership

- Included in an e-blast sent to attendees highlighting the TribalHub Associate Members that are exhibiting at the event and encouraging them to visit your booth!
- Highlighted Booth Presence with Membership Signage at TribalNet's Annual Conference & Tradeshow
- Highlighted Listing on TribalNet's Annual Conference & Tradeshow Web Page "Who's Sponsoring/Exhibiting"
- Membership Recognition on Badge at TribalNet's Annual Conference & Tradeshow
- Discounted Advertising in TribalNet's Bi-Annual Magazine
- Access to TribalHub's Industry Information Portal - contains names of the right decision makers at many tribal casinos, governments and health centers.
- Highlighted Profile in TribalHub's Industry Information Portal
- Exclusive Email Blast Opportunity to Purchase
- Company's Message included in TribalHub's Quarterly Email
- Exclusive TribalHub Social Media Posts, 1x per quarter
- Use of TribalHub Proud Associate Member Logo
- Discounted Prices to Host TribalWise Webinars
- Receive Monthly Publication "TribalHub Industry Insights Report"
- Access to Exclusive Marketing/Advertising Opportunities



## ANNUAL MEMBERSHIP PRICING

NON-PROFIT: \$1,095

NATIVE OWNED VENDOR/SUPPLIER: \$1,195

VENDOR/SUPPLIER: \$1,295



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## CONTACT INFORMATION:

Organization: \_\_\_\_\_

Contact Name \_\_\_\_\_ Title \_\_\_\_\_

Mailing Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

**REGISTRATION DEADLINES:** Early Registration Discount Deadline is 5/16/2022 (Save \$300 on your Exhibitor-Only booth, not available for sponsorships)  
FINAL registration deadline is 8/1/2022 or until space is sold out.

### SELECT YOUR DESIRED PARTICIPATION LEVEL: *see page 3 for what's included in each level*

#### BOOTH SPONSORSHIPS & PACKAGES

- \$35,000 - Meet & Greet Sponsor - exclusive (incl booth)
- \$15,000 - Cocktail Hour Sponsor - exclusive (incl booth)
- \$11,500 - Platinum Sponsor (incl booth)
- \$8,000 - Diamond Sponsor (incl booth)
- \$5,500 - Bronze Sponsor (incl booth)
- \$2,800 - 10x10 Exhibitor Package (incl booth)
- \$2,800 - Extra 10x10 Space

#### BRANDING/SPECIALTY SPONSORSHIPS

- ~~\$4,500 - Lanyard Sponsor - exclusive (no booth incl)~~ **(SOLD OUT)**
- \$4,500 - Conference App Sponsor - exclusive (no booth incl)
- \$4,200 - Golf Shirt Sponsor - exclusive (no booth incl)
- \$3,800 - Attendee Bag Sponsor - exclusive (no booth incl)
- \$3,800 - Hotel Key Card Sponsor - exclusive (no booth incl)
- \$3,500 - Notepads and Pens Sponsor (no booth incl) (3 available)

**\*Badges are NOT included for ANY sponsorship or exhibiting level.\***

**ALL 2022 packages have been REDUCED in price and ALL badges are and will be an additional cost to your package selected.**

Conference Badge: \$250 QTY: \_\_\_\_\_ Floor Badge: \$50 QTY: \_\_\_\_\_ Meet & Greet Ticket: \$100 before 8/1, \$150 after and onsite QTY: \_\_\_\_\_

Upon receipt of this form - your company will receive an invoice of payment due - Check, ACH, MC, VISA & AMEX are accepted.

Please select advertising options:	Spring 2022	Fall 2022	Magazine	Spring 2022	Fall 2022	Magazine	Conference Program
				\$3,000 - Back Cover			
			\$2,600 - 2 Page Spread			\$1,695 - Product Spotlight	Inside Front Cover - \$1,295
			\$2,000 - Inside Front Cover			\$1,500 - Full Page	Inside Back Cover - \$1,295
			\$2,000 - Inside Back Cover			\$895 - 1/2 Page	Full Page - \$895
							1/2 Page - \$495

**TribalHub Membership JOIN NOW AND SAVE!** NON-PROFIT: ~~\$1,995~~ \$995 NATIVE OWNED VENDOR/SUPPLIER: ~~\$1,495~~ \$1,095 VENDOR/SUPPLIER: ~~\$1,295~~ \$1,195

- A 3% fee will be added to amount due for any payments made with a credit card over \$4,500. We will not honor any requests to split payments solely for the purpose of avoiding this fee.
- ACH and check payment options are also available.
- ALL payments must be made on or before 8/1/2022 or upon registration if past 8/1/2022.
- Late fees of 1.5% charge per 30 days past due will be assessed for any payments made past 8/1/2022.
- Full payment must be made within 30 days of registration in order to guarantee space and level of participation.
- Booth space will not be assigned and package benefits will not begin until payment IN FULL is made.

**TOTAL:** \_\_\_\_\_  
**DISCOUNT:** \_\_\_\_\_  
**TOTAL DUE:** \_\_\_\_\_

I have read and agree to the SPONSOR/EXHIBITOR GUIDELINES in the registration packet and accept/agree to TRIBALHUB'S PRIVACY POLICY and TERMS & CONDITIONS.

Signature: (written, stamped or e-sign) \_\_\_\_\_ Date: \_\_\_\_\_