2019 INTERNATIONAL PARTNERING FORUM

SPONSORSHIP & EXHIBITION OPPORTUNITIES

AUGUST 8-10, 2019
GRAND HYATT HOTEL
NEW YORK CITY
We invite you to establish your company’s leadership at this major event by becoming a sponsor of the Business Network for Offshore Wind’s International Partnering Forum. Gain recognition, visibility, and appreciation for your contribution to the success of one of the year’s most important clean energy conferences.

The Network has become the hub of the offshore wind community and the IPF a place for critical discussions and unprecedented networking opportunities. It features more than 200 speakers and will be attended by more than 1200 leaders in offshore wind. This will be an audience of CEO and senior-level participants from leading global offshore wind companies.

Generate leads. Get brand exposure. Promote your product. Receive extensive publicity and PR.

Access a wide audience of international and domestic businesses and government agencies.

The Business Network for Offshore Wind’s marketing efforts will gain more than 4 million marketing impressions during the course of the next ten months by leveraging our contacts, our industry network, social media and traditional press (we received coverage in 42 media journals for the 2018 IPF) – we get the word out!

The event guarantees:
• Access to government, industry leaders and media within the offshore wind industry network
• High caliber of attendees and exhibitors
• New business leads

4,000,000+
marketing impressions
IPF 2019 SPONSORS

HOST SPONSORS

NEW YORK STATE OF OPPORTUNITY. Offshore Wind NEW YORK STATE OF OPPORTUNITY. NY Power Authority

PLATINUM SPONSORS

Orsted WSP Siemens

DNV·GL Ramboll MHI Vestas Offshore Wind

GOLD SPONSORS

Oceaneering Womble Bond Dickinson equinor

SILVER SPONSORS

Alpine Bay Crane Lloyd’s Register seaway7 SABIK Offshore

Maryland Energy Administration Fred. Olsen Windcarrier LM Wind Power
IPF PAST EXHIBITORS

Alpine Ocean Seismic Survey
AWS Truepower, LLC
Bay Crane Northeast
Blount Boats, Inc.
Bureau of Ocean Energy Mgmt.
Cathie Associates
CSI Bonds
Corrosion & Water Control
Danish Consulate
DNV GL
Durocher Marine, Division of
Kokosing Industrial, Inc.
Ecology and Environment, Inc.
Energy Industries Council (EIC)
FoundOcean
Fugro
GRL Engineers, Inc.
GTA, Inc.
Hytorcn
Innovate UK
Lincoln Electric Company
Maryland Energy Administration
NOF Energy
Normandeau Associates, Inc.
Oceanengineering International, Inc.
Ørsted
Osbit
Pharos Marine Automatic Power
Ramboll
Recharge News
Renewable UK
Renews
Royal Advisors-IMPACT
Royal IHC
Sabik Offshore
Sealite USA
Seaway Heavy Lifting Offshore Contractors b.v.
Shoreline
Stantec
Terma North America Inc.
Tetra Tech Inc.
United Brotherhood of Carpenters & Joiners of America
Uptime International
Volvo Penta of the Americas
WSP

New Jersey governor Phil Murphy speaking at the 2018 IPF

2018 IPF MEDIA PARTNERS
enerG magazine
ON&T
InDepth
North American Wind Power
reNEWS
Wind Systems
Recharge
OffshoreWind.biz (Navingo)
Windpower Engineering & Design
Energy News Network
Green Journal
Renewable Energy World
2019 HOST SPONSOR: $50,000

Host and Platinum Sponsorship classifies you as a Network Premier Sponsor, giving your company logo prestigious placement and visibility on all promotional Network marketing material. It is the ONLY way to receive logo placement on all materials for the exclusive Leadership 100 retreat in January and as a potential featured speaker on the Network’s new podcast series “Offshore Wind Insider”. This invitation only event brings together a cohesive group of CEO’s from leading industry companies to focus on identifying the most pressing industry needs and required responses to facilitate growth and positive development in the U.S. energy industry.

HOST SPONSOR BENEFITS

- Five IPF registrations included
- Access for five to sponsor events
- Additional 20% discount for attendees (after member pre-sale ends)
- Serve on program committee
- Featured on Network podcast
- Opening plenary sponsor (co-branded)
- Opening reception sponsor (co-branded)
- Exhibit hall sponsor (co-branded)
- Member reception sponsor (co-branded)
- Access for five to sponsor breakfasts
- One free registration to Leadership 100
- Two free registrations to all 2019 Network events
- 250 word profile and logo in the sponsor section of conference program and website
- Recognition on website as host sponsor
- Listing as host sponsor on IPF signage
- Prestigious positioned full page ad in conference program
- Logo highlighted on all event marketing and email campaigns
- Logo on hard copy of trade media ads
- Logo on screen in ballroom
- Host logo on tote bags (co-branded)
- Recognition as network premier sponsor
- Special recognition ad in program
- Logo on all other 2019 event materials

PRESS CONFERENCE

- Preferential positioning during any scheduled press conference
- Mentioned in any scheduled press releases
- Recognition of your company in opening remarks and highlighted for any other special press opportunities

INCLUDED IN ALL MARKETING MATERIALS

- Acknowledgement with photo of your senior leader in the conference program, welcome letter and marketing materials
- Welcome quotes from host sponsor chairman/CEO or senior executive in conference program and special large pull-up sign with headshot
- 2019
2019 PLATINUM SPONSOR: $30,000

PLATINUM SPONSOR BENEFITS
• Three IPF registrations included
• Access for three to sponsor events and breakfasts
• Additional 10% discount for attendees (after member pre-sale ends)
• Featured on Network podcast
• Exhibit booth
• One free registration to Leadership 100

PRESS CONFERENCE
• Preferential positioning during any scheduled press conference
• Recognition of your company in opening remarks and highlighted for any other special press opportunities

INCLUDED IN ALL MARKETING MATERIALS
• 150 word profile and logo in the sponsor section of conference program and website
• Recognition on website as platinum sponsor
• Listing as platinum sponsor on IPF signage
• Logo placement on all conference literature
• Logo highlighted on all event marketing and email campaigns
• Logo on screen in ballroom
• Recognition as network premier sponsor
• Logo on all IPF marketing materials
• Logo on website and in IPF program
• Special recognition ad in program
• Logo on all other 2019 event materials

OTHER
• Social media - Included in Network Twitter and LinkedIn posts
• Program ad - full page
• Logo included on “thank you” sponsor poster
• Invite to sponsor events

SPONSORSHIP OF ONE OF THE FOLLOWING (FIRST COME, FIRST SERVED):
• Opening Reception
• Scotch & Champagne
• Member Reception
• WiFi (limited to 1)
• Exhibit Hall
• WindMatch
• Mobile app
• Turbine Centerpiece (limited to 1)
• Lanyard (limited to 1)

All sponsorships are co-branded unless otherwise noted. For more information, call 443-652-3242.
GOLD SPONSOR BENEFITS
- Two IPF registrations included
- Access for two to sponsor events and breakfasts
- Additional 10% discount for attendees (after member pre-sale ends)
- Exhibit booth

INCLUDED IN ALL MARKETING MATERIALS
- Logo on all IPF marketing materials and email campaigns
- Logo included on “thank you” sponsor poster
- Logo on website and in IPF program
- Special recognition ad in program

OTHER
- Social media – Included in Network Twitter and LinkedIn posts
- Program ad – half page
- Invite to sponsor events

SPONSORSHIP OF ONE OF THE FOLLOWING (FIRST COME, FIRST SERVED):
- Networking Reception
- Breakfast
- Caricaturist
- Social Media Zone
- Lunch & Learn

SILVER SPONSOR BENEFITS
- One IPF registration included
- Access for one to sponsor breakfasts

INCLUDED IN ALL MARKETING MATERIALS
- Logo on all IPF marketing materials and email campaigns
- Logo included on “thank you” sponsor poster
- Logo on website and in IPF program
- Special recognition ad in program

OTHER
- Social media – Included in Network Twitter and LinkedIn posts
- Program ad – one-quarter page
- Invite to sponsor events

SPONSORSHIP OF ONE OF THE FOLLOWING (FIRST COME, FIRST SERVED):
- Coffee Bar
- Charging Station
- Pens and Pads
- Hotel Key Card
- Schedule at a Glance
- Track Sponsor
- Academic Scholarship
À LA CARTE DESCRIPTIONS

GOLD SPONSOR

Social Media – The social media area will have seating and a TV screen with live tweets being viewed about the event. The area will have signage including your companies name and logo. Highlights of posts and photos that are tagged with the event’s hashtag on Twitter will be on display.

Lunch and Learn – This is the opportunity to sponsor a lunch, while a prominent speaker is providing valuable information to the group. Signage and table cards will be on display with company sponsors name and logo.

Hotel Key Card – Sponsor name and logo branded on hotel keycards that attendees will use countless times to enter and exit their rooms. Sponsor name and logo are on the front and back of the hotel key cards, and in their hands, from the time attendees check in to the time they depart New York City.

Schedule at a Glance – Be a sponsor of one of the most widely used documents by conference attendees. Your company name and logo will be listed on the schedule at a glance document and listed on the IPF website as well. The schedule at a glance is just that, listing every session for the event in a succinct format for the ease of conference attendees.

Track Sponsor – A great way to promote your brand is to be recognized as the track session sponsor. Branded signage will be at track session door entrance with your company name and logo, and in the program.

Academic Scholarship – A corporate-sponsored IPF academic scholarship allows academics to attend the IPF for free and fosters solutions to real-world industry problems, encourages the development of new knowledge, and clearly demonstrates the value of academic research.

SILVER SPONSOR

Coffee Bar – Your company name and logo will be displayed generously at numerous coffee stations throughout the conference area.

Mobile Charging Station – Allows for the opportunity to for attendees to charge their mobile devices while on site at the conference. Charging station will be placed in a high-traffic area, drawing attention from attendees with their company branding, while providing attendees relief for the convenience to recharge their phones.

Pens and Pads – Sponsor name and corporate logo placed on pens and pads in every session room for use during the event and then for attendees to take home.
# Sponsorships at a Glance

<table>
<thead>
<tr>
<th>Feature</th>
<th>Host Sponsor ($50,000)</th>
<th>Platinum Sponsor ($30,000)</th>
<th>Gold Sponsor ($20,000)</th>
<th>Silver Sponsor ($10,000)</th>
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<td>Banner with quote and headshot of senior leader</td>
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www.2019ipf.com  #offshorewindus
Sponsor/Exhibitor/Advertiser Commitment Form

Yes, we want to be a
☐ Sponsor
☐ Exhibitor
☐ Advertiser
☐ Meeting Room

2019 Sponsorships

☐ HOST SPONSOR (2 sold)  $50,000
Member Reception, Opening Reception, Opening Plenary, and Exhibit Hall

☐ PLATINUM SPONSOR  $30,000
Choose one:
☐ Scotch & Champagne (1 sold)
☐ Member Reception
☐ Wifi (sold)
☐ Exhibit Hall/ Opening Reception
☐ WindMatch
☐ Lanyard Sponsor (sold)
☐ Mobile App
☐ Turbine Centerpiece (sold)

☐ GOLD SPONSOR  $20,000
Choose one:
☐ Networking Reception
☐ Breakfast
☐ Social Media Zone
☐ Lunch & Learn (2 sold)

☐ SILVER SPONSOR  $10,000
Choose one:
☐ Coffee Bar
☐ Charging Station
☐ Pens and Pads (sold)
☐ Hotel Key Card (sold)
☐ Schedule at a Glance
☐ Track Sponsor
☐ Academic Scholarship

EXHIBITOR OPPORTUNITIES
☐ (Includes one registrant)
☐ Members  $2,995
☐ Non-members  $3,945

ADVERTISING OPPORTUNITIES
☐ Full page  ☐ Member  $1,000
☐ Non-Member  $1,500
☐ 1/2 Page  ☐ Member  $500
☐ Non-Member  $1,000
☐ 1/4 Page  ☐ Member  $250
☐ Non-Member  $500

All sponsorships are co-branded unless otherwise noted.

CONTACT INFO
Organization name: ________________________________
Contact name: ______________________________________
Contact title: _________________________________________
Full mailing address: _________________________________
Phone: ______________________________________________
Email: _______________________________________________

INFO FOR SPONSOR/EXHIBITOR/ADVERTISER DIRECTORY (if different from above)
Organization name: ________________________________
Contact name: ______________________________________
Contact title: _________________________________________
Full mailing address: _________________________________
Phone: ______________________________________________
Email: _______________________________________________

PAYMENT
Check #: __________________ (payable to Business Network for Offshore Wind) OR
Credit card #: _______________________________________
Exp. Date: _____________ 3 or 4 digit SIC code: _____________

Authorized Signature: _________________________________
Authorized Name (please print): ____________________________
Amount $: __________________
Include at least a 10% down payment. Balance due by January 10, 2019. If balance is not received in full by January 10, 2019, your logo will not appear in the IPF program. NOTE: 3% cc processing fee will be added to your total agreement.

AGREEMENT
Said Corporation agrees to all terms and conditions as identified on the Terms and Conditions statement as set forth by the Business Network for Offshore Wind.

Signature: ___________________ Date: ________________

Name: (Please print) ________________________________

Title: ______________________________________________

EMAIL
Please email the completed form and your logo in EPS format to:
brandyluck@offshorewindus.org

MAIL
Or mail completed form to:
Liz Burdock
Business Network for Offshore Wind
22 West Pennsylvania Ave #600
Towson, MD 21204

Refund/Cancellation Policy
Cancellations must be received in writing (mail or email) by January 10, 2019 to receive a full refund minus 50% processing fee. No refunds after January 10, 2019.
TERMS & CONDITIONS

SPONSORSHIP
All sponsorships are co-branded unless otherwise noted. Sponsoring company will receive all the benefits listed in this document provided that all funds are paid according to the schedule. Upon agreeing to sponsor and making your selection, a payment of 10% of the total cost is due at the time of the signing of this agreement with the balance by January 10, 2019. If you purchase a sponsorship after January 10, 2019, 100% payment is due at the time of the signing of the agreement. If payments are not received in full by January 10, 2019, then your logo will not appear in the final program and your selected program may be in jeopardy. Please note that all logos must be received in a timely fashion in order to meet IPF program publication deadlines. As an sponsor, Network Membership fees MUST be paid in full by Feb 1, 2019 in order to receive all the sponsor benefits listed in each category.

EXHIBITION
1) Contracts for Display Space
This document constitutes the sole written legal agreement (“the AGREEMENT”) between the Business Network for Offshore Wind (The Network) and parties choosing to obtain space to exhibit at The Network events. (“EXHIBITORS”) It includes the enclosed application for space, formal notice of space assignment by The Network and the rules and regulations which EXHIBITORS must comply with at all The Network events, including those posted on the The Network website. The AGREEMENT becomes effective upon receipt by The Network of full payment of rental charges for the right of use of space at a The Network event. The space assigned by The Network may be changed as determined in the sole discretion of The Network under this AGREEMENT.

2) Assignment of Space
The Network will assign use of space and booths to EXHIBITORS as quickly as possible after an application for space is received, subject to the availability of space preferences, special needs, and the compatibility of exhibitors. Every effort will be made to respect each EXHIBITOR’s choice of booth space; however, The Network reserves the right to make the final determination as to all space assignments and the acceptability and appropriateness of all displays. EXHIBITOR will promptly attempt to remedy any objection The Network has to its booth display. The Network may adjust the exhibition floor plan as needed at any time.

3) Payment
A non-refundable deposit is required with each EXHIBITOR application. A deposit of 50% must be received within 30 days of the reservation or the application will be subject to cancellation. Full payment is due 60 days after reservation or you will risk cancellation of booth. If reserving a booth after January 10, 2019, then 100% of the booth cost is due at time of reservation. As an exhibitor, Network membership and booth fees MUST be paid in full by February 1, 2019 in order to receive membership discount pricing for the booth/sponsorship, otherwise full pricing will be applied.

Payment Options
Wire Transfer to include the wire transfer fee. Credit card payment to include a 3.0% fee. All checks should be in U.S. dollars, drawn on a U.S. bank, and made payable to the “Business Network for Offshore Wind.”

4) Membership Status
Membership renewal payments and any outstanding IPF exhibit fees must be received by February 1, 2019 or EXHIBITOR will risk cancellation of booth space without refund. All previous exhibitor and sponsorship fees accumulated during 2019 must all be paid in full by February 1, 2019.

5) Non-Membership Status
All payments for exhibition fees and/or sponsorship fees must be received by January 10, 2019 or risk cancellation of booth space and sponsorship without refund. All membership, exhibitor and sponsorship fees accumulated during 2019 must be paid in full by January 10, 2019.

6) Refund for Cancellation
Should the EXHIBITOR be unable to occupy and use the exhibit space contracted, the EXHIBITOR shall promptly notify The Network in writing. Requests for a potential refund must be received in the The Network office on or before Sp.m. eastern standard time (“EST”) on February 1, 2019. For requests received before 5pm EST on February 1, 2019, all sums paid by the EXHIBITOR, less a service charge of 25% of the net contract price, will be refunded. After February 1, 2019, any EXHIBITOR cancelling will forfeit any amount paid.

7) Booths
Each EXHIBITOR is furnished with a 10 foot x 10 foot booth space minimum, draped table and two chairs. A tabletop tent sign will be furnished with the EXHIBITOR’s name. Other furnishings, AV, food, drayage and other exhibition related expense is paid by the exhibitor and The Network is not responsible for any other cost incurred by the exhibitor. Electricity is not included. Exhibits shall be arranged so as not to obstruct the general view, or hide the exhibits of others. Contact Lori Rugh at Lori@offshorewindus.org or 661-821-2149 for more information.

8) Use of Display Space
a) In the event the EXHIBITOR fails to install or have installed their display within the time limit set for the opening reception, or fails to comply with any provisions concerning the use of display space, The Network shall have the right to take possession of said space and resell same, or any part thereof.

b) All demonstrations and distribution of literature and promotional materials must be confined to the limits of the exhibitor’s assigned table display space. Sharing an exhibit booth is not permitted. EXHIBITORS must display goods or services directly related to their regular course of business unless otherwise approved by The Network.

c) Exhibits that include the operation of audio equipment or any noise-making machinery must be operated so that the resulting noise will not annoy or disturb adjacent exhibitors or attendees. And must comply as per the Show Rules and Regulations. Flashing lights may not disturb other exhibitors or attendees.

d) EXHIBITORS are required to have their exhibit neat and orderly at all times throughout the event.
e) No EXHIBITOR shall have the right, prior to closing of the exhibition, to pack or remove, articles from exhibit without permission from and approval in writing from The Network.

f) Use of motorized equipment is not permitted unless submitted in advance to, and approved by The Network in writing.

g) EXHIBITORS are required to adhere to The Network's EXHIBIT DISPLAY RULES. These regulations ensure fair exhibiting standards and consistency among the displays and include information about display heights, line of site violations, and much more.

9) Exhibitor Activities
Each EXHIBITOR agrees not to schedule or conduct any outside activity including but not limited to receptions, seminars, symposiums, and hospitality suites that are in conflict with the official program of the Conference and Exhibition, whether such activities are at or away from the show locations. The exhibitor will submit to The Network (brandyluck@offshorewindus.org) 30 days prior to the exhibit date any program the exhibitor intends to hold at or in conjunction with its exhibit for written approval as to time, date, and place. Failure to adhere to this policy could result in cancellation of your exhibit booth.

10) Compliance
Each EXHIBITOR assumes all responsibility for compliance with all pertinent ordinances, regulations, and codes of duly authorized local, state, and federal governing bodies concerning fire, safety, and health, together with the rules and regulations of the operators and/or owners of the property wherein the exhibit is held. Federal, state, and city laws must be strictly observed. Cloth decorations must be flameproof. Wiring must comply with fire department and underwriters' rules.

11) Liability
The Business Network for Offshore Wind (The Network), International Offshore Wind Partnering Forum (IPF), the conference hotel, and any other venue associated with the IPF event and their agents or employees, shall not be responsible for any loss, theft or damage to the property of the EXHIBITOR, his or her employees or representatives. Further, The Network and the conference hotel will not be liable for damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the EXHIBITOR or his/her assigns, and the EXHIBITOR shall indemnify and hold harmless The Network and the conference hotel from all liability which might ensue from any cause whatsoever. If the EXHIBITOR's materials fail to arrive, the EXHIBITOR is nevertheless responsible for all amounts due hereunder. The exhibitor understands that none of the above organizations or sponsors maintain insurance covering the exhibitor's property and it is the sole responsibility of the exhibitor to obtain such insurance.

The EXHIBITOR is completely responsible for any damages that occur to the conference hotel and shall pay for damages directly to the conference hotel.

12) Cancellations or Termination of Exhibition
In the event that the premises where the exhibition is to be held shall, in the sole determination of The Network, become unfit or unavailable for occupancy, or shall be substantially interfered with by reason of picketing, strike, embargo, injunction, act of war, act of terrorism, act of God, fire or state of emergency declared by a government agency, by reason of any other occurrence beyond the control of The Network, The Network may postpone or cancel the exhibition. In case The Network for any reason determines to postpone or cancel the exhibition, the EXHIBITOR waives all claims the EXHIBITOR might have against The Network for damages or expenses and agrees to accept in complete satisfaction and discharge of all claims against The Network a refund of all amounts paid by the EXHIBITOR to The Network in accordance with this AGREEMENT.

13) No Guarantee of Results
The Network does not warrant or guarantee any particular results of the exhibition, nor does it guarantee a particular number of attendees or exhibitors.

14) Exhibition Personnel
No individuals under the age of 18 are permitted inside the exhibit hall at any point. All companies exhibiting at IPF must be responsible for seeing that all personnel comply with all applicable federal, state and local law and ordinances and must act and speak in a non-discriminatory manner and avoid offensive, racist or sexist remarks and conduct themselves in an ethical manner. Graphic materials must portray high business ethics and may not be lewd or sexual in nature. If booth models or other personnel are hired to this event, they are to dress in a professional manner and to act accordingly. The Network reserves the right to request changes to booth displays or exhibition personnel.

15) No Partnership
This contract shall not be construed to create a partnership between The Network and any EXHIBITOR nor otherwise to create any agency or legal relationship other than that created as parties to this AGREEMENT. Neither party may act on behalf of the other without first receiving written authorization of such agency.

16) Complete Agreement
This contract incorporates and constitutes the full understanding of the parties and supersedes any and all prior agreements, understandings, or representations. The parties hereby agree that there are no other understandings or agreements between the parties, which are not contained in this written contract. No change or amendment to this AGREEMENT will be effective unless made in writing by The Network.

17) Labor Rules
Each EXHIBITOR agrees to fully comply with the labor rules and regulations of the hotel venue and/or city in which the The Network event is held. For questions concerning specific labor regulations at this year's facility, please contact Brandy Luck at brandyluck@offshorewindus.org or 443-652-3242.