## SOHO EXPO Sponsorship & Marketing Opportunities



EXPO
Showing Others
Healthy Options

December 2-5, 2021

**Proudly Produced By** 







## **SOHO Expo Sponsorship Packages**

REACH RETAILERS ALL YEAR LONG!

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ADVERTISE TO OUR UNIQUE AUDIENCE!

\$5000 \$3000 \$500



5946 Main Street

New Port Richey, FL 34652





## **Multi-Year Show Sponsor**

## INVESTMENT LEVEL Long-Term Partnership



Our Investment Sponsorship package has been created to offer sponsor(s) a long-term, value-added program that has the broadest reach to retailers across the U.S. who attend SOHO EXPO. The program offers a year-long package that includes one of the industry's best natural products show, SOHO EXPO, SOHO HEALTHFEST and ROAD SHOW EVENTS.

December 2-5, 2021

### \$10,000 per year - 3 Year Partnership

Terms of Agreement: SOHO EXPO Sponsorship 3 years from current year signing of sponsorship agreement through the first SENPA SPEAKS Newsletter published and mailed in February of 4th year

#### **Yearly Sponsorship Scope:**

- · Highlighted as Investment Sponsor listed in all marketing pieces including Onsite, Website, and Official Show Program
- · Featured as a Platinum & President's Party sponsor with all of its included benefits (\$7500) PLUS
- · 2 FREE Nights Gaylord Palms Resort & Convention Center (Host Hotel) each year of sponsorship during show.
- FREE Full page ad in the Official ShowGUIDE each year of sponsorship
- · FREE sponsor ad in the SENPA SPEAKS Newsletter Retail Registration Issue each year of sponsorship
- · Post submitted "show supporting" digital Press Release on the SENPA.org Media Page (some restrictions apply)
- · FREE New Products Display, Inside and Outside
- · FREE Buyers Card Promotion
- FREE "digital" SOHO EXPO Flyer Template for inserting / distributing to your retailer list
- · Sponsorship Award to display at your booth
- · Special Sponsor Identifying Ribbon
- · Featured as an Investment Sponsor at all SENPA ROAD SHOW Events

#### **Included: Platinum Sponsorship Benefits**

- $\cdot$  Highlighted as a Sponsor with your logo featured on all Retail Registration Forms
- Included in all marketing materials (online and print) highlighting you as a rebate promotion sponsor for qualified retailers staying at the Gaylord Palms Resort & Convention Center (Host Hotel)
- Opportunity to place TWO standing banners during entire show at the show registration area and on the main walkway to the convention (some restrictions and deadlines apply)
- · Sponsorship Acknowledgment Announcement during each education session and all event marketing collateral including promoting your booth assignment

#### **Included: President's Party Sponsorship Benefits**

- · Highlighted as a President's Party Sponsor with your logo on all flyers, signage, and party event tickets
- · FREE 6ft sponsor display table at President's Party for marketing and promoting to attendees
- · Logo included on any logo'd item handed out to all party attendees (if available)

5946 Main Street

New Port Richey, FL 34652

Our show sponsorship programs have been designed to give your company the highest level of exposure and support your marketing goals.



## **SOHO Expo Sponsorship Packages**

PACKAGES FOR SUCCESS!

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REQUIRED: Authorized Signature:		Dat Title:	
Pay by credit card. American Express, Mas NOTE: Invoice will be sent with payment i		cepted.	
Check # (made payable to S NOTE: Company checks not accepted after 11/1 Applications received after 7/26/2021 must be a	12/2021, must be paid by		
PAYMENT METHOD			
The EARLIER you sign up	_	BEGIN when payment	
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Company Name / Exhibiting As:			
Name (Authorized Agent):			_ Date:
	'	OTAL INVESTMENT	
WITH US TODAY!		OTAL INVESTMENT	
AND MARKETING	Pre	sident's Party Sponsorship	\$3,000
START ADVERTISI			
ווסמונווץ טµנוטווז		Patron	\$500
Showing Others Healthy Options		Silver	\$3,000
EXPO		Gold	\$5,000
EVDO		Platinum	\$7,500
	s	OHO Expo Sponsorship	
SOHO		\$10,000 for 3 years	\$30,000
	ır	nvestment Sponsorship	Amount

727.846.0320

www.SOHOexpo.net





## 2021 SOHO EXPO Meal Program Sponsorship

2-hour program with meal served for first 30 minutes\* ( $\frac{1}{2}$  hour) buffet style Speaker presentation may run up to 90 minutes (1  $\frac{1}{2}$  hours)

## **EXPO**Showing Others Healthy Options

December 2-5, 2021

### **SOHO EXPO MEAL SPONSORSHIP LEVEL BENEFITS:**

- Your Logo on Meal Sponsor Banners
- Your Logo with link on official sohoexpo.net website
- Your Logo in SENPA SPEAKS newsletter starting immediately
- Your Logo in all pre-show mailings (print / email) starting immediately
- Your Logo recognition in official ShowGUIDE under meal sponsors
- Your Logo on registration forms (online and printed where possible)
- Your Logo in post-show SENPA SPEAKS newsletter January edition
- Complimentary location on Inside New Product Display (\$55 value)
- · Plaque to display at booth
- Special "Sponsor" ribbons for staff to wear during SOHO EXPO
- Promoted as a meal sponsor on our social media reach
- Customized PDF flyer promoting your presentation with the SOHO EXPO registration on side two for your pre-show mailings /distribution to retailers
- Complimentary Hallway Banner Location (\$500 value) Sponsor may provide assembled banner (at sponsor's expense) for display during the SOHO EXPO. For maximum exposure, banner should be delivered to SOHO registration area Thursday or Friday of the show. Placement to be determined by SOHO management and hotel guidelines. SOHO staff will move the banner to the sponsor's event and replace to original location after the program. Sponsor will make arrangements for the banner to be returned to their offices after the show unless retrieved on-site.

#### **SPONSOR RESPONSIBILITIES:**

**SPEAKER:** Chosen and paid for by the sponsor. Topic to be submitted to SOHO EXPO committee for approval. SOHO/SENPA asks that Information not to be totally product based. Recognizing products and distributing literature and samples is acceptable, however, we ask that the main part of the program be educational.

**AUDIO/VISUAL:** Sponsor will pay \$880 to cover all audio/visual cost. Management negotiates prices and includes in show's package in order to reduce overall costs. (i.e., sharing costs with other sponsored programs using the same hall and duplicate equipment).

**ADDITIONAL FEES:** Benefits may not be changed after signing. SOHO EXPO is run by a non-profit organization and meal functions do not create revenue for the show, therefore additional benefits to those listed above or promotions will not be added and all fees incurred are the responsibility of the sponsor.

**CATERING:** Sponsor is responsible directly to the Gaylord Palms for the meal function and all hotel charges for the dinner. SOHO EXPO show management will work directly with sponsor to arrange menu, take reservations, and work on final catering guarantee.

**FOOD DONATIONS:** SOHO EXPO management will make every effort to obtain healthy donations to be included on the buffet, but will not guarantee those donations. If any additional costs are incurred for donations, sponsor will have the opportunity to approve in advance and be responsible for those fees. Companies donating foods/products will be acknowledged.

**MEAL PROGRAM TIMELINE:** Buffet will open at beginning of session time and be closed down at the beginning of the speaker presentation to help lessen the noise and offer a better atmosphere for attendees. \*Sponsor may request a time change for closing the buffet line with the SOHO EXPO representative in charge.

ATTENDEES & INVITED GUESTS: Please note, registered "full-access" RETAIL attendees are invited to attend sponsored meal functions at no cost to them. They will be required to "preregister" for the event. Sponsors are encouraged to promote and invite retailers making sure they include the following on any invitations, etc.: "All retailers attending meal functions are required to preregister as a FULL-ACCESS Retail Attendee at the SOHO EXPO. TO REGISTER visit SOHOexpo.net or call (727) 846-0320."

**FINAL INVOICING:** A final invoice of any additional fees will be sent to sponsor immediately after the convention. Invoice will be due upon receipt unless other arrangements have been agreed to in advance.

For more information on meal sponsorship availability, please contact the office at 727-846-0320.



## Official SOHO Expo ShowGUIDE

## REACH RETAILERS AT THE SHOW

## The official **ShowGUIDE** is a year-long resource

TARGET MARKET ADVERTISING - perfect vehicle for branding and building product awareness BROKERS - offers listings of companies they represent (as of date noted in program)
FIRST TIME EXHIBITORS - retailers use the guide looking for new items and promotions
CALENDAR OF EVENTS - reminds retailers about upcoming shows & education
SPONSOR RECOGNITION - encourages retailers to thank sponsors with their support

Ads are available and placed on a first come basis so hurry PLACE YOUR AD TODAY!



December 2-5, 2021

#### **COVER PAGES**

Inside Front - Full Page Bleed 5.75"w x 8.75"h full-color – \$850 Inside Back - Full Page Bleed 5.75"w x 8.75"h full-color – \$750 Outside Back- Full Page Bleed 5.75"w x 8.75"h full-color – \$850

#### **INSIDE PAGES**

Full Page 4.75"w x 7.75"h full-color – \$650 Half Page 4.75"w x 3.875"h full-color – \$500

#### **ADDENDUM**

Half Page 4.5"w x 3.875"h full-color - \$500

#### **AD SPECS:**

- ShowGUIDE is staple-bound, 5-1/2" wide x 8-1/2" high, full color (4-color process CMYK) cover. Printed on coated paper.
- Full color ads: colors must be CMYK, no spot (Pantone) colors.
- KEEP ALL TEXT INSIDE 4.75" x 7.75" LIVE AREA.
- REQUIRED: Provide an EPS or PDF. All photos at least 300 dpi.
- Before making PDF convert all fonts to outlines/curves.

Advertising/Marketing amount indicated above. Cancellation must be made in writing before October 22, 2021 to receive refund less a non-refundable \$25.00 fee.

#### **AD/GRAPHIC QUESTIONS?**

Contact us for support: CALL (727) 846-0320 EMAIL info@SOHOhexpo.net See more advertising online at:

#### SOHOexpo.net

- > Exhibitor Resources
- > Marketing & Sponsorships
- > ShowGUIDE Specs



## **ShowGUIDE Ad Reservation Form**

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Соттрану магне	Exhibiting As		
Contact (PLEASE PRINT):			
Phone: ( )	Fax: ( ) Email:		
	SHOWGUIDE AD RESERVATION Please reserve the following program ad: Inside Front Cover Inside Full Page Inside Back Cover Inside Half Page Outside Back Cover Addendum Half Page		Reservation Deadline: September 17, 2021 Camera-Ready Ad Deadline
PAYMENT METHOD  □ PAY BY CHECK # □ PAY BY CREDIT CARD - Visa, N	make payable to SENPA, Inc. MasterCard and American Express Accepted.		October 8, 2021 EMAIL prepared ad to: info@SOHOexpo.net
NOTE: Invoice will be sent wi	th payment instructions.	_	
REQUIRED: Authorized Sigr	nature:	Date: _	/
Print Name:		Title:	

Be seen long after the show is over. Retailers Hang On to their ShowGuide all Year!



5946 Main Street **727.8**New Port Richey, FL 34652 www.

**727.846.0320 FAX comp** www.SOHOexpo.net 800

FAX completed form to 800.828.7250 OR EMAIL completed form to info@SOHOexpo.net



## **New Products Display**

## RETAILERS LOVE NEW ITEMS

## Go ahead...show off...not once but twice!



December 2-5, 2021

Added Exposure - 2 Locations

#### The SOHO EXPO NEW PRODUCTS DISPLAY: 2 Locations

**Inside Exhibit Hall.** Products will be placed on tables (not glass cases) allowing for retailers to stroll through the area. 12" x 24" space with signage. No height restrictions.

**Outside Exhibit Hall** at Show Floor Entrance. Products will be placed in glass cases 9"W x 18"D x 12" H space with signage.

- · It is your responsibility to get your product to us.
- · Spaces are limited.
- · Product must have been introduced within the last 12 months.

**DELIVER PRODUCTS** to registration area during show set-up, 12/3/2021, or **MAIL** to: SENPA 5946 Main Street, New Port Richey, FL 34652 **BEFORE 11/12/2021** (Please label attn: New Products Display - Inside/Outside).

**LOGO:** Email your company logo in an EPS file format with text converted to curves. Name your logo with your corporate name and your exhibiting as name.

**NOTE:** Outside New Products Display can only be pre-purchased. No Onsite sales for outside displays.

ONLY EMPTY containers accepted. Management not responsible for stolen merchandise.

#### SPACE RESERVATION

Please reserve inside space(s) at \$55 each Please reserve outside glass case(s) at \$8 Cancellation must be made in writing before October 22, 2 to receive refund less a non-refundable \$25.00 fee.	85 each.	
Company Name:	Exhibiting As:	Booth #
Contact (PLEASE PRINT):		
Phone: ()	_ E-Mail:	

#### **PAYMENT METHOD**

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NO	TE: Com	pany cl	necks r	ot ac	cepted	after 11/1	2/20	21. N	1ust	be pa	d by	cashie	er's ch	neck or	
mo	ney orde	r. Appl	ications	s rece	ived aft	er 7/26/2	2021	mus	t be	accor	npani	ed by	1009	6 of the	e fee
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☐ Pay by credit card. American Express, MasterCard and VISA Accepted. NOTE: Invoice will be sent with payment instructions.

REQUIRED: Authorized Signature:	// Date://
Print Name:	Title:

## Visit **SOHOexpo.net** for more sponsorship opportunities



**727.846.0320** www.SOHOexpo.net FAX completed form to 800.828.7250 OR EMAIL completed form to info@S0H0expo.net



Reservation and Artwork Deadline
Friday, November 5, 2021
EMAIL your company logo
in an EPS format with text converted

to curves to: info@SOHOexpo.net

## **Buyer's Card Program**

HAVE EVERY RETAIL BUYER....
STOP AT YOUR BOOTH!



December 2-5, 2021

Put your company logo on the BUYER'S CARD



## **SUPER VALUE - \$500!**

A passport style card, with exhibitor's logo and booth numbers, is provided ONLY to registered RETAIL BUYERS.

As a participating exhibitor you are provided branded validation stickers. Wait for retail buyers to stop by your booth and tell them about your products!

Retailers love this game; they win PREMIUM prizes for a full card of stickers!

Retail Buyers MUST be present at the close of the show to win!

## **LIMITED SPACES - SIGN UP TODAY!**

YES! We want to be part of the Buyer's Card Program!

Company Name:		Booth #
Exhibiting As Name:		
Contact (PLEASE PRINT):		
Phone: ( )		
Cancellation must be made in writing before October 22, 2021 to receive refund less a non-refundable \$25.00 fee.		December and Astronyl December
PAYMENT METHOD		Reservation and Artwork Deadline Friday, November 5, 2021
□ Check # (made payable to SENPA, Inc.)  NOTE: Company checks not accepted after 11/12/2021, must be paid by cashier's check  or money order. Applications received after 7/26/2021 must be accompanied by 100% of th	ne fee.	EMAIL your company logo in an EPS format with text converted to curves to: info@SOHOexpo.net
☐ Pay by credit card. American Express, MasterCard and VISA Accepted.  NOTE: Invoice will be sent with payment instructions.	· ·	
REQUIRED: Authorized Signature:	Date: _	/
Print Name:	Title:	



FAX completed form to 800.828.7250 OR EMAIL completed form to info@S0H0expo.net

## **Bathroom Advertizing**

Be seen even during the breaks...



## **EXPO**Showing Others Healthy Options

December 2-5, 2021

Booth #

The state of the s

#### Want to be in a bathroom selfie?

Have your message viewed in 6 bathrooms Thursday, Friday, Saturday & Sunday during education and show days. You receive a total of 48 Clear Vinyl Removable Stickers:

Hall A & B Level 1: 4 per Bathroom x 4 Bathrooms Ballrooms Level 2: 16 per Bathroom x 2 Bathrooms

## **SUPER VALUE: \$2500**

includes printing and installation

## Have your products seen and used in the bathrooms during the show!

Place samples of your hand soaps, lotions, wipes or other appropriate bathroom products in 6 bathrooms on the convention and exhibit hall levels of the convention center for Thursday-Sunday of the show. Note: Your products must be approved by show management.

### **SUPER VALUE: \$1000**

**EMAIL:** your artwork in an .eps file format with all fonts converted to curves, please include a .pdf for reference. Artwork needs to arrive by **Friday, Oct. 8, 2021** 

Final sizing is of sticker is 8" x 11" please leave a 1/4 cut margin. Email to: info@SOHOexpo.net

**NOTE:** Your advertising must pre-approved by show management. SENPA/SOHO Expo not responsible for any damages to stickers.

## YES! We want to be part of the Bathroom Advertising!

MAIL:
Reservation & Artwork Deadline Friday, October 8, 2021
by cashier's check or money order. c.
I.
///
Title:
1



Company Name

## **Hallway Banner Display**

## BE SEEN OVER AND OVER ...





December 2-5, 2021



GINSENG

HRG80 RED GINSENG

## ...and your message delivered!

Be right where the action is coming and going to and from the show floor! Have your message viewed in the main convention center hallway Saturday & Sunday during the show.

Limited number of banner displays are available so hurry and reserve your opportunity today!

## **SUPER VALUE: \$500**

**DELIVER** your banner and your retractable display frame to the SOHO EXPO Show Office on Friday, Dec. 3, 2021 by 10am or

SHIP TO: SENPA (c/o SOHO HALLWAY BANNER) 5946 Main Street, New Port Richey, FL 34652 before Friday, Nov. 12, 2021.

PICK UP banner & frame after SOHO at Show Office on Sunday, Dec. 5, 2021 at 3:00pm

RETURN SHIPPING: Provide a pre-paid shipping label and pay a \$25 service fee and SOHO EXPO will return your banner and frame.

NOTE: Your banner message pre-approved by show management. Not responsible for any damages to banner.

## YES! We want to be part of the Hallway Banner Display Program!

Company Name:	Booth #
Exhibiting As Name:	
Contact (PLEASE PRINT):	
Phone; ( )	
Cancellation must be made in writing before October 22, 2021 to receive refund less a non-re	efundable \$25.00 fee.
□ \$25 return handling fee (does not include shipping)	
PAYMENT METHOD	Reservation
☐ Check # (made payable to SENPA, Inc.)  NOTE: Company checks not accepted after 11/12/2021, must be paid by cashier's check or money order. Applications received after 7/26/2021 must be accompanied by 100% of the fee.	Deadline: Friday,
Pay by credit card. American Express, MasterCard and VISA Accepted.  NOTE: Invoice will be sent with payment instructions.	Nov. 5, 2021
REQUIRED: Authorized Signature: Dat	te:/
Print Name:Title: _	

727.846.0320

www.SOHOexpo.net



## **Booth Event Announcement**

EVENT AT YOUR BOOTH? **Promote It!** 



December 2-5, 2021







## Yes, include our special event in the FREE Listing on the **Events and Booth Activities page of the ShowGuide**

Company Name:		
Contact (PLEASE PRINT):		
Phone ( )	Fax: ()	E-MAIL:

Cancellation must be made in writing before October 22, 2021 to receive refund less a non-refundable \$25.00 fee.

### **DEADLINES:**

10/8/2021 for your announcement to be listed in the ShowGUIDE 11/5/2021 for your announcement to be listed in the ShowGUIDE Addendum

Line	1 -	Exhil	oitin	g As:	(Ма	ximu	ım 3	2 Spa	aces	)				'		'	'	'			'		
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**Booth Number** 





## **Show Prizes for Retailers**

CAPTIVE AUDIENCE: YOU HAVE THEIR ATTENTION!

SOHO EXPO has budgeted thousands of dollars for prizes and we encourage exhibitors to add prizes. Prizes increase the excitement and encourage retailers to stay throughout exhibit hours. Only official SOHO EXPO drawings will be announced.



### RETAILERS MUST BE PRESENT TO WIN, KEEPING THEM ON THE SHOW FLOOR!

#### RETAILERS ARE ENCOURAGED TO PLACE ORDERS WHILE AT THE SHOW.

The more orders placed during the show by retailers, the MORE CHANCES THEY HAVE TO WIN PRIZES!!

**HOW DO WE DO THAT?** Every time the retailer places an order with YOU, the exhibitor, they can bring proof of that order (you must provide) to the SOHO TICKET BOOTH and redeem for an entry ticket.

#### THE MORE RETAILERS ORDER FROM YOU, THE MORE CHANCES THEY HAVE TO WIN.









# Great Opportunity!

#### **DONATION NOTES:**

- Prize Donation Form must be completed and accompany each donation.
- Prize donations must have a minimum value of \$50 each or they will be bundled with other donations.
- Prizes are awarded to retail stores, not individuals.
- EXHIBITORS ARE REQUESTED TO PROVIDE RETAILERS COPIES OF ORDERS PLACED.
- REPLY DEADLINE: 10/8/2021 for your prize to be listed in the ShowGUIDE and 11/5/2021 to be listed in the ShowGUIDE Addendum

Company Name: /Exhibiting As:	Booth #
Contact (PLEASE PRINT):	
Phone: ( ) Fax: ( )	Email:
Company will donate the following prize:	
	Retail Prize Value: \$
INSTRUCTIONS:	
☐ Ship directly to SENPA (c/o Prize, 5946 Main Street, New Port Richey, FL 34652) <b>before 11/20/2021.</b>	☐ Will ship prize directly to retailer after the show.
Deliver prize to ONSITE Show Office on Saturday, 12/4/2021	☐ Other:
You will be notified what retailer won your prize. Retailers must be p	resent to win. Retailers who place orders have more chances to win!



**727.846.0320** www.SOHOexpo.net

FAX completed form to 800.828.7250 OR EMAIL completed form to info@S0H0expo.net



Calendar Listing for Event

**Custom Advertorial Fmail Blast** 

## **SENPA Members-Only Marketing Opportunities**

REACH RETAILERS YEAR ROUND

NATURAL INDUSTRY ALLIANCE	Individual Company Limits	Available Slots	Standalone Price	Package Price	
<b>NEW PRODUCT</b>	PACKAGE: \$750				
New Product Blog Email Blast Product Mention Featured Post on FB Featured Post on IG	1 Blog Per Brand, Per Quarter 1 Mention Per Brand, Per Month 3 Posts Per Brand, Per Quarter 3 Posts Per Brand, Per Quarter	4 Blogs Per Month 3 Brands Per Email Blast 2 Posts Per Week 2 Posts Per Week	\$275 \$275 \$140 <u>\$140</u> <b>\$830</b>	\$250 \$250 \$125 \$125 <b>\$750</b>	PACKAGE Savings: \$80
SPONSORED BI	OG POST PACKA	GE: \$600			
Blog Post Email Blast Blog Mention Featured Post on FB Featured Post on IG	1 Blog Per Brand, Per Quarter 1 Mention Per Brand, Per Month 3 Posts Per Brand, Per Quarter 3 Posts Per Brand, Per Quarter	4 Blogs Per Month 3 Blog Mentions Per eBlast 2 Posts Per Week 2 Posts Per Week	\$275 \$110 \$140 \$140 <b>\$665</b>	\$250 \$100 \$125 \$125 <b>\$600</b>	PACKAGE Savings: \$65
<b>NEWSLETTER A</b>	LA CARTE OPTIO	NS:			
Newsletter Featured Article: \$500 Sales Flyer Insert: \$500	4 Articles Per Brand, Per Year 2 Inserts Per Brand, Per Year	1 Brand Per Newsletter 1 Brand Per Newsletter	\$500 \$500 + Prin	ting	
DIGITAL ALA CA	ARTE OPTIONS:				
SENPA.org Banner Ad	1 Banner Ad Per Brand, Per Month	3 Brands Per Month	\$125/mo		

ACCESS SENPA'S LARGE NETWORK OF INDEPENDENT NATURAL PRODUCTS RETAILERS

Unlimited

6 eBlasts a Year

For more information contact: Amanda Ballard, Marketing Director - SENPA (727) 846-0320 Amanda@SOHOexpo.net

Unlimited

1 Email Blast Per Brand, Per Quarter



\$50

\$1.250

