



# **SAGEBRUSH CONFERENCE**

## **The RSVA 2012 Business Enterprise Program Training Conference**

### **EXHIBITOR SHOWCASE OPPORTUNITY**

You are cordially invited to exhibit your line of products and/or company services at the Randolph-Sheppard Vendors of America (RSVA) Sagebrush 2012 Exhibitor Showcase, which is scheduled for Wednesday, February 15<sup>th</sup> from 12:00 pm to 5:00 pm. The Expo will take place at the legendary Golden Nugget Hotel & Casino's in downtown Las Vegas, which is right at the heart of the Fremont Street Experience.

Each exhibitor will receive two complimentary conference registrations. Your company's information will be listed on the RSVA website, as well as in the official Sagebrush 2012 Program Exhibitor Showcase listing, if paid by December 31, 2011. As our thank you for your participation at the Exhibitor Showcase, we have arranged a \$150.00 savings on all Sagebrush 2012 Official Program advertising for our exhibitors. All ads must be submitted to RSVA by December 31, 2011.

The conference meetings on Wednesday, February 15<sup>th</sup> will conclude at noon, enabling all attendees to have an ample opportunity to visit your exhibit booth and meet with you. We are expecting a high attendance again this year due to the huge success of last year's conference. We anticipate this year's conference will again be a great event and attended by more vendor managers and State Licensing Agency Directors than ever. Their presence makes this conference far more important to you in terms of potential direct communications for sales and contacts.

RSVA is requesting each Exhibitor to donate door prizes to be given away during the Showcase. We also encourage you to offer company show specials so that blind vendors may place orders at your booth the day of the show. If you wish to display equipment, you need not worry, electricity is readily available and there will be more than enough space for you to display your products.

We think you will find the legendary Golden Nugget Hotel very enjoyable and the hotel rates are excellent! If you have written material for us to distribute at the conference

for you, please send it directly to the Golden Nugget Hotel in care of the RSVA Sagebrush Conference. As a guest of the hotel you can also send your booth material through the Golden Nugget, labeled with your name on it without having to go through Las Vegas Expo. While there will be a charge for receiving and holding your material, it is considerably less. Of course, if your material weighs 100 pounds or more, or includes equipment, it will need to go through Las Vegas Expo.

Randolph-Sheppard Vendors of America (RSVA) will draw attendees representing over 2,500 Blind Operators of businesses in the Business Enterprise Program (BEP) from throughout the United States. Historically, the conference draws representatives from over three-dozen states, including many BEP State Administrators. Each of the attendees will acquire information obtained at the conference and bring it back to their respective state programs. Your company's information will be shared with blind managers across the country.

## **OFFICIAL PROGRAM ADS GET NOTICED!**

If you are unable to attend the Sagebrush Conference, you can still get your message out there. Consider advertising in the Sagebrush 2012 Official Conference Program or, better yet, become a Sponsor. Do not miss a great opportunity to present your company to some of the most successful and accomplished blind individuals in the world. This is your one chance in Vegas for a "Sure Thing - Can't Lose - Best Bet Opportunity!"

For additional questions, please contact: Dan Sippl: (715) 839-8591, [sippl@charter.net](mailto:sippl@charter.net) or Kim Venable: (504) 328-6373, [kim.venable@att.net](mailto:kim.venable@att.net).

## **GO FOR THE GOLD!**

### **BE A SAGEBRUSH CONFERENCE SPONSOR!**

The Business Enterprise Program (BEP) is federally mandated by the Randolph-Sheppard Act to provide employment opportunities for blind individuals in the United States. The program is administered in each state by a designated State Licensing Agency (SLA). The Randolph-Sheppard Program has the first right of refusal to operate business facilities in federally owned government buildings in all 50 states. These businesses are primarily operated in city, county, state, and federal facilities. They include snack bars, cafeterias, vending machine facilities, vending machine routes, highway rest areas, visitor/welcome centers, gift shops, convenience stores, and food service canteen locations on military bases. These facilities generated over \$750,000,000 a year in sales, making the Randolph-Sheppard Program the 7<sup>th</sup> largest foodservice program in the nation. Decide which sponsor level and benefits will best suit your needs while supporting this wonderful event. As in the past, payment for your sponsorship will be due upon your signing a commitment letter. The deadline date for the 2012 Sagebrush National Training Conference is December 31, 2011. We look forward to working with you during this fantastic opportunity.

**CONFERENCE DATES:** February 13 - 17, 2012

**PLACE:** Golden Nugget Hotel & Casino  
129 East Fremont Street  
Las Vegas, NV 89101

**NOTE:** Hotel reservation deadline is January 4, 2012. Please check the hotel's room reservation policy. Room reservations must be made directly with the hotel. Phone (800) 634-3454, tell them you are with the RSVA Sagebrush Conference 2012 and give the Group Code: 1d509w. Room rates are good from Saturday, February 11<sup>th</sup> through Saturday February 18<sup>th</sup>.

Exhibit Date: Wednesday, February 15, 2012

Exhibit Booth Set Up: Wednesday, February 15, 2012, 8:00 am - 12:00 pm

Exhibit Hours Open: 12:00 pm to 5:00 pm

Exhibit Booth Cost (1 booth): \$500.00

Exhibit Booth Cost (2 booths): \$800.00

Exhibit Reservation Due By: December 31, 2011

You will be provided one 8'X10' booth, one 6' draped table, one booth sign, 2 chairs, wastebasket and 2 conference registrations. A second booth (discounted) does not include 2 conference registrations or additional sign. All exhibitors paid by December 31, 2011 will have their company's name printed on the convention mail-outs and listed on our website. All booth fees must be paid by February 1, 2012. Any exhibitor wanting their advertisement included in the registration packets can contact RSVA for further details.

If your business is solely or primarily in the field of assistive aids or technology for the blind or visually impaired, or a small non-profit, please call Dan Sippl for accommodation.

For additional questions, please contact: Dan Sippl: (715) 839-8591, [sippl@charter.net](mailto:sippl@charter.net) or Kim Venable: (504) 328-6373, [kim.venable@att.net](mailto:kim.venable@att.net).

If you wish to use a credit card or PayPal account, go to [www.rsva.biz](http://www.rsva.biz) to register. To pay by check, please make your check payable to RSVA and return the registration form and check to:

RSVA Sagebrush Conference  
940 Parc Helene Drive  
Marrero, LA 70072-2421

**THE 2012 SAGEBRUSH CONFERENCE  
EXHIBITOR BOOTH REGISTRATION FORM**

PLEASE PRINT & RETURN THIS FORM WITH YOUR PAYMENT

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Company Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Product to be Displayed: \_\_\_\_\_

Show Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ E-mail: \_\_\_\_\_

Please list the names for your 1<sup>st</sup> and 2<sup>nd</sup> Convention Registration & Exhibitor Badges

1st Registration: \_\_\_\_\_

2nd Registration: \_\_\_\_\_

Number of Booths: \_\_\_\_\_ Total Booth Cost Enclosed \$ \_\_\_\_\_

Comments and booth needs: Please specify electricity, etc.

\_\_\_\_\_  
\_\_\_\_\_

Date Received: \_\_\_\_\_

Check Number: \_\_\_\_\_