GRAND NATIONAL CHAMPIONSHIPS

YAMAHA

EXPO

Exhibitor Information Packet

November 14 - 16, 2019
Lucas Oil Stadium
Indianapolis, IN

GRAND NATIONAL EXPO

PART OF THE GRAND NATIONAL CHAMPIONSHIPS PRESENTED BY YAMAHA

YOUR CHANCE TO CONNECT

Reach tens of thousands of the nation's most active band students, their parents, and teachers!

Bands of America Grand National Championships
Expo Dates: November 14 –16, 2019
Lucas Oil Stadium, Indianapolis, Indiana

Music for All's Bands of America Grand National Championships, presented by Yamaha, is the nation's premier championship for high school marching bands.

More than 100 bands will compete in over three days of performances. Exhibits are located on the concourse of Lucas Oil Stadium, home of the Indianapolis Colts and past Super Bowl stadium.

Grand Nationals is a destination event and your opportunity to get in front of the most active band people in the country.

Preliminary performances are Thursday and Friday. Bands advance to Semi-Finals Saturday, with the top 12 scoring bands advancing to Saturday night's Championship Finals. The event kicks off Wednesday night with the Indianapolis Marching Band Tournament. Exhibition groups in 2019 include the Texas A&M University Commerce Pride Marching Band, Missouri State University Pride Marching Band, and Jacksonville State University Marching Southerners.

About Music for All

Since 1975, Music for All has been a destination and set the standard for scholastic music ensemble performance and student and teacher education. Music for All uses its national profile programming to model, showcase, recognize and provide individual, teacher and organizational examples of music performance excellence and achievement.

Music for All's programs include multiple annual events, such as the Bands of America Grand National Championships and Regional Championships for marching bands; the Music for All Summer Symposium camp for students and teachers; and the Music for All National Festival for concert bands, orchestras, choirs, chamber and percussion ensembles. Each year, Music for All's world-class performance opportunities reach more than 500,000 individuals across the United States and beyond.

Music for All

Bands of America is a program of Music for All.

Our Mission

Music for All's mission is to create, provide, and expand positively life-changing experiences through music for all.

Our Vision

Music for All will be a catalyst to ensure that every child across America has access and opportunity to participate in active music making in his or her scholastic environment. We will use our resources to provide national programs that recognize and support music students' performance and success, offer music educator training and professional development, and deliver tools and resources to participants and their communities that will assist them in supporting music education by promoting awareness of music's impact on student growth and achievement.

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PREMIUM BOOTH BENEFITS

WHAT DO I GET WITH A PREMIUM BOOTH?

Are you looking for an exhibit area where you can have extended hours and a place where you can sell your product on the spot? Then the Premium Area is for you. This area is located in the largest portion of our exhibit area and includes longer hours so you can reach more potential buyers. Exhibitors must be located in the Premium Area in order to sell any items other than musical instruments and instrument/color guard-related equipment. **Sales of apparel and novelty items can only occur in the Premium Area.**

As part of the Premium Area Exhibitor Package you will receive the following benefits:

- Five name badges which provide admission into the stadium
- Ability to set up your booth a day early (Wednesday, November 13)
- Extended operating hours including Thursday and during finals
- Ability to sell novelty items and apparel
- 10' x 10' Booth Space
- One, eight-foot table (undraped)
- Back and side rail draping (in the show color)
- Booth signage with your company name
- Two Chairs
- Off-site storage
- Hospitality snack service
- 24-hour security patrolling the stadium
- Complimentary copy of the 2019 Grand National Championships program book
- Company contact information listed in the program book (contract must be completed and returned to Music for All by October 2 to be eligible to be listed)
- Access to the Music for All Housing Bureau
- Two reserved seat tickets for finals

PREMIUM BOOTH HOURS*

Load-In Hours:

Wednesday, November 13:	12:00 p.m. - 5:00 p.m.

Operating Hours:

Thursday, November 14:	8:00 a.m. - 11:00 p.m.
Friday, November 15:	7:00 a.m. - 10:00 p.m.
Saturday, November 16:	7:00 a.m. - 5:30 p.m. & 6:30 p.m. - 11:30 p.m.

Load-Out Hours:

Saturday, November 16:	11:00 p.m. - 12:00 a.m.

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STANDARD BOOTH BENEFITS

WHAT DO I GET WITH A STANDARD BOOTH?

As a Standard Area Exhibitor, you have the confidence of knowing your booth will be seen by thousands of visitors as they enter the stadium. Our Standard Booth placements are located near the East entrance of Lucas Oil Stadium, which is the main spectator entrance to the building. **The Standard Booth Area offers shorter hours.** Standard Booths may sell musical instruments and instrument/color guard-related equipment. **The sale of apparel or novelty items is only permitted with the purchase of a Premium Booth.**

As part of the Standard Area Exhibitor Package you will receive the following benefits:

- Three name badges which provide admission into the stadium
- 10' x 10' Booth Space
- One, eight-foot table (undraped)
- Back and side rail draping (in the show color)
- Booth signage with your company name
- Two Chairs
- Off-site storage
- Hospitality snack service
- 24-hour security patrolling the stadium
- Complimentary copy of the 2019 Grand National Championships program book
- Company contact information listed in the program book (contract must be completed and returned to Music for All by October 2 to be eligible to be listed)
- Access to the Music for All Housing Bureau
- Two reserved seat tickets for finals

STANDARD BOOTH HOURS*

Load-In Hours:

Thursday, November 14:	8:30 a.m. - 3:00 p.m.

Operating Hours:

Friday, November 15:	7:00 a.m. - 10:00 p.m.
Saturday, November 16:	7:00 a.m. - 5:30 p.m.

Load-Out Hours:

Saturday, November 16:	6:00 p.m. - 8:00 p.m.

***Note:** Hours may adjust based on final show schedule

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BOOTH BENEFITS: PREMIUM VS STANDARD

	Premium	Standard
Price	$1,275.00	$725.00
Set Up on 11/13	Yes	No
Set Up on 11/14	No	Yes
Exhibit on 11/14	Yes	No
Exhibit on 11/15	Yes	Yes
Exhibit on 11/16 (Semis)	Yes	Yes
Exhibit on 11/16 (Finals)	Yes	No
Able to Sell Music Instruments and Related Items	Yes	Yes
Option to Sell Novelty Items and Apparel	Yes	No
Admission Badges	5	3
Booth Space	10' x 10'	10' x 10'
One Table provided	Yes	Yes
Two Chairs provided	Yes	Yes
Booth Signage	Yes	Yes
Pipe and Drape	Yes	Yes
Company Contact Information in 2019 Program Book	Yes	Yes
Off-site Storage	Yes	Yes
Hospitality Snack Service	Yes	Yes
24-hour Security	Yes	Yes
Access to Music for All Housing Bureau	Yes	Yes
Complimentary 2019 Grand National Program Book	Yes	Yes
Two Reserved seat tickets for Finals	Yes	Yes

PREMIUM BOOTH HOURS*

Load-In Hours: Wednesday, November 13: 12:00 p.m. - 5:00 p.m.
Operating Hours: Thursday, November 14: 8:00 a.m. - 11:00 p.m.
Friday, November 15: 7:00 a.m. - 10:00 p.m.
Saturday, November 16: 7:00 a.m. - 5:30 p.m.
& 6:30 p.m. - 11:30 p.m.
Load-Out Hours: Saturday, November 16: 11:00 p.m. - 12:00 a.m.

STANDARD BOOTH HOURS*

Load-In Hours: Thursday, November 14: 8:30 a.m. - 3:00 p.m.
Operating Hours: Friday, November 15: 7:00 a.m. - 10:00 p.m.
Saturday, November 16: 7:00 a.m. - 5:30 p.m.
Load-Out Hours: Saturday, November 16: 6:00 p.m. - 8:00 p.m.

***Note:** Operating hours may adjust to coincide with final show schedule

GRAND NATIONAL EXPO

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EXHIBITOR FREQUENTLY ASKED QUESTIONS

How do I ship materials to be used at the Grand National Championships Expo?

All materials must be shipped to Fern Exposition, the show decorator (see contract for additional details). Materials may not be shipped to the stadium or Music for All. You will need to ship materials using your carrier to the decorator and they will take your materials to your booth the day you are scheduled to set up. Once your shipping boxes are empty, the decorator will take those and store them for you during the show. The decorator will return your empty boxes to your booth along with shipping labels and a bill of lading to be filled out and returned to the decorator prior to load out. The decorator will pick up your materials from your booth and ship them for you.

May I sell items from my booth?

Standard Booth exhibitors may sell only musical instruments and instrument/color guard-related equipment (I.e., reeds, sheet music, value oil, drum sticks, guitar picks, strings, stands, sabres, rifles, flags, etc.) Any exhibitor who wishes to sell novelty items and/or apparel must purchase a Premium Booth.

Premium Booth exhibitors may sell musical instruments and instrument/color guard-related equipment (I.e., reeds, sheet music, value oil, drum sticks, guitar picks, strings, stands, sabres, rifles, flags, etc.) as well as apparel and novelty items (I.e., hats, clothing, figurines, jewelry, stickers, sunglasses).

What is the procedure for ordering table coverings, furniture, and electricity for my booth?

Expo exhibitors will receive a link to the decorator's website with instructions about how to order and deadlines for ordering. One, eight-foot undraped table is provided as part of your registration. Our decorator will handle ordering table coverings, furniture, etc. for you based on your requested needs. A variety of items are available for rental including tables, skirting, banners, carpet, chairs, flowers, panelboard, wire mesh grids, cleaning services, forklifts, audio / visual equipment, internet, and electricity. Items vary in cost and there is often a discount for early ordering. Electricity may be ordered through Lucas Oil Stadium.

Where will I be allowed to go with my Exhibitor's Badge?

As an Exhibitor, you will receive multiple badges that can be used to gain access to the stadium. For each Premium Booth, you will receive five name badges. For each Standard Booth, you will receive three name badges. Your exhibitor badge will grant you access to the stadium during staff hours, which precede gate open times so that you can prepare for the show opening. You will be allowed access into the viewing area, but you will not have a reserved Finals seat with an Exhibitor's Badge. Each exhibiting company receives two complimentary Finals tickets in the exhibitor section. **Access to the field, warm-up areas, suites and press box is not permitted with an Exhibitor's Badge.**

Is there security on-site during the event?

There will be 24-hour security. This is a service provided through the stadium and does not guarantee that your booth materials will be watched all the time. The security team makes regular loops around the vendor area but is not assigned to stand guard at a particular location. When a representative is not able to be at your booth, it is recommended that you cover or secure all materials. Never leave electronics that are easily carried away without supervision. Insurance is at the cost of each exhibitor and is highly recommended.

How is sound controlled in the Exhibitor's Area?

Because the Expo area includes several musical instrument manufacturers, we understand that demonstrations will happen. In order to prevent distraction on the field during competition, we ask that demonstrations not exceed 85 decibels in sound and don't last for longer than 30 seconds at a time. If the noise in your booth exceeds what is allowable you can be asked to put away anything that makes noise in order for Music for All to ensure that our participants have the best experience possible.

What is the size of each booth?

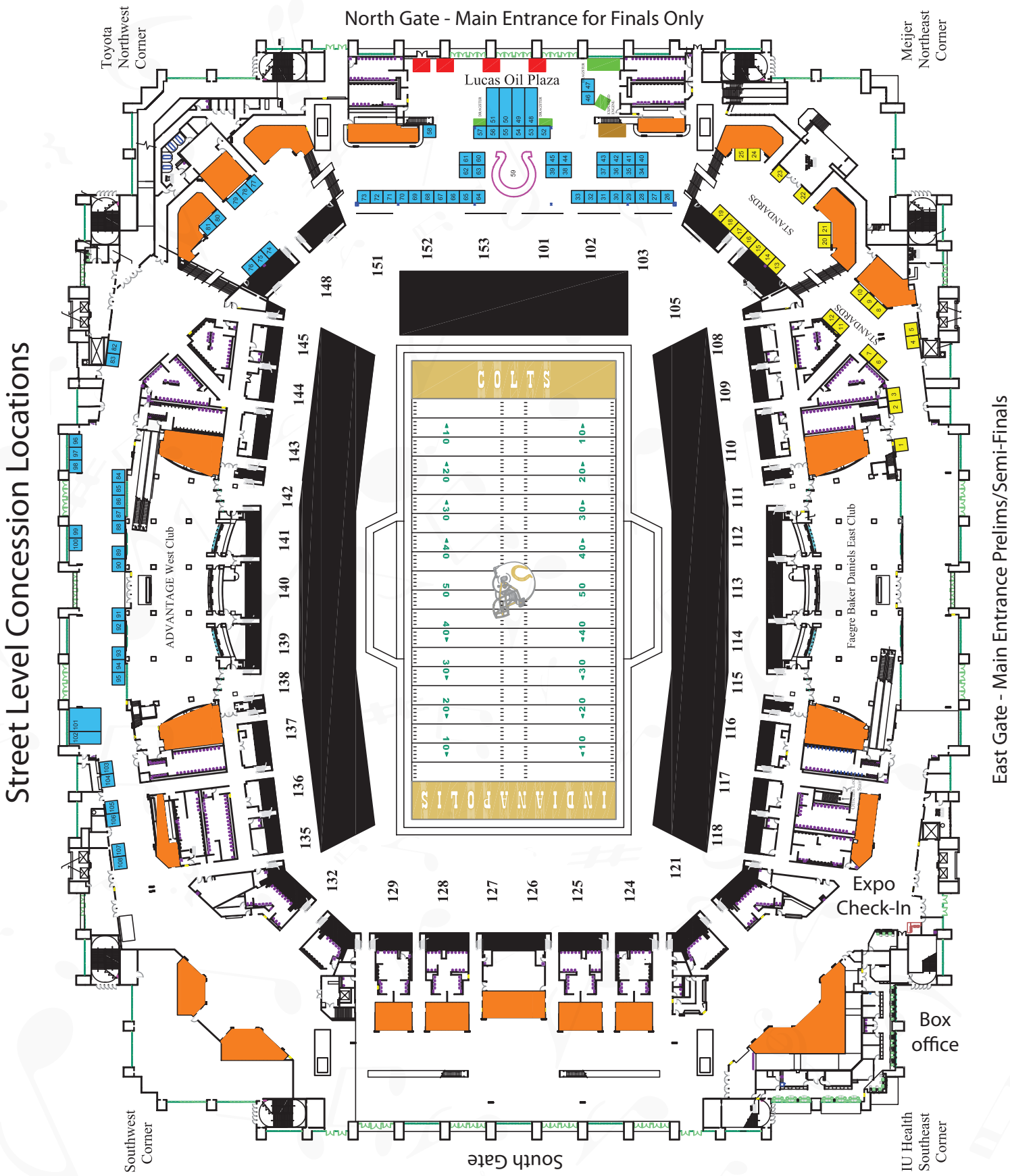
Each purchased booth space is 10 feet by 10 feet. The draping for the back is eight feet high and the side draping is three feet tall. All exhibitor booth display materials must remain within the assigned booth dimensions. Failure to comply with exhibit space restrictions may result in being asked to forfeit their space and booth fee. Storage around your booth is not guaranteed.

A LITTLE SOMETHING EXTRA:

Housing Bureau: Being a Grand National Exhibitor grants you access to use our Housing Bureau. This service, provided by cmcglobal, ensures you will receive the lowest fare on your hotel. To reserve hotel rooms please contact BOA Housing Coordinator Laura Jackson at housing@musicforall.org or 317.635.4755.

EXHIBIT FLOOR MAP

Standard Booths are exhibit spaces 1-25 (Yellow). Premium Booths are exhibit spaces 26-108 (Blue). Music for All booth is 59. Sponsors and partners of Music for All are given priority booth placement in their respective area – Premium or Standard per sponsor/partner contract benefits. Download a PDF of this map at musicforall.org and follow the Grand National Expo links. Because of stadium layout and fixtures change frequently, this floorpan and booth locations may change prior to the event.



GRAND NATIONAL EXPO

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2019 EXHIBITOR CONTRACT

Online Expo Contract: Save time and complete form online at **marching.musicforall.org/expo**

Company Name (as it should appear in the expo directory): _____

Address (as it should appear in the expo directory): _____

City: _____ State: _____ Zip: _____

Company Website (as it should appear in the expo directory): _____

Company Description: _____

_____

Main Contact: _____ Email: _____

Phone: (_____) _____ Cell: (_____) _____ Fax: (_____) _____

Please make a copy for your files and return original by ***September 27, 2019,*** *via mail, fax or email to Music for All 39 W. Jackson Place, Suite 150, Indianapolis, IN 46225 Phone: 800-848-2263; Fax: 317-524-6200, email: expo@musicforall.org.* ***Booth space will not be held unless payment is received there are no exceptions.***

EXPO EXHIBITOR OPTIONS

☐ Standard Booth Area (No Novelty or Souvenir Sales)
See Standard Booth Benefits page for more details.
$725 per booth (10' x10' booth)

Quantity of booths desired _____

☐ Premium Area*
See Premium Booth Benefits page for more details.
$1,275 per booth (10' x10' booth)

Quantity of booths desired _____

☐ Booth Location Request

*Please note the stadium map is not final and may be adjusted. Sponsors and partners of Music for All are given priority booth placement in their respective area – Premium or Standard per sponsor/partner contract benefits. We must have all paperwork and payment turned in before we can complete the booth assignments.

Requests will be processed based on postmark date of completed contract with full payment. ***Every effort will be made to accommodate such requests.***

_____
1st Booth Preference (Booth number or numbers for multiple contracted booths)

_____
2nd Booth Preference (Booth number or numbers for multiple contracted booths)

_____
3rd Booth Preference (Booth number or numbers for multiple contracted booths)

_____
Special Requests - Indicate here if you wish to be located adjacent to another exhibiting company.

****All exhibitors selling novelty items must be located in the Premium Area. Companies who are not selling novelty items CAN also reserve space in the Premium Area if they want the extended open hours. See "Sales from Booth" and "Logos" sections on page 2 of contract.***

PAYMENT INFORMATION

Full Fee is required in order to reserve booth space.

☐ Check is enclosed.

☐ Charge my VISA / MASTER CARD / AMERICAN EXPRESS/ DISCOVER
(circle one) MasterCard VISA AMERICAN EXPRESS DISCOVER CARD

Card#: _____

Expiration Date: _____ CVV: _____

Signature: _____

Page 2 of contract must be signed and returned before contract is complete.

Please send completed application by September 27, 2019:

Music for All
Attn: Natalie Mince
39 W. Jackson Place, Suite 150
Indianapolis, IN 46225
Fax: 317.524.6200
Email: expo@musicforall.org

Date Entered _____ Acct _____ Amt $ _____ Check # _____ Date _____

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2019 EXHIBITOR CONTRACT, PAGE 2

Terms, Conditions and Rules:

In consideration of the mutual promises herein contained, the sufficiency of which is hereby acknowledged, Music for All, Inc. ("MFA"), and the Exhibitor ("Exhibitor") agree as follows:

RENTAL FEE: In exchange for being allowed to exhibit its product(s) and/or services at the MFA 2019 Grand National Championships Expo ("Expo"), Exhibitor shall pay to MFA the amount provided on the Exhibitor's signed contract. MFA reserves the right to refuse reservations for any entity it deems not in keeping with its mission statement.

EXHIBITOR CANCELLATION AND REFUNDS: MFA will only issue refunds for cancellations made before October 1, 2019. Fees paid will be refunded less $100 administrative fee per booth. Any refunds due will be paid by December 31, 2019. No refunds will be issued for cancellations made after October 1, 2019. Fees paid cannot be credited and/or applied to the 2020 Expo.

ASSIGNMENT OF EXHIBIT SPACE: MFA shall assign exhibit space to the Exhibitor in priority order based on receipt of a signed contract and payment. **Assignment of exhibit space is issued for the period of this Expo only and does not imply that the same or similar space be held or offered for future exhibits.** Every effort will be made to respect the Exhibitor's space choices whenever possible, but MFA's placement decision will be final. MFA reserves the right to transfer assignments when such action is deemed to be in the best interest of the total exhibition. MFA reserves the right to withdraw its acceptance of the contract if it determines in its sole discretion that the Exhibitor is not eligible to participate or the Exhibitor's products or services are not eligible to be displayed in this exhibit space.

EXHIBIT SPACE: An exhibitor shall not assign any portion of its rented exhibit space to a third party. MFA reserves the right to see that third party promotional materials, products, literature and displays in the exhibit area are removed immediately.

INSTALLATION AND DISMANTLING: MFA will establish installation and dismantling hours (a.k.a. Load-In/Load-Out Hours). Exhibitor explicitly agrees that failure to install products in assigned exhibit space or fails to remit payment for space rental at the time specified, MFA shall have the right to take possession of said space and lease the same or any part thereof to such parties and upon such terms and conditions as it deems proper. In addition, the Exhibitor shall not dismantle or interfere with the orderly conduct and display of the exhibits until the Expo is closed to the public.

OFFICIAL DECORATOR: Fern Exposition and Event Services ("Decorator") is the official Decorator for the Expo, and will be the Exhibitor's direct contact and resource for equipment rental.

Fern Exposition & Event Services
1147 S White River Pkwy E Drive
Indianapolis, IN 46225
Phone: 317.635.9606
Fax: 317.634.0993

DISPLAYS AND DECORATIONS: Merchandise, signs, decorations or display fixtures shall not be pasted, taped, nailed or tacked to exhibit space walls or floor. Exhibitor shall be held liable for any personal injury or property damages caused by failure to comply with said Expo rules. No exhibit, merchandise or equipment shall be left in any aisle, but shall be confined to the exhibit space. No signs or advertising materials or devices shall be displayed outside of the assigned exhibit space or interfere with any neighboring exhibitor spaces.

SAFETY: Exhibitor shall ensure that all displays and decorations are flameproof, and that all wired devices and sockets are in good condition and meet the requirements of local law. The Exhibitor's display materials must not obstruct exits, fire alarms and fire extinguisher equipment. All booth materials must conform to local building, electrical fire safety and environmental codes.

SALES FROM BOOTH: Sales of attire, souvenir or novelty items can only be made in the **Premium Area**. Music for All does not guarantee any sales or take responsibility for revenue exchange during the event. Exhibitors selling attire, souvenirs or novelty items must reserve space in the Premium Area. The cost for space in the Premium Area is $1,275 per booth. The sale of musical instruments and instrument-related equipment is allowed in the standard booth area. Music for All, its logos and marks are copyrighted. Music for All and Bands of America's names, logos or Grand National Championships or any reference to the event may NOT appear on any items to be sold or distributed free of charge by any entity other than Music for All without express written consent in advance. At the conclusion of the 2019 Expo, the Premium Booth exhibitor shall be required to provide MFA with a report of sales generated during the Grand National Championships. Failure to provide such information will be considered when making future booth requests.

EXHIBITOR CONDUCT: Exhibitor shall not congregate or solicit trade in the aisles. The prior written consent of MFA is required for the employment or use of any live model, demonstrator, solicitor or device for the mechanism reproduction of sound. Such employment or use shall be confined to the Exhibit Space. MFA, in its sole and absolute discretion, may withdraw its consent at any time, in which event Exhibitor shall terminate such activity immediately. Exhibitors are prohibited from bringing alcoholic beverages into the Exhibit Area. Exhibitors or any of its representatives shall not conduct itself in a manner offensive to standards of decency or good taste. Exhibitor shall abide by and observe all laws, rules regulations and ordinances of any applicable government authority and all rules of the Exhibit Building.

MEDIA: MFA shall document the Expo through the use of photographs, video recordings, audio recordings, and other forms of media (collectively the "Media"). The Exhibitor may be captured by or otherwise the subject of the Media throughout the Expo. The Exhibitor authorizes MFA to use such Media in MFA materials. Exhibitors are prohibited to engage in Media production without prior consent of MFA.

LOGO: MFA and Bands of America logos have been copyrighted and are protected by and under the U.S. copyright laws against its unauthorized use. By becoming an exhibitor, the applicant acknowledges such exclusivity, and, further agrees not to use said logo.

WEBSITE: The internet website ***www.musicforall.org*** is owned by Music for All, and may provide links to other websites not in its control, and is not responsible for the content of any linked website and does not make any representations regarding the content or accuracy of information on such third party website, nor does the inclusion of any link necessarily imply that MFA endorses, approves, or sponsors any information available at the linked site of any products that may be sold there. Permission must be granted by MFA prior to using MFA's logos.

CONTACT INFORMATION: MFA will collect contact information for each exhibitor. The Exhibitor authorizes MFA to print its contact information in the Grand Nationals Program Book and release their contact information to sponsors and supporters of MFA.

CANCELLATION/TERMINATION OF EXPO: If the premises where the Expo is to be housed are destroyed or damaged, or if the Expo or any part thereof is prevented from being held, or is cancelled or terminated, MFA in its sole discretion, shall determine and refund to the Exhibitor its proportionate share of the balance of the aggregate exhibit fees received which remains after deducting expenses incurred by MFA and reasonable compensation to MFA. In no case shall the amount of refund exceed the amount of the exhibit fee paid.

INDEMNITY AND LIMITATION OF LIABILITY: Neither MFA, Bands of America, nor the host Lucas Oil Stadium facility ("Exhibit Building"), nor any of its officers, agents, employees, or other representatives shall be held liable, and they are hereby released from liability for, any damage, loss, harm, or injury to the person or property of the Exhibitor or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire, water, or accident or any other cause. Exhibitor shall indemnify, defend and protect MFA and the Exhibit Building and save MFA and the Exhibit Building harmless from any claims, demands, suits, liability damages, loss, costs, attorneys fees, and expenses of any kind which might result from or arise of any action or failure to act on the part of the Exhibitor or its officers, agents, employees, or other representatives. It is the responsibility of the Exhibitor to maintain proper insurance for its property and liability.

AGREEMENT TO TERMS, CONDITIONS AND RULES: It is Exhibitor's responsibility to be fully familiar with the terms of this agreement and to observe and abide by the foregoing Terms, Conditions and Rules.

Name: _____

Signature of Authorizing Person: _____

Company: _____

Date: _____

GRAND NATIONAL EXPO

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2019 EXHIBITOR NAME BADGE FORM

Online Expo Forms: Save time and complete form online at **marching.musicforall.org/expo**

Return by October 25, 2019, to *Music for All, Inc. 39 W. Jackson Place, Suite 150 Indianapolis, IN 46225 Fax: 317.524.6200 Email: expo@musicforall.org*

Company Name: _____

Contact Name: _____ Contact Email: _____

Please check one: ☐ Standard Booth ☐ Premium Booth

PLEASE PRINT OR TYPE:

Booth #1

1. _____
2. _____
3. _____
4. (Premium) _____
5. (Premium) _____

Booth #2

1. _____
2. _____
3. _____
4. (Premium) _____
5. (Premium) _____

Booth #3

1. _____
2. _____
3. _____
4. (Premium) _____
5. (Premium) _____

EXTRA BADGE PAYMENT INFORMATION

Number of Extra Badges: _____ X $96 = $_____(Total Due)

Charge my: ☐ Visa ☐ Mastercard ☐ Discover ☐ American Express

☐ Check Enclosed

Account #: _____

Expiration Date: _____ Date: _____

Name of Card Holder: _____

Signature: _____

Submit form and payment to:

Music for All, Inc. 39 W. Jackson Place, Suite 150 Indianapolis, IN 46225 Fax: 317.524.6200 Email: expo@musicforall.org

Deadline: October 25, 2019

EXTRA BADGE INFORMATION

Standard exhibitors are allowed up to THREE name badges per booth. Premium exhibitors are allowed up to FIVE name badges per booth.

Name badges allow you admittance to Lucas Oil Stadium Thursday, Friday and Saturday, but do not guarantee a seat for Saturday night's finals as all seats are reserved. Extra name badges will cost $96.00 (the cost of a two-day Prelims and Semi-Finals pass).

Each exhibiting company will receive TWO complimentary reserved seat Finals Tickets for Saturday night. Thursday, Friday and Saturday's Semi-Finals are all general admission seating.

An exhibitor badge will allow exhibitors to enter the stadium on Thursday, Friday and Saturday. The additional badge is to allow exhibitors to have a badge with a name for employees working their booth, while granting that person entry into the stadium for the event. Badges do not grant access to the field, warm up areas, suites, press box or a seat for Finals.

FOR OFFICE USE ONLY: Date _____ CC/Check # _____ Amt $ _____ ID # _____ Date Entered _____

Exhibitor Information Packet

November 14 - 16, 2019
Lucas Oil Stadium
Indianapolis, IN