

BUSINESS AVIATION EXPO

business air travel • aircraft ownership • air freight



EXHIBITOR REGISTRATION

ABOUT THE EVENT

Thursday, September 22, 2016

11:00 a.m. – 6:00 p.m.

Oakland County International Airport

6500 Highland Road | Waterford, Michigan

Connect your company or organization with Oakland County, Michigan's business leaders and members of the Michigan Business Aviation Association (MBAA) as an exhibitor at the Air Transportation Expo.

Oakland County Executive L. Brooks Patterson is inviting business owners, c-suite executives, transportation managers, and high net worth individuals to the event to learn more about business and private aviation as an alternative to commercial airlines.

The Expo is hosted by Oakland County International Airport and the MBAA in coordination with Automation Alley and Oakland County Economic Development & Community Affairs. It will feature more than 15 business aircraft, more than a dozen vendors, breakout sessions about business aviation, and a welcome and keynote address by Mr. Patterson.

WHO ATTENDS?

The invitation list includes:

- Clients & prospects of existing general aviation companies
- Clients & prospects of aircraft manufacturers
- Select members of Automation Alley
- Business owners in the greater Oakland County region
- Michigan Business Aviation Association members
- Michigan Economic Development Corp members

ABOUT THE OAKLAND COUNTY INTERNATIONAL AIRPORT

Oakland County International Airport connects business travelers with destinations around the world. As Michigan's second busiest airport, it helps local businesses to prosper with a \$175 million impact on the region. Its modern facilities include the first LEED-gold certified general aviation airport terminal in the United States.

For more information, go to www.OakGov.com/airports.

**EXPO
HOSTS**



**MEDIA
PARTNER**

CRAIN'S
DETROIT BUSINESS

SCHEDULE & TIMING

STAGING

Wednesday, September 21 noon – 6:00 p.m.
Thursday, September 22 7:00 a.m. – 9:00 a.m.

EXHIBIT

Thursday, September 22 11:00 a.m. – 6:00 p.m.
Exhibits must remain open for the full duration of the event.

MOVE-OUT

Thursday, September 22 after 6:30 p.m.



EXHIBIT SPACES AVAILABLE

Indoor Conference Center Display **\$300**

- 6' x 6' table display area
- Name and contact information included in event program
- Includes one complimentary registration

Aircraft Display

More than 15 static display aircraft will be on exhibit for tours and viewing. Exhibit pricing is based on aircraft size, as follows:

Small Single Engine Aircraft **\$650**

- Aircraft up to 5,100 lbs.
- Name and contact information included in event program
- Includes five complimentary registrations

Light Twin Engine Aircraft **\$900**

- Aircraft between 5,101 lbs. and 9,000 lbs.
- Name and contact information included in event program
- Includes seven complimentary registrations

Turboprop Aircraft **\$1,150**

- Aircraft between 9,001 lbs. and 15,000 lbs.
- Name and contact information included in event program
- Includes ten complimentary registrations

Large Aircraft **\$1,400**

- Aircraft between 15,001 lbs. and 75,000 lbs.
- Name and contact information included in event program
- Includes twelve complimentary registrations

Heavy Aircraft **\$2,250**

- Aircraft over 75,000 lbs.
- Name and contact information included in event program
- Includes twelve complimentary registrations

Outdoor Static Display Canopy or Tent **\$250**

- Charged on a per-structure basis
- Exhibitor must provide tent/canopy and be in control of the structure at all times
- Pre-approval by Event Coordinator must be obtained
- Structure cannot be nailed, drilled, tacked or affixed to ramp

Support Vehicle/Trailer **\$1,000**

GPU Power Charge Rental **\$1,000**

- Rental fee includes use of unit and shipping
- Generator power provided as part of display pricing
- A/C or D/C available

Self-furnished GPU Connection **\$75**

Static Display 110V Accessory Power **\$175**

Portable Air Conditioning/Chiller Units

- Available upon request by September 1 at additional cost (contact Bob Sarazin at (248) 249-7125)
- 2-ton unit price TBD
- 3.5-ton unit price TBD

TERMS & CONDITIONS

Liability

In signing this agreement, Participant acknowledges and agrees to assume and retain all risk of loss or of damage to the displayed aircraft from and against any cause. In addition, Participant's insurer will waive all rights of subrogation related to loss or damage to the displayed aircraft. The County of Oakland, Michigan Business Aviation Association and Participant hereby release the other from any and all liability or responsibility for any loss or damage to aircraft, even if such loss or damage shall have been caused by the fault or negligence of the party for whom such party may be responsible.

Hold Harmless

Participant assumes complete responsibility and agrees to protect, indemnify, defend and hold the County of Oakland and Michigan Business Aviation Association, including all officers, agents, servants and employees thereof, harmless from any and all liabilities, losses, suits, judgments, fines, penalties, costs, damages, expenses (including cost of suit and reasonable expenses or legal services), claims or demands arising out of or caused by Participant's acts or omissions.

Certificate of Insurance

Participant shall furnish Oakland County certificates of insurance issued by insurance underwriters evidencing existence of valid policies of insurance with aircraft liability limits of not less than: (1) commercial general liability insurance, including broad form contractual liability coverage, with limits of at least \$5,000,000 combined single limit, per occurrence, for bodily injury and property damage, at least \$1,000,000 for products-completed operations aggregate, at least \$1,000,000 for personal and advertising injuries and at least \$50,000 for fire damage; (2) aircraft liability insurance with limits of at least \$5,000,000 combined single limit, per occurrence, for bodily injury and property damage including passengers; (3) aircraft hull (all risk) insurance for the full replacement value of the aircraft; (4) workers' compensation insurance in accordance with statutory limits and employers' liability with limits of at least \$1,000,000 per accident; and (5) if Exhibitor will own or operate any motor vehicles at the event, automobile liability insurance with limits in an amount adequate to cover all of Exhibitor's motor vehicles at the event but not less than \$1,000,000. All insurance must be primary and non-contributory to any other insurance coverage and Exhibitor shall obtain a waiver of subrogation on each policy in favor of the additional insured parties. Michigan Business Aviation Association, and the County of Oakland, its Aviation Division, its officers, directors, officials, agents and employees must each be named as additional insured on the liability insurance policies where allowed by law and policy form to the limits of each policy, even if those limits are in excess of the requirements of this section.

Self-Furnished GPU Power Unit Criteria

Unit must accept and be configured for 208 Volt 3 Phase input power and be in good working condition. Owner representative must be present during electrical connection or prior to power activation on Thursday, September 22, 2016 between 7:00 a.m. and 11:00 a.m. Input power plug to be removed. Unit must be delivered to Static Display Area on Wednesday, September 21, 2016 between noon and 6:00 p.m. For more information, please contact Bob Sarazin at (248) 249-7125.

Shipping / Storage

Contact Bob Sarazin at (248) 249-7125.

HAVE QUESTIONS?

Event Logistics Coordinators

Robert Sarazin, Pentastar Aviation
rsarazin@pentastaraviation.com
telephone: (248) 249-7125

Matt Brennan, Corporate Eagle
mbrennan@corporateeagle.com
telephone: (248) 461-9012

Sponsorship & Exhibit Coordinator

Patricia Shull, OCIA
shullp@oakgov.com
telephone: (248) 666-3900

REGISTRATION INFORMATION

Payment Methods:

Check or credit cards (Visa, Mastercard or Discover) are an accepted form of payment. Certificate of Insurance and payment in full must be received by September 1, 2016. No refunds will be made unless the event is cancelled.

Make check payable to:

County of Oakland

Mail form and check to:

Oakland County International Airport
c/o Michelle Stover
6500 Highland Road
Waterford, Michigan 48327

Questions about payment?

Michelle Stover
OCIA@oakgov.com
(248) 666-3900

SPONSORSHIP OPPORTUNITIES

There are a variety of sponsorship options at a range of price points. For more information, contact Patricia Shull at shullp@oakgov.com or (248) 666-3900.

BUSINESS AVIATION EXPO • SEPTEMBER 22, 2016

EXHIBITOR REGISTRATION FORM

Company Name _____

Contact Name _____ Job Title _____

Address _____ City, State ZIP _____

Office Phone _____ Cell Phone _____

Website _____ Email _____

	Pricing & Quantity	Power Requirements	Total Enclosed
<input type="checkbox"/> Indoor Conference Center Display (limited space available)	\$300 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> electrical outlet required	\$
<input type="checkbox"/> Small Engine Aircraft Display*	\$650 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required	\$
<input type="checkbox"/> Light Twin Engine Aircraft Display*	\$900 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required	\$
<input type="checkbox"/> Turboprop Aircraft Display*	\$1,150 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required	\$
<input type="checkbox"/> Large Aircraft Display*	\$1,400 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required	\$
<input type="checkbox"/> Heavy Aircraft*	\$2,250 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required	\$
<input type="checkbox"/> Outdoor Static Display Canopy or Tent	\$250 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> electrical outlet required	\$
<input type="checkbox"/> Support Vehicle/Trailer	\$1,000 X QTY	<input type="checkbox"/> no power required <input type="checkbox"/> electrical outlet required	\$
<input type="checkbox"/> GPU Power Charge Rental	\$1,000 X QTY	<input type="checkbox"/> A/C <input type="checkbox"/> D/C	\$
<input type="checkbox"/> Self-furnished GPU Connection	\$75 X QTY	<input type="checkbox"/> A/C <input type="checkbox"/> D/C	\$
<input type="checkbox"/> Static Display 110V Accessory Power	\$175 X QTY		\$
<input type="checkbox"/> Portable Air Conditioning/Chiller Units	TBD X QTY	<input type="checkbox"/> 2-ton unit <input type="checkbox"/> 3.5-ton unit	\$

* Please complete the attached aircraft registration for each model you will have on display.

TOTAL ENCLOSED \$ _____
Insurance certificate enclosed

I hereby agree to the Terms & Conditions set forth in this exhibition agreement for the Business Aviation Expo being held on September 22, 2016 at the Oakland County International Airport, Waterford, Michigan. Payment in FULL must be received by September 1, 2016. No refunds will be made unless the event is cancelled.

Signature _____ Date _____

AIRCRAFT REGISTRATION INFORMATION

Company Name _____

Aircraft Type	Registration Number	Make / Model	Power Requirement
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required
<input type="checkbox"/> Small single engine <input type="checkbox"/> Light twin engine <input type="checkbox"/> Turboprop <input type="checkbox"/> Large <input type="checkbox"/> Heavy			<input type="checkbox"/> no power required <input type="checkbox"/> providing own GPU <input type="checkbox"/> GPU rental required <input type="checkbox"/> 110V power required