



# 50<sup>th</sup> Annual Conference

February 11-16, 2027  
The Diplomat Beach Resort

## 2027 NLMC Exhibiting and Sponsorship Options\*

### Conference Exhibitor \$5,850

- Includes an Exhibit Table and One Conference Registration.
- Additional registrations may be purchased at \$1895 each.

### Breakfast Sponsor \$16,800

- Breakfast Sponsors are invited to provide a 15-minute promotional presentation at the start of the session day.
- 4 conference registrations
- Exhibit Table
- Full-page ad in the Conference Agenda
- High-profile conference signage

### Conference Bag Sponsor \$14,000

- Your company logo is featured on a heavy-duty canvas bag that is distributed to all conference attendees.
- Exhibit Table
- 2 conference registrations
- Full-page ad in the Conference Agenda
- High-profile conference signage

### Coffee Reception Sponsor \$11,500

- This sponsorship provides mid-morning selection of coffee, teas and soft drinks, served in hot cups bearing company logo.
- 2 conference registrations
- Exhibit Table
- Full-page ad in the Conference Agenda.
- High-profile conference signage

### Lanyard Sponsor \$7,500

- Features your company logo on attendee lanyard.
- 2 conference registrations
- Full-page ad in the Conference Agenda
- High-profile conference signage

### Conference Agenda Ads

- Back Cover **\$5,000**
- Inside Front / Inside Back Cover **\$2,500**
- Full-page **\$1,750**

### Platinum Sponsor \$20,000

- Exhibit Table
- 6 conference registrations
- Full-page ad in the Conference Agenda (back cover, if available)
- High-profile conference signage

### Gold Sponsor \$9,700

- Exhibit Table
- 2 conference registrations
- Full-page ad in the Conference Agenda
- High-profile conference signage

### Silver Sponsor \$3,100

- Full-page ad in the Conference Agenda
- High-profile conference signage

\* Exhibiting and sponsor payments can be made by visiting the NLMC Website at [LaborAndManagement.org](https://LaborAndManagement.org) and clicking on the Registration Link. Alternatively, contact Carol Shields at [cshields@laborandmanagement.org](mailto:cshields@laborandmanagement.org) for an invoice. Terms and conditions apply (See pages 5 & 6).

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## EXHIBITORS:

- **Registration** is open 3pm-6pm, Thursday, February 11.
- **Main Exhibit Area:** Set up 3pm-6pm, February 11. Breakdown is February 16, after 10:30am.
- **Exhibit Hours:** Friday, February 12, Saturday February 13, Monday February 15 from 7:30am-1pm; Tuesday, February 16 from 8am-noon.
- **Electric/AV:** The following link reflects prices valid in 2026. The link will reflect 2027 pricing on 1/1/27. For information and sign up, view this [link](#).
- For the 2027 Conference, Exhibit tables will be 6' long, 30" wide, undraped on carpeted surface with 2 chairs.
- **Exhibitor shipping:**
  - The hotel's business office is operated by FedEx. A FedEx rep will be stationed in the exhibit hall (GH5&6) from 3-6 pm Thursday, February 11 to receive payment and bring your materials to the exhibit floor.
  - Or, you can sign for your materials at the FedEx Office, located in the South Tower, Room 210. You may also call the office on the 10th or 11th to make your payment (office 1-954-458.6578 | mobile 1-305-319-9113).
  - In the event you need to set up on Friday from 7-7:30 am, there will be a FedEx rep stationed at that time.

**IMPORTANT:** Use the attached Shipping event label and place it on all boxes. Provide the name of your booth and the name of the individual who will be retrieving the boxes. Please email your tracking numbers to [floyd.amos@fedex.com](mailto:floyd.amos@fedex.com).

## CONFERENCE BAG ITEMS:

Sponsors and exhibitors may include items for the attendee conference bag. Ship to: Diplomat Beach Resort, 3555 South Ocean Drive, Hollywood, FL 33019  
ATT: Carol Shields, National Labor & Management Conference: For Conference Bag (Only conference bag items may be sent to Carol Shields) – follow FEDEX shipping instructions FOR ALL OTHER SHIPMENTS).

- Items for bag must arrive at the Diplomat no later than Tuesday, February 9, 2027
- Email: [CS Shields@LaborAndManagement.org](mailto:CS Shields@LaborAndManagement.org) – indicate number of boxes/contents

## AGENDA ADVERTISING:

Sponsorship includes an ad; Exhibitors & others may purchase separately:

### Print ad size

**Trim Size:** 8.5" x 11",

**Live Area:** 7.75 x 10.25",

**Bleed Size:** 8.75 x 11.25,

submit ad digitally as a high-resolution pdf, hi-res JPEG at 300 dpi

- Email a pdf or jpeg to: [CS Shields@laborandmanagement.org](mailto:CS Shields@laborandmanagement.org)

**FIRM DEADLINE: January 14, 2027**

### Sponsor Logo Specs:

Preferred file VECTOR .ai or eps file; size 6" x 4";

Logos with embedded images must include linked image.

Logos in image format (jpg, png, tif, gif)

**MUST be minimum 300 dpi** (no web files) 7"x5".

### FIRM DEADLINE FOR LOGOS:

**January 14, 2027**

Raffle Items (*strongly encouraged*): Items may be raffled directly from the exhibit booth, or from the General Session at the end of the daily program.

## HOTEL RESERVATIONS:

The hotel books quickly; do make your hotel reservations as soon as possible. You may call the Diplomat at 1-855-689-2911 and ask for the conference rate for the NLMC, or reserve [online](#). See the following pages for FedEx Rates and shipping label.



# The Diplomat Beach Resort Shipping Instructions

## Preparing Your Shipment

FedEx Office is committed to providing you with an outstanding experience during your stay. All guest and event packages being shipped to the property must follow the address label standards (illustrated below) to prevent package routing delays. Please schedule your shipment(s) to arrive four days prior to the event start date to avoid additional storage fees. Use the name of the recipient who will be on-site to receive and sign for the package(s). Please do not address shipments using property employee names unless the items are specifically for their use (e.g., hotel specifications, rooming lists or signed documents); this includes arranging for deliveries to all areas on the property.

If a package has not been picked up by the recipient and no contact information is provided, the package will be returned to the sender, who will be responsible for all additional shipping fees. For more information on package retention, the Return to Sender process, or to schedule package deliveries, please contact the FedEx Office business center at **954.458.6578**. Package deliveries should only be scheduled after the recipient has completed the check-in process.

## Package Labeling Standards and FedEx Office Contact

(Guest Name) (Guest Cell Number)  
c/o FedEx Office at The Diplomat Beach Resort  
3555 South Ocean Drive  
Hollywood, FL 33019  
(Convention / Conference / Group / Event Name)

Box \_\_\_\_ of \_\_\_\_

### FedEx Office Business Center

The Diplomat Beach Resort  
3555 South Ocean Drive  
Hollywood, FL 33019

Phone: 954.458.6578

Fax: 954.458.6588

Email: [usa5718@fedex.com](mailto:usa5718@fedex.com)

### Operating Hours

Mon.–Fri.: 7:00 a.m. - 7:00 p.m.

Saturday: 8:00 a.m. - 4:00 p.m.

Sunday: 10:00 a.m. - 4:00 p.m.

## Shipments With Special Requirements

Meeting and event planners, exhibitors and attendees are encouraged to contact FedEx Office with any specific questions in advance of shipping their items. If you have any special needs (e.g., refrigeration requirements, after-hours delivery requests or changes to your meeting dates or rooms), please work directly with your Event Manager, who will communicate these needs to FedEx Office in advance of your event.

## On-Site Package Delivery

In most cases, FedEx Office will complete delivery or pickup of packages within the conference and meeting rooms, lobby area and guest suites, but please consult with a FedEx Office team member for specific delivery limitations that may exist. In cases where a drayage company or a meeting decorator is used, FedEx Office team members will work closely with those vendors for proper package routing and release items directly to those vendors if they are on the property when the shipments arrive. Any decorator or drayage packages requiring overnight storage by FedEx Office will be assessed a handling fee. If your meeting/ event is being handled by a drayage company or decorator, please ensure your shipments are being sent directly to the drayage company's or decorator's specified address. Items that require extra handling, such as pallet/crate breakdown or build up, multiple pickup or delivery points, or collecting or disposing of packaging materials, will be assessed an additional fee of \$70.00 per hour with a minimum of \$35.00 for 30 minutes. This fee will be assessed for each FedEx Office team member dedicated to perform these additional services. Please note that FedEx Office team members cannot lend out any moving equipment, which includes pallet jacks, dollies and flatbed carts.

## Package Delivery to Guest Suites/Meeting Rooms

In most cases, FedEx Office will complete delivery or pickup of packages to guest suites, but please consult with a FedEx Office team member for any specific delivery limitations that may exist. FedEx Office is not authorized to leave packages unattended in guest suites and/or meeting rooms. A guest with authorization to sign for the delivery and approve any charges for handling and delivery fees must be present in guest rooms and/or meeting rooms.



# The Diplomat Beach Resort Shipping Instructions

## Upon Your Arrival

Packages will be available for pickup at the FedEx Office business center; a handling fee will apply. Packages, pallets, crates, display cases and other heavier items may be scheduled for delivery by contacting our staff at **954.458.6578** a delivery fee will apply. Package deliveries should only be scheduled after the recipient has completed the check-in process. In order to maintain the proper chain of custody, FedEx Office requires the package recipient's signature before a package can be released from FedEx Office. Release signatures are captured at the time of package pickup or package delivery to the recipient.

## Upon Your Departure

FedEx Office offers pack and ship services and packaging supplies, such as boxes, tape, etc., which are also available for purchase at the FedEx Office business center. All outbound packages must have a completed carrier airbill affixed to each package. FedEx Express® shipping boxes and airbill forms are available and are complimentary. Outbound packages and freight to be picked up by a third-party courier should be coordinated directly with those vendors, and communication should be sent to FedEx Office indicating when those items will be picked up. FedEx Office will not make arrangements for freight or third-party courier transportation and/or pickup. Outbound handling fees will be applied to all packages and freight, regardless of carrier, in addition to shipping/transportation fees.

## Package Handling and Storage Fees

| Package weight          | Package pickup or dropoff by guest | Package pickup or delivery by FedEx Office |
|-------------------------|------------------------------------|--------------------------------------------|
| Envelopes up to 1.0 lb. | \$4.00                             | \$7.00                                     |
| 0.0–1.0 lb.             | \$4.00                             | \$7.00                                     |
| 1.1–10.0 lbs.           | \$10.00                            | \$15.00                                    |
| 10.1–20.0 lbs.          | \$15.00                            | \$20.00                                    |
| 20.1–30.0 lbs.          | \$25.00                            | \$30.00                                    |
| 30.1–40.0 lbs.          | \$30.00                            | \$36.00                                    |
| 40.1–50.0 lbs.          | \$35.00                            | \$42.00                                    |
| 50.1–60.0 lbs.          | \$40.00                            | \$50.00                                    |
| 60.1–150.0 lbs.         | \$55.00                            | \$66.00                                    |
| Pallets & crates*       | –                                  | \$250.00 or \$0.80/lb. > 312 lbs.          |

Package weights will be rounded up to the nearest pound.

\*For inbound/outbound pallets or crates, the receiving and delivery charges are consolidated into a single fee of \$250.00 or \$0.80/lb. > 312 lbs., which is applied to each pallet/crate handled.

| Package weight          | Storage fee after 5 days |
|-------------------------|--------------------------|
| Envelopes up to 1.0 lb. | No charge                |
| 0.0–10.0 lbs.           | \$5.00                   |
| 10.1–30.0 lbs.          | \$10.00                  |
| 30.1–60.0 lbs.          | \$15.00                  |
| 60.1–150.0 lbs.         | \$25.00                  |
| Pallets & crates        | \$50.00                  |
| Over 6.5' in size       | \$25.00                  |

A one-time package storage fee will apply to each package received and stored for more than five (5) calendar days. Items measuring over 6.5 feet in size are considered oversize and will be assessed an additional oversize fee if stored for more than five (5) calendar days.

## Additional Services

Items that require extra handling, such as pallet/crate breakdown or build up, multiple pickup or delivery points, or collecting and disposing of packaging materials, will be assessed an additional fee of \$70.00 per hour with a minimum of \$35.00 for 30 minutes. This fee will be assessed for each FedEx Office team member dedicated to perform these additional services. Please note that FedEx Office team members cannot lend out any moving equipment, which includes pallet jacks, dollies, and flatbed carts.

## Terms and Conditions

Receiving, delivery and storage charges are payable at the time of delivery. Recipient may be required to present government-issued photo identification and sign for delivery. Shipper must comply with all applicable local, state and federal laws, including those governing packing, marking, labeling and shipping. **OBTAIN FIRE, CASUALTY AND ALL OTHER INSURANCE ON PACKAGE CONTENTS PRIOR TO SHIPPING.** Neither the Property nor FedEx Office and Print Services, Inc. provide such insurance. Neither the Property nor FedEx Office and Print Services, Inc. nor the employees, agents or contractors of either firm will be liable for any damages, whether direct or indirect damages, relating to or arising out of any loss or damage to any package or its contents, unless a package is lost after receipt on the Property, in which case such liability shall be limited to the lesser of \$100 or the liability of the carrier indicated above. By sending your package to the Property, you agree to be bound by any additional terms and conditions that the Property or FedEx Office and Print Services, Inc. may establish from time to time for receiving and delivering of packages.

## Exhibitor and/or Sponsorship Terms and Conditions

As a condition of being an Exhibitor and/or Sponsor at the National Labor & Management Conference (NLMC, Inc.), all Exhibitors and/or Sponsors agree to the following Exhibitor & Sponsor Terms and Conditions ("Terms and Conditions"). By submitting a booth space or sponsorship application, Exhibitors and Sponsors agree to abide by these Terms and Conditions, and any other rules and regulations set forth for the Conference, including any special requirements that are imposed by the facility at which the Conference will be held ("Facility"). Exhibitor and/or Sponsor agrees and understands that these Terms and Conditions are contractual in nature, and become part of the binding and legally enforceable agreement between the Exhibitor/Sponsor and NLMC, Inc. relating to Exhibitor's/Sponsors attendance and exhibiting activities at the Conference.

### Payment, Cancellation, and Refunds.

- **Payment Terms.** Booth rental and sponsorship balance must be paid in full within 30 days upon receiving the invoice. Failure to make payment does not relieve the obligation to pay the contracted amount. NLMC, Inc. reserves the right to reassign reserved exhibit booth location due to failure to make timely payment.
- **Conference Policy.** The parties agree that if the Conference is cancelled in whole or in part, or its scheduled opening is cancelled or delayed, due to fire, explosion, strike, freight embargo, act of God, act of public enemy, act of war, war, act of terrorism, civil disturbance, act of any government, de jure or de facto, or governmental declaration or regulation, epidemic or other event over which NLMC, Inc. has no control, then the Exhibitor/Sponsor contract may be immediately amended or cancelled by NLMC, Inc. The Exhibitor/Sponsor will be liable for contracted balances only for services rendered up to the point in time of cancellation. NLMC, Inc. agrees to negotiate in good faith toward a partial refund or credit. Exhibitor/Sponsor hereby waives any and all claims against NLMC, Inc. for damages, reimbursement, refunds, or compensation.

### Space Assignment.

All dimensions and locations shown on the floor plan are believed, but not warranted, to be accurate. NLMC, Inc reserves the right to make such modifications as may be necessary to meet the needs of the Exhibitors and Sponsors and the exhibit program.

### Exhibitor Use of Space.

Exhibitors may not assign, sublet, or apportion the whole or any part of their allotted space. Exhibitor and/or Sponsor company descriptions in the on-site conference guide will be limited to one company name and identity listing. The distribution of any article that interferes with the activities or obstructs access to neighboring booths, or that impedes aisles, is prohibited. This includes placement of display racks, banners, brochures or other items outside of the designated space rented by the Exhibitor.

### Exhibitor and Sponsor Code of Conduct.

All Exhibitors and Sponsors agree to abide by the following Code of Conduct, and agree to NLMC, Inc.'s right to take immediate action to restrict or evict Exhibitor/Sponsor and/or its personnel from the Conference in the event of Code of Conduct violations. In the event of such eviction or restriction, Exhibitor will forfeit all moneys paid for the Conference, and may be subject to restrictions or prohibitions on attending future NLMC, Inc. conferences.

- The Exhibitor/Sponsor and its personnel shall conduct and operate its exhibit so as not to annoy, endanger or interfere with the rights of other Exhibitors, conference attendees, or NLMC, Inc. staff.
- NLMC, Inc. reserves the right to prohibit any exhibit and/or Exhibitor/Sponsor that, in its sole discretion and judgment, is inappropriate, offensive, or may detract from the general character of the Conference.
- NLMC, Inc. reserves the right to remove, without compensation, any exhibit and/or Exhibitor/Sponsor that, in NLMC, Inc.'s sole discretion and judgment, is inappropriate, offensive, or may detract from the general character of the Conference.
- NLMC, Inc. reserves the right to require the removal of any Exhibitor/Sponsor personnel who engage in behavior which, in the sole discretion of NLMC, Inc., is determined to be objectionable to other Exhibitors, conference attendees, or NLMC, Inc. staff.
- Any demonstrations or activity that may result in obstruction of aisles or that prevent ready access to nearby Exhibitors' booths shall be prohibited.
- The audio level of any playback equipment, audio, video and/or demonstrations must be at a level so as not to disturb or be heard by adjacent Exhibitors and their patrons. NLMC, Inc. reserves the right to restrict exhibits to a maximum noise level.

### Exhibitor/Sponsor-hosted functions.

Only Exhibitors and Sponsors may host functions at the Conference. Functions may not be scheduled at times that conflict with conference sessions or receptions.

### Installation and Dismantling of Exhibit.

Installation must take place during the times provided by NLMC, Inc. unless NLMC, Inc. has previously provided written approval for installation at other times. The Exhibitor assumes all financial responsibility for installation and dismantling of the exhibit.

### Booth Construction and Usage.

A 6 foot long 30-inch-wide table and 2 chairs are provided in a carpeted space. No items may be tacked or hung on any wall surfaces.

### Exhibitor Service Kit.

All Exhibitors receive an Exhibitor Service Kit electronically, including order forms for ancillary services at the Conference.

### Security.

Although security services may be furnished, neither NLMC, Inc. nor the Facility will be responsible for damage to, loss, or theft of property belonging to any Exhibitor, Sponsor, their agents, or employees. Contact Jonathan Ulloa ([Jonathan.Ulloa@hilton.com](mailto:Jonathan.Ulloa@hilton.com)) prior to the conference to request security services.

### Indemnification.

Exhibitor/Sponsor shall indemnify, defend and hold harmless NLMC, Inc. from and against all claims, losses and liabilities and causes of action, including reasonable attorney's fees, resulting from any claim, suit, fine, penalty action or proceeding arising from, or out of, or by reason of (a) Exhibitor's/ Sponsor's breach of these Terms and Conditions, (b) Exhibitor or Sponsor's violation of any applicable law, regulation or ordinance, (c) any accident or bodily injury or other occurrences to any property, person, or persons, including the Exhibitor/ Sponsor, its agents, employees, and business invitees, which arise from, or out of, or by reason of said

Exhibitor's/Sponsor's participation at the Conference, or (d) any negligence, gross negligence or intentional misconduct by Exhibitor/Sponsor, or employee, agent or any other third party on behalf of Exhibitor/Sponsor in connection with the Conference. Exhibitor/Sponsor's indemnification obligation to NLMC, Inc. shall survive the termination of these Terms and Conditions.

**Exhibitor/Sponsor Insurance.**

All property of the Exhibitor/Sponsor is understood to remain under its custody and control in transit to and from or within the confines of the Facility. NLMC, Inc. and the Facility does not maintain insurance covering Exhibitor's/Sponsor's conduct or property. Exhibitor/Sponsor may elect at its own discretion to carry Commercial General Liability coverage, including premises, operations, and contractual liability coverage of at least \$500,000 for Personal Injury Liability and \$500,000 for Property Damage Liability and Statutory Workers' Compensation insurance in full compliance with all federal and state laws.

**Facility Rules.**

Exhibitors and Sponsors shall strictly comply with all conditions imposed by the Facility in its contract with NLMC, Inc., and with the rules and regulations of the Facility.

**Damage to Property.**

The Exhibitor is liable for any damage caused to Facility floors, walls, columns, standard booth equipment, or other Exhibitors' property. The Exhibitor may not mar, tack, make holes, or apply paint, lacquer, adhesives, or other coating to building columns and floors or to standard booth equipment.

**Attendee information distribution.**

NLMC, Inc. encourages Exhibitor and Sponsor efforts to communicate with conference attendees. However, in an effort to meet Exhibitor needs and also protect the privacy rights of our attendees, the following provisions shall apply. Exhibitors may request either a business card or may scan attendee badge barcodes using lead retrieval equipment provided through the WHOVA application adopted by the NLMC, Inc. to obtain contact information for follow-up.

**Promotion During Conference.**

Exhibitors/Sponsors are not allowed to place brochures, stickers, signs, pens, posters or marketing materials anywhere other than within their own booth space.

**Trademarks.**

Exhibitor/Sponsor grants NLMC, Inc. , without the right to sublicense, a nonexclusive, revocable, nontransferable, royalty-free, worldwide license to use and display Exhibitor/Sponsor's company name and logo on NLMC, Inc. website, print materials, and in other marketing media solely for purposes of promoting the Event and future events, provided that such use is in accordance with Exhibitor/Sponsor's established brand guidelines. If Exhibitor/Sponsor elects to become a branded Sponsor for any portion of the Event, the use of Exhibitor/Sponsor's logo, marks, or artwork (collectively "Sponsor Artwork") on any Event merchandise or collateral is subject to the prior approval of NLMC, Inc. , which reserves the right to reject any Sponsor Artwork that, in NLMC, Inc. 's sole discretion, fails to meet the defined specifications or general standards of quality for NLMC, Inc. events. Exhibitor grants NLMC, Inc. or anyone authorized by NLMC, Inc. the right to use or publish, in print or electronic format, any photographs or video taken during the Event which contain images of Exhibitor's booth or space, including any trademarks, logos, or other images displayed in or on Exhibitor's booth or space, as well as any images or likenesses of Exhibitor's employees, contractors, subcontractors, or agents in the Exhibit Hall or at the Event.

Exhibitor/Sponsor has no right to use the name, logo or trademarks of NLMC, Inc. as a result of being an Exhibitor/Sponsor at the Conference.