National Urban League Conference

PENNSYLVANIA CONVENTION CENTER

PHILADELPHIA, PA • JULY 24 - 27, 2013

Career & Networking Fair
A Modern Renaissance City

Save the Date | 2013 National Urban League Conference

Discover Philadelphia as the host city for the 2013 National Urban League Conference. We’re a modern renaissance city where history meets innovation and culture. We’re most famous as the birthplace of American democracy but we’re also rich in diversity and high-tech, modern ideas.

Bring your family and extend your stay to enjoy the grand architecture, tax-free shopping, unsurpassed history, world-class attractions, entertainment and delicious cuisine—all within walking distance of the Pennsylvania Convention Center!

discoverPHL.com
Dear Partner and Supporter,

The National Urban League’s 2013 Annual Conference, July 24-27, represents an unparalleled opportunity to interact with thousands of the nation’s most influential community leaders, top policy-makers, academicians, business leaders and executives.

A major media event, the Conference generates an average of 40 million distinct media impressions during the two-week period surrounding the conference, with coverage by major news organizations including NBC’s “Meet The Press,” MSNBC’s “Hardball” and “Andrea Mitchell Reports,” CNN’s “The Situation Room” and “John King USA,” as well as the Associated Press, Washington Post and USA Today.

In addition to traditional media, the National Urban League’s vast social media network keeps the entire nation connected to the Conference through thousands of the League’s own Twitter followers, Facebook fans, Instagram followers, YouTube and email subscribers. Portions of the conference are webcast to a global diverse audience. Factoring in the social network connections of affiliates and attendees, the Urban League Movement’s digital reach stretches into millions.

The Conference has been the only event of its kind to feature both major-party presidential nominees during each of the last several elections and attracted a majority of primary contenders in 2008, including Hillary Clinton, John Edwards and Mike Huckabee. In 2004, the nation’s attention was riveted on Conference speakers George H. W. Bush and John Kerry. Additionally, leading elected officials and cabinet secretaries have chosen to break major announcements at the conference. Education Secretary Arne Duncan, for example, unveiled the administration’s Equity Agenda during the 2010 Conference.

The approximately over 5,000 Conference attendees represent a cross-section of political, civic and business leaders from more than 300 communities in 40 states. At no other time in the history of the Urban League Movement have the affiliate leaders been younger, more educated or more interconnected on a national level. They represent a network of influence reaching hundreds of thousands of Americans who are on the forefront of civic and economic innovation in their communities. They bring with them their experiences and observations, and take back with them the tools of empowerment.

This year, we expect our largest and most dynamic Expo and Career & Networking Fair yet. The 14th annual Young Professionals Summit features a number of opportunities to engage with 21- to 40-year-old attendees, while the college-based Youth Leadership Summit on the Temple University Campus and other sites around the city offers the opportunity to interact with 500 youth and chaperones.

A recent study of the conference showed impressive growth trends over the past five years: Registration has increased by 44 percent, visitors to the Expo hall increased by 61 percent, and registered Young Professionals rose by 86 percent.

The beautiful and historic city of Philadelphia awaits. The convention center and hotels are in the heart of downtown and just blocks from important historical sites, great restaurants and exciting nightlife. Here’s your chance to sample the world-famous Philly Cheesesteak, and visit national treasures such as the Liberty Bell, Independence Hall, National Constitution Center and Franklin Court.

We invite you to participate in the 2013 National Urban League Conference and welcome your partnership and support. In addition to exhibiting, diversity recruiting and networking, there are a number of attractive customized sponsorships available. With special discount rates until March 15, reserve your Expo and Career & Networking Fair booths now.

Our special thanks to our 2013 title sponsors: Aramark, Comcast and Independence Blue Cross / AmeriHealth for their generous support and partnership.
The following corporations, government agencies and non-profit institutions participated in the 2012 Conference as sponsors, exhibitors or recruiters.

**CORPORATE**

AARP  
Accion Texas Inc.  
Adecco Group North America  
Altria Group  
Anheuser-Busch  
AT&T  
Bank of America  
Best Buy  
Blackbaud  
Boeing  
BP America  
Caesars Entertainment  
Capital One Bank  
Centene  
Chevron  
Chrysler Group LLC  
Citi Community Development  
The Coca-Cola Company  
Comcast Corporation  
ConAgra Foods, Inc.  
Cox Enterprises  
Credit Suisse  
CVS Caremark  
Darden Restaurants  
Dell Inc.  
Dr. Pepper Snapple Group  
Educational Testing Service  
Edward Jones  
Eli Lilly & Co.  
Enterprise Rent-A-Car  
EXCELth  
Facebook  
FedEx Corporation  
Ford Motor Company  
Fresenius Medical Care  
GEICO  
General Mills  
Georgia-Pacific LLC  
The Goodyear Tire and Rubber Company  
H-E-B Stores  
Hess Corporation  
Hiram Style LLC  
Hilton Worldwide  
Honda  
Hudson News  
Hyatt Corporation  
IBERIABANK  
Intel Corporation  
International Business Kids  
JCPenney  
Johnson & Johnson  
JPMorgan Chase & Co.  
JP West  
Kansas City Southern Railway Company  
Kraft Foods  
Kroger Manufacturing  
LA Works  
Louisiana Healthcare  
Mary's  
Marriott International, Inc.  
McAlister's Deli  
McDonald's Corporation  
MetLife, Inc.  
MGM Resorts International  
MillerCoors  
Moet Hennessy USA  
Nationwide Insurance  
NextEra Energy  
Nielsen  
Organo Gold  
PepsiCo, Inc.  
Philadelphia Convention & Visitors Bureau  
Pitney Bowes Inc.  
Praxair, Inc.  
Progressive Insurance  
Prudential Financial  
Selective Service System  
The ServiceMaster Company  
Shell Oil Company  
Sodexo  
Sprint Nextel Corporation  
Starbucks Coffee Company  
State Farm Insurance  
Target  
The Allstate Insurance Company  
The TJX Companies Inc.  
Time Warner Inc.  
Toyota Motor Sales, USA, Inc.  
UPS  
Valero St. Charles Refinery  
Visa  
Volkswagen Group of America  
Walgreens  
Walgreens Way to Well Health Tour with National Urban League  
Walmart Stores Inc.  
The Walt Disney Company  
Wells Fargo

**GOVERNMENT**

Centers of Medicare and Medicaid Services  
Central Intelligence Agency (CIA)  
FDA Office of Women’s Health  
Federal Bureau of Investigation (FBI)  
Federal Communications Commission  
Federal Deposit Insurance Corporation (FDIC)  
Federal Reserve Bank of Chicago  
NASA/Stennis Space Center  
Office of the Comptroller of the Currency  
Social Security Administration  
U.S. Army  
U.S. Consumer Product & Safety Commission  
U.S. Department of Education-Federal Student Aid  
U.S. Department of State  
U.S. Department of the Treasury  
U.S. Department of Veterans Affairs – National Cemetery Administration  
United States Marine Corps  
U.S. Postal Service  
U.S. Securities & Exchange Commission  
U.S. Small Business Administration

**NON-PROFIT & ACADEMIA**

American Petroleum Institute  
Bentley University  
Business Resource & Entrepreneurship Center - Urban League of Greater New Orleans  
City Year  
Congressional Black Caucus Foundation  
Daughters of Charity Services of New Orleans  
DeVry University  
Equal Opportunity Publications  
Harmony Neighborhood Development  
Human Rights Campaign  
March of Dimes  
National Association of African Americans in Human Resources  
National Education Association  
National Responsible Fatherhood Clearinghouse  
National Urban League Wrongful Foreclosure & Loan Scam Alert Campaign  
Partners Achieving Success-105 Voices of History  
Teach for America  
The NOCCA Institute  
Urban League of Springfield / Camp Atwater  
Urban League JobsNetwork  
Workplace Diversity  
Y-USA

**MEDIA**

Black Enterprise  
Black EOE Journal  
Clear Channel Media & Entertainment New Orleans  
Comcast Corporation  
COX Enterprises  
Data News Weekly  
KMEZ/KKND  
POLITIC365  
Praise 94.9 FM-WPRF  
The Louisiana Weekly  
The New Orleans Tribune  
WBOK1230AM
Each year, the Career & Networking Fair attracts over 3000 job seekers that include experienced professionals and recent college graduates. These candidates are from the host city as well as conference attendees from across the nation. They are interested in advancing professionally, or making a career change. The event is marketed via a media campaign that includes local radio, television, internet marketing, social media and outreach to local professional organizations, universities, veterans group and Urban League affiliates.

The Career & Networking Fair offers a variety of options for companies to participate, such as job postings on the League’s online Jobs Network, the Brand U Studio, the Image of Success Suite, a Virtual Career Fair, career-focused workshops, and the Young Professionals Speed Networking Reception.

Career & Networking Fair

$60,000 / Title Sponsor
$30,000 / Each Per Co-Sponsor

As a sponsor, your company will enjoy maximum participation and premium positioning.

Turn to page 9 to 11 for additional Career & Networking Fair information.
Sponsorships

Career & Networking Fair

National Urban League Young Professionals Speed Networking Reception
$30,000 / Exclusive Sponsorship

The Speed Networking Reception sponsorship provides an opportunity to engage the League’s Young Professionals from across the country. Last year’s event was a great success with excellent attendance and sponsor satisfaction. This event creates an environment for one-on-one dialogue with talented African-American professionals from around the country providing opportunities for networking, sharing and potential hiring.

Veterans’ Hiring Day at the Career & Networking Fair – NEW!
$10,000 / Exclusive Sponsorship

Leverage your participation by sponsoring Veterans’ Hiring Day. Our consultants in the Brand U Studio will be poised for one-on-one counseling to prepare veterans to get back to work. Our workshops will focus on career strategies specially designed for veterans.

Image of Success Suite – NEW!
$15,000 / Exclusive Sponsorship

This new feature will have all conference attendees flocking to the Career & Networking Fair. Placed next to the Brand U Studio, the Image of Success Suite is a one-stop-shop for jobseekers to add final touches to their professional brand. Your company can set up a display to showcase your latest trends in clothes, shoes and accessories found at your store. This is an opportunity for you to enhance your company brand while helping professionals develop personal presence. For individuals attending the Career & Networking Fair, the Image of Success Suite will feature: professional head shots, a make-up artist, clothing & accessories, and a chance to win a professional make-over. As the Image of Success Suite sponsor, your company can also conduct a one-hour workshop and fashion show about the latest trends in fashion and the best way to make a lasting impression.

Virtual Career Fair
$10,000 / Exclusive Sponsorship

The National Urban League Virtual Career Fair is an online career event where local job seekers and employers can interact with each other in a live, 3-D virtual environment. Our Virtual Career Fair provides the opportunity to: Connect with diverse and talented candidates from around the country, Have live conversations with jobseekers via instant chat or webcam, Post jobs and review resumes, and link to your company’s career page.

Brand U Studio
$30,000 / Exclusive or Co-Sponsorship

Last year’s Brand U Studio was a huge success. As a major attraction, jobseekers lined up to receive free resume critiques, mock interviews, 30-minute power sessions about networking and career development, as well as one-on-one career coaching.

Workshops
$7,500 / Exclusive Sponsorship Each

These are career development and industry-specific workshops.
# of Booths | Size | Early Bird by March 15 | Regular by May 30 | Late Rate after May 30
--- | --- | --- | --- | ---
1 | 10 x 10 | $3,725 | $4,100 | $4,340
2 | 10 x 20 | $6,705 | $7,380 | $7,810
3 | 10 x 30 | $10,060 | $11,070 | $11,720
4 | 20 x 20 | $13,410 | $14,760 | $15,625
6 | 20 x 30 | $16,765 | $18,450 | $19,530
8 | 20 x 40 | $22,350 | $24,600 | $26,040
9 | 30 x 30 | $25,145 | $27,675 | $29,295
12 | 30 x 40 | $33,255 | $36,900 | $39,060
16 | 40 x 40 | $44,700 | $49,200 | $52,080
24 | 40 x 60 | $67,050 | $73,800 | $78,120
25 | 50 x 50 | $69,845 | $76,875 | $81,375

Previous Exhibitors – 5% Discount off these rates
Government / Nonprofit Exhibitors – 10% Discount off these rates

VALUE PRICING
1 Expo Booth + 1 Career & Networking Fair Booth = $250 Discount

Booth Fees Include
- Pipe and drape on three sides (3 ft. sidewalls / 10 ft. backdrop)
- 6 ft. table, 2 chairs and a wastebasket
- Standard paper sign with company name and booth #
- Full page color ad in Expo & Employment Guide
- 2 complimentary registration badges per 10 x 10 booth (Tickets not included) for full access to Exhibit Hall floor (Expo, Career & Networking Fair, College Fair, Entrepreneurship Summit), Sessions, Concert tickets, Welcome Reception, National Urban League and Sponsorship giveaways.
- 2 free “Exhibit Only” Badges per 10 x 10 booth (No admission to conference sessions with these badges)

NOTE: labor and shipping charges are additional.

Government and Non-Profit Rates
The government and non-profit booth rate applies to federal, state and local government agencies, as well as non-profits. See grid on previous page for booth sizes.
There is also a discount registration fee for government and non-profit employees.

Cancellation and Refunds
To cancel your Expo or Career & Networking Fair booth, please submit notification in writing via email, fax or postmarked U.S. mail. Full refunds will be granted for cancellations made up to May 31. Cancellations made between June 1 and July 1 will be subject to a fee of 25% of the cost of the booth. No refunds will be granted after July 1.

Complimentary Registrations
Expo and Career & Networking Fair exhibitors receive two (2) complimentary registrations for each 10 x 10 booth purchase. Registration includes a conference badge for full access to Exhibit Hall floor (Expo, Career & Networking Fair, College Fair, Entrepreneurship Summit), Sessions, Welcome Reception, and giveaways as appropriate.

Event Tickets
Exhibitor complimentary registrations do not include tickets to conference luncheons and the Whitney M. Young, Jr. Awards Gala. Tickets to these events must be purchased separately.

Expo and Career & Networking Fair Booth Badges
Expo and Career & Networking Fair exhibitors will receive two (2) complimentary Exhibit Only Badges for each 10 x 10 booth you purchase.
These badges are to be worn by personnel staffing your booth during regular expo hours, but not attending the sessions.
Additional Exhibit Only Badges can be purchased for $20 each via online registration or onsite. The grid on the following page indicates the number of complimentary registrations and Exhibit Only Badges an exhibitor will receive according to their booth size.

Payment
Payment for Booths must be received prior to the conference, by June 16, unless other arrangements have been made with the National Urban League Expo or Career & Networking Fair managers. The National Urban League accepts credit cards, business checks or government purchase orders. Exhibitors can also request an invoice.
Exhibitors will be required to provide names and addresses of the personnel who will receive Exhibit Only Badges.

<table>
<thead>
<tr>
<th># of Booths</th>
<th>Size</th>
<th># of Complimentary Registrations</th>
<th>Booth Badges</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10 x 10</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>10 x 20</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>10 x 30</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>10 x 40</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>20 x 20</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>20 x 30</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>8</td>
<td>20 x 40</td>
<td>16</td>
<td>16</td>
</tr>
<tr>
<td>9</td>
<td>30 x 30</td>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td>12</td>
<td>30 x 40</td>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>16</td>
<td>40 x 40</td>
<td>32</td>
<td>32</td>
</tr>
<tr>
<td>24</td>
<td>40 x 60</td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td>25</td>
<td>50 x 50</td>
<td>50</td>
<td>50</td>
</tr>
</tbody>
</table>

NOTE: Personnel wearing Exhibit Only Badges will not be allowed entrance to the exhibit hall prior to opening and after closing each day. Exhibit Only Badges will not be issued with company name only. Exhibit Only Badges cannot be used for entrance to Plenary Sessions and special forums. Tickets will be required for entrance to luncheons, concerts and the Whitney M. Young, Jr. Awards Gala.

Expo & Employment Guide
Each exhibitor will receive a complimentary full page color ad in the attractive guide which will highlight the activities in the Expo Hall and Career & Networking Fair and feature exhibit company profiles and editorial content for job seekers. Copies will be placed in the attendees’ conference bags and on registration counters. The print run will be approximately 6,000 and the ad submission deadline is May 15. The ad specs will be sent with your booth confirmation.

Additional Registrations and Badges (Prices are subject to change)

<table>
<thead>
<tr>
<th></th>
<th>Early Rate Savings until April 1</th>
<th>Regular Rate After April 1</th>
<th>On-Site Rate After July 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Registration</td>
<td>$380</td>
<td>$430</td>
<td>$480</td>
</tr>
<tr>
<td>Spouse/Guest</td>
<td>$190</td>
<td>$245</td>
<td>$345</td>
</tr>
<tr>
<td>Government / Non-Profit</td>
<td>$250</td>
<td>$300</td>
<td>$350</td>
</tr>
<tr>
<td>Exhibit Only Badge</td>
<td>$20</td>
<td>$20</td>
<td>$20</td>
</tr>
</tbody>
</table>

Expo and Career & Networking Fair Hours

<table>
<thead>
<tr>
<th></th>
<th>Tuesday, July 23</th>
<th>8:00 a.m. – 5:00 p.m.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expo Set-Up</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Expo and Career</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&amp; Networking Fair</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Set-up</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wednesday, July 24</td>
<td>8:00 a.m. – 8:00 p.m.</td>
</tr>
<tr>
<td></td>
<td>Thursday, July 25</td>
<td>10:30 a.m. – 5:00 p.m.</td>
</tr>
<tr>
<td></td>
<td>Friday, July 26</td>
<td>10:30 a.m. – 5:00 p.m.</td>
</tr>
<tr>
<td></td>
<td>Saturday, July 27</td>
<td>11:00 a.m. – 4:00 p.m.</td>
</tr>
<tr>
<td>Tear Down</td>
<td>Saturday, July 27</td>
<td>4:00 p.m. – 8:30 p.m.</td>
</tr>
<tr>
<td></td>
<td>Sunday, July 28</td>
<td>8:00 a.m. – 12 Noon</td>
</tr>
</tbody>
</table>
A Special Benefit for Recruiters
Career & Networking Fair exhibitors will receive resumes of members of the National Urban League Young Professional Chapters throughout the country.

Veterans’ Hiring Day
Participate in this unique opportunity to hire veterans. It will be held on the opening day of the Career & Networking Fair. The program will offer one-on-one counseling by human resource professionals who are experienced in dealing with this population; workshops will focus on career strategies specially designed for veterans. Help get our veterans back to work in quality, well-paying jobs.

Brand U Studio
Experts will be on-hand to provide support services for jobseekers such as:
- Personal Branding Session
- Career Coaching
- Mock Interviews
- Digital Job Search Training
- Resume Critiques
- Dress for Success Sessions

Image of Success Suite – NEW!
The Image of Success Suite is a one-stop-shop for jobseekers to add some final touches to their professional brand. It is an opportunity for you to enhance your company brand while helping professionals develop their personal presence. Special image of success activities will include professional head shots, make-up tips, and wardrobe advice.

Private Interview Booth
$595 (10 x 10 space)
You can purchase a private 10 x 10 booth to conduct on-site interviews on the floor of the Career & Networking Fair. Interview Booths will have designated signage with the company’s name and you will receive pipe and drape, a 6ft table, two chairs and wastebasket.

Workshops
Career development and industry-specific workshops will be offered daily to provide added value and assistance to job seekers in the job search efforts. The sessions will allow ample time for Q&A with experienced human resource professionals, career coaches and industry experts.

Special Features of the Career & Networking Fair
- Job Postings
- A Veterans’ Hiring Day (Day dedicated to hiring veterans)
- Brand U Studio
- Image of Success Suite
- Career & Networking Fair Packages
- Private Interview Booth
- Virtual Career Fair
- National Urban League Young Professionals Speed Networking Reception
- Social Media Lounge
- Resume Access
- Workshops

Career & Networking Fair
Career & Networking Fair Packages

Power Networking – $5,000 (each) – NEW!
With the Power Networking Package, your company would be able to not only participate in the Career & Networking Fair, but also sponsor one of three networking sessions on the exhibit floor in the Exhibitor Lounge. The Networking sessions during our 2012 conference were themed around various topics that encouraged registered attendees, National Urban League Young Professionals and Expo & Career & Networking Fair exhibitors to take a coffee break and network.

This package includes:
• 10 x 10 Career & Networking Fair Booth
• A full-page color ad in the Expo & Employment Guide
• 2 conference registrations (meal functions not included)
• 2 exhibit only badges
• 2 copies of the current State of Black America report
• 5 job postings on the Urban League Jobs Network
• Resume CD from Urban League Young Professional Chapter Members
• Social Media promotion
• Mention in the Program book under Career & Networking Fair Activities

Career Workshops – $7,500
At the Investor level, your company can sponsor one of the professional and career development workshops offered to jobseekers daily. These workshops provide added value and assistance to professionals in their job search efforts. Past workshops include: “Resume Retool” led by Bank of America, “How to Find a Job Today and Never Have to Look Again” led by Bernard Hodes, and a panel discussion on “Where The Jobs Are” led by Adecco Group.

This package includes:
• 10 x 10 Career & Networking Fair Booth
• 10 x 10 interview booth
• A full-page color ad in the Expo & Employment Guide
• 2 conference registrations (meal functions not included)
• 2 exhibit only Badges
• 2 copies of State of Black America
• 10 Job Postings on the Urban League Jobs Network
• Resume CD from Urban League Young Professional Chapter Members
• Social Media promotion
• Mention in the Program book under Career & Networking Fair Activities
• Private Interview Booth
• Opportunity to lead a professional development Workshop tailored towards Veterans
• Banner ad on the Jobs Network (60 days, size 125 x 125; submit logo by June 30)

Job Seekers Years of Experience
(Data from 2012 event)

- 10+ Years: 30%
- 4 - 6 Years: 37%
- 0 - 3 Years: 30%

National Urban League Young Professionals Speed Networking Reception
The Speed Networking Reception features members of the National Urban League Young Professionals and provides a unique and exciting way to network with these 21-40-year old Urban Leaguers.

Last year’s event was a great success with excellent attendance and sponsor satisfaction. This event creates an environment for one-on-one dialog with talented African-American professionals from around the country providing opportunities for networking, sharing and potentially hiring. It will be held on Friday, July 26.
The Virtual Career Fair

Virtual Career Fair Booth
$895 (Standard Booth) July or October
If not attending in person, recruiters can participate via the Virtual Career Fair which is held twice a year, July and October. The price quoted on this page is for a standard virtual booth in our July or October Virtual Career Fair. See Virtual Career Fair details below.

Premium Booth – $1,495
• Customizable Booth with Premium Placement
• Booth Content
• Post-Event Reporting
• Post-Event Applications
• Up to 15 Job Postings

Standard Booth – $1,695
Both July and October
• Customizable Booth
• Booth Content
• Post-Event Reporting
• Post-Event Applications
• Up to 10 Job Postings

Online Job Postings
$595 per 3 postings
Companies can reach thousands more job seekers by posting job vacancies online on the Urban League Jobs Network before and after the conference. Job seekers will have free onsite internet access on the exhibit floor to access your job postings from the online network site and a link to your company’s employment page.

Social Networking Lounge
This will be a dynamic area of the Virtual Career Fair with social media integration and a live group chat for attendees.

Post-Event Reporting
Receive in-depth data such as booth-visit reports, chat transcripts, resume submissions, job applications and more!

Post-Event Application
All job openings will be accessible to job seekers for an additional 30 days after the live event.

For sponsorship of any of the activities mentioned on this page, turn to page 6.
About the National Urban League

The National Urban League is a leading civil rights organization with 98 affiliates in major cities across the country. The League’s historic mission is to end social and economic inequality. Its strategy includes public policy advocacy, programs focused on providing quality education, preparation for college and careers, making homeownership affordable, ensuring affordable and quality healthcare and providing jobs and job training. On a national level the League’s advocacy efforts are handled by its New York headquarters and Washington, DC-based Policy Institute while the 98 affiliates operate services and programs in their respective communities. To learn more about the National Urban League go to www.nul.org or visit www.iamempowered.com.
We hereby agree to abide by the rules and regulations of the National Urban League Conference as set forth in this agreement, all of which are made a part thereof, and request the following exhibit space for our own use.

### BOOTH PRICING

<table>
<thead>
<tr>
<th># of Booths</th>
<th>Booth Size</th>
<th>Early Rate By March 15</th>
<th>Regular Rate By May 30</th>
<th>Late Rate After May 30</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10 X 10</td>
<td>$3,725</td>
<td>$4,100</td>
<td>$4,340</td>
</tr>
<tr>
<td>2</td>
<td>10 X 20</td>
<td>$6,705</td>
<td>$7,380</td>
<td>$7,810</td>
</tr>
<tr>
<td>3</td>
<td>10 X 30</td>
<td>$10,060</td>
<td>$11,070</td>
<td>$11,720</td>
</tr>
<tr>
<td>4</td>
<td>20 X 20</td>
<td>$13,410</td>
<td>$14,760</td>
<td>$15,625</td>
</tr>
</tbody>
</table>

**PREVIOUS EXHIBITORS**

- **Get a 5% Discount**
- **GOVERNMENT / NON-PROFIT EXHIBITORS**
  - Get a 10% Discount

For Additional Booth Sizes:
See Sponsorship Expo & Career Fair Brochure.

**Exhibit Fees includes:**
Pipe and drape, 6 ft. table, 2 chairs, booth sign, waste-basket, full page color ad in Expo & Employment Guide, 2 complimentary registrations*, 2 Exhibit badges.

**Booth Location:**
NUL reserves the right to assign booth space in order to avoid conflict of displays or products.

### PAYMENT & CANCELLATION:

Exhibitor agrees to pay amount owed by June 30, 2013. Booth cancellations must be submitted in writing via e-mail, fax or U.S. mail.

Refund assessment: Up to May 31 – Full Refund; June 1 to July 1 – 25%; After July 1 – 100%. NO REFUNDS After July 1.

Name ___________________________ Signature (Required) ___________________________

**PAYMENT OPTIONS:**

- [ ] Check, Money Order or Government Purchase Order enclosed payable to National Urban League
- [ ] Please send me an invoice
- [ ] AMEX  [ ] VISA  [ ] MASTERCARD  [ ] DISCOVER

Name of Cardholder (print) ___________________________ Expiration Date __________

Name of Exhibiting Company / Organization / Agency ___________________________

Street Address ___________________________ City / State / Zip ___________________________

e-mail ___________________________

Telephone ___________________________ Cell ___________________________

Name / Title ___________________________

Signature (Required for Credit Card Transactions) ___________________________ Date __________

**SPACE CONFIRMATION, EXHIBITOR SERVICE MANUAL AND REGISTRATION MATERIAL SHOULD BE SENT TO:**

**EXPO BOOTH Contact**

Name / Title ___________________________

Company ___________________________

Street Address ___________________________

City / State / Zip ___________________________

Telephone ___________________________ Cell ___________________________

e-mail ___________________________

**CAREER FAIR Contact**

Name / Title ___________________________

Company ___________________________

Street Address ___________________________

City / State / Zip ___________________________

Telephone ___________________________ Cell ___________________________

e-mail ___________________________

**REGISTRATION:**
Exhibitor will receive 2 complimentary registrations and Exhibit Only badges per 10 x 10 booth. Additional Exhibit Only badge fee: $20 each.

\[
\text{# of booths} \times 2 = \text{complimentary registrations.} \\
\text{# of booths} \times 2 = \text{exhibit only badges.}
\]

* Registration includes: A conference badge for full access to Exhibit Hall floor (Expo, Career Fair, Entrepreneurship Summit, Sessions, Welcome Reception, NUL and Sponsorship giveaways).

**EXPO & CAREER FAIR HOURS**

- **Thursday, July 25** 10:30 a.m. – 5:00 p.m.
- **Friday, July 26** 10:30 a.m. – 5:00 p.m.
- **Saturday, July 27** 11:00 a.m. – 4:00 p.m.

**PAYMENT OPTIONS:**

- [ ] Check, Money Order or Government Purchase Order enclosed payable to National Urban League
- [ ] Please send me an invoice
- [ ] AMEX  [ ] VISA  [ ] MASTERCARD  [ ] DISCOVER

Name of Cardholder (print) ___________________________ Expiration Date __________

Name of Exhibiting Company / Organization / Agency ___________________________

Street Address ___________________________ City / State / Zip ___________________________

e-mail ___________________________

Telephone ___________________________ Cell ___________________________

Name / Title ___________________________

Signature (Required for Credit Card Transactions) ___________________________ Date __________

**SPACE CONFIRMATION, EXHIBITOR SERVICE MANUAL AND REGISTRATION MATERIAL SHOULD BE SENT TO:**

**EXPO BOOTH Contact**

Name / Title ___________________________

Company ___________________________

Street Address ___________________________

City / State / Zip ___________________________

Telephone ___________________________ Cell ___________________________

e-mail ___________________________

**CAREER FAIR Contact**

Name / Title ___________________________

Company ___________________________

Street Address ___________________________

City / State / Zip ___________________________

Telephone ___________________________ Cell ___________________________

e-mail ___________________________

**REGISTRATION:**
Exhibitor will receive 2 complimentary registrations and Exhibit Only badges per 10 x 10 booth. Additional Exhibit Only badge fee: $20 each.

\[
\text{# of booths} \times 2 = \text{complimentary registrations.} \\
\text{# of booths} \times 2 = \text{exhibit only badges.}
\]

* Registration includes: A conference badge for full access to Exhibit Hall floor (Expo, Career Fair, Entrepreneurship Summit, Sessions, Welcome Reception, NUL and Sponsorship giveaways).
National Urban League’s Exhibit Space Contract

CONDITIONS AND RULES These exposition rules are part of the contract between the exhibitor and show management. Show management shall have the authority to interpret and enforce these rules. All matters not covered by these rules are subject to the decision of show management. All decisions so made shall be as binding on all parties as the original rules. The exhibitor or its representative is responsible for familiarizing itself with all rules and regulations. The exhibitor or its representative who fails to observe these terms and conditions may be excluded from the exposition without refund.

LIABILITY Each exhibitor has the responsibility of safeguarding its own exhibit materials or goods from the time they are placed in the exhibit space until they are removed. The exhibitor agrees to make no claim against The National Urban League (NUL) or any of its sponsoring organizations, agents, or employees on account of loss occasioned: by fire, accident, theft, storm or damage due to exhibitors negligence; any injury to the exhibitor or exhibitor’s employees; or damage of any other nature or character, including any damage to the exhibitors business as a result of the exhibit, or as a result of its installation or removal or for failure to hold the exhibition as scheduled.

INSURANCE The exhibitor is required to have the appropriate amount of insurance coverage for the duration of the event, including move in, move out and transportation to and from the exhibit hall. The exhibitor will, at its sole cost and expense, procure and maintain through the term of this contract, comprehensive general liability insurance against claims for bodily injury or death and property damage and loss occurring in or upon, or resulting from, arising out of or related to the premises leased by NUL. Such insurance shall include contractual liability and product liability coverage in commercially reasonable amounts to cover the Exhibitor and NUL’s exposure to loss. Such insurance shall name NUL and the facility therein as an additional insured (with no limitations). Exhibitor’s Workers Compensation and Occupational Disease insurance shall be in full compliance with all federal and state laws, covering all of exhibitor’s employees engaged in the performance of any work for exhibitor.

Certificates of said insurance shall be provided to show management by the exhibitor before the opening of the show. Failure to provide an insurance certificate does not relieve the exhibitor from its insurance obligation. The exhibitor shall be solely liable for all claims, liabilities, actions, costs, damages, and expenses arising out of or relating to the custody, possession, operation maintenance, or control of said leased space of exhibit, for negligence or any other liability relating thereto and said exhibitor does hereby indemnify and hold harmless NUL, its agents employees and sponsoring organizations against any and all such claims as may be asserted against it.

CANCELLATION AND REDUCTION OF BOOTH SIZE The exhibitor recognizes NUL will sustain losses in the event the exhibitor fails to provide timely notice of cancellation (by certified mail). The exhibitor agrees upon the following cancellation assessment schedule as considered liquidation damage.

<table>
<thead>
<tr>
<th>BOOTH CANCELLATION</th>
<th>Assessment (% of total Rental Fee)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to May 31, 2013</td>
<td>Full Refund</td>
</tr>
<tr>
<td>June 1, 2013 – July 1, 2013</td>
<td>25%</td>
</tr>
<tr>
<td>After July 1, 2013</td>
<td>100% (No Refund)</td>
</tr>
</tbody>
</table>

Any amounts left unpaid after thirty (30) days from receipt of the invoice may be subject to a service charge of 18% annually compounded on a daily basis. Should a collection agency and/ or legal assistance be used by NUL for collection of payments past due, those charges will be the responsibility of Exhibitor.

UNIONS The exhibitor hereby agrees to abide by all agreements made among any unions or other labor groups with jurisdiction at the exposition and show management or its agents and the exposition facility.

FOOD, CANDY, BEVERAGES No full size portions of food, snacks, candy or beverages of any kind may be distributed from the booth. Only the official caterer, in show management-designated areas, may distribute food and beverages within the convention complex. Sampling is permitted but must follow the rules of the Pennsylvania Convention Center exclusive caterer.

USE OF OTHER NAMES, PRODUCTS Within its exhibit space, the exhibitor may not display or advertise equipment, products, or services bearing the name or logo of any company, dealer, or distributor other than that of the exhibitor.

The exhibitor is permitted to promote the dealers and distributors of its manufactured products in signage, display material, literature, etc. as long as such promotion conforms to the display rules and regulations.

MARKETING ACTIVITIES OUTSIDE EXHIBIT SPACE The exhibitor may not extend its marketing activities in any way or at any height level beyond the three-dimensional boundaries of its exhibit space. Displays of any kind, including products, advertising, promotional signs, literature novelties, personal interaction, etc. will not be permitted in other exhibit spaces or public areas such as aisles, entranceways, lounges, approaches, corridors, meeting rooms, or to other areas of the exhibit hall or surrounding areas of hotel properties, including parking lots and other outdoor spaces or in hospitality rooms.

SOLICITATION All interviews, demonstrations, solicitations, and other activities must be conducted so as to not infringe on the rights of other exhibitors or offend visitors to the exposition. Exhibitor shall confine all such activities to within its exhibit space and not in the aisles.

NONOFFICIAL CONTRACTORS The exhibitor shall neither contract for nor use any services in connection with its exhibit space at the exposition without prior approval of show management. At least 60 days prior to the opening dates of the exposition, the exhibitor shall supply in writing to show management the names of any persons or organizations (other than those designated as official contractors by show management) whom the exhibitor proposes to perform any services at the exposition. Show management will promptly notify exhibitor of its approval or rejection of such selections.

Nonofficial contracts must abide by all rules of the exposition for exhibitors and nonofficial contractors.

NOISE Representatives operating sound equipment, radios, loudspeakers, or any noise-creating devices shall do so only at a level that will not interfere with other exhibitors and/ or attendees. Show management reserves the right to restrict exhibits because of noise, method of operation, creation of safety hazards, or any other reason that will interfere with the best interest of the exposition as a whole.

EXHIBITOR SERVICE MANUAL A complete exhibitor service manual covering services and prices for shipping, warehousing, setting up and dismantling and move-in and move-out days will be sent to each exhibitor. Any additional rules and regulations will be furnished to each exhibitor by show management before the show.

BALLOONS No balloons of any size or type will be permitted for display purposes or giveaways in the exhibit space.

NO SUITCASING POLICY Please note that while all conference registrants are invited to the exposition, any attendee or exhibitor who is observed to be soliciting business in session rooms, public spaces, aisles of the exhibit hall or in another company’s booth will be asked to leave immediately. Additional penalties may be applied.

PERFORMANCE LICENSES Exhibitor will be solely responsible for obtaining any necessary licenses for permission to perform, broadcast, transmit or display any copyrighted works (including without limitation, music, audio or video recording, art, etc.) which Exhibitor may use or request to be used at the Convention Center.

USE OF NUL’S LOGO Exhibitors are prohibited from using the NUL logo without prior written approval by NUL.

(Company Name)

(Company Address)

(Company Contact Information)

This agreement is subject to the terms and conditions of the National Urban League’s Exhibit Space Contract.

(Company Name)

(Company Address)

(Company Contact Information)