



Business Membership & Sponsorship Overview 2023

Ohio Educational Service Center Association

8050 North High Street
Suite 150
Columbus, Ohio 43235

p. 614.846.3855
f. 614.846.4081

info@oesca.org
www.oesca.org

From the Executive Director

Dear Education Partner:

Thank you for your support of the Ohio Educational Service Center Association (OESCA) and your interest in becoming a 2023 OESCA Business Member. We cordially invite you to join the professional organization of Ohio's leading regional education service providers.

As a Business Member of OESCA, your support contributes greatly not only to the success of the association, but also to our 51 member Educational Service Centers (ESCs) and their employees, and the school districts, STEM schools, community schools, chartered nonpublic schools and students they serve throughout this great state.

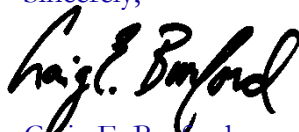
Membership in OESCA and participation in association events provides you with access to our members and the more than 15,000 employees they represent statewide. OESCA offers numerous opportunities for you to meet our members face-to-face. ***Our major meetings attract key education leaders throughout the state – the decision-makers you want to reach.***

As you well know, web ads, newsletter articles, conference sponsorship and tradeshow exhibition opportunities can introduce your company to new prospects as well as strengthen existing relationships. These opportunities also allow our members knowledge of and access to innovative and/or time-tested solutions to the challenges that face educational service providers like ESCs on an ongoing basis. The rewards are complimentary! ***We have even more opportunities scheduled for 2023!***

I look forward to hearing from you. Should you have additional questions or comments, please contact the OESCA office at (614) 846-3855 or email me directly at burford@oesca.org.

We value our relationship with your organization.

Sincerely,



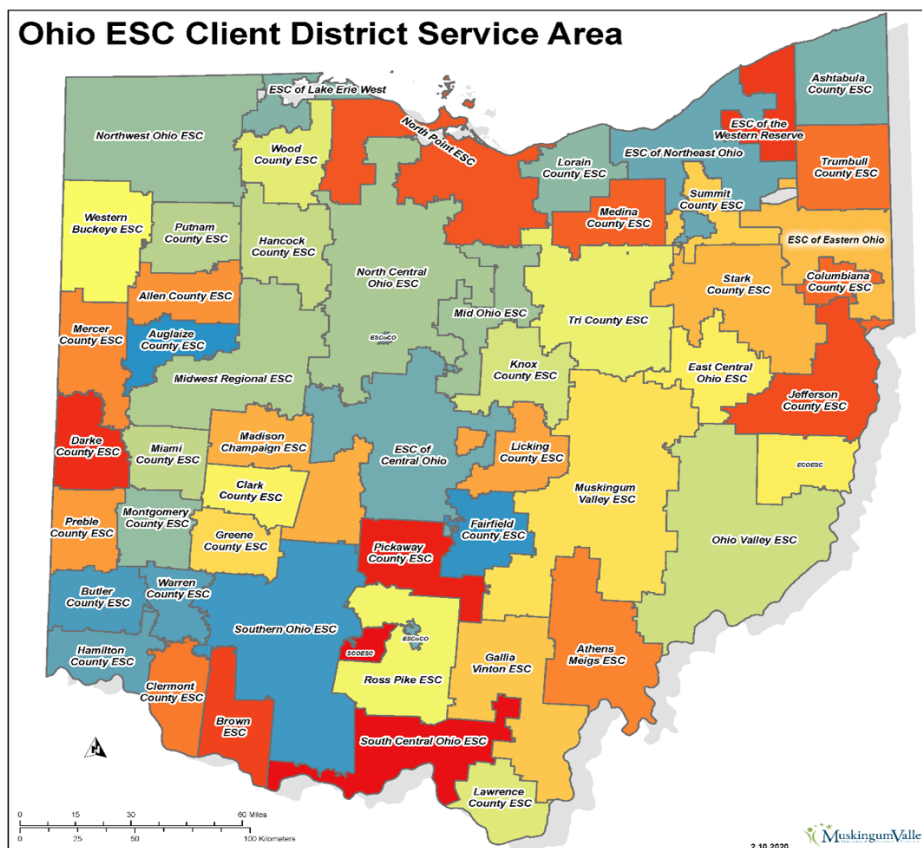
Craig E. Burford
OESCA Executive Director

About the Ohio ESC Association

The Ohio Educational Service Center Association (OESCA) represents the superintendents, teachers, supervisors and other personnel of Ohio's Educational Service Centers and seeks to promote excellence in education through the quality services provided by its member organizations. ESCs are the largest central component of Ohio's statutorily mandated Educational Regional Service System.

OESCA provides legislative updates, coordinates member lobbying efforts and organizes communications among its member organizations. OESCA also provides professional development opportunities for service center administrators and personnel through issue-related seminars and major conferences.

All 51 Ohio ESCs are members of OESCA. These ESCs serve 611 districts, 240,000 educators and more than 1.7 million students statewide. ESCs provide \$1.9 billion in services to Ohio schools and employ 25,000 staff members statewide.



Business Memberships

Current Business Members: To renew your membership, please complete steps 1-3 below.

New Business Members: Please complete steps 1-6 below.

Step 1	Request a Business Member Application and determine level of membership (Bronze, Silver, Gold or Strategic Partner).
Step 2	Complete Business Member Application.
Step 3	Submit completed applications to info@oesca.org . Membership is accepted on a rolling basis.
Step 4	Completed applications will be reviewed by the OESCA Membership Engagement and Executive Committees.
Step 5	An appropriate agreement will be signed by the new Business Member.
Step 6	Step 6 is for Strategic Partner (Revenue-Sharing) applications only: A review and discussion of all completed materials will take place at the next meeting of the OESCA Membership Engagement Committee. Final approval by the Executive Committee is required.

Business Member Benefit Overview

Benefit	Business Partner \$1,250	Bronze Partner \$2,500	Silver Partner \$4,000	Gold Partner \$6,000	Strategic Partnership Revenue Sharing
Annual Fall Conference: <ul style="list-style-type: none"> Two Complimentary Registrations Complimentary Booth Space Marketing Collateral inside Annual Conference Packet Recognition in Conference Program 					
Annual Fall Conference: Product Demo Presentation Slot					
Recognition and Link on OESCA Website					
Social Media Promotion on OESCA Facebook and Twitter				4 promotions per year	4 promotions per year
Promotion in OESCA E-Newsletter			Submission in 1 issue	Submission in 2 issues	Submission in 2 issues
Year-End Business Member Appreciation E-Mail Campaign					
One OESCA Hosted E-Mail Campaign Exclusively for Your Company					
Co-branding (URL for Partnership Info)					
OESCA Membership Directory					
School District Contact List by ESC					
One Annual Outreach and Strategy Session with OESCA Executive Director					
Panel Presentation and Strategy Discussion with OESCA Strategic Partner Committee					
Legislative E-Update					
Invitation to Attend and Present during one OESCA Executive Committee					
Co-sponsorship at an OESCA event					
Dues Waived after First Year if Revenue Sharing Exceeds \$6,000 Annually					

Sponsorship Opportunities

OESCA Fall Conference: Connect & Collaborate

September 25-26, 2023, Columbus, Ohio

Our Fall conference brings together educational service center staff, state support teams, information technology centers staff and Ohio Department of Education staff for two days of discussion, networking, and professional learning. **Projected attendance: 200**

The following opportunities are available “a la carte”:

- Conference Keynote Speaker Sponsor (4): \$5,000 each
- Conference Breakfast Sponsor (2): \$3,000 each
- Conference Lunch Sponsor (2): \$5,000 each
- Conference Gift Co-Sponsor (1 or can be split among multiple sponsors): \$3,000
- Conference President’s Reception Sponsor, Sunday (1): \$2,000
- Conference Break Sponsor (3): \$1,500 each
- Social Event & Reception (1 or can be split among multiple sponsors): \$8,000

OESCA Capital Conference Brunch and Recognition Program

November 13, 2023, Columbus, Ohio

This brunch and award program is held at the OSBA Capital Conference each year and recognizes excellence and service of long-term ESC board members, community leaders, and local elected officials statewide. **Projected attendance: 200**

OESCA Spring Conference & Membership Meetings

April 17-18, 2023, Columbus, Ohio

Our Spring conference focuses on educational service center executive staff and Ohio Department of Education staff – breakout sessions, main sessions and panels focus on legislative, operational, and strategic planning. **Projected attendance: 150**

The following opportunities are available “a la carte”:

- Conference Keynote Speaker Sponsor (4): \$5,000 each
- Conference Breakfast Sponsor (2): \$3,000 each
- Conference Lunch Sponsor (1): \$5,000 each
- Conference Gift Co-Sponsor (1 or can be split among multiple sponsors): \$3,000
- Conference President’s Reception Sponsor, Sunday (1): \$2,000
- Conference Break Sponsor (3): \$1,500 each
- Reception & Dinner on May 2 (1 or can be split among multiple sponsors): \$8,000

OESCA Franklin B. Walter Student All-Scholastic Awards Luncheon

April 18, 2023, Lewis Center, Ohio

This award luncheon is part of the Spring conference – one senior high school student from each Ohio county is recognized for academic, service and extra-curricular excellence. All ESCs, the students and invited guests are on-hand to award these students with scholarships. **Projected attendance: 375**

OESCA 2023 Business Member Application

Contact Name:

Company Name:

Mailing Address:

City/State/Zip Code:

Telephone/Cell Phone:

Email Address:

Tell Us About Your Company

-
1. Are you currently a Business Member of our national affiliate, the Association of Educational Service Agencies (AESAs)?

- Yes
 No

-
2. Are you currently doing business in Ohio?

- Yes
 No

If yes, please list the Ohio districts or ESCs you are currently doing business with:

*****Please Provide an Electronic Copy of your Organization's Current Logo for Inclusion in Association Marketing Materials and Related Publications*****

*****New Business Members Only: Please complete questions 3-9.*****

-
3. Explain how your company can offer favorable terms and services to our membership.

-
4. For the relationship to have value, we need service coverage to appeal to the majority of the Ohio Educational Service Centers. Please indicate the Ohio service area(s) where your product will have the most appeal and explain why:

- Northwest Ohio area
 Northeast Ohio area
 Central Ohio area
 Southwest Ohio area
 Southeast Ohio area
 Statewide

-
5. Customer service is imperative in our business. OESCA's customer service standards include: returning phone calls/emails within 48 hours of initial contact, being courteous at all times and having an escalation plan when issues need more attention. Please convey, by examples and/or procedures, how your company will honor these standards.
-

6. Please specify how your company will implement the partnership internally and what processes our ESCs will need to follow to learn about your product.

7. What types of data do you utilize to measure the success of the program?

8. Please include any other info about your product that you would like us to know.

9. Please List Three References

(Companies/Associations/Schools you are currently working with or have worked with during the past year.)

Company:
Contact Name:
Address:
Phone:
Email

Company:
Contact Name:
Address:
Phone:
Email

Company:
Contact Name:
Address:
Phone:
Email

Current and New Business Members, please complete the following statements as the final step of your Business Member Application.

I have read and reviewed the 2022 OESCA Business Member Program description. I agree and am authorized by my organization to participate in the following 2022 OESCA Business Member Program and understand the monetary level of participation.

OESCA Business Member Partner (\$1,250):

OESCA Bronze Business Partner (\$2,500):

OESCA Silver Business Partner (\$4,000):

I request sponsorship & recognition at the following 2022 OESCA event:

___ OESCA Franklin B. Walter Awards Luncheon

___ OESCA Legislative Reception

___ OESCA Capital Conference Brunch and Awards Recognition Program

OESCA Gold Business Partner (\$6,000):

I request sponsorship & recognition at the following 2022 OESCA event:

___ OESCA Franklin B. Walter Awards Luncheon

___ OESCA Legislative Reception

___ OESCA Capital Conference Brunch and Awards Recognition Program

OESCA Strategic Partner (\$6,000 min.-\$10,000 max.):

I request sponsorship & recognition at the following 2022 OESCA event:

___ OESCA Franklin B. Walter Awards Luncheon

___ OESCA Legislative Reception

___ OESCA Capital Conference Brunch and Awards Recognition Program

___ Fall 2022 Connect and Collaborate Conference

I agree to abide by the OESCA Exhibitor Rules and Regulations, as attached, at each OESCA event. By my signature, I warrant that I have the authority to enter into this agreement on behalf of my organization and hereby agree to the terms set forth in this agreement.

Authorized Signature _____ Date _____

At this time, I am unable to participate in the 2022 OESCA Business Member Program; however, I am interested in receiving event specific sponsorship/exhibition information.

Exhibitor Rules, Regulations and Terms

1. **FAILURE TO MAKE PAYMENT:** Should Exhibitor fail to make any scheduled payment by the specified date, OESCA reserves the right to consider, as its sole option, said failure to be a cancellation of Exhibitor's contract. Under such circumstances, OESCA shall have the absolute right to sell, use or otherwise dispose of Exhibitor's space in any manner deemed appropriate by OESCA without any liability whatsoever to Exhibitor. Such cancellation by Exhibitor or failure to make payment shall entitle OESCA to recover liquidated damages as provided in Cancellations/Refunds below.
2. **CANCELLATIONS/REFUNDS:** Cancellations can be made in writing or by phone with OESCA approval. Any Exhibitor canceling booth space, in writing, two weeks prior to the start of each OESCA event, will receive a 50% refund. Any company canceling after such a date, forfeits the entire booth rental fee. If the Exhibitor does not occupy and exhibit the designated products in the exhibit space upon the opening of the Conference, and has not given OESCA the required notice of cancellation, OESCA shall have the right to use the exhibit space in such a manner as it deems in the best interest of the Conference and the company shall not receive a refund.
3. **EXHIBITS, ELIGIBILITY, ASSIGNMENT AND RELOCATION:** OESCA reserves the rights to determine the eligibility of any company or product for inclusion as an Exhibitor. Acceptance of this contract should in no way be construed as an endorsement by OESCA of either an exhibiting company or its products or services. Exhibitor understands and agrees that OESCA has sole discretion of the assignments of booths.
4. **CANCELLATION OF SHOW:** In the event that the Conference is cancelled because of reason beyond the control of OESCA, space rental fees or deposits already made will be returned to Exhibitors on a priority basis after all related Conference expenses incurred by OESCA, through the date of cancellation, have been met.
5. **EXHIBITS MOVING and REMOVAL of:** Exhibits may be moved into the hall beginning the first day of each conference at 7:00 am and must be completely set up by 9:00am that day. All exhibit materials must be removed from the hall by noon on the last day of each conference.
6. **SUBLETTING SPACE:** No Exhibitor shall assign, sublet, or apportion the whole or part of the space allotted to him, or them, or exhibit therein, any other goods, apparatus, etc. than those manufactured or sold by the Exhibitor in the regular course of business.
7. **INSURANCE:** OESCA shall not be liable for loss or damage of any article of equipment or property that Exhibitor may suffer during installation or removal, or during the exhibit itself, by reason of robbery, fire, accident or any destructive cause. Insurance must be placed by Exhibitor.
8. **CONFLICTING MEETINGS AND SOCIAL ACTIVITIES;** In the interest of success of the entire conference, Exhibitor agrees not to extend invitations to meetings, receptions, or other social events, or otherwise encourage conference attendee absence from the conference or Exhibit Hall during official hours. Exhibitor will notify management of all activities planned with conference attendees during the conference.

9. FACILITY RULES: Exhibitor agrees to comply with all rules and regulations prescribed by the management of the facilities and conference, meet all requirements of all local authorities, and obtain, at their own expense, any necessary permits, licenses or equipment, should any be required for the particular individual displays or exhibit of the Exhibitor. Exhibitor agrees that failure to conform to all facility and city rules and regulations may result in the closure of its exhibits by OESCA. In addition to the prescribed facility rules, the Exhibitor agrees to make use of the exhibit space as described in the Exhibitor Contract and will not use any additional space without approval of OESCA staff. This includes, but is not limited to, wall space, floor space, and additional chairs and tables. All AV needs must be prearranged through, and only through, OESCA staff.
10. PASSES FOR EXHIBITOR AND ITS EMPLOYEES: Appropriate badges and identification will be furnished to Exhibitors and their employees by OESCA upon proper registration.
11. VIOLATIONS: If Exhibitor defaults in the performance of any term of this contract (inclusive of payment of fees, maintenance of insurance, and compliance with any and all rules and requirements concerning the use of Exhibit facilities) OESCA, at its options, may immediately terminate this contract. Upon such termination, exhibitor's rights and privileges under this contract shall terminate and OESCA shall have the right to possession of the space occupied by the Exhibitor and to remove all persons and goods, without any liability whatsoever to the Exhibitor. In addition, OESCA shall be entitled to recover any and all damages caused, in part or in whole, by such default, including liquidated damages. OESCA shall be entitled to pursue any and all appropriate remedies and to recover attorney's fees and costs.
12. AMENDMENTS TO TERMS AND CONDITIONS: Any and all matters or questions not specifically covered by the terms and conditions contained herein shall be subject to the sole discretion of OESCA. OESCA may, in its sole discretion, make reasonable changes, amendments, or additions to these terms and conditions. Any such changes shall be binding on Exhibitor equally with the terms and conditions contained herein.
13. SUCCESSORS IN INTEREST: This Agreement shall bind the respective parties and their successors in interest.
14. GOVERNING LAW: This Agreement shall in all respects be governed by the laws of the State of Ohio.



8050 North High Street, Suite 150
Columbus, Ohio 43235
www.oesca.org