



## **15<sup>th</sup> Annual Aviation Education & Career Expo “VISION 20/21”**

### **NEW Booth Vendor Agreement & Sponsorship Opportunities**

**ProJet Aviation Corporate Hangar - Leesburg Executive Airport (KJYO) 957 Sycolin Rd. Leesburg, VA 20175**

**Friday, October 29th, 2021**

Dear Vendors/Sponsors:

As most of you know, we made the difficult decision to postpone the 2020 Expo and are now preparing for our 15<sup>th</sup> Annual “Aviation Education & Career Expo”, titled “VISION 20/21” scheduled for Friday, October 29<sup>th</sup>, 2021. This event is geared towards high school and college students (ages 16-22). Our focus is to introduce young people to the vast array of career opportunities within the aviation industry. **YOU** are the best resource to accomplish this task.

The Expo consists of industry leaders, vendors, aircraft displays, guest speakers, amazing prizes, demonstrations, and of course – scholarships! We want to provide them with information and resources that will help them look beyond the horizon, and develop a **VISION** for their future.

**FREE Vendor registration is attached. We do not charge vendors for booth space!**

#### **Some of the usual suspects include:**

Pilots\*Medevac Flight Nurses\*Colleges & Training Schools\*Avionics Companies\*Coast Guard Search & Rescue\*  
Maintenance Mechanics\*Air Charter Operators\*Homeland Security\*NTSB\*Air Traffic Controllers\*FAA\*Military\*Aircraft  
Sales\*Publications\*Insurance\*Hospitality\*Lobbyists\*Transportation Security\*Medical Examiners\*Flight Instruction\*  
Aerial Mapping\*Photography\*Corporate Flight Departments, and so much more!

**Space is limited for vendors, sponsors and students.** We ask that you read this information **carefully** and submit your registration and commitments as soon as possible. This will reserve your space and guarantee your participation. Once we have reached 70 vendors, we will cut off registration. If your Company does not make the first 70 returned registrations, you will be placed on a wait list. ***In the event that we have established a wait list for vendors, please understand that those on the wait-list that also commit to providing a scholarship or a corporate sponsorship will be given preference.***

Corporate and Scholarship Sponsorship commitment forms are attached – **AND TAX DEDUCTIBLE IN 2021!** Please decide what your company or school may want to contribute, and submit that information as well. Some requirements and opportunities have changed, so please read everything carefully. If you have any questions, please feel free to contact me directly. I look forward to working with all of you and thank you for your support, energy and participation.

Sincerely,

Julie O’Brien, Event Chair

Please return all paperwork (registration and commitments) to **[expo@projetaviation.com](mailto:expo@projetaviation.com)**

## **BOOTH VENDOR REGISTRATION**

**Note: We will provide you with a booth table and 1 chair (each Vendor will be responsible for their tablecloth)**  
The organization below wishes to exhibit at the 15th Annual Aviation Education Expo and agrees to the guidelines outlined below:

PLEASE PRINT CLEARLY:

**Organization Name:** \_\_\_\_\_ **Contact Person:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City, State, Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Cell:** \_\_\_\_\_ **Email Address:** \_\_\_\_\_

### **EXHIBITION GUIDELINES**

**Booth Space:** *There is no charge for booth space.*

**Occupancy:** Set up will begin at 7:00 am and tear-down will begin at 2:00 pm. The exhibit hours are 9:00 am – 2:00 pm. There will be a complimentary vendor networking breakfast hour with refreshments from 8:00 am-9:00 am.

**Please read and initial all 3 sections below - Indemnification and Release, Insurance and Force Majeure:**

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\_\_\_\_\_ **Indemnification and Release:** Exhibitor hereby expressly releases ProJet Aviation, and all co-sponsors, and any of their agents, shareholders, representatives, officers or directors from any and all liability for any injury, damage, or loss to any person or property that may arise from Exhibitor's occupation of booth space and agrees to pay all defense costs related to any claim against ProJet or co-sponsors. Exhibitor further agrees to indemnify and hold ProJet Aviation, and its agents, shareholders, representatives, officers and directors harmless from any loss or damage arising out of or in connection therewith, including without limitation, any damages to the exhibit booth/table.

Exhibitor releases and discharges all sponsors and their respective agents, shareholders, representatives, officers and directors from any and all liability for any loss, injury, or damage to persons or property that exhibitor may sustain while participating in the Education Expo.

\_\_\_\_\_ **Insurance:** Exhibitor shall, at its own cost and expense, obtain all necessary insurance coverage to enable it to meet its obligations associated with exhibiting at trade shows and other events.

\_\_\_\_\_ **Force Majeure:** Should events beyond the reasonable control of the event, including but not limited to (1) acts of God, (2) war, including armed conflict, (3) governmental warnings or advisory notices, (4) disaster, fire, earthquakes, hurricanes, tropical storms and unreasonable extreme inclement weather in the Leesburg, Virginia area, (4) shortages or disruption to electrical power supply or any other cause that is reasonably beyond the event's control, making the event commercially impractical or impossible to hold such event. In the event of such cancellation, all monies collected from the participating exhibitors, vendors and monetary scholarship providers will be refunded in full.

#### **Contract Acceptance:**

I, the duly authorized representative of the organization listed above, have read and agree to the guidelines and regulations associated with this exhibitor agreement.

**Signature** \_\_\_\_\_

**Print Name** \_\_\_\_\_

**Date** \_\_\_\_\_

## AVIATION EDUCATION & CAREER EXPO 2021 *Booth Information*

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Friday, October 29<sup>th</sup>, 2021

**Space is limited, so please return your registration as soon as possible.**

Organization Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Yes

No

We will be joining you this year \_\_\_\_\_

We would like to reserve a FREE Table (6ft) \_\_\_\_\_

Is your display higher than 3ft above your table? \_\_\_\_\_

**Due to space & power constraints – only booths bringing a SIMULATOR will be given access to power**

Will you bring a simulator? \_\_\_\_\_

We will be bringing an aircraft static display \_\_\_\_\_

**NOTE: (Ramp and Hangar Space are also limited. We will try to make room for all static aircraft requests, but may not be able to honor every request)**

If yes, what type of aircraft/vehicle? \_\_\_\_\_ (This is very important – The types of anticipated aircraft help us to design our floor plan and map)

We are very excited about sharing our passion for this industry with young people. We could not do it without you and appreciate your ongoing support and encouragement!

**DEADLINE FOR BOOTH REGISTRATION: ONCE WE ARE FULL, WE WILL BE FORCED TO CUT OFF REGISTRATION**

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**New this year: The Expo is partnering with “Best You Best Me” a non-profit organization TaxId# 83-1870320, so all scholarship and Corporate Sponsorships are tax deductible!**

We would like to be a corporate sponsor for this year’s Expo! Yes \_\_\_\_\_ No \_\_\_\_\_

Cost of corporate sponsorship is \$500 – Gold Level Yes \_\_\_\_\_ No \_\_\_\_\_

Or \$1K- Platinum Level. Yes \_\_\_\_\_ No \_\_\_\_\_

You will be invoiced in July 2021, and asked for a high-resolution logo to be used on all promotional materials.

**Platinum Level Sponsors will also be asked for 4 images of their business that will repeatedly be displayed on our audio visual screen throughout the event.**

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## 2021 SCHOLARSHIP COMMITMENTS

**Note: NEW – Our planning committee has made the decision that ALL scholarship commitments will be honored regardless of the event canceling due to COVID again.**

**Our goal is to assist students in the pursuit of their dreams and aviation goals. Should the event need to cancel again – we would still award the scholarships on other planned dates, in smaller numbers of attendees and you would be invited to present your awards.**

**Note: To date, we have awarded over \$2.1 Million Dollars in Aviation Scholarships!**

Scholarship Sponsorships require a commitment in advance of the event, so we can promote them appropriately. We have 3 types of scholarships to sponsor. Please check your preference:

\_\_\_\_\_ **Flight School Scholarships** – **WILL BE A SEPARATE ESSAY QUESTION: Why do you want to learn to fly? And how will you use that opportunity to achieve your future goals?** Each flight school donating a scholarship should also answer the following questions:

Description of your flight training program: \_\_\_\_\_

\_\_\_\_\_

Types of Training/Ratings: \_\_\_\_\_

Locations/Airports where you conduct training: \_\_\_\_\_

Total Expenses to complete Trainig: \_\_\_\_\_

This scholarship may include ground school, SIM time and/or flight training. You must specify the donation and the amount/value. Each scholarship provided for flight training must include a **FREE discovery flight that you will bring with you to the event.** If the event goes as planned, your top 5 student essays will be asked to visit your booth at the Expo, and you will make your final decision based on a 60-second interview with them. If the event had to cancel due to health concerns, you would be asked to conduct those interviews virtually and select a winner.

\_\_\_\_\_

\_\_\_\_\_ **Monetary Scholarships** – Can be donated by any company and/or vendor. **You choose your donation amount.** These scholarships can be used at the Aviation School or Flight Training Facility of the student's choice. **Donations under \$1K will be combined with other donations to form larger scholarships.** These donations will be invoiced in advance and must be paid in full no later than September 1, 2021 to guarantee expedient delivery to the winners. Scholarships will be awarded directly into student's school or training account.

\_\_\_\_\_

\_\_\_\_\_ **College/University Scholarships** - Specific donations that can only be used at those institutions providing the funds. They must be **paid by the institution directly into the student's ID account once accepted.** Sponsoring schools may set terms of eligibility (new student, program-specific, award amount divided over 4 years, etc...).

Monetary and College-Specific scholarships are based on an essay competition which is designed, implemented, and judged based on criteria set forth by the Expo Scholarship Committee. All scholarships will be awarded to the winning student's school ID account. Sponsors are invited to attend the Expo and participate in presenting their award. The names of the Scholarship Sponsors enjoy inclusion in press releases, promotional posters, programs, and the Expo website. In addition, your logo will appear on your prize check award!

**YES! Sign us up!**

Scholarship Sponsor: \_\_\_\_\_ Amount of Scholarship: \$ \_\_\_\_\_

Name of Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Please scan to [expo@projetaviation.com](mailto:expo@projetaviation.com) or call Julie O'Brien 703.889.8558

\_\_\_\_\_ (Your initials) By signing the above form, I am aware that I will be invoiced in advance for the full amount of the Monetary Scholarship. I agree to pay the invoice in full, per the instructions provided on the invoice, NO LATER THAN **SEPTEMBER 1, 2021**.

\_\_\_\_\_ (Your initials) In the event the full amount of the Monetary Scholarship is not paid by **September 1, 2021**, I realize that I forfeit my/our company's opportunity to exhibit at the event, and will relinquish my company's opportunity to have their brand and name on all marketing materials in promotion of the event.

**NEW THIS YEAR: Due to many vendor requests, we are adding an additional opportunity for vendors this year!**

**Our Company would like to offer an aviation internship this year! \_\_\_\_\_Yes \_\_\_\_\_No**

**NOTE: Companies offering internships will need to manage those opportunities at their booth space, but will be noted as a participating opportunity in the event program, so students interested can make a point to visit your booth space and apply.**

## 15<sup>th</sup> Annual Aviation Education & Career Expo "VISION 2021"

### Scholarship Sponsorship Commitment

***Our SCHOLARSHIP GOAL for 2021 is \$400K in scholarships and flight training awards!***

*Please take a moment and read the testimonials below so you understand what impact you are having...*

#### Testimonials:

***"Each year I attend, I learn so much, and I am grateful for my scholarship which reduced by costs for becoming a commercial pilot. Thank you so much for the energy you expend in supporting young adults pursuing a career in aviation." Niles S. Scholarship Recipient***

***"Before attending the Expo I had no plans of entering the aviation industry, but afterwards, I was certain I wanted to join the aviation world. At the Expo I met my dream college, and applied as soon as I got home. I am now in my junior year and plan to join the GA side of aviation as a charter pilot." B. Sanders, Student***

***"If you have students interested in any aspect of aviation, this is one experience you don't want them to miss. This remarkable 1-day event is the most comprehensive, generous, educational program available to students, like no other. This is a unique and rewarding experience P. Arnold CTC Professor***

***"Just a few hours changed my life. The Expo gave me such quality information, a part time job, and a definite idea of where I wanted my career to go beyond college. Thank You!" J. Hill, Student***

***"The Expo made me believe more than ever, that I can pursue every single dream I have." R. Patel, Student***

***"Every year your event continues to amaze me. It is our pleasure to be associated with such a wonderful opportunity. I look forward to what the future holds." A Hanstine, Embry Riddle Recruiter***

***"Thank you from the bottom of my heart. This has really opened doors for me, and I would not be where I am now, if it wasn't for this scholarship." Paul A. Scholarship Recipient***

***"Thank you for getting it! You are giving our students another choice that may position them to fulfill their purpose and maximize their potential. We are grateful beyond measure for this unique experience and opportunity." P Daniels R. Mance Foundation***

***"Thank you for such an amazing day. Your Expo provided us with new resources and doubled my excitement of what's possible. Thank you for your efforts and vision. A. Kapp, Student***

***"Thank you so much for hosting the Expo! We were honored to attend. We were so impressed with the whole program, but especially the quality of students who attend." S. McGee, Educator/Vendor***

**“I am planning on starting new hire training at a regional airline this Summer. After attending the Expo, I wanted a career in aviation! I am excited for the new opportunities ahead.” M. Rosario, Student**

**Vendor and Sponsor Checklist – Important Dates for 2021!**

July	ProJet Aviation show organizers will invoice all Corporate Sponsors
September 1	Corporate Sponsor deadline to send in invoiced amount
September 1	Monetary Scholarships must be paid in full by this date
July 15	Deadline for College-Specific Scholarship Notification to ProJet
July 15	Deadline for Flight School Scholarship Notification to ProJet
October 28	Pre-show set up between hours of 1 pm and 4 pm
October 29	7:00 am Exhibitor/Vendor Set Up begins 8:00 am Exhibitor/Vendor/Sponsor Business Networking Breakfast begins – <b><i>Bring your business card to exchange~!</i></b> 9:00 am Event begins 2:00 pm Tear down begins