

Why Exhibit?

The coastal waters of North America hold tremendous potential for wind development and industry stakeholders are excited at the immense untapped wind resources that can be harnessed offshore. With the U.S. Department of Energy's 20% wind scenario estimating that 54 GW of offshore wind will be included in the 300 GW required to meet 20% of the U.S. electricity needs in 2030, this wind market segment is poised for growth.

Recent steps taken by both federal and state governments have put offshore wind higher on the nations' priority list, and large multi-national corporations have announced their involvement in the research and development of offshore wind, signaling to investors that the U.S. is serious about the offshore wind industry.

With over 120 exhibitors and nearly 1,700 attendees, the Offshore WINDPOWER Conference and Exhibition is the largest of its kind in the United States. Combining three days of industry education, exhibition, and networking, the conference place an important role in connecting all the leaders in offshore wind.



AWEA OFFSHORE WINDPOWER® 2011 CONFERENCE & EXHIBITION

**October 11 - 13
Baltimore, MD**

“Our nation’s energy policy is at the forefront of the Department’s agenda. Now, more than ever, we must embrace the energy potential our lands and oceans hold. With the help of AWEA’s initiatives and continued support, we can make the transition to a clean-energy economy a reality.”

Ken Salazar, United States Secretary of the Interior



www.offshorewindexpo.org

OFFSHORE WINDPOWER
OFFSHORE WINDPOWER



The AWEA OFFSHORE WINDPOWER 2011 Conference & Exhibition brings together exhibitors and attendees from all over the world who are interested in becoming players in this new and highly promising market. This is THE place to show your companies commitment to offshore wind development and demonstrate what you can add to this exciting market segment. Reserve your booth today!

Exhibitor Benefits

Exhibitor Package

All exhibitors will receive the following:

- ▶ 48' draped booth backdrop with 3' side rail dividers (for in-line booths)
- ▶ One 7" x 44" identification sign (for in-line booths)
- ▶ Detailed web listing on an interactive floorplan
- ▶ Free listing in the official AWEA Offshore WINDPOWER 2011 Show Directory including a company description and a matrix of products and services
- ▶ Opportunity to purchase discounted Booth Personnel Passes

Free Registrations

In addition to the benefits listed above, each exhibitor will receive free registrations based on your booth square footage (SF) as outlined below:

Booth Size	Booth Personnel Passes	Full Conference Registrations
100 SF	3	0
200 SF	3	1
300 SF	4	1
400 SF	4	2
Larger than 400 SF	1 additional per additional 200 SF reserved	1 additional per additional 400 SF reserved

Each exhibitor booth pass or conference registration includes the exhibit hall reception, coffee breaks each morning, a full buffet lunch served on the show floor, and beverage breaks each afternoon.

Added Benefit for Exhibitors

Meals, breaks, and receptions will be served on the exhibition show floor providing additional exhibit hall traffic, networking opportunities, and time to display your products and services.

Exhibition Costs*

AWEA Corporate and Utility Business Members:

- ▶ \$29/SF by July 1, 2011
- ▶ \$31/SF after July 1, 2011

AWEA Associate & Academic Business Members

- ▶ \$31/SF by July 1, 2011
- ▶ \$33/SF after July 1, 2011

** Exhibiting at this conference is open to Business Members of AWEA only.*

How To Sign Up

Visit www.offshorewindexpo.org to view an updated floorplan and reserve your booth on-line. Or, complete the Exhibitor Reservation Application, indicate your booth preferences and return to AWEA along with your required deposit:

- ▶ 50% if before July 1, 2011
- ▶ 100% if after July 1, 2011

All booths must be paid in full by July 1, 2011.

Sponsorship Opportunities

For a company already working in the offshore arena, sponsorship at this event is an excellent means of reaching out to this target market and increasing your brand recognition. For those looking to enter the market, sponsorship could provide the perfect opportunity to launch into this segment of the industry and draw greater attention to your business. Visit our website to learn more.

Who Will Attend

- ▶ Wind Project Developers and Operators
- ▶ Wind Technology Component Suppliers
- ▶ Construction Companies
- ▶ Shipping Companies and Marine Service Businesses
- ▶ Port Authorities
- ▶ Turbine Manufacturers
- ▶ Wind Assessment, Forecasting and/or Meteorological Companies
- ▶ Transportation and Logistics Companies
- ▶ Legal Consultancies / Law Firms
- ▶ Banking / Financial Institutions
- ▶ Economic Development and Non-Profit Organizations



Exhibitor Information

The contact person listed below will be AWEA's internal exhibition booth contact. This person does not need to be the contact listed on our website and in the on-site Expo Guide.

Exhibiting Company Name _____

Parent Company Name _____

Contact Name _____

Title _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Country _____

Phone _____ Fax _____

Email _____ Website _____

Additional Contact Person Name and Email _____

Exhibition Fees

	By July 1, 2011	After July 1, 2011
AWEA Corporate and Utility Business Members:	\$29/SF	\$31/SF
AWEA Associate and Academic Business Members:	\$31/SF	\$33/SF
Total Booth Size _____ SF x Cost Per SF \$ _____ = Total Booth Cost \$ _____		
		Deposit Amount \$ _____

A deposit of 50% is required to reserve a booth before 7/1/11, 100% is required after 7/1/11. All booths must be paid in full by 7/1/11. An invoice will be sent for any remaining payment. Required deposit MUST accompany application or booth will not be reserved.

Payment Information

- Check enclosed (in U.S. dollars, drawn on a U.S. bank, made payable to AWEA)
- Wire transfer – finance@awea.org or 202.383.2543
- Mastercard VISA American Express

Credit Card Number _____ Security Code* _____

Cardholder Name _____ Expiration Date _____

*3 or 4 digit number on back of card in the signature line, or for American Express, on front of card above the credit card number.

I have read, understand, and agree to comply with the rules and regulations governing the Offshore WINDPOWER Conference & Exhibition as they are printed on the front and back of this form.

Signature _____ Date _____

Print Name _____

Are you an AWEA Member?

Exhibiting companies must be Business Members of AWEA. In addition, sharing an exhibit booth with a member or non-member company is not permitted. Please mark your membership status below. If you are unsure of your membership status, contact membership@awea.org

- Corporate Utility
- Associate Academic

Booth Preferences

Please indicate your booth preference by number using the online exhibit hall floor plan. Visit www.offshorewindexpo.org to view a real-time interactive floorplan showing available booth space. Booth assignments will be made by AWEA based upon the advance sales priority point system, the order applications are received with the required deposit, and the best interest of the overall exhibition.

First Choice _____

Second Choice _____

Third Choice _____

If you prefer a booth size that is not pre-drawn on the exhibit floor plan, we will attempt to accommodate your needs. Simply refer to the on-line floor plan and contact Ed du Moulin, emoulin@awea.org

Reserve Your Booth Early for Prime Spots!

email exhibition@awea.org
 mail AWEA Offshore WINDPOWER
 Conference & Exhibition
 1501 M Street, NW, Suite 1000
 Washington, DC 20005
 fax 202.293.2567
 phone 202.249.7353

www.offshorewindexpo.org

Exhibitor Rules & Regulations

1. Contracts for Display Space

The application for space, formal notice of space assignment by the American Wind Energy Association (AWEA), and the full payment of rental charges together constitutes a contract for the right of use space. AWEA reserves the right to reassign the exhibit space allotted under such contract.

2. Assignment of Space

Booths will be assigned as quickly as possible after applications are received, subject to availability of space preferences, special needs, and compatibility of exhibitors. Every effort will be made to respect the exhibitors' space choices, however, AWEA reserves the right to make the final determination as to all space assignments and the acceptability and appropriateness of all displays. Exhibitor will promptly remedy any objection AWEA has to its booth display. AWEA may adjust the exhibition floorplan as needed at any time.

3. Payment

A non-refundable deposit is required with the exhibitor application. The deposit is 50% if received within 30 days of booth reservation. The balance is due on 7/1/11. You will receive a "Balance Due" invoice for the required monies if you are reserving a booth prior to 7/1/11. If you are reserving a booth after 7/1/11, then payment must be made for the full 100% price at the time of purchase. All checks should be in U.S. dollars, drawn on a U.S. bank, and made payable to the American Wind Energy Association or AWEA. If your booth is NOT paid in full by 7/1/11, your booth will be canceled and no previous booth payments will be refundable.

4. Refund for Cancellation

Should the exhibitor be unable to occupy and use the exhibit space contracted, the exhibitor shall promptly notify AWEA in writing. Requests for a potential refund must be received in the AWEA office on or before 5pm EST, June 2nd, 2011. After June 2nd, 2011, no refunds will be considered. If the booth is cancelled before this date, then all sums paid by the exhibitor, less a service charge of 50% of the net contract price, will be refunded.

5. Booths

Each exhibitor is furnished with a 10 foot x 10 foot booth minimum, with an 8' high background drape and 3' high side divider drape for in-line booths. A 7" x 44" sign will be furnished with the exhibitor's name and booth number. **Carpet for your booth is required.** Furniture, labor, drayage, signs, and other booth furnishings may be ordered at standard rates from the official show decorator. Electricity and other services may be obtained by completing the appropriate application enclosed in the exhibitor kit. Complete details will be forwarded to each exhibitor following confirmation and assignment of booth space. The show decorator will maintain a service desk in the exhibit area during set-up and teardown. Exhibits shall be arranged so as not to obstruct the general view, or hide the exhibits of others. AWEA follows the International Association for Exhibition Management for display rules and regulations. Specifications vary between convention centers. For oversized or unusual booth or equipment display, contact AWEA for approval.

6. Use of Display Space

- a) In the event the exhibitor fails to install or have installed his or her display within the time limit set for opening, or fails to comply with any provisions concerning the use of display space, AWEA shall have the right to take possession of said space and resell same, or any part thereof.
- b) All demonstrations and distribution of literature and promotional materials must be confined to the limits of the exhibitor's booth or assigned table display space. Sharing an exhibit booth is not permitted. Exhibitors must display goods or services directly related to their regular course of business unless otherwise approved by AWEA.
- c) Exhibits that include the operation of audio equipment or any noise-making machinery must be operated so that the resulting noise will not annoy or disturb adjacent exhibitors.
- d) Exhibitors are required to have their exhibit space neat and orderly at all times.
- e) No exhibitor shall have the right, prior to closing of the exhibition, to pack or remove articles from exhibit without permission from and approval in writing from AWEA.
- f) Use of motorized equipment such as air blimps, etc... are not permitted within in-line booths. Requests for use of motorized equipment in island booths must be submitted in writing for approval by AWEA.
- g) Exhibitors are required to adhere to the International Association for Exhibition Management (IAEM) Guidelines for Display Rules and Regulations. These regulations ensure fair exhibiting standards and consistency among the displays and include information about display heights, line of site violations, and much more.
- h) Balloons or any type of helium inflated product is NOT allowed in the exhibit halls.

7. Exhibitor Activities

Exhibitor agrees not to schedule or conduct any outside activity including but not limited to receptions, seminars, symposiums, and hospitality suites that are in conflict with the

official program of the Conference and Exhibition, whether such activities are at or away from the show locations. Exhibitor will submit to AWEA 30 days prior to the exhibit date any program the exhibitor intends to hold at or in conjunction with its exhibit for written approval as to time, date, and place. Failure to adhere to this policy could result in cancellation of your exhibit booth.

8. Compliance

The exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations, and codes of duly authorized local, state, and federal governing bodies concerning fire, safety, and health, together with the rules and regulations of the operators and/or owners of the property wherein the exhibit is held. Federal, state, and city laws must be strictly observed. Cloth decorations must be flameproof. Wiring must comply with fire department and underwriters' rules.

9. Liability

The American Wind Energy Association, the Convention Center, all conference hotels, the official show decorator, their agents or employees shall not be responsible for any loss, theft or damage to the property of the exhibitor, his or her employees or representatives. Further, AWEA will not be liable for damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitor or his/her assigns, and the exhibitor shall indemnify and hold harmless AWEA from all liability which might ensue from any cause whatsoever. If the exhibitor's materials fail to arrive, the exhibitor is nevertheless responsible for all amounts due hereunder. The exhibitor understands that none of the above organizations or sponsors maintain insurance covering the exhibitor's property and it is the sole responsibility of the exhibitor to obtain such insurance. All exhibitors are required to supply a Certificate of Liability Insurance for the exhibition which names the American Wind Energy Association as additionally insured.

10. Cancellations or Termination of Exhibition

In the event that the premises where the exhibition is to be held shall, in the sole determination of AWEA, become unfit or unavailable for occupancy, or shall be substantially interfered with by reason of picketing, strike, embargo, injunction, act of war, act of terrorism, act of God, fire or state of emergency declared by a government agency, by reason of any other occurrence beyond the control of AWEA, AWEA may postpone or cancel the exhibition. In case AWEA for any reason determines to postpone or cancel the exhibition, the exhibitor waives all claims the exhibitor might have against AWEA for damages or expenses and agrees to accept in complete satisfaction and discharge of all claims against AWEA a refund of all amounts paid by the exhibitor to AWEA in accordance with this agreement.

11. No Guarantee of Results

AWEA does not warrant or guarantee any particular results of the exhibition, nor does it guarantee a particular number of attendees or exhibitors.

12. Outdoors Display

This agreement applies to both the indoor exhibition and the outdoor display of wind energy hardware (if there is an outdoor exhibit). AWEA reserves the right to cancel any outdoor exhibit if deemed necessary due to weather or other circumstances beyond AWEA's control. The American Wind Energy Association, its agents or employees shall not be responsible for any loss, theft, or damage to the property of the exhibitor, his or her employees or representatives. The American Wind Energy Association is not responsible for providing security to any outdoor displays nor is liable for any personal injury related to the outdoor exhibit.

13. No Partnership

This contract shall not be construed to create a partnership between AWEA and exhibitor or otherwise to create any relationship or agency. Neither party may act on behalf of the other without first receiving written authorization of such agency.

14. Complete Agreement

This contract incorporates and constitutes the full understanding of the parties and supersedes any and all prior agreements, understandings, or representations. The parties hereby agree that there are no other understandings or agreements between the parties, which are not contained in this contract.

15. Rules and Regulations

All companies exhibitors must be Professionally responsible for all personnel to act and speak in a non-discriminatory manner and to avoid offensive, racist or sexist remarks and conduct themselves in an ethical manner. Graphic materials portray high business ethics and not be lewd in nature. If booth models or other personnel are hired to this event, they are to dress in a professional manner and act accordingly.

16. Labor Rules

Each exhibitor agrees to fully comply with the labor rules and regulations of the convention center and/or city. For questions concerning the specific labor regulations at this year's facility, please contact Ed du Moulin at emoulin@awea.org 202.249.7353.