Sponsor & Exhibitor Prospectus
FLIGHT SAFETY FOUNDATION
independent • impartial • international

Since 1947, Flight Safety Foundation has helped save lives around the world. The Foundation is an international non-profit organization whose sole purpose is to provide impartial, independent, expert safety guidance and resources for the aviation and aerospace community.

Today, membership includes more than 1,000 organizations and individuals in 150 countries. The Foundation is based in Alexandria, Virginia, U.S., and has a regional office in Melbourne, Australia.

About the Summit
The Business Aviation Safety Summit (BASS) is a forum for the business aviation industry to meet in a collaborative environment to identify safety concerns, devise approaches to reduce risk and implement initiatives to improve safety. The summit, organized by Flight Safety Foundation, in partnership with the National Business Aviation Association covers safety, training, practical solutions, management, human factors and other issues for every segment of the business aviation industry.

General Inquiries
Liz Solorzano, CMP
Director, Conferences & Events
solorzano@flightsafety.org
703.739.6700 x143

Exhibitor and Sponsor Contact
Namratha Apparao
Manager, Conferences & Exhibits
apparao@flightsafety.org
703.739.6700 x101

Registration Inquiries
events@flightsafety.org
703.739.6700

Welcome to Savannah!
Venue: Savannah Convention Center
BASS 2020 will be held at the Savannah Convention Center in Savannah, GA. Located in the vibrant Hostess City of the South, the Savannah Convention Center is a unique and memorable venue for successful meetings, trade shows, and special events.

Hotel: The Westin Savannah Harbor Golf Resort & Spa
Located adjacent to the Savannah Convention Center is the official BASS 2020 hotel, the Westin Savannah Harbor Golf Resort & Spa. Nestled along the banks of the Savannah River and situated just a ninety second ferry ride away from historic downtown, The Westin Savannah Harbor Golf Resort & Spa offers travelers an elevated escape in Georgia’s oldest city. Unique among downtown destinations, our waterfront hotel seamlessly blends urban accessibility with excellent resort amenities.

![Chart showing distribution of attendees by segment: 57% Business Aviation, 31% Support Services, 4% Associations/Non-profits, 2% Academia, 5% Manufacturer, 1% Government/Regulator, 2% Attendees Expected]
WHO ATTENDS BASS?

Air Safety Engineer
Air Safety Officer
Aircraft Services Technician
Assistant Chief Safety Officer
Aviation Manager
Aviation Safety Manager
Aviation Safety Programs Director
Captain
Chief Executive Officer
Chief Operating Officer
Chief Pilot
Continuing Airworthiness Manager
Corporate Secretary & General Counsel
Crew Chief
Demonstration Pilot
Deputy Chief test Pilot
Director, Aviation
Director, Travel Support

Director, Corporate Safety and Quality
Director, Flight Operations
Director, Global Aviation
Director, Operations and Safety
Director, Safety & Emergency Planning
Director of Safety Standards
Dispatcher
Emergency Operations Director
Executive Vice President
Fixed Wing Safety Manager
Flight Data Engineer
Flight Data Services Manager
Flight Engineer
General Manager
Maintenance Controller
Maintenance Manager
Mechanic

Pilot
President
Program Manager & Technical Pilot
QMS Coordinator
Safety Captain
Safety Manager
Safety Officer / Pilot
Safety Program Manager
Scheduler
Senior Captain
Senior Director, Aviation
Senior Manager, Aviation Training
Senior Manager, Safety & Flight Operations
Senior Principle Engineer
Senior Aircraft Maintenance Technician
Strategic Moves Pilot
Training Director
Vice President, Aviation
Vice President, Flight Operations
PAST PARTICIPATING COMPANIES

Advanced Aircrew Academy
Aer Lingus
Air Charter Safety Foundation
Air Line Pilots Association International
Air Products & Chemicals
AirSprint Inc
AirCare International
Airshare
AirSprint, Inc.
Allstate Insurance Co.
Altria Client Services LLC
American Express Company
Amgen
Aramco Associated Company
Archers Daniels Midland Co.
ARGUS International, Inc.
Aviation Performance Solutions, LLC
AviationManuals
BAE Systems plc
Baker Aviation/HOT-STOP ‘L’
Baldwin Aviation Safety and Compliance
Barrick Gold Corp.
Bechtel Corp.
Bell Helicopter
Bloomberg Services LLC
Bombardier
Brazilian Air Force University
CA Technologies
CAE, Inc.
CellBlock FCS
Collins Aerospace
Convergent Performance
Corning Aviation
Cox Enterprises, Inc.
Crown Equipment Corporation
CTS
Cummins, Inc.
CVS Health
Dassault Falcon Jet
Dell Technologies
Delta Private Jets
Devon Energy
Discount Tire
DT Equipment
Duke Energy
DuPont Pioneer
Embraer Executive Aircraft
Emby-Riddle Aeronautical University
Enterprise Holdings, Inc.
ExcelAire LLC
Executive Jet Management, Inc.
ExxonMobil Corporation
FAA Wildlife Strike Database
Flight Data Services
FlightSafety International
Flying Magazine
GE Aviation
Glass Aviation
Global Aerospace
Gogo Business Aviation
Google LLC
Growmark
Gulfstream Aerospace Corporation
Hangar Aviation Management
HealthSouth
Hershey Company
Hertz Global Holdings
Hess Corporation
Hewlett Packard Enterprise
Home Depot
Honeywell Aerospace
IBM Flight Operations
ISN
Jet Aviation
JetBlue Airways Corp.
Joe Gibbs Racing
Johnson & Johnson
JP Morgan Chase
KeyCorp Aviation
L Brands
LG Electronics
Liberty Mutual Insurance Co.
Lincoln Financial Group
Link Snacks, Inc.
Luftahnsa Aviation Training
McDonald’s Corporation
Mente LLC
MGM Resorts Aviation
Midwest Aviation
Milliken & Company, Inc.
MIT Lincoln Laboratory
Mitsubishi Heavy Industries America, Inc.
Monza Aircraft Operations
Monza Aviation
Moorland Promontry
MP Air, Inc.
NASCAR, Inc.
National Air Traffic Controllers Association (NATCA)
National Business Aviation Association
NBC
New United Goderich, Inc.
New World Aviation
Nike, Inc.
Northrop Grumman Corp.
PepsiCo Aviation
Pfizer Aviation
Philip Morris International
Phillips 66
PlaneGard
PNC Financial Services Group
Polaris Aero, LLC
Presage Group Inc.
Prescott Support
ProDIGIQ
Prudential
Pulsar Informatics, Inc.
Qatar Airways
Quest Diagnostics
Raytheon Company
Reyes Holdings
Richardson Aviation
Rio Tinto/Diavik Diamond Mines (2012), Inc.
Rockwell Collins
Rolls-Royce
Safety Operating Systems
SAS Institute
Sierra Nevada Corporation
Sky Quest LLC
Sky River Management
Solarus Aviation, Inc.
ST Laserstrike
Starbucks Coffee Company
Talon Air, Inc.
Target Corp.
Textron Aviation
The Boeing Company
The Kroger Co.
The Metropolitan Aviation Group, LLC
The MITRE Corporation
The VanAllen Group
TOMS Capital LLC
TrainingPort.net
Tyson Foods
U.S. Federal Aviation Administration
U.S. National Transportation Safety Board
United Airlines
United States Aviation Underwriters, Inc.
USAIG
USC Aviation Safety & Security
Verizon
VF Corp.
Visa USA, Inc.
VisionSafe Corporation
Whirpool Corp.
Winslow LifeRaft Company
Wolf UAS LLC
Wyvern Ltd.
Zimmer Biomet
### SUMMIT SCHEDULE

**Tuesday, April 28**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1830 – 1930</td>
<td>Welcome Reception</td>
</tr>
</tbody>
</table>

**Wednesday, April 29**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>0730 – 1700</td>
<td>Registration and Information Desk</td>
</tr>
<tr>
<td>0730 – 0830</td>
<td>Breakfast in Exhibit Hall</td>
</tr>
<tr>
<td>0830 – 1000</td>
<td>General Session</td>
</tr>
<tr>
<td>1000 – 1030</td>
<td>Business Break</td>
</tr>
<tr>
<td>1030 – 1200</td>
<td>General Session</td>
</tr>
<tr>
<td>1200 – 1330</td>
<td>Lunch in Exhibit Hall</td>
</tr>
<tr>
<td>1330 – 1500</td>
<td>General Session</td>
</tr>
<tr>
<td>1500 – 1530</td>
<td>Afternoon Break</td>
</tr>
<tr>
<td>1530 – 1700</td>
<td>General Session</td>
</tr>
<tr>
<td>1700 – 1800</td>
<td>Networking Reception in Exhibit Hall</td>
</tr>
</tbody>
</table>

**Thursday, April 30**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>0730 – 1700</td>
<td>Registration and Information Desk</td>
</tr>
<tr>
<td>0730 – 0830</td>
<td>Breakfast in Exhibit Hall</td>
</tr>
<tr>
<td>0830 – 1000</td>
<td>General Session</td>
</tr>
<tr>
<td>1000 – 1030</td>
<td>Business Break</td>
</tr>
<tr>
<td>1030 – 1200</td>
<td>General Session</td>
</tr>
<tr>
<td>1200 – 1330</td>
<td>Lunch in Exhibit Hall</td>
</tr>
<tr>
<td>1330 – 1500</td>
<td>General Session</td>
</tr>
<tr>
<td>1500 – 1530</td>
<td>Afternoon Break</td>
</tr>
<tr>
<td>1530 – 1700</td>
<td>General Session</td>
</tr>
</tbody>
</table>

*Times are subject to change*
### Sponsor Benefits

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Platinum ($10,000+)</th>
<th>Gold ($6,000 - $9,999)</th>
<th>Silver ($3,000 - $5,999)</th>
<th>Bronze ($2,000 - $2,999)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ability to add branded registration bag*</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>*summit tote bags will be given if there is a sponsor</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opportunity to share sponsor news in the daily conference eNewsletter</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Full-conference registration ($950 value)</td>
<td>three (3)</td>
<td>two (2)</td>
<td>one (1)</td>
<td>one (1)</td>
</tr>
<tr>
<td>Bonus priority ranking for sponsor and exhibit space selection for future FSF summits</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo with website link on BASS website and in select pre-event email promotions</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo in the event mobile app</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Recognition signage displayed prominently in high traffic areas</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Name and contact person listed in the Sponsor &amp; Exhibitor mobile app directory</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Badge ribbon with sponsor designation for registered summit participants from your company</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

Want to increase your company’s visibility throughout the summit? Sponsor multiple opportunities to reach your desired sponsorship level!
SPONSORSHIP OPPORTUNITIES

Welcome Reception — SOLD
$7,000
Tuesday, April 28
Help us welcome attendees to BASS 2020 by sponsoring the welcome reception held the evening before the conference begins. Your company logo will appear on table tents throughout the event as well as on beverage napkins. You have the option of having a sponsored-themed cocktail or dessert during the event.

General Session
$6,500/day
As the main focus of the conference, the general sessions are a great opportunity to showcase your brand. During your day’s sponsored sessions, you will have the opportunity to show a 1–3 minute video promoting your company. Sponsors may also place giveaways at each attendee’s seat.

Networking Reception — SOLD
$6,000
Wednesday, April 29
Provide an evening of socializing by sponsoring the Networking Reception. Your company logo will appear on table tents and signage throughout the reception.

Mobile App
$5,000
Be in the hands of every attendee and sponsor the mobile app. Your company logo will appear on the app load screen as well as within the appear as a banner. All app-related communication and marketing will also include your company logo.

Summit Tote Bags
$5,000
Tote bags are handed out to every attendee during registration. Your company will receive great recognition by having your logo printed on the tote bags.

Badge Lanyard
$5,000
Lanyards are a great way to receive high visibility with attendees. Badge lanyards with your logo are worn by all attendees and exhibitors throughout the summit.

Luncheon
$4,000
Two (2) available
Provide midday fuel for attendees and sponsor one or more luncheons. Your company logo will appear on table tents during your sponsored luncheon(s) and you have the opportunity to distribute company literature or giveaway item(s).

Breakfast in Exhibit Marketplace
$4,000
Two (2) available
Sponsor one or more of our daily breakfasts and help attendees fuel for the day. Your company logo will appear on table tents during your sponsored breakfast(s) and you will have the opportunity to distribute company literature or giveaway item(s).

Summit Registration Giveaway
$3,500
Sponsor a registration giveaway – reusable water bottles, notebooks, or Bluetooth speakers – and reach attendees right at the start of the conference. Items will be placed at the registration desk for extra brand visibility.

Networking Breaks
$2,500
Three (3) available
Support the conference by sponsoring one or more networking breaks. Your company logo will appear on table tents during your sponsored break(s) and you will have the opportunity to distribute company literature or giveaway item(s).

Hotel Key Cards — SOLD
$2,500
Hotel key cards are given to each attendee when they check-in at the official summit hotel. Your logo will be imprinted on the key card and will be one of the first things attendees see.

Summit Pen
$2,500
Sponsor the summit pen and be seen during every general session. Your logo will appear on all pens placed on every table in the general session room.

Hotel Wireless Network
Email for pricing
Sponsor the hotel wifi and help attendees stay connected. Signage designating you as the wifi sponsor will be placed throughout the conference and a sponsor-themed password will be provided to all attendees.
EXHIBITOR INFORMATION

Why Exhibit at BASS?

Network
✓ Unlike some massive tradeshows, the ‘boutique’ atmosphere of BASS allows exhibitors and participants to interact in a more personal, one-on-one manner.
✓ Breakfasts, business breaks and lunches with exhibitors to help drive traffic.

Exposure
✓ Market your organization and raise brand exposure to the flight safety community.
✓ Opportunity for inclusion in the conference e-daily newsletter, sent to all summit attendees and FSF members.
✓ Interactive game in exhibit hall to help drive booth traffic and attendee engagement with exhibitors.

Education
✓ Give attendees hands-on access to your products.
✓ As an exhibitor, you will have access to all general session programming and breakout sessions.

Benefits
✓ One (1) complimentary registration per exhibit space
✓ Breakfasts, breaks and lunches in exhibit hall
✓ Company listing on the conference website and on-site mobile app
✓ Option to purchase up to two additional registrations for a discounted rate of $400 each
✓ Pre-conference and post-conference attendee roster, upon request

Booth Package
✓ Standard Pipe and Drape booth set up 10’ x 10’ booth (unless a 10’ x 20’ booth is purchased)
✓ 8’ high back wall, 3’ high side rails
✓ 6’ Table, 2 chairs, 1 wastebasket and 7” by 44” booth ID
✓ FSF Member sign at booth for member companies

10’ x 10’
FSF Member: $3,000
Non-Member: $4,500

10’ x 20’
FSF Member: $6,000
Non-Member: $9,000
# EXHIBITOR SCHEDULE

## Tuesday, April 28

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1400 – 1800</td>
<td>Exhibitor Move-in</td>
</tr>
</tbody>
</table>

## Wednesday, April 29

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>0730 – 0830</td>
<td>Breakfast with the Exhibitors</td>
</tr>
<tr>
<td>1000 – 1030</td>
<td>Business Break with Exhibitors</td>
</tr>
<tr>
<td>1200 – 1330</td>
<td>Lunch</td>
</tr>
<tr>
<td>1500 – 1530</td>
<td>Afternoon Break with Exhibitors</td>
</tr>
<tr>
<td>1700 – 1830</td>
<td>Networking Reception</td>
</tr>
</tbody>
</table>

## Thursday, April 30

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>0730 – 0830</td>
<td>Breakfast with the Exhibitors</td>
</tr>
<tr>
<td>1000 – 1030</td>
<td>Business Break with Exhibitors</td>
</tr>
<tr>
<td>1200 – 1330</td>
<td>Lunch</td>
</tr>
<tr>
<td>1500 – 1530</td>
<td>Afternoon Break with Exhibitors</td>
</tr>
<tr>
<td>1530 – 1830</td>
<td>Dismantle</td>
</tr>
</tbody>
</table>

All booths must be set-up by 1800 on Tuesday, April 28, to be ready for continental breakfast in the exhibit hall beginning at 0730 on Wednesday, April 29.

If the booth is not occupied by 1800 on Tuesday, April 28, FSF will consider it canceled by the exhibitor and will use such space as it deems appropriate. If additional time is required for set-up, contact FSF’s Namratha Apparao at apparao@flightsafety.org or +1.703.739.6700, ext. 101.

Exhibitor move-out is scheduled for Thursday, April 30, from 1700–1900.

### Cancellation Policy

Refund or credit, less a US $250 administrative fee, will be given for exhibit cancellations received by Tuesday, January 28, 2020. Credit cannot be applied towards membership dues or Networking Dinner. **No refund or credit will be given for cancellations received after Wednesday, January 29, 2020.** Canceled booths also forfeit all exhibitor benefits, including the complimentary registration. All cancellation, refund, and credit requests should be sent by email to events@flightsafety.org. Exhibiting companies who do not show up at the summit and have not sent an email cancellation by the deadline, will forfeit the entire exhibitor fee.

### Terms & Conditions

Booth construction guidelines are set forth in the International Association of Exhibitions and Events (IAEE) display rules and regulations. These guidelines are incorporated by reference and made part of these Rules and Regulations and included in the official Exhibitor Service Manual.

### Conflicting Event Policy – Meetings, Entertainment and Social Functions

No entertainment, social functions or meetings may be scheduled to conflict with the Flight Safety Foundation BASS program, events, or specific exhibit hours. No event after the program may start until 30 minutes after the last event of each day.
Flight Safety Foundation
701 N. Fairfax Street
Suite 250
Alexandria, VA 22314
United States of America

+1.703.739.6700
flightsafety.org