

# ILUMINATE

# BRIGHTER TOGETHER

EDUCATION | EXHIBITS | NETWORKING

April 28-30, 2022





# JOIN US

The Star of the North Meeting attracts dentists, student dentists, dental assistants, dental hygienists, dental educators, and more — to one of the Midwest's largest dental conferences. The Star of the North is a marketplace where the Exhibit Hall is a crucial part of the educational experience — where attendees can meet with over 200 exhibiting companies offering the latest innovative science at the meeting.

Position your organization face-to-face with dental decision-makers.

LAUNCH NEW PRODUCTS AND SERVICES

COLLECT HIGH-QUALITY SALES LEADS

BUILD BRAND AWARENESS

CULTIVATE CUSTOMER RELATIONSHIPS

#### 2019 ATTENDANCE\*

1483 | Dentists

1806 Assistants

1976 Hygienists

175 | Student Dentists

33 Dental Educator (non-dentist)

531 | Administrative Personnel

283 | Spouses/Guests/Other

529 | Student (Hygiene, Asst, DT)

1315 Exhibitors

68 Other

8199 TOTAL

\*Prepandemi

30 to 1

NET ATTENDEE TO EXHIBITING COMPANY RATIO

(Average is 22 to 1)

84%

OVERALL EXHIBITOR RETENTION

(Average is 74%)

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# **GENERAL INFORMATION**

#### **CONFERENCE DATES**

Thursday – Saturday, April 28-30, 2022

#### **EXHIBIT HALL DATES**

Thursday - Friday, April 28-29, 2022

#### **Conference Location**

Saint Paul RiverCentre 175 West Kellogg Boulevard Saint Paul, MN 55102 (651) 265-4800 | www.rivercentre.org

#### **Show Management**

Minnesota Dental Association 1335 Industrial Boulevard, Suite 200 Minneapolis, MN 55413 (612) 767-8400 | www.mndental.org







#### **EXPOSITION SCHEDULE - 2 DAYS**

#### Wednesday, April 27

8:00 am – 5:00 pm\* Exhibitor Move-In 2:00 pm – 5:00 pm Exhibitor Registration

#### Thursday, April 28

7:30 am – 10:00 am
7:30 am – 5:00 pm
Exhibitor Move-In
Exhibitor Registration

10:00 am – 6:00 pm
Exhibit Hall Open

8uyer's Happy Hour in the Exhibit Hall



#### Friday, April 29

7:30 am – 5:00 pm
9:00 am – 5:00 pm
3:30 pm – 5:00 pm
5:15 pm\*\*

Exhibit Hall Open
Exhibit Hall Social
Exhibit Hall Closes

Exhibitors may begin dismantling at 5:15 pm on April 29 and must be completed by 11:00 pm.

\*Contact show management if you require a move-in time after 5:00 pm

\*\*All freight carriers must be checked in by 11:00 pm

#### **CONTACTS**

#### Exhibit/Advertising/Promotion/Sponsorship Questions

Vicki Capistrant, Director of Meetings & Events (612) 767-8400; Fax: (612) 767-8500; vcap@mndental.org

#### **General Contractor**

General Experience Specialists, Inc. (GES) 7000 Lindell Road, Las Vegas, NV 89112; (800) 475-2098

#### **Housing Service Company**

Eleventh & Gather (E&G) (866) 301-0750; mda@prereg.net

#### RiverCentre

(651) 265-4875; exhibit@rivercentre.org



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# **EXHIBITOR INFORMATION**

#### **CONTRACT & ST19 FORM**

An online contract link, ST19 Form, and COI insurance information/sample can be found on the website at **star.mndental.org/exhibit**.

#### APPLYING AND PAYING FOR SPACE

All exhibitors must complete the online Exhibit Contract, provide a Certificate of Insurance, and complete an ST19 Certificate of Compliance form. Booth confirmations and invoices will be sent in mid-November after all contracts have been processed and booths assigned (for contracts received by November 1, 2021).

The exhibit fee is due in full by **February 1, 2022**. Failure to meet this deadline may result in reassignment of exhibit space at the discretion of the Association. For exhibitors applying after February 1, 2022, contracts must be accompanied by full payment.

#### **EXHIBIT FEES**

Exhibit fees are based upon the location in the Exhibit Hall.

	Early Bird*	Standard
<b>Zone 1</b> (Green) per 10'x10'	\$1,850	\$1,950
<b>Zone 2</b> (Blue) per 10'x10'	\$1,650	\$1,750
<b>Zone 3</b> (Red) per 10'x10'	\$1,450	\$1,550
Non-profit (Purple) per 10'x10'	\$450	\$450
Corner Booth Premium**	\$175	\$175

\*Early Bird Discount is available for exhibitors whose contracts are received and **paid in full** by October 1, 2021.

\*\*Companies renting a 10'x10' or 10'x20' configuration will be charged a \$175

#### **DEPOSIT**

A minimum deposit of \$500 per booth space must accompany your Exhibit Contract before booth space is assigned. Your company will not be placed on the floor plan until at least a deposit is received at the MDA office.

#### **PAYMENT**

A \$500 deposit is standard for each booth rented. Vendors paying in full by October 1, 2021, will receive a \$100 discount per booth (not available for Promotional Package or Non-Profit booths).

Full payment of all booths is due on February 1, 2022. Contracts accepted after this deadline must be accompanied by full payment.

Visa, Mastercard, American Express, or a company check made to Minnesota Dental Association are the accepted forms of payment.

#### **NON-PROFIT BOOTH SPACE**

Applications are online for non-profit booths; to receive the non-profit booth pricing, you must submit a copy of your IRS Determination letter.

#### **SPACE SELECTION**

The Star of the North has two methods of of prioritizing companies for booth placement.

- **1.** Contracts received by **November 1, 2021**, are assigned space on a priority system through points earned and group classification. Points are determined by the cumulative number earned by:
  - Sponsorship: 50 points for Diamond Level,
     35 points for Platinum Level, 25 points for Gold Level,
     15 points for Silver Level,
     5 points for Bronze Level
  - 25 points for companies submitting by October 1, 2021
     AND paying in full
  - 10 points for companies submitting their deposit by October 1, 2021
  - 1 point for each consecutive year exhibiting at Star of the North. Exhibitors that were not present as vendors in 2019 and 2021 forfeit all points.

Contracts must be received on or before **November 1, 2021**, to be included in the priority space assignments. After the points are tallied, companies are divided into groups as defined here:

**Group 1:** Contracts requiring four or more booth spaces, or Promotional Package Vendors

**Group 2:** MDA-endorsed companies sorted by priority points

**Group 3:** All other companies in priority points order \*If there is a tie within a group, the date and time the contract was received will decide the order.

**2.** Contracts received after **November 1, 2021**, will be assigned on a first-come, first-served basis.

Booth space cannot be held until a deposit is received.

No endcaps: Exhibitors requesting two corner booths must have a minimum booth configuration of  $20' \times 20'$  or larger.

A \$175 premium will be charged for each corner booth when purchasing a single ( $10' \times 10'$ ) or double space ( $10' \times 20'$ ).

#### **INCLUDED IN THE BOOTH PACKAGE**

- Standard ID sign that includes your company name and booth number
- Complimentary furnishings package (must be ordered by April 6)
- 8 Exhibitor registrations per 10' x 10' booth
- Company listing in the Onsite Program
- Digital Booth
- Sponsorship options and advertising opportunities

#### NOT INCLUDED IN BOOTH PACKAGE

- Carpet: Exhibitors have the option of ordering carpeting at their own cost. The RiverCentre Exhibit Hall floor is gray concrete.
- Electricity, Compressed Air, Water: Utilities are not included in the exhibit fee, but can be ordered through the RiverCentre.
- Wireless internet is available complimentary throughout the RiverCentre, however, bandwidth is often a challenge during peak use. If your booth presentation relies on an internet connection, it is recommended that you order a dedicated line.





<sup>\*\*</sup>Companies renting a 10'x10' or 10'x20' configuration will be charged a \$175 premium for each corner booth rented. This premium does not apply for companies renting space larger than 10'x20'.

# **EXHIBITOR CHECKLIST**

Use this handy checklist to ensure you don't miss any deadlines for 2022.

DUE DATE	DONE	DATE COMPLETED	TO DO OR ORDER	SUBMIT TO
2021				
October 1		//	Turn in contract with full payment for 25 Priority Placement Points	MDA
October 1		//	Reserve advertising space in the <i>Preliminary Program</i>	MDA
October 1		//	Sponsorships due to be recognized in the Preliminary Program	MDA
October 1		//	Early Bird discount deadline	MDA
October 1		//	Promotional Package deadline	MDA
October 15		/	Ad material due to be included in the Preliminary Program	MDA
October 31		//	Sponsorships due for applying priority points for placement	MDA
November 1		//	Priority Booth Placement deadline	MDA
November 1		//	Hotel Bureau opens for 2022 hotel reservations	E&G
December 1		//	Reserve advertising space in the Onsite Program	MDA
2022				
January 11		//	Registration for booth personnel opens	E&G
February 1		//	All invoices for booth spaces, sponsorships, advertising/promotions must be paid in full	MDA
February 28		//	Ad material due to be included in the Onsite Program	MDA
March 1		//	Certificate of Insurance and MN ST19 Form due	MDA
March 24		//	Advanced Freight start date	GES
April 1		/	Deadline for Exhibitor Appointed Contractor	MDA
April 6		//	Complimentary Furniture Package deadline	GES
April 1		//	Attendee list orders available for fulfillment	MDA
April 18		//	Early move-in requests due	MDA
April 18		//	Specialty orders (compressed air or water lines, wired internet)	RiverCentre
April 22		//	Advanced freight to warehouse deadline	GES
April 27		//	Direct freight to show-site start date	GES
April 30		//	Outbound Shipping	GES

# HOTEL INFORMATION

Housing opens on Monday, November 1 at 8:00 am (CST).

To get a list of participating hotels and special discounted rates just for Star of the North Meeting attendees, visit:





# SPONSORSHIP OPPORTUNITIES

To confirm your sponsorship, complete the online Advertising, Promotion, and Sponsorship form at star.mndental.org.

KEYNOTE SPEAKER	\$10,000 (1 exclusive)	Diamond Level benefits plus  Sponsor name/logo will be listed in all promotional materials regarding keynote (website, printed material, social media, onsite signage, etc.)  Sponsor logo listed on welcome presentation screens in auditorium  Sponsor thanked by chairperson prior to introduction of speaker  Plus additional sponsor benefits based on level of contribution (platinum, diamond, etc.)  Additional 10'x10' booth and option of having the keynote book signing in this space  Exclusive sponsor given 2-3 minutes of stage time prior to the speaker's presentation to speak to the audience
THE BIG PARTY	<b>\$7,500</b> (1 exclusive)	Platinum Level benefits plus  Company logo on bar signs  Recognition in all of The BIG Party! promotional materials  Recognition on event's onsite signage  30 VIP Passes  Exclusive sponsor given 2-3 minutes on stage to speak to the audience
TOTE BAG	\$10,000 (1 exclusive available) \$5,500 each (2 shared)	Diamond or Platinum Level benefits plus  Your company logo featured on the tote bag with the meeting logo  Recognition in the promotional materials for the tote bag in the Preliminary Program, Onsite Program, and the Star of the North website
BADGE LANYARD	<b>\$7,500</b> (1 available)	Platinum Level benefits plus  • Your company logo featured on the lanyard
OASIS MASSAGE STATION	<b>\$6,000</b> (1 available)	Platinum Level benefits plus  Recognition on any onsite signage and printed programs  20' x 30' carpeted booth (electrical included)  Company logo on the sign  3 Massage Therapists on Thursday and Friday  Opportunity to collaborate on a creative way to get attendees to visit your booth for massage sign-ups (depending on sponsor's input)
MOBILE ESCAPE ROOM	<b>\$5,000</b> (1 available – Exhibit Hall)	Platinum Level benefits plus  Recognition on any onsite signage and printed programs  Option to incorporate your booth into space (electrical included)  Company logo on sign at each station  Opportunity to collaborate on a creative way to get attendees to visit your booth for escape room sign-ups (depending on sponsor's input)

# MEETING APP NOTE PADS

#### \$5,000

(1 exclusive available)

#### Platinum Level benefits plus...

- Recognition in the promotional materials in the Preliminary Program, Onsite Program, and the Star of the North website
- Home page logo with hyperlink
- 4 alert notifications (1 pre-conference, 2 during, 1 post-conference)

#### (1 €

#### \$5,000

(1 exclusive available)

#### Platinum Level benefits plus...

 Your company logo, phone number, and website featured on notepads with the meeting logo and 2023 Star of the North meeting dates

#### EXHIBIT HALL BUYER'S HAPPY HOUR

#### \$5,000 each

(5 available)

#### Platinum Level benefits plus...

- Recognition in all Exhibit Hall promotional materials
- Recognition on the event's onsite signage
- PDF promotional for you to email to customers
- Sponsors recognized in a promotional piece that's mailed to attendees with their name badges
- The event will be open bar to attendees every attempt will be made to place bar stations within the sponsoring booths

#### **CHARGING STATION**



#### \$2,500

(4 available – 2 Meeting Room level, 1 Registration level, and 1 Exhibit Hall Lounge)

#### Bronze Level benefits plus...

- Recognition on any onsite signage and printed programs
- Company logo on charging lockers

# CE VERIFICATION STATION

#### \$2,000

(1 available)

#### Bronze Level benefits plus...

- Your company name featured on the CE Verification Stations
- Your company logo and a message running across the screens
- Company logo included in station graphics
- Company logo on the CE section of the Star of the North website

#### SPEAKER SPONSORSHIP

#### **VARIES**

If interested in speaker sponsor opportunities, please contact Shannan Cook at scook@mndental.org.

#### Total Sponsorship Amount Level benefits plus...

- Recognition in the speaker's program descriptions in the Preliminary Program, Onsite Program, and Star of the North website
- Recognition on the program's onsite signage

# ND PROMOTIC

Choose from a variety of advertising options to reach attendees.

#### PROMOTIONAL PACKAGE \$2,550 + BOOTH COST - A VALUE OF OVER \$5,600

The Promotional Package combines both promotional and advertising opportunities into one package. This package includes added exposure in the Exhibit Hall and throughout the convention center. The value of the package is immeasurable due to the Priority Booth Placement perk. Please note that to secure your Promotional Package, you must reserve by October 1, 2021.

#### Includes:

- Priority booth placement right at the top of the list
- Booth listed on Passport Game (\$100 Gift card prize (mulitple cards awarded))
- One half-page four-color ad in the Preliminary Program with the option to upgrade
- One full-page black and white ad in the Onsite Program with the option to upgrade
- · A complimentary ad in one E-mail Blast (purchaser to choose which month to include)
- Five complimentary show special listings in the Buyer's Guide
- One complimentary raffle or drawing listed on the meeting app
- Complimentary registration for up to 12 additional reps per booth space rented
- Company banner in the Rotunda area (production at your expense)
- Complete list of pre and post-show registered attendees
- Invitation to present a CE Spot
- \*The fees for advertising or promotional opportunities do not include benefits awarded for participation in the sponsorship program.

#### PRELIMINARY PROGRAM ADS

Our most anticipated marketing piece of the meeting, the Preliminary Program is mailed to professionals in the 5-state region and beyond. This program remains on the desks and breakrooms of dental offices for months prior to the meeting! Deadline for space reservation is October 1, 2021. Final ad copy must be submitted by October 15, 2021.

Half Page (4-color) \$500 Full Page (4-color) \$800

#### **ONSITE PROGRAM BOOK ADS**

Place an advertisement in the Onsite Program. This program book will be distributed to over 8,500 attendees and referenced throughout the meeting. Tab dividers will feature highlights of a section on the front of the tab and your four-color ad will be on the back. Deadline for space reservation is December 1, 2021. Final ad copy must be submitted by February 28, 2022.

Full page (black and white) \$600 \$3,000 Inside Front Cover (4-color) Inside Back Cover (4-color) \$2,000 Back Cover (4-color) \$3,000 Section Tab Divider – back (4-color) \$1,000 Tab order: 1. CE (At-A-Glance on tab front)

2. Exhibits (At-A-Glance on tab front)









#### STAIRCASE SIGNAGE

\$800 for 1 staircase or \$1,500 for both staircases – 2 available

Place your ad/logo where thousands of Star of the North attendees will pass. Ads placed on the rise of the stairs in the Rotunda (Exhibit Hall main entrance) and from the Registration Lobby to the 2nd floor where the educational programming takes place.

- Ad/logo size for stairs going from registration level up to meeting level = 5" x 94" x 8 stairs
- Ad/logo size for stairs going from registration level down to Exhibit Hall = 6" x 54" x 8 stairs

Layout and production included.

#### **ESCALATOR HAND RAILS**

\$500 - 4 banks of escalators

Logos placed next to the escalator handrails in the Rotunda (Exhibit Hall main entrance) and from the Registration Lobby to the 2nd floor where the educational programming takes place. Ad/logo size = 2 stickers x 6" x 20'. Layout and production included.

#### **COLUMN WRAPS**

\$650 each column – 4 available

Ads placed on the Meeting Room and Registration level column wraps applied to all 4 sides of the column. Ad/logo size = 4 wraps 8' x 1m wide. Layout and production included.

#### ATTENDEE MAILING LISTS

Send an invitation before the meeting for attendees to stop by your booth for a special drawing or presentation. Purchase mailing lists for pre-registered and post-show attendees for the 2022 Star of the North Meeting and let them know about it! Email or mail to everyone or just your target audience — every category is available for pre-show and post-show attendees. This list is for the exclusive use by 2022 Star of the North exhibitors and are intended for a one time use and shall not be resold or reproduced in any manner. A question posed on the registration form will allow attendees to opt-in and add their email addresses to their records. There are discounts available if purchasing both pre and post-show lists.

	Pre-Registered Attendee List	Post-Show Attendee List	Both Lists (30% Discount)
Full attendee list	\$500	\$500	\$700
Dentists only	\$350	\$350	\$490
Dentists and Hygienists	\$450	\$450	\$630
Hygienists only	\$200	\$200	\$280
Dental Assistants	\$100	\$100	\$140

#### **COMPANY PENS**

**\$300** – 1 available

Does your company give pens to clients and potential clients? Want to share them with the Star of the North attendees? Send us 1,500+ of your pens, and we'll place them out at registration and on the meeting room level near the education sessions for attendees. Pen production at your expense.







# **SPONSORSHIP** PERKS











2022 SPONSOR PERKS	Diamond	Platinum	Gold	Silver	Bronze
AT EACH LEVEL	\$10,000 and Up	\$5,000 to \$9,999	\$4,000 to \$4,999	\$3,000 to \$3,999	\$1,500 to \$2,999
Company logo and link from the Star of the North website attendee landing page	•				
One full-page, black and white advertisement in the Onsite Program	•				
Company logo to appear in sponsor list in the <i>Preliminary Program</i>	•				
Company logo as a window cling placed on entrance doors to RiverCentre	•				
Company logo as a floor sticker on landing and bottom of stairs leading to Exhibit Hall main entrance	•				
Company logo in sponsor list in <i>Northwest Dentistry</i> (November/December issue)	•				
Complimentary use of one Lead Retrieval System at the meeting	•	•			
One half-page, color advertisement in the <i>Preliminary Program</i>	•	•			
Company logo to appear on sponsor wall in Rotunda	•	•			
Exhibit Passport Game: Company name listed on passport game card	•	•			
Floor sticker in front of your booth identifying your sponsor level	•	•	•	•	•
Raffle or drawing listings on meeting app	5	3	3	2	1
Show special listings in the digital Buyer's Guide (to be available for duration of event)	5	5	5	5	5
Additional booth placement points for 2022	50	35	25	15	5
Company name listed in <i>Preliminary Program</i>	•	•	•	•	•
Opportunity to hang a company banner in the Rotunda (production at expense of sponsor)	•	•	•	•	•
Company name listed in <i>Northwest Dentistry</i> (November/December issue)	•	•	•	•	•
Additional complimentary registration for company representatives per booth space rented	20	16	14	12	8
Recognition in registration lobby	•	•	•	•	•
Company name listed on Star of the North website	•	•	•	•	•
Company name listed in official Star of the North Onsite Program	•	•	•	•	•

# 2022 TRAFFIC BUILDING EVENTS

#### THURSDAY NIGHT HAPPY HOUR FOR **ALL REGISTERED ATTENDEES**

Taking place this year on Thursday, April 28, from 4:00 p.m. – 6:00 p.m. for all meeting attendees. We encourage exhibitors to offer show specials for the full show (see information on Advertising & Promotion page for how to submit your complimentary show specials).

#### EXHIBIT PASSPORT GAME

Exhibiting Diamond and Platinum level sponsors and Promotional Package exhibitors will be listed on a passport card. Meeting attendees will visit the booths of the exhibitors on the passport card to receive a stamp. Once their passport is completed, the attendee will enter a drawing to win one of multiple \$100 gift cards.



#### ATTENDEE TOTE BAG PICKUP STATION

Star of the North Tote Bags can be picked up in the Exhibit Hall at the end of aisle 100.

#### **CE SPOT**

Free CE available to Star of the North Attendees, presentations will be 30 minutes to one hour. We'll have chairs with headphones that plug into the presentation. This will be available in the Exhibit Hall at the end of aisle 500.





#### TABLE CLINICS

Our popular Table Clinic program continues to be a spot where attendees can learn and earn some free CE. Short 10-minute presentations are held on Friday during the Star of the North adjacent to the Exhibit Hall. Presenters are MDA Members and Graduate Students.

#### PRIZE DRAWINGS

The Star of the North holds multiple prize drawings during the show. Attendees will use their meeting app to scan the QR code daily (located on the show floor).

#### **GREEN SCREEN PHOTO BOOTH**

We'll have a green screen photo booth in the Exhibit Hall this year for attendees to stop in and take photos with friends and colleagues with limitless backgrounds. Attendees will be able to transport themselves into different scenes — this is a fun twist to a traditional photo booth.

#### **EXHIBIT HALL SCHEDULE**

#### SET-UP

Wednesday, April 27, 2022 8:00 am - 5:00 pm

Thursday, April 28, 2022 7:30 am - 10:00 am (Show ready by 9:30 am)

#### **HALL HOURS**

Thursday, April 28, 2022

10:00 am - 6:00 pm (Happy Hour from 4:00 pm - 6:00 pm)

Friday, April 29, 2022 9:00 am - 5:00 pm

#### **MOVE-OUT**

Friday, April 29, 2022 5:15 pm – 11:00 pm



1335 Industrial Boulevard, Suite 200 Minneapolis, MN 55413 PRESORTED STANDARD U.S. POSTAGE PAID TWIN CITIES, MN PERMIT NO. 4444

2023 STAR OF THE NORTH MEETING DATE

APRIL 27-29, 2023

# BRIGHTER TOGETHER

April 28–30, 2022



