

BRIDGE TO A BRIGHTER FUTURE

APRIL 27-29, 2023
SAINT PAUL RIVERCENTRE
EDUCATION | EXHIBITS | NETWORKING





140TH ANNUAL SCIENTIFIC SESSION

JOIN US

The Star of the North Meeting attracts over 8,000 attendees — including 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 250 exhibiting companies offering the

Position your organization face-to-face

with dental decision-makers.

latest innovative science at the meeting.



LAUNCH NEW PRODUCTS AND SERVICES

COLLECT HIGH-QUALITY SALES LEADS

BUILD BRAND AWARENESS

CULTIVATE CUSTOMER RELATIONSHIPS

REACH

30 to 1

NET ATTENDEE TO EXHIBITING COMPANY RATIO

(Industry average is 22 to 1)

84%

OVERALL EXHIBITOR RETENTION (Industry average is 74%)

ATTENDANCE

2019	2022	
1,483	1,001	Dentists
1,806	1,055	Assistants
1,976	1,194	Hygienists
531	324	Administrative Personnel
175	48	Student Dentists
529	337	Student (Hygiene, Asst, DT)
33	23	Dental Educator (non-dentist)
1,315	839	Exhibitors
283	113	Spouses/Guests/Other
68	76	Other
8,199	5,021	TOTAL

2 | Prospectus 2023 Star of the North Meeting

GENERAL INFORMATION

CONFERENCE DATES

Thursday - Saturday, April 27-29, 2023



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



CONTACTS

Exhibit/Advertising/Promotion/ Sponsorship Questions

Vicki Capistrant, Director of Operations (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





2023 Star of the North Meeting Prospectus | 3

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, 2022).

The exhibit fee is due in full by **February 1, 2023**. Failure to meet this deadline may result in reassignment of exhibit space at the discretion of the Association. For exhibitors applying after February 1, 2023, contracts must be accompanied by full payment.

EXHIBIT FEES

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

	Early Bird*	Standard
Zone 1 (Green) per 10'x10'	\$1,850	\$1,950
Zone 2 (Blue) per 10'x10'	\$1,650	\$1,750
Zone 3 (Red) per 10'x10'	\$1,450	\$1,550
Non-profit (Purple) per 10'x10'	\$500	\$500
Corner Booth Premium**	\$175	\$175

^{*}Early Bird Discount is available for exhibitors whose contracts are received and *paid in full* by October 1, 2022.

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, 2022, 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, 2023. 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 now accepted 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, 2022**, 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, 2022
 AND paying in full
 - 10 points for companies submitting their deposit by October 1, 2022
 - 1 point for each consecutive year exhibiting at Star of the North. Exhibitors that were not present as vendors in 2021 and 2022 forfeit all points.

Contracts must be received on or before **November 1, 2022**, 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, 2022**, 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'x20' or larger.

A \$175 premium will be charged for each corner booth when purchasing a single (10'x10') or double space (10'x20').

INCLUDED IN THE BOOTH PACKAGE

- Standard ID sign that includes your company name and booth number
- Complimentary furnishings package (must be ordered by April 3)
- 8 Exhibitor registrations per 10' x 10' booth
- Company listing in the Preliminary Program (if contract submitted by November 4, 2022)
- Company listing in the *Onsite Program* (if contract submitted by March 1, 2023)
- Digital Booth
- 1 show special listing on Meeting App
- 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.

4 | Prospectus 2023 Star of the North Meeting

^{**}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 2023.

DUE DATE	DONE	DATE COMPLETED	TO DO OR ORDER	SUBMIT TO
2022				
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 15		//	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
December 1		//	Reserve advertising space in the Onsite Program	MDA
2023				
January 4		//	Housing opens for 2023 hotel reservations	E&G
January 4		//	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 23		//	Advanced Freight start date	GES
April 1		/	Deadline for Exhibitor Appointed Contractor	MDA
April 1		/	Attendee list orders available for fulfillment	MDA
April 5		/	Complimentary Furniture Package deadline	GES
April 17		//	Early move-in requests due	MDA
April 17		/	Specialty orders (compressed air or water lines, wired internet)	RiverCentre
April 19		//	Advanced freight to warehouse deadline	GES
April 26		//	Direct freight to show-site start date	GES
April 28		//	Outbound Shipping	GES

HOTEL INFORMATION

Housing opens on Wednesday, January 4 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:

star.mndental.org/attend/hotels-parking/





SPONSORSHIP OPPORTUNITIES

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

KFY	7 D I P		~ -	A 1/E	
	41114	_	SDE	$\Lambda \kappa =$	

\$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
- 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

TOTE BAG

\$10,000

(1 exclusive available)

Diamond 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
- Bags will be distributed via self serve bins located on meeting room and registration levels

THE BIG PARTY

\$7,500

(1 exclusive)

Platinum Level benefits plus...

- Sponsor name/logo listed in all promotional materials (website, printed material, social media, onsite signage, etc.)
- Recognition on event's onsite signage
- Exclusive sponsor given 2-3 minutes on stage to speak to the audience

BADGE LANYARD	\$7,500 (1 available)	Platinum Level benefits plus • Your company logo featured on the lanyard
GREEN SCREEN	\$5,000 (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
MOBILE ESCAPE ROOM	\$5,000 (1 available – Exhibit Hall)	Platinum Level benefits plus Recognition on pre-sign up registrations Recognition on any onsite signage and printed programs Option to incorporate your booth into space (electrical included) Company logo on sign Opportunity to collaborate on a creative way to get attendees to visit your booth for escape room sign-ups (depending on sponsor's input)
CASH CUBE	\$5,000 (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
MEETING APP	\$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)
NOTEPADS	\$5,000 (1 exclusive available)	Platinum Level benefits plus Your company logo, phone number, and website featured on notepads with the meeting logo and 2024 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	\$2,500 (1 available)	Bronze Level benefits plus Your company name featured on the CE Verification Stations Your company logo and a message on each computer screen 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 Whitney Bey at wbey@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

ADVERTISING AND PROMOTION

Choose from a variety of advertising options to reach attendees.

YOUR BEST OPTION PROMOTIONAL PACKAGE \$2,550 + BOOTH COST

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 15, 2022.

Includes:

- Priority booth placement right at the top of the list
- Booth listed on Passport Game \$100 gift card prize (multiple 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 on the meeting app
- 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.

Ready to upgrade your experience? Make sure to select the PROMO PACKAGE option when completing your 2023 booth application.

PRELIMINARY PROGRAM ADS

Our most anticipated marketing piece of the meeting, the Preliminary Program is mailed to over 8,000 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, 2022. Final ad copy must be submitted by October 31, 2022.

\$500 Half Page (4-color) 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 January 31, 2023. Final ad copy must be submitted by February 28, 2023.

Full page (black and white) \$600 Inside Front Cover (4-color) \$3,000 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 (Buyer's Happy Hour on tab front) 2. Exhibits (Sponsors on tab front)





STAIRCASE SIGNAGE

\$800 for 1 staircase or **\$1,500** for both staircases – 2 options available
Thousands of Star of the North attendees will see your ad or logo as they climb the stairs of the RiverCentre going between the exhibit hall, the registration area, and the meeting rooms. Layout and production included.

- Option 1 Registration Level to CE Meeeting Room Level 8 stairs
- Option 2 Exhibit Hall to Registration Level 8 stairs

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 2023 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 2023 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

ESCALATOR HAND RAILS

\$500 – 4 banks of escalators– 2 options available

Attendees will see your logo next to the escalator handrails as they move around among the three levels of events. Layout and production included.

- Option 1 Registration Level to CE Meeeting Room Level
- Option 2 Exhibit Hall to Registration Level

COMPANY PENS

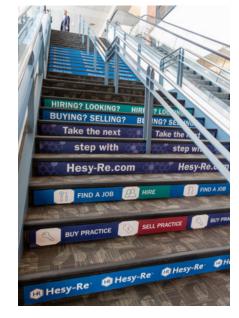
\$300 - 1 available

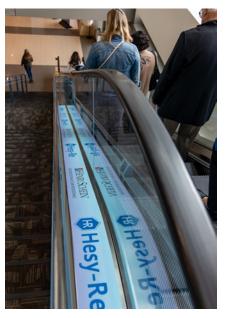
Does your company give pens to clients and potential clients? Want to share them with the Star of the North attendees? Send us 1,500+ of your pens, and we'll place them out at registration and on the meeting room level near the education sessions for attendees. Pen production at your expense.

ROTUNDA COMPANY BANNER

\$300 each

Hang your company banner in the rotunda above thousands of Star of the North attendees. Layout and production at your expense.







SPONSORSHIP PERKS

Sponsors at a higher level have more perks included to increase their visibility with attendees. Perks aren't just onsite — they start months before the meeting.











2023 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	•				
One full-page, black and white advertisement in the Onsite Program	•				
Company logo to appear in sponsor list in the Preliminary Program	•				
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 Preliminary Program	•	•			
Company logo recognition 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 announcement	5	3	3	2	1
Show special listings on meeting app	5	5	3	3	3
Additional booth placement points for 2023	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	•	•	•	•	•

2023 TRAFFIC BUILDING EVENTS

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

Taking place this year on Thursday, April 27, from 4:00 p.m. - 6:00 p.m. for all meeting attendees. Complimentary wine and beer.

NEW - FRIDAY NIGHT SOCIAL HOUR FOR ALL REGISTERED ATTENDEES

This event will be Friday, April 28, from 3:30 p.m. – 5:00 p.m. for all meeting attendees. Vendors will have the opportunity to serve food and beverage in their booth. Menu will be available for all vendors to order items for this event.

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.

CE SPOT

Free CE available to Star of the North attendees. This will be available in the Exhibit Hall.

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).

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.









EXHIBIT HALL SCHEDULE

SET-UP

Wednesday, April 26, 2023 8:00 am – 5:00 pm

Thursday, April 27, 2023 7:30 am – 10:00 am (Show ready by 9:30 am)

HALL HOURS

Thursday, April 27, 2023

Friday, April 28, 2023

10:00 am – 6:00 pm 4:00 pm - 6:00 pm)

9:00 am - 5:00 pm (Exhibit Hall Social from 3:30 pm - 5:00 pm)

MOVE-OUT

Friday, April 28, 2023 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

140TH ANNUAL

SCIENTIFIC SESSION

