



# Fact Sheet for Sponsors / Exhibitors

The Sixth Annual Conference of the  
Fulbright Academy of Science & Technology  
Heidelberg, Germany – March 16-19, 2011

## WHY SPONSOR THIS CONFERENCE?

- \* Promote your organization or institution to experts and opinion leaders.
- \* Reach out to leading researchers and experts in your field.
- \* Build ties to people and institutions in the region and around the world.
- \* Tap into the expertise of Fulbright scholars worldwide.
- \* Demonstrate a commitment to the future of the Fulbright Academy of Science & Technology.

More than 200 Fulbright scholars from twenty countries are expected at the FAST 2011 Annual Conference. Advances in advertising, marketing, law, business management, and public policy often are based on new developments in social science. Thus FAST's theme for 2011 – social sciences – will bring in expert speakers and presenters from the business community, legal community, government and academia.

Advertising and sponsorship opportunities are available, and sponsorships can be customized to meet your special needs. This flier also includes the names of selected sponsors from previous FAST conferences held in Germany, Panama, Macedonia, Morocco, Singapore, Qatar, and the USA.

*Sponsorships in excess of \$2,500 receive a free institutional membership.*

*All sponsors get at least one free registration.*

*Sponsorships are partially tax deductible in the USA.*

### **Ambassador Sponsorships:**

Ambassador sponsors receive three registrations, free display space and are acknowledged on all conference materials. Sponsors will join a select group at a reserved dinner table and have an opportunity to address the audience. Sponsors may restrict up to 50% their donation, for example to provide free/discounted registrations to certain participants or be listed as sponsors of a panel.

*Amount:* \$10-20,000

#### **Examples of sponsors at prior events:**

- Accenture
- Monsanto
- Qatar Foundation
- Vestas
- US National Science Foundation

### **Opening Banquet Sponsor:**

In addition to addressing the opening banquet, sponsors will receive three registrations, a membership, display space, two seats at the head table, and acknowledgement in all materials.

We are seeking an in-kind donation of wine.

*Amount:* \$5,000 (cash or in-kind donations)

#### **Examples of sponsors at prior events:**

- Seavus Corporation ([www.seavus.com](http://www.seavus.com))
- Wine expert in California

### **Panel Session Sponsors:**

The panel sessions focus on specific research themes. Sponsors receive two registrations, an institutional membership, display space and mention in the conference materials. Panel sponsors also have input into the panel composition.

*Amount:* \$2,500 per panel

#### **Examples of sponsors at prior events:**

- Fulbright Teacher Exchange Program
- Nebraska Institute of Forensic Sciences

**Continuing Education Seminar Sponsors:**

Several continuing education seminars will be offered in conjunction with the conference. The one-day seminars take place on the weekend. Proposed topics for 2011 are Global Health, Entrepreneurship, and Grant Writing.

Partial and full sponsorships are available.

*Amount:* \$1,000 to \$2,500

**Examples of sponsors at prior events:**

- Aspera, Inc.
- Whole Foods Market

**Coffee Breaks:**

The coffee breaks are an excellent vehicle for reaching attendees in a more informal setting. Sponsors will receive one registration, an institutional membership and acknowledgement in the conference brochure and at the service tables.

*Amount:* \$750 per coffee break (4 opportunities)

**Examples of sponsors at prior events:**

- Indiana University - School of Public and Environmental Affairs

**Media & Marketing Sponsors:**

We are also seeking video production services. Lanyard Sponsorship - your logo around every delegate's neck. T-shirt Sponsorship - your logo on the back of the official T-shirt. Notebook Sponsor - you provide the notebook that will be put at every conference place prior to the opening session. Also, help us promote the Conference and its results through your association, your publications or other media outlets.

**Examples of sponsors at prior events:**

- Fulbright Associations around the world
- Johnny Carson School of Theater & Film
- Scientific American
- The Discovery Channel
- Time Magazine

**Registration Support:**

Some scientists and Fulbright scholars live and work in low-income countries or earn lower wages as a young researcher. Your donation will give a fellow scientist the opportunity to participate in the meeting. Donations may be directed toward a particular class of participants (e.g. employees, teachers, Fulbrighters grantees from a specific region)

*Amount:* Any amount is welcome.

(\$600 pays for registration and accommodation)

**Examples of sponsors at prior events:**

- German Academic Exchange Service
- Macedonian Enterprise Development Foundation
- US National Institute of Justice
- Dozens of individual Fulbrighters

**Tour Sponsors:**

Tours are an opportunity for you to interact with a small group of Fulbright scholars who are interested in your field or services. Sponsors will receive a registration and institutional membership, and acknowledgement in the conference materials and the opportunity to distribute materials to participants.

*Amount:* \$2,500 per tour (multiple opportunities)

**Examples of sponsors at prior events:**

- Campbell Soup
- Technical University of Panama (UTP)
- Smithsonian Tropical Research Institute
- US Department of Transportation
- US National Park Service & Presidio Trust

**Your ideas:**

We welcome your ideas as to how you can support the Fulbright Academy and its conference. Let's brainstorm about other mutually beneficial ways to help our respective organizations.

*Amount:* up for negotiation

**Sponsorship and exhibition opportunities are available on a first-come-first-served basis.**

**For more information or to confirm a sponsorship, please contact FAST at the address below.**

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Fulbright Academy of Science & Technology  
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The Fulbright Academy is a non-partisan non-profit organization with members worldwide. FAST programs are funded by donations and memberships from individuals and institutions worldwide and through sponsorships, grants and programs. FAST was established by alumni of the Fulbright Exchange Program and others interested in science and technology innovation, with the goal of advancing innovation in science, technology and research. FAST is not affiliated with the Fulbright Exchange Program, US Department of State, or the US Fulbright Association. Sponsorships are used to support this conference and FAST programs, not Fulbright exchanges. Annual financial reports and tax filings are available upon request. EIN: 13-4226367



## Exhibitors / Conference Sponsorship Terms and Conditions

### Scope

All sponsorship slots and exhibit assignments are available on a first-come, first-served basis. The Conference limits the number of Sponsors / Exhibitors to ensure an acceptable attendee/sponsor ratio, and acceptance of a Sponsorship request by the FAST is based upon slot availability at the time of receipt of this form. Exhibit Table location selections will be offered in January to fully-paid Sponsors based on Sponsorship Level and then Registration time/date stamp.

FAST and Exhibitor/Sponsor agree that the activities contemplated by this Contract have a specific and limited scope and are consistent with FAST's nonprofit status and tax exemption classification. Nothing in this Contract should be construed to imply or convey FAST's approval, endorsement, certification, acceptance, or referral of any Sponsor product or service. No materials developed or intended for use in connection with the sponsorship activities will be distributed or otherwise used prior to FAST's advance review and approval. According to the sponsorship opportunity(ies) selected, FAST will provide appropriate acknowledgment and recognition of the Sponsor in accordance with applicable laws and Internal Revenue Service rules and regulations. All advertising and use of the FAST name and logo must comply with FAST's advertising policies and procedures as determined from time to time by FAST.

### Additional Sponsored Activities

Entities wishing to sponsor private functions for attendees including meetings, special events, sales presentations, social hours, dinners or receptions during the FAST Conference must plan such activities during non-Conference hours and obtain written approval from FAST by February 1, 2011.

### Staff Passes and Registration

Exhibitors / Sponsors only receive the number of Conference passes allotted to your level of Sponsorship as defined in the Sponsorship Levels. Additional attendee registrations may be purchased at the group rate. Modifications or substitutions can be made in writing up until March 1, 2011. Modifications or substitutions made after that date may not be included in the Conference Attendee Contact List.

### Electronic Communication

FAST regularly sends e-mails describing its products and services. By signing and returning this form, you agree to allow FAST to send these e-mails to you. You will have the opportunity to opt out of the e-mail list if you choose. FAST can provide the pre-registered attendee list to Exhibitor/Sponsor. Information will include attendee name, company and email address. Ambassador-level Sponsors will receive an electronic file of the attendee list.

### Confidential Information

FAST and Exhibitor/Sponsor, on behalf of themselves and their respective agents and employees, agree not to use or disclose at any time any confidential information of the other, except as may be authorized in writing by the other.

### Strategic Partnerships

Please contact Eric Howard at FAST (207-799-3098) for information regarding longer-term strategic partnerships. This level of partnership with FAST provides a company or institution with additional value (cost savings and added benefits) over sponsorship for a single conference.

### Indemnification

Sponsor shall protect, save, and hold FAST and its officers, directors, employees, and agents and the facility, and all agents and employees thereof (hereinafter collectively called the Indemnities), forever harmless from any damages or charges imposed for violations of any law or ordinance, whether occasioned by the negligence of the company or those holding under the company, and further, Sponsor shall at all times protect, indemnify, save, and hold harmless the Indemnities against and from any and all losses, costs, damages, liability, or expenses (including attorney's fees) arising from or out of or by reason of any accident or bodily injury or other occurrences to any property, person, or persons, including the Sponsor, its agents, employees, and business invitees which arise from or out of or by reason of said Sponsor's willful or negligent acts or omissions in connection with the conference. In addition, the parties shall not be considered to have a partnership, agency, or joint venture relationship.

### Force Majeure

In the event that the performance by FAST or the Facility or any part of the utilized area is unavailable whether for the entire event, or a portion of the event, as a result of fire, flood, tempest, inclement weather, or other such cause or as a result of governmental intervention, malicious damage, acts of God, war, terrorism, strike or labor dispute, curtailment of transportation, or other cause or agency over which FAST has no control, or should FAST decide that because of any such cause that it is necessary to cancel, postpone or re-site the event, or reduce the conference scope, FAST shall not be liable to refund, indemnify, or reimburse the Sponsor in respect of any fees paid, damage or loss, direct or indirect, arising as a result thereof.

### Amendments

Any and all matters not specifically covered herein are subject to the decision of FAST. FAST shall have the full power to interpret, amend, and enforce these Contract Terms and Conditions, provided any amendments, when made, are brought to the notice of sponsors. Each sponsor, for itself and its employees, agrees to abide by the foregoing Contract Terms and Conditions and by any amendments or additions thereto in conformance with the preceding sentence.

**Fulbright Scholars / Fulbright Grants:**

The Fulbright Exchange Program was created by the US Government at the end of the World War II through legislation introduced by Senator J. William Fulbright. It was designed to increase mutual understanding between the people of the United States and the people of other countries.



Grantees are chosen for their academic merit and leadership potential, giving them opportunity to conduct research, study and/or teach in other countries. The Fulbright Exchange Program invests in the talents and aspirations of the grantees. .

Approximately 300,000 “Fulbrighters,” 110,000 people from the United States and 190,000 from other countries, have been awarded Fulbright grants since its inception over sixty years ago. About 7,000 new grants are given annually to college graduates and graduate students, academic and professional researchers, teachers, education administrators and other professionals.

The US Government provides over \$225 million per year for the program. Foreign governments contribute about \$75 million, and tens of millions more in direct and indirect support comes from corporations, foundations and host institutions.

Fulbright grantees typically collaborate with individuals in their host country. These hosts and their institutions are key partners in the research, teaching, and intellectual exchange.

Grantees work in every field, and national alumni groups exist in countries worldwide. About half of the grants are to individuals in natural sciences, social sciences, engineering, medicine, and other technology related fields.

**FAST is an independent non-profit organization.**

It is not affiliated with the Fulbright Program or the US Government.

**FAST was started by alumni of the prestigious Fulbright Exchange Program.**

Together with our colleagues and work partners, Fulbrighters play a critical role in advancing education, research, policy and commerce. FAST works with alumni and hosts worldwide and seeks to advance the professional ties of the alumni. FAST is not involved in the selection or administration of grants, but works in partnership with government agencies, private organizations, academic institutions, grantees, alumni and volunteers throughout the world.

**More than sixty (60) countries have been represented at FAST Conferences:**

Afghanistan, Albania, Algeria, Argentina, Australia, Austria, Belgium, Brazil, Burkina Faso, Canada, China, Columbia, Croatia, Cyprus, Ecuador, El Salvador, France, Gambia, Germany, Honduras, Hungary, India, Israel, Tialy, Hong Kong, Jordan, Laos, Lebanon, Libya, Macedonia , Malaysia, Mauritania, Mauritius, Mexico, Morocco, Namibia, Nepal, New Zealand, Norway, Oman, Qatar, Pakistan, Paraguay, Philippines, Romania, Russia, Saudi Arabia, Serbia, Singapore, South Africa, South Korea, Spain, Syria, Sweden, Tunisia, Turkey, United Arab Emirates, United Kingdom, United States, Venezuela, & Yemen

[www.FulbrightAcademy.org](http://www.FulbrightAcademy.org)  
for more details

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French, Dutch or Spanish.  
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