





## sens|a|bility

Our SENSIBILITY is informed by environmental factors across many scales—local, regional, and global. As such, individuals often vary within an ensemble. As designers, we have the ABILITY to shape our profession and our surroundings—despite a growing number of complex forces exerting their influence. Collective reflection upon the cause-and-effect of our SENSIBILITIES is required to have a positive impact on the trajectory of our practice and the settings we create.

The design community has the ability and responsibility to draw inspiration from and respond to both the material and immaterial of our current era while addressing the complex emotional and aesthetic influences that affect us all. Tangible issues of materials, form, and context make up our buildings and cities and possess inherent visual, tactile, and even olfactive qualities that stimulate our senses. Intangible topics of technology, compensation, and social equality add to the complex navigation of today's field. The people we engage—clients, consultants, or colleagues—all bring varying perspectives that we must be cognizant of to maximize their potential. An acute degree of consciousness is required to fully understand and respond to these factors accordingly. It requires SENSIBILITY but with action; it requires SENSABILITY.

The AIA Iowa Convention is scheduled to be held September 26–27 at the Community Choice Credit Union Convention Center, Des Moines, Iowa. The AIA Iowa Convention Committee Co-Chairs in conjunction with the Exhibits Committee invite you to join us for an opportunity to meet and network with the many members within the AIA Iowa Community. This is a highly anticipated event with over 1,000 attendees that come together and unite as one voice.

As an exhibitor at the 2019 AIA Iowa Convention, you will have the opportunity to learn from and educate the participants about your individual products and services within a convention area laid out to provide a relaxed setting for the exhibitors and registrants to mix, renew professional relationships and build future contacts. The 2019 Convention highlights will include opportunities for networking at the Thursday luncheon, the Thursday evening exhibit hall cocktail party and a Friday schedule designed to allow you to make the most of this special setting for professional connections.

We look forward to your participation and are grateful for your involvement. Your support is vital to the success of this convention each year. Please join us at SENS|A|BILITY, the 2019 AIA Iowa Convention!

Lyndley Kent, AIA  
AIA Iowa Convention  
Committee Co-Chair

Patrick Davis, AIA  
AIA Iowa Convention  
Exhibitions Committee

Eric Neuhaus, AIA  
AIA Iowa Convention  
Committee Co-Chair

Jeff Wagner, AIA  
AIA Iowa Convention  
Exhibitions Committee

## Advantages you and your business will receive when exhibiting and sponsoring at the convention include:

- An opportunity to discuss your products or services with AIA Iowa members from across the state

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- Listing in all convention materials

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- Recognition in the AIA Iowa Addenda e-newsletter

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- Recognition on the AIA Iowa website, AIAIowa.org

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- The benefit of the exclusive use of the printed 2018 convention registrant list for follow-ups to prospective customers, made available only to exhibiting companies.

# exhibitor information

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## Booth Pricing

	● Regular Booth <b>Early Reservation</b> Paid by June 28, 2019	<b>Regular Reservation</b> Paid by July 11, 2019	● Premium Booth <b>Regular Reservation</b> Paid by July 11, 2019
AIA Iowa Allied Members	\$800	\$900	\$1,075
Non-Members	\$900	\$1000	\$1,325

## Reservations

Back by popular demand, AIA Iowa has contracted Map Dynamics technology to help make booth selection a smoother process for all exhibitors. Map Dynamics will be used this year to help exhibitors sign up for their desired booth location on a real-time floor plan. In order to reserve a booth space a non-refundable \$100 deposit is required. Every effort is made to accommodate exhibitor preferences as availability of exhibit space permits. AIA Iowa reserves the right to modify the floor plan and reassign booth space in the best interest of the convention.

## Booth Descriptions

**Regular Booths** are 8' deep x 10' wide (numbered 17-164). Each booth has an 8' high black back drapery and 3' high black side draperies. Booth cost includes a standard identification sign provided by Freeman, this sign will read the company name provided to AIA Iowa when you reserve your booth space. The entire exhibit hall is carpeted.

**Premium Booths** The exhibiting space extended into the lobby of the ballroom will once again return this year. Premium spaces are 10' x 10' (numbered 1-16). Booths against walls will have an 8' high black back drapery and 3' high black side draperies. Booths (3-8) will have only 3' high black side draperies with open front and back entrances. The lobby is carpeted.

## Furnishings

Booth furnishings and equipment are the responsibility of the exhibitor. Exhibitors may bring in their own tables, chairs, etc. if they are in compliance with Community Choice Credit Union Convention Center regulations.

Six-foot black skirted tables and standard chairs will be available to rent at a group rate with AIA Iowa this year. Orders for these additional products will be taken through the Map Dynamics software when you register for your booth. You can order furnishings at the group rate until August 26th.

Other special requests and needs for furniture are available for rent from Freeman Co. For more information visit **MyFreemanOnline**. For questions please contact Freeman Exhibitor Services at 515-265-5601.

## Electricity

Electrical services are managed by the Community Choice Credit Union Convention Center but will be sold through the Map Dynamics software used for all exhibitor processing. Connections cover only the connecting of electrical services to the booth in the most convenient manner and do not include connecting equipment or special wiring. Building wall and post outlets are **not** part of booth space and are **not** to be used by the exhibitors. All electrical connections must be made by the house electrician. Electricity ordered on-site may be subject to a surcharge.

## Set-Up/Tear-down

Booths must be set up from 12:00 Noon–8:00 p.m., Wednesday, September 25, in the Community Choice Credit Union Convention Center, Des Moines, Iowa. All exhibits must be set up by 7:00 a.m., Thursday, September 26. Exhibits may be taken down beginning at 11:30 a.m., Friday, September 27; the loading dock doors will open at 11:30 a.m. Exhibits must not be dismantled before tear-down, Friday, September 27. All displays must be removed from the Exhibit Hall by no later than 4:00 p.m. the final day of the convention.

## Meal

Lunch on Thursday, September 26, from 11:45 a.m.–1:15 p.m. will be a sit-down event for both exhibitors and convention registrants. **Two complimentary tickets are included per booth and may be requested in the Map Dynamics software during the registration process, you must indicate that you would like the two complimentary tickets to receive them.** Extra exhibitor passes, lunch tickets can be purchased through the Map Dynamics software.

## Exhibitors' Cocktail Party

The Exhibit Hall Cocktail Party will be held Thursday, September 26, from 5:00–6:30 p.m. in the Exhibit Hall. Convention registrants and exhibitors will join together for beverages, snacks and entertainment while convention registrants visit your booth(s). You can use your pre-purchased drink tickets during this event and exhibitor provided door prizes (that's you!) will be given out during this time.

## Music

Because of aggressive enforcement laws related to copyrighted music, we must ask our exhibitors either: 1) not to play live or recorded music that is subject to licensing by BMI, ASCAP or any other organization authorized to license copyrighted music; or 2) to obtain for themselves, at their sole expense, the proper license from the copyright holder. If an exhibitor plays music that is subject to licensing and AIA Iowa is obligated to pay any copyright holder, all costs of the copyright license, and the incidental costs in conjunction with the license, shall be paid by the exhibitor as an additional booth charge.

## Best Booth Award

To encourage quality and excellence in exhibit displays, AIA Iowa will host a contest to win a free booth for the 2020 AIA Iowa/Central States Regional Convention. The exhibitor judged to have the most interesting, attractive and effective use of booth space and the clearest product communication will be deemed the winner. The winner of the competition will be announced Friday, September 27 during the door prize drawing.

## Payment

The request for all exhibit spaces must be accompanied by a non-refundable deposit of \$100 per booth space. The balance remaining is due upon receipt of invoice. Failure to remit full payment by July 11 will result in the cancellation of the contract. No booth refunds will be made after July 11. Booths will not be allowed to open unless full payment has been made.

Tickets for two exhibitor staff to attend the convention and tickets for two lunches come with each booth purchased. Additional tickets will be available for purchase.

## Cancellation/Refunds

Requests for cancellation, either full or partial, must be made in writing and sent either by registered or certified mail. No refunds will be made to requests postmarked on or after July 11. No refund may be made for space that is unused during all or part of the exhibition. Should space remain unoccupied at the opening of the exhibit, AIA Iowa may rent or use it without obligation of a refund.

## Liability

It is expressly understood and agreed by the signing of the contract that the exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of the injury or damage to an exhibitor's display, equipment and other property brought onto the premises of the Community Choice Credit Union Convention Center, and shall hold harmless AIA Iowa, and the Community Choice Credit Union Convention Center, as well as their agents, servants and employees from any and all such losses, damages and claims.

## Hotel

A group of rooms have been reserved at the New Hilton Des Moines Downtown hotel, located at 435 Park St. in downtown Des Moines. The single/double per room rate is \$153 a night. You may check in by 3 p.m. and check out by 12 p.m. To qualify for the AIA Iowa group room block, you must make a reservation by August 22 and indicate that you would like to be included in the American Institute of Architects room block. After this date, rooms are on an availability basis only. To make your reservation, call the reservation desk at 515-241-1456 or visit [Hilton.com](https://www.hilton.com).

## Exhibitor Packets

Exhibitors' packets may be picked up at the registration desk **Wednesday, September 25** during booth set-up. Many items are in this packet including: Exhibitor Nametags and lunch tickets, any additional tickets purchased, a complete list of convention registrants and a map of the exhibit hall. Exhibitors are required to submit in advance the names of staff members who will be working in the booths. Exhibitors are asked to wear their name badges during all Convention functions.

# exhibit hall floor plan

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● Standard Booths ● Premium Booths



# tentative schedule

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## Wednesday September 25

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**12-8 p \*Exhibit Hall Set-up**

## Thursday September 26

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- 7:00 a Registration Opens
- \*Exhibit Hall Open / Continental Breakfast Inside**
- 8:00 Welcome
- 8:15 Keynote Speaker
- 9:30 \*Exhibit Hall Open / Refreshments Inside**
- 10:45 Workshops
- 11:45 Lunch (with Exhibitors)**
- 1:15 p Workshops
- 2:15 \*Exhibit Hall Open / Refreshments Inside**
- 3:45 Keynote Speaker
- 5:00 \*Exhibitors' Cocktail Party Exhibit Hall Open**
- 7:00 Awards Celebration  
(Tickets available for purchase)

## Friday September 27

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- 7:45 a** Registration Opens
- Feed Your Future: Emerging Professionals Breakfast
- \*Exhibit Hall Open / Continental Breakfast Inside**
- 8:15 Masonry Institute  
Architectural Awards
- 8:30 Keynote Speaker
- 9:45 \*Exhibit Hall Open / Refreshments Inside**
- 10:45 \*Door Prize Drawing**
- 11:15 Workshops
- 11:30 Exhibitor Booth Teardown**
- 12:15 p Convention Attendee Lunch
- 1:00 AIA Iowa Business Meeting and Legislative Forum
- 2:00 Break/Refreshments
- 2:15 Workshops
- 3:30 Keynote Speaker

AIA Iowa reserves the right to modify this schedule. **Bolded** times are noted for exhibitor attendance.

**\*Asterisked** times are noted for when the exhibit hall will be open to convention registrants. The exhibit hall will be closed during non-exhibit times.



# 2018 exhibitors

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## Allied Members ● Winner of the 2018 Exhibit Booth Award

2/90 Sign Systems	Communications Engineering Company	Henning Companies	Manko Window Systems, Inc.	Planning Healthy Iowa Communities	Sport Construction Midwest
ACGI	Coreslab Structures (Omaha) Inc.	Henry Company	Mannington Commercial	Prairie Pella, Inc	Stetson Building Products, LLC.
ACH Foam Technologies	CPMI, Inc.	HiLine Unique Flooring Solutions	Masonry Institute of Iowa	Protex Central, Inc.	Storey Kenworthy
Advanced Architectural Products, Inc.	CSI	Hillesheim Architectural Products, Inc.	McGough Construction	Rapid Results, Inc	Story Construction
AES Lighting Group/ Ligman Lighting USA	CTC Express Tools	Integrated Sales Inc.	MEP Associates, LLC	Rapids Reproductions Inc	SystemWorks LLC
AES Lighting Group/ Lumium Lighting	DCI Group	Interface	Metal Design Systems, Inc.	RBC Tile/Virginia Tile	Tandus Centiva, a Tarkett Company
All Makes	DESIGN ENGINEERS	Interior Contract Group	Mid-Continental Restoration Co. Inc.	● RCS Millwork LC	TCC Materials / Amcon Concrete Products
Allen Consulting Group, Inc.	Design Photography Inc	Iowa Ready Mixed Concrete Association	Midland Door Solutions	Rhino Material/Oldcastle	Terracon
Allied Construction Services, Inc.	DuPont Tyvek / BPI	IPI - Iowa Prison Industries	Midland Garage Door	Riser Solutions	The Garland Company, Inc.
Alvine Engineering	Edwards Cast Stone Company	JE Dunn Construction	Mid-States Concrete Industries	Roof Top Sedums LLC	The Tremco Group
Andersen Windows, Inc.	Energy Panel Structures, Inc. (EPS Buildings)	Johns Manville	Midwest Tile, Marble & Granite, Inc.	Roofing Representatives	The Weitz Company
Architectural Wall Systems - Seedorff Masonry, Inc	Enterprise Precast Concrete	JTH Lighting Alliance	Millennium Forms	Royale Concrete	Trivalent Lighting Studio
ASI   Signage Innovations & id metalco	EPIC Metals	Kafka Granite, LLC	Miron Construction Co., Inc.	Ruck Specialties, LLC	Tubelite, Inc.
Atlas Roofing Corporation	Fullerton Building Systems, Inc.	Kate-Lo Tile & Stone	Molin Concrete Products	Rulon International	Turner Construction Company
Automatic Door Group	Gage Bros. Concrete Products, Inc.	KDENT	Mortar Net / BASF SPF	Saxton Inc	U.S. CAD, formerly Managed Design
Baker Electric, Inc.	General Partitions Mfg / Foundations Changers	Keller & Associates	MTS Contracting Inc	Schuler Shook	United Brick, A Division of Sioux City Brick
Baker Group	Glen-Gery Brick	Kings Material Inc.	Multivista	Schumacher Elevator Company	Vitro Architectural Glass
Benchmark By Kingspan	Graham Construction Company	Knutson Construction	Nawkaw Midwest	Service Reps Inc.	Walsh Door & Security
Braun Intertec	H Window Company, LLC	KONE Elevators and Escalators	Neumann Brothers, Inc.	SGH, Inc.	Wausau Supply Co.
Carl A. Nelson & Company	Hansen Company	KSA Lighting & Controls	Nichiha USA	Shaw Contract	Wells Concrete
Carroll Seating Company	Hart Associates	Lang Construction Group, Inc.	North Star Surfaces	Shuck-Britson, Inc. / Snyder & Associates, Inc.	Workspace
Coldspring	Heartland	Lighting Solutions of Iowa	NRG Sales Lighting & Controls	Sierra Pacific Windows	Zephyr Aluminum Products, Inc
Commercial New Construction		Logan Contractors Supply	Olson-Larsen Galleries	Sika Corporation	
		Lumicor, Inc.	Pigott	Skold Companies	
		Major Industries, Inc.	PlanGrid	SNB Building Solutions	

# more ways to get involved

## Become a Convention Sponsor

Enhance your company's exposure at the 2019 AIA Iowa Convention as a Sponsor. From the Wi-Fi Connection to Breakfasts, Special Exhibits, and Keynote Speakers we have a sponsorship level to fit into everyone's budget. All sponsors are listed separately in the convention program, are recognized with signage at the convention, are listed in the Addenda, the official newsletter of AIA Iowa, and are listed on the AIA Iowa website [www.AIAIowa.org](http://www.AIAIowa.org).

**SPONSOR >**

## Become and AIA Iowa Allied Member

AIA Iowa Allied Membership is a great way to promote your products and services year-round. This membership is offered to individuals employed outside of the architectural practice, but who are involved in a position allied to the field of architecture. Allied Membership is designed to build and strengthen communication among all members of the design/construction team.

### What You Will Receive

- An early sign-up opportunity for an exhibit booth at the AIA Iowa Annual Convention.
- A listing in the AIAIowa.org Online Directory.
- Opportunities to provide continuing education at the convention and at Dine and Discover lunch and learns.
- A subscription to AIA Iowa's newsletter, the Addenda, with advertisement of your membership.
- Opportunity to participate in AIA Iowa committees, working with architects on events and issues that impact the state.
- Quarterly firm lunch presentations from AIA Iowa architecture firms about their work and offices.
- In addition, you'll receive all AIA Iowa announcements, invitations and a subscription to Iowa Architect magazine. As a bonus, you'll receive member discounts on AIA Contract Documents, AIA Iowa mailing labels, and AIA Iowa seminars and social events.

### How You'll Benefit

- Access to the AIA Iowa membership through a variety of networking opportunities.
- Foster improved communication and cooperation among all members of the design/construction team.
- Become involved more significantly with AIA Iowa on a long-term basis, while enhancing your awareness of the industry and your use of AIA resources.
- Enable joint education opportunities and cooperative public programs on subjects of mutual interest.

**BECOME AN ALLIED MEMBER >**