

DETAILS ON WBENC POINT SYSTEM FOR EXHIBITORS

The point system program for the WBENC National Conference & Business Fair offers corporate and WBE sponsors a hands-on role in the selection of their booth location on the exhibit hall floor.

All conference exhibitors (Silver, Bronze, Metal, and Certified WBE) will be assigned a booth based on their exhibitor package level, point total, date of registration/purchase and the order in which their booths achieve "paid in full" status. WBE booths will be interspersed throughout these exhibitor categories. The only exception to the system is the current year's National Conference & Business Fair Co-Chairs.

CRITERIA FOR AWARDING/ACCRUING POINTS

WBENC will base the calculations for this system beginning with the year 2011.

Note: This overview applies to both sponsors (corporate and WBE) and all exhibitors.

WBEs will be accessed separately, but point totals will be fed into a master spreadsheet for booth assignments, thus continuing the WBENC policy of interspersing WBE businesses with corporate sponsors and exhibitors on the exhibit floor.

1. Number of years of national corporate membership or WBENC certification (2010 – 2016)
2. Number of years as a sponsor (2011 – 2016)
3. Dollar amount of sponsorships (2011 – 2016)
4. Number of years on the trade floor (2011 – 2016)
5. Booth sizes (square footage) over the years (2011 – 2016)

Categories two through five will be awarded 100 points for each year shown. However, Corporate Membership and/or WBENC certification will be awarded 1000 points for each year.

ADDITIONAL CRITERIA/TIE-BREAKERS:

6. Date and Time stamp on application when received (2016-2017)
7. Date Check Received – Paid in Full (2016-2017)

BOOTH SIZE POINT ASSIGNMENTS:

- 10x10 (100 sq. ft.) = 100 pts.
- 20x10 (200 sq. ft.) = 200 pts.
- 20x20 (400 sq. ft.) = 300 pts.
- 20x30 (600 sq. ft.) = 400 pts.
- 20x40 (800 sq. ft.) = 500 pts.

WBENC CORPORATE MEMBER and WBE SPONSOR LEVEL POINT ASSIGNMENTS:

(NOTE: Points awarded on total dollar amount received per year per company)*

WBENC Corporate Member Sponsors

- \$75,000 – 1200 pts.

- \$50,000 – 1100 pts.
- \$40,000 – 1000 pts.
- \$35,000 – 900 pts.
- \$25,000 – 800 pts.
- \$20,000 – 700 pts.
- \$15,000 – 600 pts.

WBENC-Certified WBE Sponsors (as well as WEConnect and Government Sponsors)

(NOTE: Points awarded on total dollar amount received per year per company)*

- \$25,000 – 1200 pts.
- \$20,000 – 1100 pts.
- \$17,500 – 1000 pts.
- \$10,000 – 900 pts.
- \$7,500 – 800 pts.

* If a company purchases two \$10,000 (500 points) sponsorships, they will only receive points equal to the total dollar amount of their sponsorship