

AMTA Exhibitor Point Worksheet

Company Name: _____

| Activity | Calculation | Points |
|--|---------------------|--------|
| 1. Host/Co-host (in last 5 years), as defined per AMTA rules: | 100 / # of Co-hosts | _____ |
| 2. Host/Co-host (in last 6-10 years as follows): P = 90 for 6 yrs. 70 for 7 yrs. 50 for 8 yrs. 30 for 9 yrs. 10 for 10 yrs. | P / # of Co-hosts | _____ |
| 3. Number of years as an AMTA Exhibitor: | # of years x 10 | _____ |
| 4. Credit for AMTA 2019 participation (attach list and receipts*): | | |
| a. Number of full registrations (do not include one-day registrations): | # of persons x 3 | _____ |
| b. Number of AMTA Members (include full registrations and one-day registrations): | # of persons x 2 | _____ |
| c. Cost of sponsoring AMTA approved events (Welcome Reception, lunches, breaks, Awards Banquet Reception, etc.): | \$_____/100 | _____ |
| d. Cost of AMTA approved give-away (satchels, notepads, bingo prizes, banquet mementos, etc.): | \$_____/100 | _____ |
| e. Expenditure at AMTA 2019 Exhibitor Lunch: | \$_____/100 | _____ |
| 5. Exhibitor at 2019 AMTA Regional Event: | 25 points | _____ |
| 6. Credit for AMTA 2020 participation: | | _____ |
| Exhibit Booth = 25 points | | |
| Silver Sponsorship = 100 points | | |
| Gold Sponsorship = 150 points | | |
| Platinum Sponsorship = 200 points | | |
| TOTAL POINTS | | _____ |

* If Item 4 was submitted with receipts in your 2020 application, you do not need to provide attachments.

I certify that this statement is correct, and the supporting receipts and statements are attached.

Name: _____

Signature: _____

Directions for Exhibitor Point Worksheet

Items 1 and 2:

Identify the years your organization was a Host or Co-host for the AMTA Annual Meeting and Symposium. As per AMTA rules, the primary Host determines who will receive what percentage of points for this. The Host can elect to keep all hosting points or a percentage as the Host deems fit. Once the Host has determined this, this cannot be altered due to business relationship termination, attendance at AMTA termination, etc.

Item 3:

Identify the number of years your organization has exhibited at an AMTA Annual Meeting and Symposium.

Item 4a:

On a separate sheet of paper or attachment, provide the names of full registrations (exclude one-day registrations) from your company at the 2019 AMTA Annual Meeting and Symposium.

Item 4b:

On a separate sheet of paper or attachment, provide the names and e-mail addresses of current AMTA members from your company.

Items 4c, 4d and 4e:

If claiming credit for sponsoring AMTA approved events or participating in AMTA approved giveaways, attach a list of those activities and a copy of the receipt for each activity. The receipt should show the money spent on the activity.

Item 5:

Those exhibitors who participated in the AMTA 2020 Virtual Symposium receive additional points on the preceding worksheet for 2021. Platinum, Gold and Silver Sponsorships shall claim points for sponsorship and the exhibit booth. For example, Platinum Sponsors who also set up a virtual booth shall receive 225 points total (25 for the booth and 200 for the sponsorship).

Additional Instructions:

No points will be awarded to "Complimentary Booths", i.e. booths for which no Exhibitor's Fee was paid. Points will not be awarded for donated items or other activities unless approval is obtained from the AMTA Board of Directors prior to the donation or activity.

No points will be awarded for participation in AMTA international based events. Any Exhibitor points' scheme proposed for an international event will solely apply to that event and will have no bearing on the annual AMTA Symposium.

If two or more companies merge or if one company acquires others, the following rules apply for the Exhibitor Points Tally:

- Under Items 1 and 2, full credit is given for all predecessor companies hosting or co-hosting. For example, if company A hosted 4 years ago and company B hosted 8 years ago, then company AB will be credited with 150 points.
- Under Item 3 (years hosting at AMTA), the number of years of credit shall be equal to that of the predecessor company with the most years of exhibiting. Years will not be combined. For example, if company A exhibited for 30 years and company B hosted for 10 years then company AB will be credited with 30 years.
- For Items 4 and 5, the combined company will be credited with the sum cost of all predecessor companies' participation and approved giveaways for the previous year's symposium. For example, if company A spent \$10K and company B spent \$5K, then company AB will be credited with \$15K.

The Exhibitors Points Tally is public information and can be provided if requested. Note: AMTA 2019 and AMTA 2020 points will be credited based upon the information provided by Exhibitors (and as verified by the AMTA 2021 Host Committee) with their AMTA 2021 Space Application Packet. If an Exhibitor submitted Item #4 attachments in 2019, these receipts and lists do not need to be resubmitted. The updated Exhibitor Points Tally will be posted to the AMTA website by June 28, 2021. All exhibitors are encouraged to review the points assigned.