

Spring 2008 Mini Expo Sponsorship and Schedule Information

FLORIDA MARINE CONTRACTORS ASSOCIATION

SPONSORSHIP OPPORTUNITIES

Thanks to TimberTech and Dealer Risk Services, the first to sponsors of the Spring Mini Expo!

Grand Sponsor \$10,000

- 3 Tabletops
- Full-page color ad in the FMCA Expo publications.
- Special Sponsor Name Badges
- Official Sponsor of the Opening Reception – Friday, April 25, at the Rosen Plaza

Diamond Sponsor \$ 7,500

- 2 Tabletops
- Half-page color ad in the FMCA Expo publications.
- Special Sponsor Name Badges
- |Choice of one of the following individual sponsorships (available on first come basis):
 - Official Sponsor of Saturday Box Lunch
 - Official Sponsor of Saturday Continental Breakfast

Gold Sponsor \$ 5,000

- 1 Tabletop
- Half-page color ad in the FMCA Expo publications.
- Special Sponsor Name Badges
- Official Sponsor of Friday Luncheon

Silver Sponsor \$ 2,500

- 1 Tabletop
- Half-page ad in FMCA Expo Publications
- Special Sponsor Name Badges
- Choice of one of the following individual sponsorships (available on first come basis):
 - Name Badge Lanyards with Sponsor Name
 - Attendee Bag with Sponsor Name

Bronze Sponsor \$ 1,000

- Quarter-page ad in FMCA Expo Publications
- Special Sponsor Name Badges

Friend of FMCA \$ 300

- Business Card ad in FMCA Expo Publications
- Special Sponsor Name Badges

Rosen Plaza
9700 International Drive
Orlando , Florida 32819
(407) 996-9700
Meeting Information (800) 366-9700
Reservations (800) 366-9700
Fax (407) 996-9111
www.rosenplaza.com
www.rosenplazamedia.com



'08 EXPO

SPRING MINI

APRIL 25-26, 2008 ▲ THE ROSEN PLAZA ▲ ORLANDO ▲ WWW.FMCA.US/EXPO

REGISTRATION FOR ALL ACTIVITIES IS AVAILABLE
EXCLUSIVELY ONLINE AT:
WWW.FMCA.US/MEETINGS.HTML

Exhibitor rates are \$400 per tabletop display (member rate) or \$600 per tabletop (non-member rate)

Rooms are \$119/night – a great rate!

Friday's four CEU credit courses cost just \$20!

Saturday's Sandler Sales Training Institute workshop is \$100 per person; exhibitors take \$50 off for each tabletop display.

SCHEDULE

Thursday April 24: invitation-only exam-writing workshop

Friday: Exam-writing continues
Exhibitor set-up (all day)
Lunch

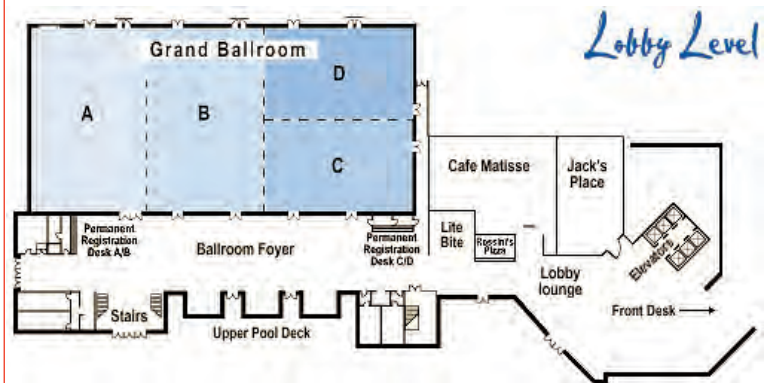
1:30 PM – CEU courses begin

6:30 PM – Mini Expo Opening Reception

Saturday: 8AM – noon – Mini Expo open to the public
Lunch

1:30 – Sandler Sales Training

3:30 – FMCA Board & Membership Meeting



FMCA Needs Your Help to Launch Member Insurance Plans!

At the Sebastian, FL Quarterly Meeting, Insurance Office of America's Rick Dalrymple, Dan Robertson and Matt Williamson outlined plans for an FMCA-sponsored workers' compensation dividend plan, and an FMCA health care insurance pool. *These programs will be available only to FMCA members.*

Numerous associations offer similar programs. Thanks to our growth over the past few years, we at last have the membership base to be able to offer these programs to firms in the marine construction industry.

Our first step is to determine the level of Member interest. Please fill out the form below and mail the results back to FMCA. This is confidential. You do not need to provide your name, your company's name, the names of employees to be considered for the health care plan, or even your address.

FMCA HEALTH INSURANCE POOL

This will be available to all FMCA Member Firms – Associates, Contractors and Professionals.

Your zip code: _____

Number of employees you would consider enrolling in a health insurance plan: _____

Number of women: _____

Number of men: _____

FMCA WORKERS' COMP DIVIDEND POOL

At this time, this is for Contractor Members only. (Down the road, more coverage will be added, but this is the first step.)

Total amount paid for workers' comp coverage in 2007. \$ _____

Total workers' comp paid for marine construction (6006F) in 2007. \$ _____

NOT INTERESTED? CHECK HERE!
But please, still send in your survey!

Mail your response to:

**FMCA Insurance
POB 542111
Merritt Island, FL 32954-2111**

Deadline: April 15, 2008

QUESTIONS & ANSWERS

Q: What is a dividend program?

A: In simplest terms, the annual difference between claims paid and premiums paid is partly returned to program participants as a dividend. Part is retained to insure against future losses.

Q: What is the downside?

A: Larger-than-expected losses could result in higher costs to participants. That's why participation initially will be limited to firms with excellent safety and claims records. Also, dividends may be small or even zero at first. Once a sufficient reserve is established, dividend payments commence. And, ironically, dividends may be small at first, because WC rates are at an historic low.

Q: Anything else?

A: Because rates are currently low, and because the economy has slowed, it may be difficult to reach a minimum premium threshold this year needed to launch a Workers' Comp program. That's why it is so important for ALL CONTRACTOR MEMBERS to return this survey.

Q: If I'm in FMCA, will I be required to carry this coverage?

A: No. Small Firm programs, general coverage programs, and leasing programs will all still be available.

Q: How will the health insurance plan work?

A: The type of plan (HMO, PPO, etc), its coverage and its cost depends on the number of Members who return the survey.

Q: Who will provide the coverage?

A: Most likely one of the major health insurance providers. If we are able to put together a big enough pool, FMCA will "shop" the pool to these carriers. Effectively, the bigger the pool, the bigger the potential reductions in insurance cost.

**Please Help FMCA Help You!
Return this questionnaire by April 15.**

