



Assisting in Every Aspect of Trade Fair Participation

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April 20, 2023

Courtney West
Export Incentives Administrator
Strategic Investment Division
Ohio Department of Development
77 South High Street
Columbus, Ohio 43215

Dear Courtney,



We are pleased to present this Creative Services proposal to the Ohio Department of Development for a custom build at the Paris Air Show 2023. I have outlined below the items that Kallman Worldwide will provide to the Ohio Department of Development as a client in the U.S.A. Partnership Pavilion.

Year after year, U.S. companies exhibit with us because of the excellent service and amenities we provide and because we make exhibiting at international events easier and more affordable.

As part of the U.S.A Partnership Pavilion in conjunction with Creative Services, Kallman Worldwide will provide:

- Premier, high traffic location
- An allocation of complimentary Visitor Tickets
- Exhibitors' Lounge
- Visitor Promotion
- On-site support by Kallman Worldwide staff
- Advice on shipping, local transportation, business customs.

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Specific to your booth we will provide:

1. **STRUCTURE** **\$71,840**

Flooring:

- ◆ 84 sqm of wooden laminate flooring
- ◆ 84 sqm of wooden platform
 - Covered with plastic during move-in; removed prior to show opening
 - Skirting painted red
- ◆ Aluminum edging around perimeter of stand
- ◆ Mandatory handicap access ramps

Wall Elements:

- ◆ Custom branding fascia constructed in MDF painted as per design
 - Lighting soffit to perimeter
 - Supporting pylons
- ◆ Custom storage room constructed in MDF
 - Lockable doors with window
 - (1) mini fridge
 - Worktop counter and shelving, waste bin
- ◆ (10) custom kiosks with branding structure
 - Lockable kiosks with lights under counters
 - Open shelving for storage
 - Custom LED lighting to vertical perimeter of kiosks
 - Internal outlet with cable management cover to top
- ◆ (1) Custom reception counter with lights under counter
- ◆ (1) MDF wrapped pillar

2. **Graphics, to reproduce from your artwork** **\$12,675**

- ◆ (6) 3D backlit logos to overhead fascia
- ◆ (2) vinyl graphics for storage room
- ◆ (10) vinyl graphics to branding structure above kiosks
- ◆ (10) logos to individual company kiosks (front)
- ◆ (2) logos to reception counter
- ◆ (4) vinyl graphics (ribbon) for fascia

3. **Furniture, to rent** **\$7,785**

- ◆ (12) stools for individual kiosks and reception counter
- ◆ (6) round tables for semi-private meeting area
- ◆ (24) stools for semi-private meeting area
- ◆ (1) refrigerator for storage closet

4. **Audio Visual Equipment** **\$4,000**

- ◆ (10) 40" wall mounted monitors located on co-exhibitor kiosks
- ◆ (1) 49" wall mounted monitor located behind reception desk
- ◆ (11) media players

5. Electric, to install \$4,335

- ◆ (1) single phase distribution board
- ◆ (1) 20amp single phase power supply
- ◆ Power outlets throughout booth
- ◆ All lighting

6. Design and Project Management \$15,400

- ◆ Conceptual design and all constructional detail drawings
- ◆ Project management
- ◆ Liaison with organizer for all approvals including risk assessments and method statements
- ◆ Ordering all show-site services including electrical mains
- ◆ All labor for the installation and dismantling of booth
- ◆ All transportation of booth materials to/from show site

7. Cleaning \$1,280

- ◆ Daily cleaning and waste removal

JobsOhio Cost:	US \$ 47,315.00
Ohio Dept of Development Cost:	US \$ 70,000.00
Total Cost:	US \$ 117,315.00

PAYMENT TERMS AND CONDITIONS

Kallman will issue an invoice to JobsOhio in the amount of \$47,315 and an invoice to the Ohio Department of Development in the amount of \$70,000. Both invoices are due immediately upon receipt.

The above items are all provided on a rental basis.

The above items in this contract are not subject to any VAT and are quoted in US Dollars.

Work shall only commence upon confirmation of the design, receipt of the signed quotation, deposit payment, and agreement to Kallman Creative Services payment terms.

Credit card payments are not accepted. 100% will be invoiced upon signing this contract.

The products and services listed in this proposal cannot be shipped to show or otherwise provided unless payments are received by the due dates indicated in this contract.

If payment is not received by the due date, it is at Kallman Creative Services' discretion to terminate the contract.

Any changes, additions, or modifications after signing of this contract will result in a change in price. These changes will be documented, communicated, and accepted as an addendum to the original contract upon approval of both parties.

Onsite orders may result in an increased price. Onsite orders will be confirmed and accepted by both parties and will become an addendum to the original contract, to be invoiced post show.

All designs are subject to the approval of the exhibitor, organizers, venue, and/or relevant authorities. This quotation is based on the dimensions and design shown, unless otherwise stated. Price will be adjusted accordingly should there be any changes to the dimensions and/or design.

SHOW POSTPONEMENT

If the Paris Air Show 2023 is postponed on/before March 19, 2023, Kallman Creative Services will apply 100% of the deposit amount paid to the new event date. If the show is postponed after March 19, 2023, Kallman Creative Services will credit any of the unused payment towards the shows' future date.

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SHOW CANCELLATION

If the Paris Air Show 2023 is canceled on/before March 19, 2023, Kallman Creative Services will retain 10% of the total project amount to offset project management and design costs. The remainder of the deposit will be refunded to the exhibitor. If the show is cancelled after March 19, 2023, the exhibitor is not entitled to any refund.

SHOW SERVICES

Additional show services including but not limited to internet, rigging, catering, and floral can be ordered through Kallman Creative Services or ordered directly through a third-party vendor. If ordered through a third-party vendor, Kallman Creative Services will not be responsible for any delays or non-delivery associated.

DAMAGE

The above items are all provided on a rental basis including but not limited to; hardware, furnishings, accessories, audio visual equipment, carpeting/flooring and lighting. The exhibitor shall be responsible for and charged accordingly for any damages that occur during rental period. The exhibitor shall be responsible for any damage caused by any third-party vendor / service provider hired by the exhibitor.

TRANSPORTATION

Contract cost is inclusive of transportation of booth materials from the warehouse to show site and return. Kallman Creative Services is not responsible for any unforeseen circumstances that may halt or delay shipping such as but not limited to inclement weather, traffic delays, fire, freight embargoes, strikes, protests, disturbed labor conditions, force majeure or any other instances that are out of the control of Kallman Creative Services. Any fees or cost associated with unforeseen circumstances are the sole responsibility of the exhibitor. The above build quote is inclusive of all labor costs associated with buildup and dismantle. Kallman Creative Services and subcontractors will adhere to all safety and labor laws.

GRAPHICS

The above build quote is inclusive of the printing of all graphics **as rendered**. All graphics must be provided print-ready no later than the agreed upon deadline.

This quote does not include graphic design. All art files created or modified by Kallman Creative Services will be charged and invoiced separately.

DRAYAGE

For shows taking place in the United States, the client will be billed by the official freight forwarder for all drayage fees. Kallman Creative Services will not be responsible for Material Handling (drayage) costs.

We trust you will find this proposal beneficial to the Ohio Department of Development. Please sign where indicated and return by email to TracyP@kallman.com.

I look forward to working with you and your team at the Paris Air Show 2023.

Signed For: Ohio Department of Development
By:

Signed For: Kallman Worldwide, Inc.
By:



Name:
Title:

Name: Tracy Plant
Title: Creative Services