

Support MOWA year-round as a Business Partnership Member. This special membership brings together all opportunities to be in front of our 400+ membership base. MOWA continues to grow each year and your company can be in front of them through advertising in both our newsletter and at the annual convention.

Take part in all three items below to become a Business Partnership Program Member. Make one stop every year to get all your advertising and membership completed with MOWA.

### 2023 MOWA Convention

The 2023 MOWA Convention will be hosted in Brainerd, MN, at Cragun's Resort on Gull Lake. The event will be held on February 6-7, 2023.

We attract over 230 professionals every year and keep growing. Come meet our membership and make new contacts for our business.

### Little Digger & MOWA Directory Advertising

The Little Digger newsletter is published twice a year (July & December/January). This is a great chance to get your company in hands of our members. We publish a print version and an electronic version on our website.

Once a year, we publish a Directory of our membership. Many members request this in print but our online directory is always available to members on our website.

Advertising in both the Little Digger and Directory is the best way to stay out in front of our membership.



### MOWA Membership

MOWA promotes professionalism in the onsite wastewater industry. By becoming a member of MOWA, you support the organization to continue working towards our goals.

Your membership helps sustain the organization year-round. You will be kept up-to-date on any issues surrounding our industry in the state or nationally.

Consider being a member to promote our industry in Minnesota.

# 2023 MOWA Convention Registration

February 6-7, 2023



The Minnesota Onsite Wastewater Association (MOWA) presents the 2023 Minnesota Onsite Wastewater Convention on February 6-7, 2023. The Trade Show is a very important part of our convention. **MOWA offers exhibitors the opportunity to contact industry professionals AND show support of MOWA at the only onsite wastewater convention in Minnesota.**

At the 2023 convention, we will offer over 25 booths at the Cragun’s Resort and Convention Center near Brainerd, Minnesota. We will continue with the two-day convention format and several sponsorship opportunities. Exhibitors will have the choice to attend both days of the convention – including all CEUs, meals and entertainment – for the single price of the booth fee! We’ll have games geared toward exhibitor-attendee interaction. The Roe-D-Hoe® event is being planned as well to have contractors test their skills on the backhoe. Opportunities for sponsorship are described under Sponsorships. This year’s conference theme is “Back to Basics, Preparing for the Future.”

None of these accomplishments could have happened without the support and leadership of MOWA members and industry suppliers and manufacturers. “Come grow with us” by exhibiting at our annual convention and talk to the leaders in Minnesota’s onsite wastewater industry.

**We look forward to seeing you in Brainerd on February 6-7, 2023!**

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## Vendor Information

### Booth Registration includes

- 10’ (deep) x 10’ (wide) space
- Piping and drapes
- Sign for your company name
- 8-foot table and 2 chairs

**Please address any packages as follows:**

**Cragun’s Resort**

**Attn: MOWA Convention and Onsite Contact**

**1100 Craguns Drive**

**Brainerd, MN 56401**

### Details

- Each booth space includes two (2) conference registrations
- Additional vendor representative registrations are available for \$100.
- Electrical Power – Free. Bring your own extension cord or Cragun’s will rent you one for \$50.

## Freight Handling Information

**Shipping items to the Conference?** The Hotel Shipping and Receiving Department is available from 8:30AM-5:30PM Hotel time Monday through Friday, and provides storage, pick-up, and transfer of materials (less than 200 pounds) from any location within our hotel. Any material shipped to the Hotel may not arrive earlier than two (2) days prior to the Group function and may not remain longer than two (2) days after Group function.

### Inbound Package Handling Fees - to be paid to Cragun’s Resort

This is the standard weight of pounds to be used by all hotels and the minimum fee to be applied to all incoming packages.

Weight	Price
0 to 5 lbs.	\$ 5.00 per box
6 lbs. – 20 lbs.	\$10.00 per box
21 lbs. – 50 lbs.	\$15.00 per box
Over 50 lbs.	\$35.00 per box
Crate	\$75.00 per crate
Pallet	\$150.00 per pallet

### Outbound Package Handling Fees

\$15.00 each box plus carrier costs. Vendors/Booth attendees will be responsible to fill out a form with their shipping information and payment details before product will be moved for shipping.

# 2023 MOWA Convention Registration

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## Booth Display Rules

### 1. Trade Show Set-up/Tear-down Schedule:

- Booth set-up: Sunday, February 5 from 3:00 PM - 6:00 PM & Monday, February 6 from 7:30 AM - 11:00 AM
- Tear-down: Tuesday, February 7 from 7:30 AM - 12:00 PM

### 2. Booth Display Time

- Trade Show – opens Monday, February 6<sup>th</sup> from 12:00 PM – 2:30 PM
- Trade Show – open from 4:10 PM – 8:00 PM on February 6<sup>th</sup>

### 3. Space

- No portion of the booth area may be sublet or assigned to any other firm or person(s).

### 4. Space Assignments

- Booth and/or rig space assignments are made on a first come, first serve basis. Indicate your first and second choice for booth space.
- The Exhibitors application form offers you the opportunity to indicate competitors you would prefer to not be placed next to. No private room displays. Hosting Associations reserve the right to alter Trade Show layout and vendor location. (See floor plan for booth space layout at page 4)

### 5. Fire/Safety Codes

- Each booth operator must comply with all federal, state, local and Resort fire and safety codes.

### 6. Insurance

- It is agreed that in no case shall MOWA or their officers or directors be responsible for any loss, theft, damage by fire, or injury to any person or article.

### 7. Liability

- Each booth operator will be responsible for the space leased during the convention and will keep it free from hazards to persons on the premises. MOWA will not be responsible for any injury that may occur to booth operators, their associates or employees.

### 8. MOWA Scholarship Auction

- All exhibitors are required, as part of their booth fee, to either become a scholarship sponsor or provide an “industry related item” of at least \$50.00 in value to be auctioned off at the conventions silent auction. All proceeds will benefit the MOWA Scholarship Program.
- All auction items will be collected by MOWA and displayed in a central location in the Exhibit Hall. The exhibitor providing the item will be named on each item. Examples of items for the auction – pumps, safety equipment, filters, control panels. No vendor advertising items, please.
- Exhibitors may elect to pay a \$50.00 Registration Fee in lieu of the Auction Item. The Convention Committee will then purchase an auction item on your behalf. Fee must be paid at time of booth registration.
- Additional scholarship sponsorship information available on page 5.
- Additional Vendor Sponsorship opportunities are available, see page 5 for additional details.

**For additional questions/information about the convention, contact MOWA at:**

Phone: 612-361-9629    Email: [mowaexec@gmail.com](mailto:mowaexec@gmail.com)    Website: [www.mowa-mn.com](http://www.mowa-mn.com)

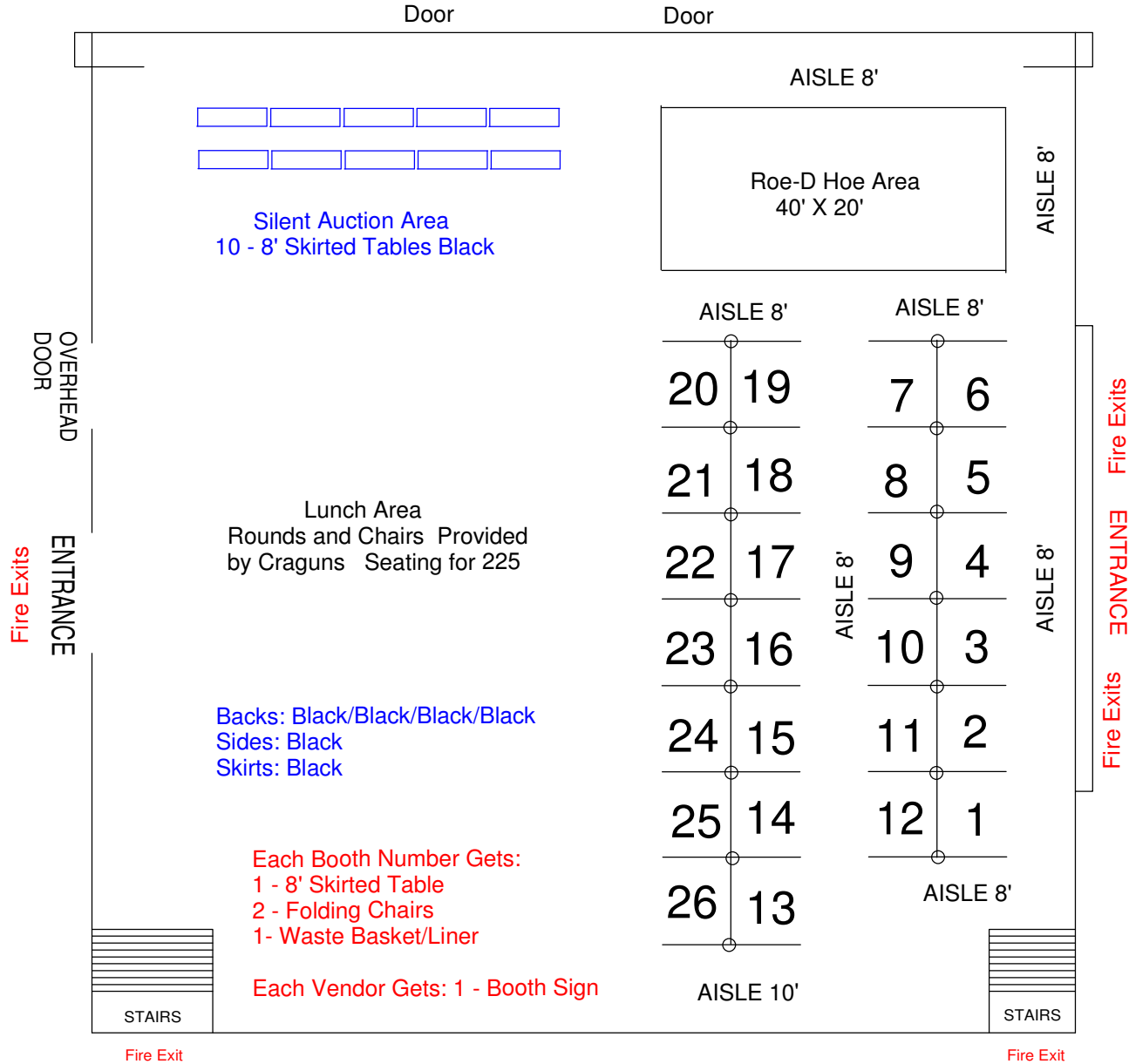
## Reserve your Hotel Room!

Rates are \$109/night +taxes. Reserve online here: <https://reservations.travelclick.com/73835?groupID=3577863>

# MOWA

## Cragun's Resort Sports Centre - Brainerd, MN

February 6-7, 2023



26 - 8' X 10' Booth Spaces

Revision #1 06-23-2022

4

Prepared by  
Cenaiko Expo North  
St. Cloud, MN

# 2023 MOWA Convention Registration

February 6-7, 2023



## Vendor Scholarship Sponsor

Historically, MOWA has conducted a live Auction at its convention to support our scholarship efforts. However, with several members and vendors requesting a variety of opportunities to support this endeavor, we have created the following Sponsorship levels! As a bonus, for our generous sponsors, we are providing great advertising opportunities at each level!

- \$100 – Bronze Sponsor: Acknowledgement on Conference Signage
- \$250 – Silver Sponsor: Acknowledgement on Conference Signage and in Conference Packet
- \$500 – Gold Sponsor: Acknowledgement on Conference Signage and in Conference Packet, and on MOWA Website
- \$750 – Platinum Sponsor: Acknowledgement on Conference Signage and in Conference Packet, and on MOWA Website, plus a link to your business website
- \*In lieu of cash sponsorship donations, vendors may opt to donate a Silent Auction item of equal or greater value as their sponsorship at their desired level.

## Event Sponsorship

Event sponsorship is greatly appreciated, this is an optional convention fee. Sponsors will be acknowledged in the Convention Program and large printed signs.

- \$300.00 – Breaks for both days
- \$300.00 – Continental Breakfast for both days
- \$500.00 – Roe-D-Hoe® - A sign will be posted at the event and your Company Name and logo will be on the waiver form!
- \$500.00 – Evening Entertainment Sponsor/Scholarship Fundraising Event Sponsor

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Contact Person for Registration: \_\_\_\_\_

Company Name: \_\_\_\_\_ (As it should appear on Exhibitor Sign)

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Booth Representatives: 2 representatives are included with each 10x10 booth purchased

1st Booth: 1. \_\_\_\_\_ 2. \_\_\_\_\_

2nd Booth: 1. \_\_\_\_\_ 2. \_\_\_\_\_

Additional Booth Representatives: more than 2 per booth = \$100/representative

Name: \_\_\_\_\_ Name: \_\_\_\_\_

### Preferred Booth(s) Placement:

1st: \_\_\_\_\_

2nd: \_\_\_\_\_

Not placed next to:  
\_\_\_\_\_

I agree to indemnify and hold harmless Minnesota Onsite Wastewater Association (MOWA), form any and all liability, loss, damage, or expense from any incident which may arise while attending any portion of the 2023 MOWA Annual Convention. If applies, I authorize any photos taken of me at this event to be published in MOWA's Little Digger and/or other MOWA-related promotional materials.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## 2023 MOWA Convention Registration

February 6-7, 2023



Exhibitor Conference Fees	Price	Quantity:
MOWA Member - First Booth Space	\$600.00	_____
Non-MOWA Member - First Booth Space *includes new MOWA Membership (\$340)	\$940.00	_____
Additional Booth Spaces (price/booth)	\$280.00	_____
Additional Booth Representatives (see page 5)	\$100/person	_____
<b>Required - Silent Auction Donation or Scholarship Sponsorship</b> <b>Choose either Silent Auction Item or Scholarship Sponsorship Level</b>		
Silent Auction (\$50 Donation or Item): Please include item description:	\$50.00	_____
<b>Scholarship Sponsorship Levels</b>		
Bronze Sponsor	\$100.00	_____
Silver Sponsor	\$250.00	_____
Gold Sponsor	\$500.00	_____
Platinum Sponsor	\$750.00	_____
<b>Event Sponsorships</b>		
Breaks (both days)	\$300.00	_____
Continental Breakfast (both days)	\$300.00	_____
Roe-D-Hoe	\$500.00	_____
Evening Entertainment Event Sponsorship	\$500.00	_____

**Total Payment Due:** \_\_\_\_\_  
Must be received by 12/15/2022

LATE FEE: \$100.00 late fee will be charged if received after 12/15/2022. Refund policy: Written notice of cancellation must be received prior to 1/15/2023. 50% refund will be given less a \$25 processing fee.

# Little Digger & Directory Advertising



## Little Digger

The MOWA newsletter is sent out to MOWA members by print that request it and available online through our website. Each year we reach our 400+ membership with news and updates about the onsite wastewater industry.

## MOWA Annual Directory

The MOWA Directory is published with all active members information. This directory is available by print once a year and year-round through our online searchable directory to members only.

Little Digger Issue	Ad Copy Due Date
November/December 2022	October 7, 2022
May/June 2023	March 10, 2022
Annual Directory	Ad Copy Due Date
2022 Annual Directory	December 1, 2022

Contact Name:
_____
Email:
_____
Phone:
_____

\* See Page 12 for ad specifics .

Combination Package: Full year of advertising in both publications! Includes 10% discount in Annual Directory.			Newsletter ONLY Full Year (2 Issues)		Directory ONLY Annual	
Little Digger + Annual Directory Combo Packages						
Ad Size	Price	Selection	Price	Selection	Price	Selection
Full Page	\$2,092.50		\$875.00		\$1,450.00	
1/2 Page	\$1,098.00		\$540.00		\$680.00	
1/4 Page	\$648.00		\$320.00		\$400.00	
1/8 Page	\$436.50		\$210.00		\$275.00	

Advertising Criteria on page 12.

## 2023 MOWA Membership Form

### Business Member Form



To become a Business Partnership Member, you must register for all three items to qualify:

1. MOWA Membership
2. Advertising in the Little Digger or Directory
3. Exhibiting at the MOWA Conference

#### MOWA Membership Section

List Individual Member below. Company/Business Members use additional pages starting on page 10.

**Please note:** This membership will start on January 1, 2023. MOWA will activate your membership on our online database in November 2022. Your membership will be good from January 1 - December 31, 2023.

Individual Member Rate	<input checked="" type="checkbox"/>	Business Group/Government Rate	<input checked="" type="checkbox"/>
\$240/year (1 person)		\$340/year (up to 5 people)	
		\$100/person (after 5th person)	

\*Additional Members fill out pages 10-11

1st Member: \_\_\_\_\_ Company Name: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

Publications:

**Would you prefer to receive the Little Digger Newsletter via:**  Regular Mail or  Email

The 1st member listed above will be the NOWRA Member. If you are opting for the Business Membership, see page 11 for additional information.

**List the counties you work in:**

Counties:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



## 2023 MOWA Business Partnership Program

### Registration Form



Contact Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Item	Quantity	Total
Individual MOWA Membership (page 8)		
Business/Government MOWA Membership (page 8)		
Additional NOWRA Memberships (page 10-11) Only the 1st member is a NOWRA Member, each additional member may be a NOWRA Member for an additional \$40		
Additional MOWA Members (page 10-11) Receive 5 members under the Business Membership - \$100 for each person after the 5th		
Little Digger/Directory Combo Advertising (Page 7)		
Little Digger Only Advertising (Page 7)		
Directory Only Advertising (Page 7)		
2023 MOWA Convention Registration Total (page 6)		
<b>Grand Total</b>		

**Payment options:**  
 Check - I am enclosing a check with my mailed registration for the above selections.  
 Invoice - Please send a QuickBooks Invoice to the Conference Registration Contact Person.  
 \*To speed up the registration process, please email a copy of all registration pages to [mowaexec@gmail.com](mailto:mowaexec@gmail.com)

## 2023 MOWA Membership Form

### Business Member Form



#### Business Membership Additional Information Page

**Note: Separate email addresses for each member are required. This is needed when setting each member up in our membership database.**

**2nd Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

**3rd Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

**4th Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

## 2023 MOWA Membership Form

### Business Member Form



#### Business Membership Additional Information Page

**Note: Separate email addresses for each member are required. This is needed when setting each member up in our membership database.**

**5th Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

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#### More Memberships? Each Member is \$100 after the 5th Member.

**6th Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

**7th Member:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_ County: \_\_\_\_\_

**Yes, make me a NOWRA Member for an additional \$40:** \_\_\_\_\_

Information: (check all that apply)

Installer  Pumper  Designer  Inspector  Gov't Regulator  Educator  Service Provider  Soil Scientist

Professional Engineer  Manufacturer  Operator/Maintenance  Supplier  Other: \_\_\_\_\_

# Little Digger & Directory Advertising



## Little Digger

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## MOWA Annual Directory

The MOWA Directory is published with all active members information. This directory is available by print once a year and year-round through our online searchable directory to members only.

<b>Little Digger Issue</b>	<b>Ad Copy Due Date</b>
November/December 2022	October 7, 2022
May/June 2023	March 10, 2022
<b>Annual Directory</b>	<b>Ad Copy Due Date</b>
2022 Annual Directory	December 1, 2022

### Advertising Copy Criteria

- Ads may be printed as 1-color (black only), 2-color for the Annual Directory and/or Little Digger; or 4-color (CMYK) for the Little Digger only (4-color not available for Directory ads).
- Artwork should be “press ready.” A fee of \$50 per hour will be billed if graphic design work is required.
- Color ads should be submitted as .pdf files and should be saved as “High Quality” or “Press Ready” with PMS 279 specified as the spot color. Please embed all fonts and DO NOT subset fonts. Please make sure images are not RGB or Index color: images should be in a CMYK format.
- Black ink only ads may be submitted electronically as Windows formatted grayscale (not RGB, CMYK or Index), .pdf or .eps files. You may also want to place ads on an FTP site for us to retrieve.
- Send ads to [mowaexec@gmail.com](mailto:mowaexec@gmail.com)

### Ad Dimensions:

Full Page Ads	-	9.8” (h)	x	7.3” (w)
1/2 Page Ads	-	4.9” (h)	x	7.3” (w)
1/4 Page Ads	-	4.9” (h)	x	3.57” (w)