

Sponsor Information Packet



RinCon 2023
Casino Del Sol Conference Ctr.
5655 W. Valencia Road
June 23-25, 2023



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June 23-25, 2023

Sponsor Information Packet

Southern Arizona Gamers Association (SAGA) will be hosting a three-day convention celebrating tabletop gaming entitled RinCon. RinCon returned in 2012 under new management after a 1-year hiatus and has been a resounding success ever since!

We cannot continue to be successful without your support as a Sponsor. Please read this information packet carefully, then contact RinCon's Sponsor Champion (sponsor@rincongames.com) for more details. Thank you for supporting RinCon!

HOTEL

SAGA has reserved a group rate at Casino Del Sol. RinCon is being held in the convention space adjoining the casino/hotel. Please reserve your hotel room(s) by using our registration code to access the room block. For more information, please call Casino Del Sol at 855-765-7829, ask for a room in the RinCon block.

LOCATION AND SECURITY

The RinCon Sponsor Hall will be conveniently located with the gaming space in the Grand Ballroom of the Casino Del Sol conference center. The Sponsor section of the ballroom will be sealed off and locked after hours for security.

SPONSORSHIP BOOTH

There are 3 types of sponsorship booths - Individual, Standard, and Deluxe.

- Each booth includes a 1/2 page ad (4" x 5.25" landscape, color) in the program.
- Ads must be received by **June 1, 2023**, or they may not appear in the program.

Individual Sponsor booth:

- Approximately 6'x8' booth in secure Sponsor area
- Two (2) rectangle 6' tables (one 18" wide, one 30" wide) & 2 chairs
- 2 Sponsor badges (additional Sponsor badges available for \$35 each)

Standard Sponsor booth:

- Approximately 9'x11' booth in secure Sponsor area
- Two (2) 6' rectangular tables & 2 chairs (add'l chairs available at no charge)
- 3 Sponsor badges (additional Sponsor badges available for \$35 each)

Deluxe Sponsor booth:

- Approximately 9'x17' booth in secure Sponsor area
- Three 6' rectangular tables & 2 chairs (additional chairs available at no charge)
- One (1) Demo table in the main gaming area for programming, if desired
- 4 Sponsor badges total (additional Sponsor badges available for \$35 each)

SPONSORSHIP COST

Costs must be paid by check or money order (payable to SAGA) or by Paypal (payable to payments@rincongames.com) by **June 1, 2023**.

- Individual booth sponsor registration: **\$150**.
- Standard booth sponsor registration: **\$300**.
- Deluxe booth sponsor registration: **\$400**.

Costs include a non-refundable \$50 for a temporary business license with the Pascua Yaqui Tribe.

RinCoin Incentive Policy

In an effort to drive traffic to the Sponsor booths, RinCon will provide an incentive program known as RinCoins. See Sponsorship Application for details.

ATTENDANCE

Attendance projections for RinCon are approximately **600** unique attendees. SAGA will run gaming events and direct attendee foot traffic to the RinCon Sponsor hall.

HOURS

RinCon will be open to attendees 24 hours a day, however the secured Sponsor area will be open the following hours:

- Fri **6/23**: 11am - 6pm (move in: 8am)
- Sat **6/24**: 9am - 6pm
- Sun **6/25**: 9am - 4pm (tear down: 4pm)

LIAISON

Contact the RinCon Sponsor Champion at sponsor@rincongames.com with any questions or concerns.

We look forward to working with you to build a stronger community.

May 25, 2023

Payment due for pre-registered booths with RinCoin discount.

June 1, 2023

Payment due for standard booth rates. Program book ad art due. Deadline for event submissions to appear in the convention program.

June 23, 2023

RinCon begins! (Move in: 8am)

June 25, 2023

RinCon ends! (Tear down: 4pm)



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Sponsorship Application

Business Name	<input type="checkbox"/> Commercial (WILL be selling products) <input type="checkbox"/> Promotional (WILL NOT be selling products)
Contact Person	Title
Business address	
City	State, ZIP
Email address	Phone number

Provide names and email addresses for Sponsor badges for booth workers. These are **required** for registration purposes.
During sponsor hall hours, Sponsor badges allow access to the Sponsor area only.
Outside of sponsor hall hours Sponsor badges allow full access to the convention.

Badge #1 (Included with all booths) Name: Email:	Badge #3 (Included w/Standard & Deluxe booths, \$35 for Individual) Name: Email:
Badge #2 (Included with all booths) Name: Email:	Badge #4 (Included with Deluxe booths, \$35 for Standard & Individual) Name: Email:

RinCoin Incentive Policy

The purpose of this program is to give attendees an incentive to visit sponsor booths and make purchases. Winners of certain events will earn RinCoins as prizes. These RinCoins will be redeemable for RinCon raffle tickets and at participating sponsor booths. Attendees will redeem RinCoins at participating Sponsors at a rate of \$1 each toward the purchase of merchandise. The number of RinCoins accepted is entirely up to the Sponsor.

At the close of RinCon, Sponsors reserving a booth for the following RinCon event will receive a reduced rate based on the number of RinCoins they turn in. Each RinCoin will count as \$2 toward the following year's booth fees or advertising. A maximum of 25 RinCoins will be accepted this way. Payment for booths reserved in this manner will be due by published deadline of the following year or the rate will revert to the standard booth rate.

Booth Request	Rate	Number	Cost
Individual booth (approx. 7'x8' booth in Sponsor area)	\$150		
Standard booth (approx. 9'x11' booth in Sponsor area)	\$300		
Deluxe booth (approx. 9'x17' booth + Demo table)	\$400		
Additional sponsor badges (above and beyond those included)	\$35 each		
Additional chairs included by request at no charge	\$0		\$0
RinCoin discount	\$2/RinCoin		

Please contact sponsor@rincongames.com with questions concerning booth pricing.

TOTAL DUE:

Submit this page, the signed Terms of Use Agreement, application for Pascua Yaqui temporary business license, and your payment (made payable to SAGA) by **June 1, 2023 (May 25th if redeeming RinCoins)** to:

Southern Arizona Gamers Association (SAGA) 6102 East Oak Street / Tucson, AZ 85711

You may also email these materials to sponsor@rincongames.com by **June 1, 2023 (May 25th if redeeming RinCoins)**.

For your convenience, we will also accept Paypal (payments@rincongames.com).



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Terms of Use Agreement

This is an agreement between the Southern Arizona Gamers Association (SAGA) and the undersigned sponsor (Sponsor).

Whereas, SAGA desires to develop a convention for the hobby games community (RinCon); and whereas, Sponsor desires to retain the services of SAGA to develop a sponsor hall during RinCon to display product for educational, entertainment, and commercial purposes.

Now, therefore, in consideration of the conditions set forth herein, both parties agree as follows:

SAGA OBLIGATIONS

1. **VENUE.** SAGA shall organize RinCon as a three-day gaming convention **June 23rd-25th, 2023**, at the **Casino Del Sol Conference Center**, barring any unforeseen circumstances which prevent the venue from being available.
2. **SPONSOR HALL.** SAGA shall provide a sponsor hall at RinCon wherein sponsors may conduct business. Sponsor shall be granted a sponsor booth as described above in the sponsorship application. Sponsor booth assignment and details are the sole responsibility of RinCon staff.
3. **SALE OF GOODS.** SAGA shall provide sponsor hours that are reasonable in length for Sponsor to conduct business. To facilitate sales within the sponsor hall, SAGA shall create exclusivity of sales for certain sponsor product. RinCon staff reserves the right to grant exclusivity of sales to non-publishing sponsors only when express written permission of the publisher is provided.
4. **MARKETING.** SAGA shall reasonably promote RinCon and sponsors prior to the start of the convention. This marketing effort shall include but not be limited to: distribution of marketing material at SAGA functions prior to RinCon, cross-promoting with other local businesses, providing press releases to appropriate media outlets, and creating a functional website to attract attendance.
5. **ACCESS.** SAGA shall provide each sponsor with sponsor badges according to the sponsorship application above. Sponsor badges grant Sponsor access to all scheduled programming at RinCon after sponsor hall hours, and to the Hospitality Suite. Only sponsors wearing Sponsor badges shall be granted access to the sponsor hall during setup and tear down.
6. **INCENTIVES.** SAGA shall create incentives to visit the sponsor hall. These incentives include but are not limited to: traffic-generating convention games and dealer dollars (RinCoins). These incentives are intended to increase traffic to the sponsor area and help generate overall sales.

SPONSOR OBLIGATIONS

7. **PAYMENT.** Sponsor shall provide payment to SAGA in full according to the fee schedule described above in the sponsorship application. Sponsors have until **June 1st, 2023*** to make all payments; after this date, SAGA reserves the right to deny any sponsorship application. Space in the sponsor hall is limited and is provided on a first come, first served basis.
- * Note that discounted rates due to the Rincoin policy require that payments be made by **May 25th, 2023** or the rate will revert to the standard booth rate.
8. **CANCELLATION.** Sponsor has the right to cancel this agreement and receive a full refund (minus the \$50 non-refundable application fee for a Pascua Yaqui temporary business license), only if written notification of such cancellation is received by RinCon staff on or before **June 1st, 2023**. Sponsors wishing to cancel their sponsor booth after that date will forfeit all monies previously paid to SAGA. Sponsor space costs will not be refunded. No exceptions to this cancellation condition shall be granted.
 9. **RESPONSIBILITY.** Sponsor shall be solely responsible for the operation and condition of their booth during RinCon. Sponsor will conduct themselves in a professional manner consistent with ethical standards for business, and follow the RinCon Code of Conduct. SAGA shall take reasonable security precautions to limit access to the sponsor hall while it is closed. However, Sponsor agrees that SAGA, RinCon, and its director and staff, shall not be responsible for any items lost, damaged, destroyed, or stolen during RinCon. Further, Sponsor is solely responsible for paying all applicable federal, state, and city taxes on sales and promotional activities at RinCon. Sponsor also agrees that the rights granted in this agreement may not be sold, sublet, or otherwise transferred to any third party. This responsibility condition is included to preserve a high quality and professional environment for all the sponsors, attendees, RinCon staff, and SAGA.
 10. **SPONSOR HOURS.** Sponsor is granted the right to conduct business in the secure sponsor hall during the hours described in the Sponsor Information Packet. This right may not be conveyed or transferred to Sponsor outside of sponsor hall hours or to any RinCon attendee for any reason. Further, sponsor setup and teardown shall only occur during the times described in the Sponsor Information Packet. RinCon staff reserves the right to limit sponsor access during setup and teardown to control traffic and maintain the safety of attendees and the security of the facility.
 11. **INCENTIVES.** Sponsors choosing to participate in the RinCoin incentive program detailed in the Sponsorship Application agree to the terms as they are described above.
 12. **LEGAL COMPLIANCE.** Sponsor shall comply with all applicable laws and regulations for the United States of America, the State of Arizona, the City of Tucson, Casino Del Sol, and SAGA. This requires Sponsor to advertise, broadcast, present, and sell merchandise or intellectual property consistent with all US copyright and trademark agreements. Sponsors in violation of this legal compliance condition will be asked to stop all illegal activity immediately. SAGA reserves the right to ask those sponsors who are in violation of this condition to vacate RinCon at the forfeiture of all monies previously paid to SAGA. Casino Del Sol does not allow any outside food/beverage in the Conference Center; any food/beverage purchased at Casino Del Sol is allowed.
 13. **SPONSOR EVENTS:** All scheduled events hosted by a Sponsor **must** be submitted for publication in the RinCon schedule through the RinCon website, in the same manner as other hosted or scheduled events. This includes events or tournaments held in regular gaming spaces as well as on Sponsors' Demo Tables (see below). Submissions must be received by **June 1st, 2023**.
 14. **USE OF DEMO TABLES:** Demo tables are intended for a) demonstrations of games, concepts, or merchandise being sold or represented by the Sponsor, or b) events submitted to the RinCon schedule through the RinCon website, by the deadline of **June 1st, 2023**. Sponsors will not host or sponsor scheduled events at their demo tables other than those submitted in this manner. All Sponsors with demo tables shall submit at least one (1) event to the RinCon schedule per day of the convention, to be hosted at their demo table. Submissions must be received by **June 1st, 2023**.

This sponsorship application and terms of use agreement represent the full agreement between SAGA and Sponsor and shall supersede any previous agreement, written or verbal, between the parties. Modifications to this agreement must be approved by both parties and completed in writing by **June 1st, 2023**.

Sponsor signature

Date signed

RinCon signature

Date signed