

SPONSOR & EXHIBITOR **PROSPECTUS**

FiberConnect 2027

Fiber Broadband ASSOCIATION

JUNE 13–16, 2027 | GAYLORD OPRYLAND | NASHVILLE, TN

V4. Updated 9-23-26





WELCOME TO FIBER CONNECT 2027

Fiber Connect is the premier event dedicated exclusively to fiber. Our ongoing commitment to showcasing how fiber is the infrastructure of choice for enabling innovation, driving economic growth, and ensuring people, communities, and industries have the capacity to thrive will be front and center in Nashville, June 13 – 16, 2027. Fiber Connect 2027 will provide unmatched opportunities for business development, technology demonstrations, and meaningful peer engagement. The event brings together executives from across the industry, including commercial and mobile network operators, electric cooperatives, municipalities, digital infrastructure owners and developers, investors, technology providers, enterprises, and more.

When fiber leads, the future follows.

FC27 FiberConnect

LEAD. CONNECT. EXPAND YOUR IMPACT.

Fiber Connect 2027 positions your company at the forefront during one of the most transformative decades in the fiber broadband and infrastructure industry.

WHY PARTICIPATE?

- Position Your Brand as an Industry Leader
- Reach Key Decision Makers at Scale.
  Connect and network with 5000+ fiber enthusiasts and infrastructure decision makers.
- Strengthen Executive Visibility and Thought Leadership
- Maximize Exposure Before, During and After the Event.
  Premium sponsorships and exhibits deliver sustained visibility across multiple touchpoints and media channels, extending the value far beyond the show floor.
- Amplify Your Message and Showcase Innovation
- Drive Business Growth and Pipeline Development



FLEXIBLE SPONSORSHIP & EXHIBIT OPPORTUNITIES

Fiber Connect offers a wide range of customizable options to align with your goals and budget, including:

- Exhibit Space & Branding Opportunities
- Food & Beverage Networking Sponsorships
- Content & Thought-Leadership Programs
- Banners, Clings, & Onsite Signage
- Expo Hall Activations & Experiential Marketing
- Advertising & À La Carte Enhancements

MORE THAN VISIBILITY. A STRATEGIC ADVANTAGE.

Fiber Connect is not just a conference—it is a business-driving engine. Sponsorship & Exhibit participation enables you to expand reach, strengthen relationships, & make a lasting impact within the fiber community.



WHO
ATTENDS FIBER CONNECT?

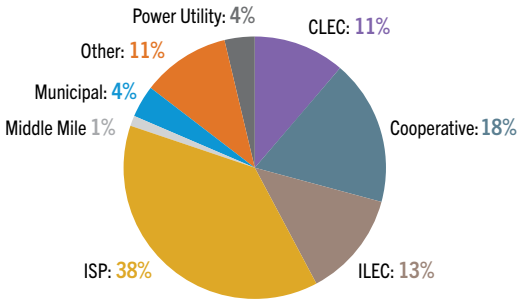
The community that attends Fiber Connect is the primary driver of investment, deployment, and operation of next-generation multi-gigabit fiber broadband networks, as well as the infrastructure required to support mass-market availability of AI-enabled platforms and services, quantum networking, and other emerging technologies.



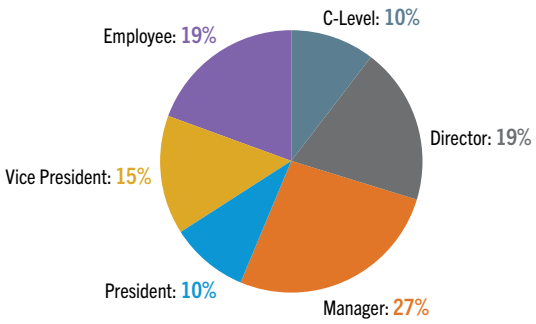
THE MAKEUP OF OUR AUDIENCE IS BROAD, AND CONSISTS OF MANY CATEGORIES:

- Network Operators: Muni, Co-Op, Mobile, Fixed, Telco
- 5G Carriers
- Investors & Investment Professionals
- Local Government & Public Sector
- Infrastructure Providers: Towers, Small Cells, Fiber Networks
- Data Management & Network Design Software
- Edge Computing & Cloud Services
- Data Center Operators & Developers
- Commercial Real Estate Developers
- University / Education Campus Networks
- AI & Quantum Infrastructure Companies & Solution Providers

OPERATOR TYPE



JOB LEVEL





THE VENUE

Situated in the heart of Nashville, Gaylord Opryland Resort & Convention Center welcomes guests to a stunning resort experience. From SoundWaves, the city's premier aquatic attraction, to an exciting lineup of activities, there's something for everyone to enjoy. Spend the day at our Opryland hotel golf course. Guests can explore nine acres of airy indoor garden atriums, award-winning restaurants and bars, our world-class Opryland hotel spa, and a state-of-the-art fitness center. For those planning or attending their next meeting or event, the resort features more than 750,000 sq. ft. of flexible meeting space and 2,888 guest rooms, including 171 suites and five themed presidential suites. The resort is located near Nashville Intl. Airport, downtown and attractions like the Grand Ole Opry and Ryman Auditorium for guests wishing to explore Music City. From seasonal events and entertainment to high-end amenities and stunning spaces, Gaylord Opryland welcomes you to enjoy more of what you love.



2027 EXHIBIT BOOTH PRICING

Pricing is structured to offer flexibility and control, with tiers determined by location relative to the main entrance and major activations.

Member: Gold Section Premium Location	**$8,000**
Non-Member: Gold Section Premium Location	***$8,500***
Member: Green Section	**$5,925**
Non-Member: Green Section	***$6,975***
Member: Blue Section	**$5,150**
Non-Member: Blue Section	***$6,595***
Corner Booths (Additional)	**$300 per corner**

INLINE & CORNER BOOTHS INCLUDE:

- Company Listing in the Conference Mobile App & Website
- 8' High Black Pipe & Drape
- 3' High Side Wall Pipe & Drape
- Company ID Sign

INCLUDED REGISTRATIONS FOR ALL EXHIBITORS:

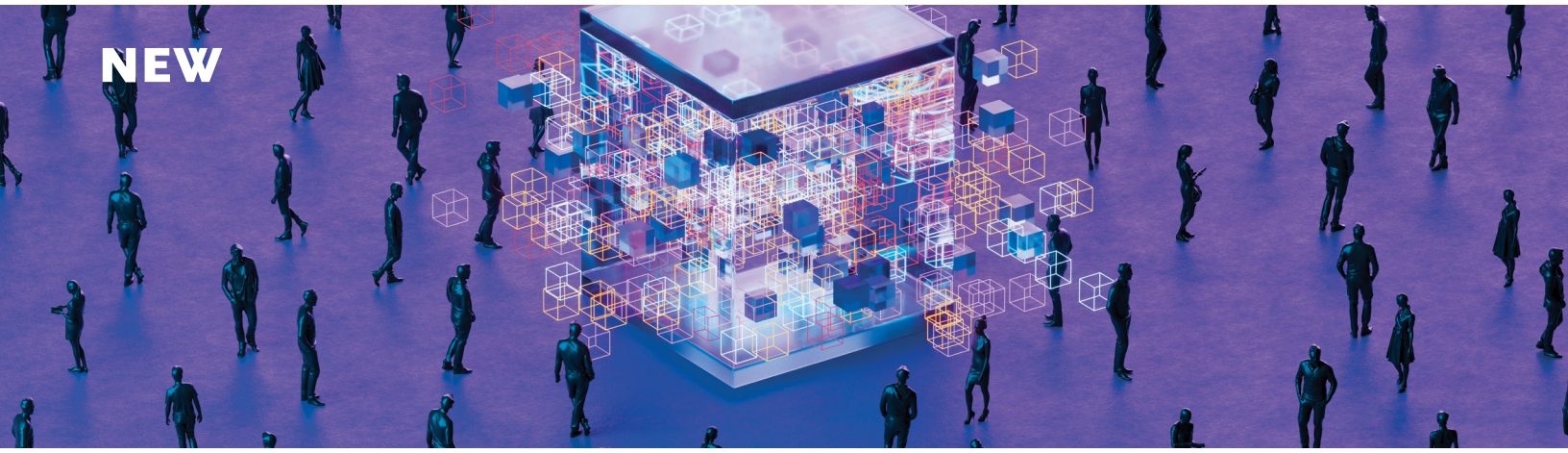
Per 10' x 10' Booth Space:

4 Exhibitor Conference Passes

Please Note: Carpet or protective flooring is required and must be ordered by the exhibiting company as it is not included in your booth package. Additional services such as hardline network, electrical, catering, audio/visual need to be ordered separately by the exhibitor. Information on these services will be included in the 2027 Exhibitor Services Manual.



Click Here to View the 2027 Expo Hall Floor Plan



AI & QUANTUM INFRASTRUCTURE PAVILION BOOTH PRICING

Fiber Connect 2027 debuts a dedicated expo hall section focused on the infrastructure fueling the next era of AI, quantum computing, and data centers. This curated environment is purpose-built to connect the companies building fiber, optical, and physical infrastructure with the AI, quantum, and data center leaders driving unprecedented demand. A focused environment designed for discovery, connection, and deal-making—where next-generation computing meets the networks that power it.

Member: 10x10 Standard	**$5,150**
***Non-Member:* 10x10 Standard**	***$6,595***
Member: 10x10 Turnkey	**$10,500**
***Non-Member:* 10x10 Turnkey**	***$12,500***
Member: 20x20 Standard	**$20,600**
***Non-Member:* 20x20 Standard**	***$26,380***

PROOF OF CONCEPT

$12,500 per POC | *8 Opportunities Available*

Proof of Concept showcases live, working demonstrations of new applications and technology that leverage AI and Quantum technologies. This is where attendees go to see solutions run rather than hear them described. Each POC slot gives your team a dedicated demonstration platform in front of a technical, evaluation-minded audience.

- Project proposals must be submitted prior to participation.
- (2) Full Conference Registrations Included

INLINE & CORNER BOOTHS INCLUDE:

- Company Listing in the Conference Mobile App & Website
- 8' High Black Pipe & Drape
- 3' High Side Wall Pipe & Drape
- Company ID Sign

INCLUDED REGISTRATIONS FOR ALL EXHIBITORS:

Per 10' x 10' Booth Space:

4 Exhibitor Conference Passes

Please Note: Carpet or protective flooring is required and must be ordered by the exhibiting company as it is not included in your booth package. Additional services such as hardline network, electrical, catering, audio/visual need to be ordered separately by the exhibitor. Information on these services will be included in the 2027 Exhibitor Services Manual.

SEE PAGE 13 regarding Exclusive Thematic Sponsorship Opportunities within the Pavilion.

METAL SPONSORSHIPS

Premium event sponsorships offer the greatest level of visibility before, during, and after the event. These high-profile opportunities leverage multiple media channels to engage the North American fiber marketplace with your messaging, industry insights, and brand. Our tiered sponsorship structure ensures organizations of all sizes can participate in a way that aligns with their goals.

	DIAMOND	PLATINUM	GOLD	SILVER
Price	$61,500	$46,800	$19,600	$11,800
Available	SOLD OUT	SOLD OUT	SOLD OUT	1
ATTENDEE LIST				
Pre Show List of Attendees (who opted in to share their information) List Includes: Registrant Name, Company, Email and State Lists (provided 3 times: 1 month out, 2 weeks out, and week of event)	Yes	Yes	Yes	
Post Show List of Attendees (who opted in to share their information) List Includes: Registrant Name, Company, Email and State List (provided approximately 5 business days post-show)	Yes	Yes	Yes	Yes
Complimentary Full Conference Registrations	20	10	8	2
10% off Discount Code for Prospects and Customers	Yes	Yes	Yes	Yes
BRANDING & VISIBILITY				
Opening Night Reception Co-Host, includes Branding and List of Attendees	Yes			
FBA-Coordinated Webinar	Yes			
Logo Recognition (with hyperlink) on Conference and FBA Website, in Select Advertisements, Press Releases and HTMLs	Yes	Yes	Yes	Yes
Exclusive Opportunity to Introduce Keynote Speaker During General Sessions (Monday or Tuesday)	Yes			
Choose between presenting a 20-minute keynote at a Thematic Programing Session, **OR** building a custom 5-hour Pre-Conference Workshop to be held on Sunday, June 13 from 12:30 PM – 5:30 PM		Yes		
Speaking Opportunity for a Senior Level Member (to be determined by Conference Committee)	General Session**	General Session**	Breakout**	Fiber Theater
3-5 Minute Video Packaged Onsite at Fiber Connect (will be delivered within 3 weeks after close of show)	Yes			
Logo Recognition in Mobile App/ Printed Program	Yes			
Company Description in Mobile App	75 words	75 words	50 words	50 words
Digital Ad on Display in High Traffic Area (shared with other metal sponsors)	Yes	Yes	Yes	Yes
Prominent Onsite Signage	Yes	Yes	Yes	Yes
Pre-Show Email (FBA member database)	Yes	Yes		
Pre-Show Email (All Registered Attendees)			Yes	
Post-Show Email (All Registered Attendees)				Yes
Access to the Fiber Connect Digital Social SWAG Library	Yes	Yes	Yes	Yes

***Speaking opportunities are not guaranteed. Content must fit within the conference thematic, be non-commercial in nature, and is based on availability of speaking opportunities at the time of sponsorship sale date.*







CONTENT SPONSORSHIP OPPORTUNITIES

Go beyond visibility and put your brand at the center of the conversations shaping the future of fiber. Content sponsorship gives you presence and a voice. Share your expertise, showcase your solutions, and pitch your product or service directly to the industry's thought leaders.

You'll build awareness. Meet the right people. Strengthen relationships. And make an impact during and after the event.

PRE-CONFERENCE WORKSHOPS

$5,000 per 1-Hour Workshop | $15,000 per 3-Hour Workshop

3 Opportunities Available

The conference opens with hands-on workshops built to help operators, vendors, and partners build, launch, and scale more effectively. **Sponsoring a workshop puts your organization in front of a self-selected, high-intent audience in an extended-format, education-first setting.**

- Sponsor can build & present the workshop themselves
- Ability to scan attendees with the purchase of a lead retrieval device (sold separately)
- Workshop listed in the full conference agenda
- Workshop included in press releases about the pre-conference workshops
- FBA Breakout Standard Set - A/V Equipment
- Ability to bring your staff, provide marketing collateral, and a pop-up banner
- Registration list provided for your individual workshop
- Logo exposure in the mobile app and website

Your company is responsible for purchasing a conference registration. Any additional AV equipment beyond what is included in the standard breakout room package will be the responsibility of the sponsor.

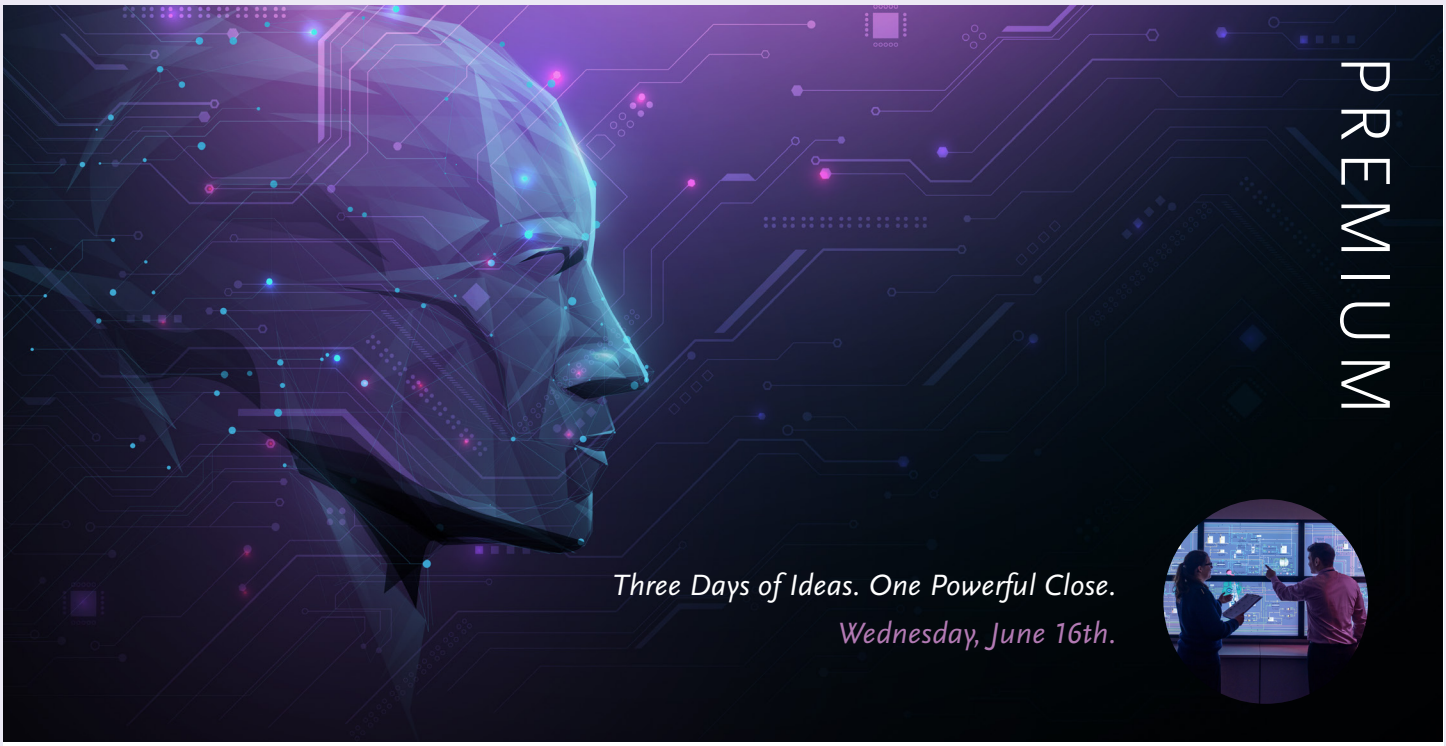
OPERATOR LIGHT TALKS

$5,000 FBA Member | $6,000 Non-Member

6 Opportunities Available

Sponsor short-form operator presentations delivered from the main stage during general session programming. Recent Light Talk lineups have featured operators such as Verizon, AT&T, Brightspeed, Alta Fiber, Sasktel, and many others. As a sponsor, you introduce the segment and are associated with one of the most-attended content moments of the conference.

- Logo exposure across session signage, on screen recognition, mobile app, and website
- **Sponsor will introduce (1) speaker with a 2-minute introduction on the General Session stage**
- Light Talks are 18-minute presentations to be given during General Session on Monday & Tuesday
- Designed to be rapid fire and thought-inducing; speakers to be curated by FBA
- Logo exposure in the mobile app and website



AI & EMERGING TECH INFRASTRUCTURE SUMMIT

Be at the forefront of what's next. The AI & Emerging Tech Infrastructure Summit brings Fiber Connect 2027 to its culminating moment, exploring the infrastructure powering AI, edge computing, hyperscale growth, and the technologies redefining innovation. With limited sponsorships available, this is a rare opportunity to give your brand a visible role in one of the most important conversations shaping the industry — and connect it to the leaders driving the future.

PRESENTING SPONSOR

$50,000 FBA Member | $60,000 Non-Member

Exclusive Opportunity: Sponsored by Cisco

As a Presenting Sponsor, your company will:

- Own the moment with an exclusive opportunity to moderate a 50-minute fireside chat with world-renowned technologist, entrepreneur, and industry leader — Steve Wozniak.
- Shape the experience by working with the Fiber Connect team to develop questions tied to the Summit's theme
- Go behind the scenes with access to the Green Room on Wednesday morning
- Extend your reach with prominent logo placement on the Fiber Connect mobile app and website

PANEL SPONSOR

$25,000 FBA Member | $30,000 Non-Member

2 Opportunities Available

As a Panel Sponsor, your company will:

- Tie your thought leaders with the AI, quantum networking, and the enhanced smart grid future being driven by fiber infrastructure
- Participate as a panelist or moderator during one of two of the planned Summit panels
- Go behind the scenes with access to the Green Room on Wednesday morning
- Extend your reach with prominent logo placement on the Fiber Connect mobile app and website



AI & EMERGING TECH INFRASTRUCTURE SUMMIT

KEYNOTE SPEAKER: STEVE WOZNIAK

Some people don't just imagine the future. They build it. Steve Wozniak has spent his professional life challenging what technology can do and changing what the world believes is possible. As co-founder of Apple with Steve Jobs in 1976, he designed the Apple I and Apple II and helped shape the Macintosh, ushering in a new era of personal computing. Today, we stand at the beginning of another great leap — connecting intelligence. Wozniak brings his singular perspective to the technologies and infrastructure shaping what comes next.

Wozniak continues to pursue his entrepreneurial and philanthropic interests to this day, including co-founding Woz U, a postsecondary education and training platform focused on software engineering and technology development. For Wozniak, innovation has never been just about technology; it's about what technology makes possible for people. Here, he'll draw on a lifetime of turning bold ideas into reality to challenge attendees to think differently about AI, emerging technologies, and the infrastructure that will bring them to life.



EXECUTIVE EXPERIENCE

$40,000 FBA Member | $48,000 Non-Member

Exclusive Opportunity

The Executive Experience is the premium tier of content sponsorship at Fiber Connect. This is an exclusive, single-sponsor package spanning both senior-leadership programs at the conference. The Executive Experience audience consists of FBA's C-level premier members, network operator executives, and invited guests. This is the only opportunity that places a singular brand in front of the C-suite and investment audience throughout the entire event.

- The C-Suite Forum sessions are designed for FBA Premier Member and Network Operator Leadership. They present an opportunity to spend time with federal, state, and local leaders helping to shape the fiber broadband industry
- Sponsorship includes an invitation to C-Suite Forum and Lunch-and-Learns for 1 executive and up to 2 support staff, company branding on onsite signage, recognition of sponsorship from the podium, 5-minute introduction of the Forum and why it matters to your company, and the ability to host a welcome table outside of the session room
- Forum ends with a 45-minute cocktail reception
- Logo exposure in the mobile app and website

INCLUDED PROGRAM	WHAT THE SPONSOR RECEIVES
Monday/Tuesday Lunch & Learns	Brand association with executive-only Lunch and Learn sessions on Monday and Tuesday. Sponsor branding on napkins, on-screen recognition, and 10 min introduction.
Executive Experience Lounge	Brand presence in an exclusive, elevated lounge, accessible only to executives. Direct access to the decision-makers driving fiber infrastructure build outs.
C-Suite Forum	Association with the invitation-only executive session convening senior leadership from across the fiber ecosystem. Sponsor branding on session signage, program listing, and on-screen recognition.



FIBER CONNECT TV (FCTV)

$50,000 FBA Member | $60,000 Non-Member
Limited Availability

FCTV is the conference's on-site broadcast and content channel, producing interviews and coverage that circulate well beyond the event itself. Sponsorship delivers both persistent branding and an earned-media style appearance with a long tail of post-event distribution.

- Logo exposure in the mobile app and website
- "Powered by [Sponsor]" branding on the FCTV set, backdrop, and lower-thirds during the recording
- Sponsor logo featured in FCTV opening and closing segments
- Verbal sponsor recognition by FCTV hosts throughout conference programming
- **(1) featured executive interview on FCTV, professionally produced and edited**
- **Full rights to repurpose your interview segment for your own marketing channels**
- **FCTV segments distributed via FBA's website, social channels, and post-event email to attendees**



NEW BROADBAND INVESTMENT FORUM

$40,000 FBA Member | $48,000 Non-Member

Exclusive Opportunity

Broadband Investment Forum is a new executive program focused on M&A, capital markets, and consolidation across the ISP landscape. As the industry enters a defining period of deal making, this 3.5 hour structured meeting session convenes the operators, investors, and advisors shaping the next wave of
fiber consolidation. Sponsorship puts your brand, and team, directly in the room where those conversations happen so you can build the relationships that will lead to future opportunities.

- Association with the executive program focused on M&A, capital markets, and consolidation across the ISP landscape
- Sponsor branding on session signage, program listing, and on-screen recognition
- Exclusive 10-minute introduction opportunity in front of the executive and investment audience
- Sign-in list and badge scanners provided for attendee capture and post-event follow-up



INFRASTRUCTURE POLICY UPLOAD

$5,500 FBA Member | $7,500 Non-Member

5 Opportunities Available

The Broadband Policy Upload convenes policymakers, regulatory leaders, and government affairs professionals for a focused briefing on the funding, permitting, and regulatory landscape shaping deployment. **Sponsorship offers a direct line to the policy audience and to the operators tracking it.**

- The Broadband Policy Symposium is designed to bring together the public policy teams from FBA's member companies with top federal, state, and municipal public officials to discuss the issues and challenges ahead as the industry looks to push fiber, further
- Benefits include (1) panel or moderator slot during the event

THEMATICS

$18,000 FBA Member | $21,000 Non-Member

8 Opportunities Available

Thematic tracks are the topic-led program blocks that run throughout the full conference days. These are the sessions attendees plan their schedules around. A thematic sponsorship aligns your brand with a single subject area for the duration of the event, delivering sustained visibility with the audience segment that matters most to you.

Logo exposure on the mobile app and website are included with each thematic topic purchased.

Sponsor receives a 20-minute keynote during the program they elect to sponsor from the following:

PAVILION PROGRAMMING:

Neocloud
Put your brand in front of the operators and investors building the specialized GPU cloud infrastructure driving new fiber demand.

Agentic AI and Telecom Operations
Reach network operators actively evaluating AI tools for operations, customer service, and field workforce. Sponsor the track where buying decisions start.

AI Edge Infrastructure
Connect with the infrastructure owners and developers making near-term decisions on edge siting, capacity, and the networks that support distributed AI.

Hyperscale Ready Infrastructures
Explore what it takes to build hyperscale-ready infrastructure, the challenges organizations must overcome, and the role fiber networks play in supporting the next generation of digital innovation and economic development.

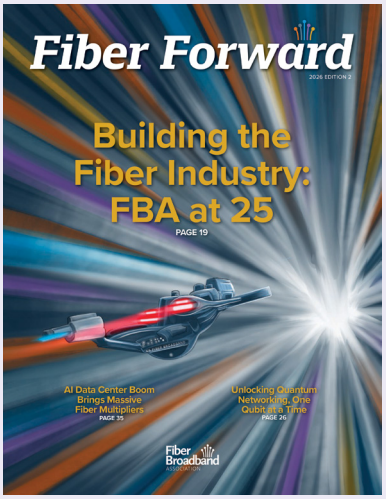
CONFERENCE ROOMS:

Advanced Energy Grid
Get in front of electric cooperatives and utilities expanding into broadband as power becomes the gating factor for digital infrastructure.

Supply Chain
Reach the procurement leaders and project executives responsible for keeping builds on schedule and on budget.

Construction
Position your brand with the community leaders and operators making the investment case for fiber. A natural fit for sponsors with a community outcomes story.

Community Anchors with SHLB
Align with the public-interest side of fiber and the funding programs connecting schools, libraries, and healthcare facilities.



FIBER FORWARD MAGAZINE

$2,460 Half-Page Ad | $4,020 Full-Page Ad

Make an impression that lasts—amplify your brand with full- and half-page advertising opportunities! Distribution includes 3,000 printed copies and 44,000 + digital copies, with circulation at industry trade shows, FBA Regional Fiber Connect Workshops, and through direct mail to subscribers.

Show Issue

- Ad featured in the Fiber Forward Q2 issue — an expanded "Super-Sized" Fiber Connect edition with 68 pages

Post-Show Issue

- Ad featured in the Fiber Forward Q3 issue

15-MINUTE FIBER THEATER PRESENTATION

$2,750 Member | $3,750 Non-member

Multiple Opportunities Available

Showcase your vision and expertise—thought leadership opportunities to present your company's products, services, and ideas in a focused, no-demo environment, taking place Monday or Tuesday in the Expo Hall. Full A/V services are provided—just bring your presentation on a USB drive, and we'll handle the rest!

- Logo and session title displayed on theater signage
- Logo placement in the mobile app and the website



À LA CARTE SPONSORSHIP OPPORTUNITIES

BRANDING OPPORTUNITIES

High-impact touchpoints designed to showcase your brand at every turn!
Additional opportunities are coming in Q3 of 2026.

REGISTRATION

$18,500 Member | $20,500 Non-member

Exclusive Opportunity: Sponsored by Millennium

The sponsorship with the highest number of attendee touchpoints—reaching over 5,000 attendees!

- Banner ad in every registration confirmation email, with an optional link to your company's website
- Banner ad in two "Know Before You Go" emails, with an optional link to your company's website
- Logo featured on onsite signage, including badge pick-up counter kick panels, iPad frames, and additional branding in registration area (specific location to be determined in Fall 2026)
- Logo visibility in the mobile app and on the website

CONFERENCE LANYARDS

$12,000 Member | $13,500 Non-member

Exclusive Opportunity: Sponsored by Nokia

Opportunity to provide conference lanyards featuring your company's logo!

- 5,500 lanyards minimum to be supplied by your company (design specifications provided by FBA)
- Logo visibility in the mobile app and on the website

HOTEL ROOM DOOR HANGER

$12,000 Member | $14,000 Non-member

2 Opportunities Available

You design it—we'll distribute it!

- Double-sided door hanger with a tear-away card
- Distributed by hotel staff on Sunday or Monday evenings
- Estimated reach of approximately 1,800+ rooms
- Logo visibility in the mobile app and on the website

HOTEL KEY CARD

$12,000 Member | $14,000 Non-member

Exclusive Opportunity: Sponsored by gaiia

Put your brand in every guest's hand—unlock every stay with custom hotel key cards!

- Co-branded with FBA; you design one side, and we design the other
- Estimated reach of approximately 1,800+ rooms (one per guest room)
- Logo visibility in the mobile app and on the website

MOBILE APP

$14,000 Member | $15,000 Non-member

Exclusive Opportunity: Sponsored by Lightera

Put your brand at attendees' fingertips with a mobile app sponsorship!

- Your company logo featured as a banner on the app home screen and across all mobile app promotional materials
- Logo placement on the back of registration badges
- Logo inclusion on onsite mobile app signage
- One mobile app banner ad
- One push notification
- Logo visibility in the mobile app and on the website

GREEN ROOM HOST

$11,000 Member | $14,000 Non-member

Exclusive Opportunity

Welcome every speaker and panelist as they take the stage in the General Session!

- Provides two representatives from your organization with access to key leaders in the broadband industry
- One 8' x 8' step-and-repeat featuring the logos of FBA, Fiber Connect, and your company
- Branded coffee sleeves, beverage cups, napkins and pillows
- Logo inclusion on Green Room signage
- Logo visibility in the mobile app and on the website

MEDIA ROOM HOST

$5,500 Member | $7,000 Non-member

Exclusive Opportunity

Put your brand front and center with 65+ industry media and analysts that allow you exclusive naming rights to the Media Room. The Media Room will feature workstations, networking stations, and beverages.

- Branded coffee sleeves, beverage cups, and napkins
- Logo inclusion on Media Room signage
- Opportunity to showcase branding directly outside the room
- Ability to provide your own welcome desk host
- Logo visibility in the mobile app and on the website

DIRECTIONAL & CONCIERGE HOST

$6,000 Member | $8,000 Non-member

Exclusive Opportunity

The Gaylord Opryland is HUGE—be the brand that guides attendees every step of the way!

- Sponsorship includes five brand ambassadors on Sunday evening and Monday morning during peak traffic times, wearing brightly colored shirts featuring your logo, and carrying co-branded lollipop paddles with your company and FBA logos
- Logo visibility in the mobile app and on the website

AISLE SIGNS

$10,500 Member | $12,500 Non-member

Exclusive Opportunity: Sponsored by Nokia

Help attendees navigate their way through the Expo Hall.

- Logo inclusion on each aisle sign
- Logo visibility in the mobile app and the website

BANNERS & SIGNAGE

Put your solution front and center at Fiber Connect 2027 with high-impact branding opportunities throughout the Gaylord Opryland Resort & Convention Center. Mix and match between dramatic hanging banners, escalator clings, column wraps, and window graphics. These placements ensure your brand is seen by thousands of attendees as they move through the show. With options available at a range of sizes, locations, and price points, there's a visibility opportunity to fit every marketing strategy and budget. Placements are limited and sell quickly, so connect with our team early to secure the most coveted locations.

FOOD & BEVERAGE OPPORTUNITIES

Everyone must eat—serve something unforgettable with bites that are anything but ordinary and simply too good to pass up!

ATTENDEE LUNCH HOST

$10,000 Member | $12,000 Non-member

Exclusive Opportunity

Lunch is served—fuel the conversation on both Monday and Tuesday!

- Branded lunch napkins
- Logo inclusion in lunch signage
- Logo visibility in the mobile app and on the website

WOMEN OF FIBER CONNECT LUNCHEON HOST

$7,500 Member | $9,500 Non-member

6 Opportunities Available

Host the conversation, celebrate connection—be the face of the Women of Fiber Luncheon!

- (4)reserved seats for each sponsor
- Logo included on the event agenda displayed during the luncheon
- Co-branded napkins
- Logo inclusion on luncheon signage
- Logo visibility in the mobile app and on the website

EXPO HALL SIPS & SOCIALS BAR HOST

$2,500 Member | $3,500 Non-member

8 Opportunities Available

Pour the fun as an official Sips & Socials Bar Sponsor—turn your booth into a must-visit destination, promoted by FBA! Enjoy the exclusive opportunity to serve alcohol during Monday afternoon EXPO hours, with the flexibility to set your own service times. All alcohol service is limited to Sips & Socials Bar Sponsors and must be coordinated with the Gaylord to customize your setup, service hours, and payment arrangements.

- Beverage options may include beer, wine, and one signature cocktail or mocktail; non-alcoholic options are also required *(All beverage-related fees are the responsibility of the sponsor)*
- 250 branded napkins & tabletop signage *(will be delivered to your booth)*
- Logo inclusion in Expo Hall Sips & Socials signage
- Logo visibility in the mobile app and on the website

EXPO HALL SNACK BREAK SPONSORSHIP

$5,000 Member | $7,000 Non-member

2 Opportunities Available

Pop into the spotlight—be the sponsor behind everyone's favorite afternoon snack break!

- Snack station will be located within the expo hall during expo hours
- Flexible options available based on your preference (popcorn, ice cream, donuts, etc.)
- Branded snack containers featuring your logo
- Logo inclusion on snack break signage
- Logo visibility in the mobile app and on the website

ATTENDEE BREAKFAST HOST

$6,750 Member | $8,500 Non-member

Exclusive Opportunity

Start each day right—fuel connections and conversations from the very first bite, Monday, Tuesday, and Wednesday!

- Branding displayed on breakfast room screens
- Branded napkins and coffee cup sleeves
- Logo featured on attendee breakfast signage
- Logo visibility in the mobile app and on the website

REFRESHMENT BREAK HOST

$12,000 Member | $13,500 Non-member

Exclusive Opportunity

Support attendee engagement by fueling general session breaks on Monday and Tuesday, and guiding traffic to Expo Hall water stations.

- Includes both morning and afternoon breaks
- Branded napkins, cups, and coffee sleeves
- Co-branded tall flags placed at each water station featuring your company's logo
- Logo featured on refreshment break signage
- Logo visibility in the mobile app and on the website

CONNECT WITH US

Who should you reach out to?



Sales Inquiries
Lucy Green, *Sales Director*
Fiber Broadband Association
T: 714-768-1606
E: lgreen@fiberbroadband.org

Payment Reconciliation
Nura Shalabi, *Sales Administrator*
Fiber Broadband Association
E: nshalabi@fiberbroadband.org

Expo & Sponsor Services
Fiber Broadband Association
T: 202-624-1759
E: exposervices@fiberbroadband.org

FC27 FiberConnect

TERMS & CONDITIONS

All Exhibit Space ("Space") and equipment ordered must be paid in full on the date(s) designated in this Contract.

Securing an Exhibit Space(s) follows receipt and acceptance by the Fiber Broadband Association ("Association") of a duly submitted Exhibits Space Contract plus one hundred percent (100%) payment or thereof based on payment schedule. If an Exhibitor fails to make payment or breaches the Contract in any material way, all rights of Exhibitors shall be forfeited, and the Association shall retain all monies paid on the Contract as damages for breach hereof. In this, the Association may recall and resell said Space. Exhibitor is still liable for payment of full invoice as contracted.

The Exhibitor hereby agrees to be bound by the Rules and Regulations set forth in this Contract.

1. Pricing Policy

1.1. Fiber Broadband Association Member Pricing

To maintain Association member rates for Space, the Member/Exhibitor must be an Association member in good standing as of May 1, 2027. Otherwise, Show Management will re-issue an invoice identifying the Exhibitor as a non-member.

1.2 Booth Rental Rates and Payments

Space will be charged at the following rates per 10'x10' booth space:

Gold Section Premium Location Member Rate: $8,000 Gold Section Premium Location Non-Member Rate: $8,500 Green Section Member Rate: $5,925

Green Section Non-Member Rate: $6,975

Blue Section Member Rate: $5,150 Blue Section Non-Member Rate: $6,595 Additional: $300.00 for each corner.

To confirm Exhibit Space and Sponsorships, a fifty percent (50%) payment must be received no later than 30 days after agreement to pay. Final payment is due January 15, 2027. Any Contract received after January 15, 2027 must have 100% payment enclosed. No Space will be assigned without the appropriate payments accompanying the Contract.

If any Exhibitor or Sponsor fails to perform any other term or condition of the Contract or fails to observe and abide by these Contract Rules and Regulations, the Association reserves the right to terminate the Contract immediately without refund of any monies previously paid. No Space or Sponsorship will be assigned without payment. Fiber Broadband Association only accepts payments via Credit Card or Wire Transfer/ACH.

No sponsorship benefits will be honored until full payment has been received by the sponsoring company.

1.2. Cancellations and Refunds

If Space and/or Sponsorships are canceled by the Exhibitor, the Exhibitor will incur an administrative fee as listed below.

Date of Notice:

i. On or before January 15, 2027: Fifty Percent (50%) of Cost for Canceled Space

ii. After January 15, 2027: One Hundred Percent (100%) of Cost for Canceled Space

If Space is reduced, Show Management will make allocations of Space guided by requirements of individual exhibitors, and reserves the right to rearrange the Floor Plan and/or relocate an Exhibit if deemed advisable in the best interest of the Show. January 15, 2027, the Exhibitor is liable for a fee of fifty percent (50%) of the costs of the downsized Space. There will be no refunds for downsizing requests made by the Exhibitor or canceled Space made after January 15, 2027. If downsizing is made by Show Management, the Exhibitor will be entitled to a pro rata refund for the space of any monies paid. If Space is canceled by the Exhibitor, Show Management has the right to resell the Space and retain all revenue collected. ALL NOTICES OF CANCELLATION OR REDUCTION MUST BE RECEIVED IN WRITING.

The Show Management and Association shall have the right to offset the amount of any obligation due and owing to the Association from the Exhibitor whether under this Agreement or any other agreement between the Association and Exhibitor. The Association may cancel Exhibitor participation and Space in the event that the Exhibitor is past due on any amounts due to the Association for any reason. It is further agreed that based on the timing of such cancellation, charges as described above will apply.

2. Exhibit Information

Each 10'x10' Booth will be set with an 8' high back drape, 3' high side drape, and a 7" x 44" one-line identification sign. Each standard 10' x 10' Booth will also receive four (4) Exhibitor Conference Passes with their Space. More variations of Booth registrations can be found in the 2027 Prospectus. Additional badges may be purchased. All Exhibits are to be kept intact until the closing of the 2027 Fiber Connect event. No part of an Exhibit shall be removed during the Expo without special permission from Show Management. Any Exhibitor who begins the dismantling of their displays before the close of the Expo will lose their company's priority status at future Fiber Connect events, will not receive the post-Show attendee list if sponsored, and may altogether lose the privilege of exhibiting. All freight must be removed from the facility by 12:00pm on Wednesday, June 16, 2027. If exhibits are not removed by this time, Show Management has the right to remove Exhibits and charge the expense to the Exhibitor.

3. Violation of Rules and Regulations

The Association reserves the right in its sole discretion to stop and remove from the Expo the Exhibitor or its representative or close the Exhibitor's Booth upon the performance of any act or practice, which, in the sole opinion of the Association, is objectionable or detracts from the purpose/objective of the Expo for violation by the Exhibitor of the Rules and Regulations or Exhibitor's breach of the terms of this Exhibitor Contract.

If the Association and/or Show Management shut down the Exhibitor's Booth due to the Exhibitor violating the Rules and Regulations, the Exhibitor will not receive a refund or damage compensation from the Association. Repeated violations may result in the Exhibitor being banned from participation in this Expo.

3.1. Subletting of Space is prohibited. Two (2) or more companies may not exhibit in a Booth Space unless special arrangements have been made with the Association. Signage must display only one (1) company name.

3.2. No Exhibitor (or Exhibit Booth) will be permitted to interfere with light, space, comfort, or view of another Exhibitor as per the height restrictions stated below. No portion of the display, including signs and booth decorations, may span an aisle or impede neighboring Booths. All materials must be contained within the confines of the Booth Space.

3.3. Floodlights, if used, must be directed to shine entirely within the Booth area so that no interference with neighboring Booths results. All draperies, carpets, decorations, etc., used in the display must be of a non-flammable nature. Animated signs or flashing lights (other than animation of product or actual product operations) are prohibited on or in the area of the Expo. Signs, handbills, or other devices are strictly limited to the Booth Space assigned.

3.4. Musical instruments, live music, radios, projection machines, record players, VCRs, televisions, or any noise-creating device or amplifying systems shall be operated so as not to interfere with other Exhibitors or add unduly to general acoustic inconvenience. Show Management reserves the right to identify the acceptable level or turn off the sound of the noise-creating device.

3.5. Each Exhibitor must keep an attendance in the Booth during the hours the Expo is open. Attendants must be bona fide employees or representatives of the Exhibitor. There is no restriction on the number of attendants per Booth. However, attendants must wear a Conference or Exhibitor Badge and be registered as an Exhibitor.

3.6. The Exhibitor must pay all costs incurred in the operation of its Booth, including without limitation expenditures incurred for lights, power, water or other utilities or services. Show Management shall provide aisle carpeting. All measurements reflected on the Floor Plan are not warranted but are as accurate as possible. Show Management reserves the right to modify these plans, as necessary, to meet the needs of Exhibitors and the Expo.

3.7. The Association retains the right to refuse or deny anyone the right to exhibit at the Expo and shall return any rejected applicant's rental fee.

3.8. The Exhibitor may show only the goods they manufacture or deal in during their regular course of business. Because of the large number of companies exhibiting similar, or related product lines, the Association cannot guarantee that a company exhibiting similar products, or a competitor will not be located at a nearby or adjoining Booth Space.

3.9. The Association reserves the right to restrict or evict Exhibitors, which because of noise, method or operation, materials, or any other reason, become objectionable, and also to prohibit or evict any exhibit that, in the opinion of Show Management/Association, detracts from the general character of the Show as a whole. This includes without limitation, persons, things, conduct, printed matter, or anything out of a character that Show Management/Association determines is objectionable to the Show, or that interferes with the activities of neighboring Exhibitors. In the event of such restriction or eviction, no deposits or Expo fees will be refunded.

3.10. The Exhibitor may not permit non-exhibiting companies' representatives to conduct business in its Booth. Exhibits must solely be used for the purpose of promoting Exhibitor's products or services and shall not be used for other business purposes. Rulings of the Show Management in its sole discretion shall in all instances be final with regard to use of any Space.

3.11. Drones/Unmanned Aerial Vehicles (UAVs) are permitted; however, the following guidelines must be strictly adhered to:

3.11.1. Must have clearance from Show Management and Convention Center or Hotel Manager before flying the device. An UAV request will need to be filled out and filed. This can be found in the Exhibitor Services Manual.

3.11.2. Must provide UAV manufacturers guidelines for the specific aircraft to the Center or Hotel Fire Prevention Office.

3.11.3. Must adhere to all Federal Aviation Administration (FAA) and Department of Homeland Security guidelines.

3.11.4. UAVs carrying weapons are prohibited.

3.11.5. UAVs may not be flown in lobbies, restaurants, or other common areas.

3.11.6. UAVs must weigh less than 55 pounds.

3.11.7. UAVs are only allowed to fly in defined Exhibitor's Booth Space or with protective safety measures in the Meeting Rooms.

3.11.8. Public must be protected from UAVs with the use of netting or plastic or another approved safety feature in any area flown.

3.11.9. UAVs are prohibited from flying over populated areas.

3.11.10. UAVs are prohibited from flying within 18' of any building structure.

4. Booth Construction Rules

Exhibitors will be bound by the Booth Construction Rules, which will be included in the Exhibitor Services Manual. The Exhibitor Services Manual will be emailed to the contact person provided by the Exhibitor approximately three (3) months prior to the Show.

In addition, all Exhibitors are required to provide some form of floor covering in their Booth, which must reach aisle-to-aisle. Bare concrete will not be allowed. The Exhibitor will also be responsible for any cost necessary to finish-off the unsightly back wall and open area behind its pop-up, and/or hard wall structure. No cartons may be stored behind the Booths.

5. Damage to Venue Property

The Exhibitor is solely liable for any damage caused to building floor, walls, or columns, or to standard Booth equipment, or to other Exhibitor's property. Exhibitor may not apply paint, lacquer, adhesives, or other coating to building columns and floors or to standard Booth equipment. The cost of repairing any damage caused by the Exhibitor, its employees, representatives, or agents to the property of others and Facility shall be the sole responsibility of the Exhibitor. Nothing will be posted on, tacked, nailed, screwed, or otherwise attached to the columns, walls, floors, ceiling, furniture, or property of others or the Expo area.

6. Security

Show Management will provide security guard service when the Expo is closed and will exercise reasonable care for the protection of Exhibitor's materials and displays. Beyond this, the Association, and its staff, officers/membership, and Show Management, separately or collectively, cannot accept responsibility for any damage to or for the loss or destruction of an Exhibit, or for the property of an Exhibitor, its agents or employees, either from fire, theft, or accidents, or other causes, or injury to his person resulting from any cause. All claims for any such losses, damage, or injury are expressly waived by the Exhibitor.

Exhibitor accepts that Show Management/Association may take actions to maintain attendee security. Show Management/Association has sole discretion in taking such action and cannot be held responsible for maintaining Expo access, for economic losses, or for damage or loss of Exhibitor's property, as a result of any action taken by Show Management/Association in furtherance of Show and Expo security.

7. Booth Guidelines

Show Management reserves the right to rearrange or remove displays not conforming to the outlined requirements and to bill the Exhibitor for any and all charges incurred. Electrical, pneumatic, and hydraulic equipment must meet requirements of applicable electrical and safety codes.

It is understood that the Exhibit Hall is at all times under the charge and control of the Facility.

No nails or screws may be driven into the floor. No damage of any nature may be done to the carpets, tables, chairs, or to any part of the Exhibit Hall. Exhibitor will be responsible for any damage.

All aisles must be kept clear of Exhibits, Exhibit Materials, equipment, etc. No interviews, demonstrations, distribution of literature or samples, canvassing, solicitation of business or conferences in the interest of business, will be allowed except in a purchased Exhibit area.

Any demonstrations that interfere with lighting, noise levels, or held outside the Exhibitor's Booth shall be brought to the attention of Show Management with prior written notices. Acceptance will be solely at the discretion of Show Management.

All structural work, such as extra shelving, standard display racks, etc. must meet with the approval of the Association and the Facility. Exhibitors must use qualified personnel to install and remove displays and display material(s).

All decorations, drapes, signs, banners, acoustical materials, hay, straw, moss, split bamboo, plastic cloth, and similar decorative materials shall be flame retardant to the satisfaction of the Fire Department and State Fire Marshal. Canvas, cloth, cardboard, leaves, or similar combustible materials shall be completely flame retardant. Oilcloth, tarpaper, sisal paper, nylon, Orion, and certain other plastic materials cannot be made flame retardant and their use is prohibited. AN OFFICE FIRE RESISTANCE CERTIFICATE MUST ACCOMPANY ALL MATERIALS.

Electricity, gas, water and steam will be made available upon proper application.

Oil/gas, diesel, or gasoline engines may not be operated in the Facility. Gas tanks must be drained, and batteries disconnected. All propane containers must be empty or will be removed from the Facility.

For distribution purposes, no food, beverages (including alcohol), candy, vending machines, souvenirs, sundries, or other such items will be allowed in the Expo except those Exhibits for which property Space has been applied and confirmed by the Association. No alcohol is permitted in the Exhibit Space. It is understood that such Exhibits can be charged additional fees by the Facility beyond their Space costs and that in this case the Exhibitor shall be responsible for payment of any additional fees to the Facility.

Photography of own company's Exhibit will be permitted in the Exhibit Hall, by Booth staff only, during non-Expo hours. No professional photography/video will be allowed in the Exhibit Hall during Expo hours unless given prior written approval by Show Management. In the event photographs are taken, Show Management must be made aware of this infraction. The photographer must be identified, and Show Management will take the necessary steps in its sole discretion to enforce this policy which may include requesting the photographer to leave the premises, denying the photographer future access to the Expo, and/or confiscating or deleting photographs from the photographer's camera/cell telephone.

No persons under the age of 21 will be permitted on the Show Floor. Proof of age may be required.

The Exhibitor must load-in and load-out through approved service entrances. The Exhibitor may not commence the dismantling/removal of its Exhibit before the Expo Hall closes on Tuesday, June 15, 2027.

Property brought onto the Facility by the Exhibitor is at the sole risk of the Exhibitor and shall be removed from the Facility during designated move-out times only. The Association and/or the Facility shall have the right to remove from the Facility any remaining effects left after designated move-out time at a cost to the Exhibitor.

Painting, mixing of chemicals, or explosive materials is not allowed in the Facility at any time.

The Association will take reasonable precautions against loss by fire, water, storm, theft, strikes, and other. However, the Association does not guarantee or insure the Exhibitor against loss by reason thereof. No firearms are permitted in the Facility with the exception of firearms in the possession of uniformed officers of the local Police Department. Exhibitor assumes sole responsibility and agrees to indemnify and defend the Association and the Facility and their respective owners, its subsidiaries, and affiliates, their respective employees, and agents (collectively, the "Indemnities") against any claims or expenses arising out of the use of the Facility by the Exhibitor.

8. Shipping and Storage

Shipments that arrive at the Facility before the day of move-in will be refused or forwarded to the drayage company at the Exhibitor's expense unless prior arrangements have been made with the Association in writing. The Facility has a limited amount of storage facilities on-property for Exhibit materials. Freight must be handled by a drayage firm.

9. Insurance/Indemnification

The Exhibitor understands that neither the Association nor the Facility maintains insurance covering the Exhibitors' property and it is the sole responsibility of the Exhibitor to obtain such insurance. Under certificate holder, please ensure that the Fiber Broadband Association and Gaylord Opryland Resort & Convention Center are named as the Certificate Holder at the following address: Fiber Broadband Association, 670 Maine Avenue SW, Suite 600, Washington DC 20024.

A copy of the valid company Certificate of Insurance must be sent to the Exhibition Manager prior to

May 1, 2027 and be in force one (1) month prior and two (2) weeks post of the Show.

9.1 Indemnification

The Exhibitor agrees to indemnify and hold harmless the Association, its officers, agents and employees and Indemnities from and against any and all liabilities, damages, actions, costs, losses, claims, and expenses on account of personal injury, death, or damage to or loss of property or profits arising out of, or resulting from any act, omission, negligence, fault or violation of law or ordinances by the Exhibitor. Further, the Exhibitor shall defend, indemnify and hold harmless the Indemnities, from any and all claims, damages, suits, costs, or expenses in any way resulting from, or arising out of, directly, or indirectly, Exhibitor's operations in connection with its use or occupancy or any portion of the leased Facilities including, but not limited to, acts of commission or omission of employees, representatives, or agents of the Exhibitor, to the extent that the party seeking indemnification did not act as the intervening cause of or by the Exhibitor.

9.2 Force Majeure

The Association may suspend or cancel obligations under this Agreement with no penalty if such obligations are delayed, prevented, or rendered impractical by any of the following events to the extent that the Expo is canceled:

Fire, flood, riot, hurricane, earthquake, tornado, civil commotion, insurrections, acts of God, labor disputes, or strikes at the event facility, war on United States soil, shortage of, or inability to obtain materials, supplies, utilities, or equipment, and/or curtailment of transportation, which makes it inadvisable or impossible to

execute the 2027 Fiber Connect event as planned and/or scheduled. In the event of any one or more of such reasons/situations, the Association, its contractors, agents, employees, and/or vendors will not be held responsible for the delay of, or failure to perform their obligations under this Agreement. Further, the Exhibitor is entitled to receive a refund of any exhibition fee(s) already paid space, minus any reasonable direct expenses incurred by the Association in connection with the Event.

In the event that the 2027 Fiber Connect is rescheduled, at Exhibitor's option, all benefits as originally agreed shall be in effect, any/all exhibit fee(s) already paid, shall be applied to the rescheduled Expo and and/all exhibit fee(s) not yet paid would be due the Association.

9.3 American with Disabilities Act

Exhibitors shall be responsible for making their Exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act (ADA) and shall hold the Association harmless from any consequences of exhibiting companies who fail in this regard.

9.4 Compliance with the Law

The Exhibitor shall comply with all applicable laws, ordinances and regulations and shall secure the full compliance therewith from all of its employees, agents, and visitors.

9.5 Liability and Insurance

Except for negligence and willful misconduct, neither the Association, any of its officers, staff members, or Show Management, nor the owners, employees, or representatives of the Gaylord Opryland Resort and Convention Center, will be responsible for any injury, loss, or damage that may occur to the Exhibitor or to the Exhibitor's employees or property, prior, during, or subsequent to the period covered by the Exhibit Contract. Show Management, the Gaylord Opryland Resort and Convention Center, and the Association will exercise reasonable care for the protection of Exhibitor's materials and displays.

However, the Exhibitor, on signing this Contract, expressly releases the foregoing named corporations, individuals, and firms from, and agrees to indemnify same against, any and all claims for such loss, damage, or injury.

9.6 Certificate of Proof of Insurance – Fiber Broadband Association

Exhibitors must submit a Certificate of Insurance coverage to Show Management that is satisfactory to Show Management in its sole and absolute discretion, no later than April 1, 2027. Exhibitor's Certificate needs to show that Exhibitor has at least one million dollars ($1,000,000.00) liability coverage and that the dates Exhibitor has covered encompass the Show dates (June 13-16, 2027).

(June13-16, 2027) Under Certificate of Holder, please ensure that the Fiber Broadband Association and Gaylord Opryland Resort and Convention Center are named as the Certificate Holder with their address: Fiber Broadband Association, 670 Maine Avenue SW, Suite 600, Washington DC 20024.

Exhibitors assume entire responsibility for, and hereby releases Show Management and the Association, Facility and their members, employees, officers, directors, agents, and assigns from any and all liability resulting from, arising out of, or in any way connected with Exhibitor's booth or Exhibitor's negligence at the Expo (including, but not limited to, installation, operation, use, visitation, and removal of the Exhibit or use of the Exhibit Hall). The obligations set out in this paragraph shall survive termination,

performance, and expiration of this Agreement. It shall solely be the Exhibitor's responsibility to obtain adequate insurance for Exhibitor's participation in the Expo, including, but not limited to, insurance covering event cancellation, event interruption, liability, personal injury, property loss, and property damage. The Association will furnish perimeter security guards, but it is not responsible for the loss of any materials, whatever the cause. Exhibitors must leave their Space perimeter clean. Exhibitors assume all responsibility for any damage their exhibits may cause to the Facility.

9.7 Responsibility Clause – Gaylord Opryland Resort and Convention Center

Exhibitor assumes responsibility and agrees to indemnify, defend and hold harmless Gaylord Opryland Resort and Convention Center, and their respective owners, managers, subsidiaries, affiliates, employees, and agents and Group from and against any claims or expenses arising out of the use of the Exhibition premises. Exhibitor agrees to obtain and maintain during the use of the Exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering the Exhibitor's indemnity in this Responsibility Clause. Such insurance shall be in the amount of not less than one million dollars ($1,000,000.00) combined single limit for personal injury and property damage. The Gaylord Opryland Resort and Convention Center, and each of such entities' owners, subsidiaries, and affiliates and Group, shall be named as additional insureds on such policy, and the Exhibitor shall supply the Convention Center with Certificates of Insurance at least thirty (30) days prior to the use of the Exhibition premises. The Exhibitor understand that neither the Group nor the Convention Center Parties maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

Limitation of Liability: In no event shall either party be liable for any lost revenue, lost profits, indirect, special, incidental, consequential, or punitive damages, however caused and under any theory of liability, whether in contract, tort (including negligence and strict liability) or otherwise arising out of this agreement, even if advised of the possibility of such damages, and notwithstanding any failure of purpose of any limited remedy. Exhibitor's total aggregate liability hereunder shall not exceed the aggregate fees paid by the Exhibitor to provider under this Agreement during the six (6) month period preceding the accrual of any liability of exhibitor and written notice by provider to Exhibitor of same.

10. Exhibitor Appointed Contractors (EAC)

Exhibitors who wish to use a service contractor other than the Official Service Contractor, must obtain advance approval. These contractors would include, but are not limited to, booth installation companies, audio-visual companies, and other services provided through the Official Service Contractor or Show Management-appointed contractor. An EAC Request Form will be included with the Exhibitor Service Order Forms online and must be submitted to Show Management by May 1, 2027, or each contractor. Permission to use EAC will be granted only if it will not interfere with or prejudice the orderly setup, interim services, and dismantling of the Exhibition. It is understood that the EAC will be a signatory to and conform to all applicable labor rule contracts and shall comply with all Association Exhibit Rules and Regulations.

11. Photography

Arrangements for taking photographs and/or television coverage must be made with Show Management. All other activities are prohibited.

12. Installation/Dismantling

Contributor must load-in and load-out through approved service entrances. Contributor may not commence the dismantling/removal of its Exhibit before the final scheduled close of the Show hours. Property brought onto the Facility by the Contributor is at the sole risk of the Contributor and shall be removed from the Facility during designated move-out times only. The Association and/or the Facility shall have the right to remove from the Facility any remaining effects left after designated move-out time at a cost to the contributor.

The installation and construction of wooden stages may not be done unless Visqueen is installed under the entire area that the stage will encompass. No nails or bracing wires may be attached to the building.

Painting, mixing of chemicals, or explosive materials is not allowed in the Facility at any time.

The Association will take reasonable precautions against loss by fire, water, storm, theft, strikes and other. However, the Association does not guarantee or insure the Contributor against loss by reason thereof. No firearms are permitted in the Facility with the exception of firearms in the possession of uniformed officers of the local Police Department. Contributor assumes sole responsibility and agrees to indemnify and defend the Association and the Facility and their respective members, its subsidiaries, and affiliates, their respective owners, employees, and agents (collectively, the "Indemnities") against any claims or expenses arising out of the use of the Facility by the Contributor. The Contributor understand that neither the Association, nor the Facility, maintains insurance covering the Contributor's property and it is the sole responsibility of the Contributor to obtain such insurance.

13. Registration of Visitors

The Association shall have sole control over admission policies at all times. All persons visiting the Convention Session Rooms and the Exhibit Area as well as Exhibitor personnel shall be required to register and wear an appropriate Badge while in attendance.

14. Amendment to Rules

Any and all matters or questions not specifically covered by the preceding Rules and Regulations shall be subject solely to the decision of the Association and Show Management. These Rules and Regulations may be amended, at any time, by the Association or Show Management, and all amendments so made shall be binding on the Exhibitors equally with the foregoing Rules and Regulations.

15. Conflicting Events

Exhibitors are prohibited from scheduling private functions, cocktail parties, hospitality suites, special events, or otherwise encouraging the absence of members, exhibitors, or attendees during Event hours.

16. Use of Fiber Broadband Association Name

Fiber Broadband Association is a trade name. Participation by an Exhibitor in the Fiber Connect Event does not entitle the Exhibitor to use such names other than with reference to the Exhibitors' participation as an Exhibitor. Participating in the Fiber Connect Event does not imply endorsement or approval by the Fiber Broadband Association or any product, service, or participant, and none shall be claimed by any participant.

CONNECT WITH US

Who should you reach out to?



Sales Inquiries
Lucy Green, *Sales Director*
Fiber Broadband Association
T: 714-768-1606
E: lgreen@fiberbroadband.org

Payment Reconciliation
Nura Shalabi, *Sales Administrator*
Fiber Broadband Association
E: nshalabi@fiberbroadband.org

Expo & Sponsor Services
Fiber Broadband Association
T: 202-624-1759
E: exposervices@fiberbroadband.org

FC27 FiberConnect

JUNE 13–16, 2027 | GAYLORD OPRYLAND | NASHVILLE, TN

fiberbroadband.org

V4. Updated 9-23-26