MOBILE MARKETING

The award-winning Iowa State Fair has played host to more than a million Fairgoers for 17 of the past 18 years, and 2020 will be no different. Every August, Fairgoers gather on the east side of Des Moines to share in long-standing traditions and fun with family and friends. Bringing your mobile tour or display to the Iowa State Fair will provide you the opportunity to directly interact with Fairgoers for the length of time that works in your promotional schedule.

Mobile Marketing at the Iowa State Fair provides guaranteed visibility and face-to-face exposure with a large audience. As a Mobile Marketer your company will have the opportunity to create public awareness, offer samples or taste testing, introduce new products or services, conduct surveys, and many other types of engagements. The opportunities are endless and we are committed to making your tour a successful part of the 2020 Iowa State Fair!

National media frequently rank the Iowa State Fair one of the top events in the country. In 2004, USA Weekend named the event the #2 choice for summer fun in America, topping New York City’s Times Square, Cedar Point Amusement Resort in Ohio, and Disneyland in California. Midwest Living magazine names the Iowa State Fair one of the “Top 30 Things Every Midwesterner Should Experience.” The Fair also is the only fair listed in The New York Times best-selling travel book 1,000 Places to See Before You Die, and the subsequent travel book 1,000 Places to See in the U.S.A. and Canada Before You Die.

The Iowa State Fair is also known as “America’s classic state fair” because the event features all of the traditional activities associated with state fairs in a park-like, 450-acre setting, which has been the Fair’s home since 1886. The Fairgrounds and adjoining 160 acres of campgrounds are listed on the National Register of Historic Places. Most of the buildings pre-date World War I; many are priceless examples of iconic American exposition-style architecture.

Throughout its history, the Iowa State Fair has been a unique institution, serving to educate, inform and entertain people from all walks of life. It is an outstanding agricultural showplace, boasting one of the world’s largest livestock shows. The Iowa State Fair also showcases visual and performing arts with a variety of special exhibits and activities.

Each year, hundreds of manufacturers and industrial representatives clamor to rent coveted exhibit space. In addition to its tremendous showcase of agriculture and industry, the Iowa State Fair is also an entertainment destination in Iowa and the Midwest. Nearly 600 exhibitors and concessionaires sell quality merchandise and tasty foods, with several being served on a stick. Hundreds of displays, exhibitions, demonstrations, unique attractions and all kinds of competition – for fun, for ribbons and for the pride of winning – make the Iowa State Fair the greatest state fair in the nation.

Put the Fair in Your Marketing Mix

Exhibiting at the Iowa State Fair offers you an unequaled opportunity to make direct, person-to-person contact with prospects on all levels. No other single event in the state offers you as much potential because no other event attracts as many people...more than a million. Exhibit areas are traditionally one of the most popular attractions of the Fair. Most visitors make it a point to find out what’s new, interesting and innovative in the agricultural, industrial and commercial areas.

Past mobile marketing displays have ranged in size from a simple 10 x 10 pop-up tent to interactive semi-trailers to expansive and unique displays built to specifications for a location on the Fairgrounds. We are happy to work with you to create the best visibility for your company.

To be considered for a mobile marketing opportunity at the 2020 Iowa State Fair, please complete the application (available once you contact us). Submission of an application does not guarantee your display space, it simply communicates to the Fair your setup and display needs and provides us with the dates you are considering. Please include photos or renderings of the display along with company and product information.

More information about Mobile Marketing at the 2020 Iowa State Fair is included on the following pages. After review, please feel free to contact me with further questions and to hear more about this opportunity. I look forward to helping you plan a successful event that will attain your organizational goals.

When you are ready, contact me using the information below.

Meg Courter
Sponsorship Director
PO Box 57130
Des Moines, IA 50317-0003
meg@blueribbonfoundation.org

515-401-1676 Direct
515-262-1902 Fax
515-229-1479 Fairtime cell
### 2016 - 2019 DAILY FAIR ATTENDANCE

<table>
<thead>
<tr>
<th>#</th>
<th>DAY</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
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<td>81,948</td>
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<td>116,583</td>
<td>120,833</td>
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<td>6</td>
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<td>92,440</td>
<td>96,863</td>
<td>88,171</td>
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<td>120,616</td>
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<td>105,585</td>
<td>114,492</td>
<td>94,714</td>
<td>96,440</td>
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Totals: **1,170,375** 1,130,260 1,130,071 1,031,278

Current attendance record! *All-time records for these days of the Fair

### 20 YEAR ANNUAL ATTENDANCE

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
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<tr>
<td>2018</td>
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<tr>
<td>2000</td>
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MARKETING BENEFITS

OFFICIAL IOWA STATE FAIR GUIDE – your company name listed in the Mobile Marketing section under the Fair’s Continuous Activities and Fairground Locations. The Official Guide is compiled and designed by the Iowa State Fair and the Des Moines Register and includes daily schedules, maps, articles of interest and advertisements. More than 240,000 copies will be distributed statewide in the August 4, 2019 edition of the Des Moines Sunday Register, 60,000 in community newspapers around the state, and another 10,000 are available at the Fairgrounds’ gates during the 11-day event.

RIGHT TO DISTRIBUTE promotional items and give-a-ways to Fairgoers from designated exhibit space.

VISIBILITY

We have two locations on the Fairgrounds for Mobile Marketing set-ups (see map on back pages):

- **North Gate Exhibit Area**
  Located directly north of Gate 11, our highest pedestrian-only gate and a major entrance to the Iowa State Fair Grand Concourse. This newly renovated streetscape has activations along the sidewalk on grass only.

- **West Grand Exhibit Area**
  Located directly south of Gate 11, our highest pedestrian-only gate and a major entrance to the Iowa State Fair Grand Concourse. These concrete-surface locations provide easiest access for larger mobile tours and trailer-based displays.

- **East 31st Street Corridor Exhibit Area**
  Extending north of the North Gate Exhibit Area, the East 31st St Corridor stretches between busy Gate 11 and the newly renovated Gate 13. Booth depths on the west side are 20 to 30 feet while on the east side the maximum depths are 30 to 40 feet. Large mobile tours and displays have an easily accessible load in and load out from the area. Booth spaces on both sides of the street are on grass.

CREDENTIALS INCLUDED IN FEE

Provided for each day of participation as a Mobile Marketer:

- 8 General Admissions tickets
- 4 North Lot parking passes
- 1 Grounds parking pass

INVESTMENT

<table>
<thead>
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<th>Displays</th>
<th>Fee</th>
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<tbody>
<tr>
<td>less than 3,500 sq. ft.</td>
<td>$3,000 first day; $1,500 each day thereafter</td>
</tr>
<tr>
<td>more than 3,500 sq. ft.</td>
<td>$4,500 first day; $2,000 each day thereafter</td>
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</table>
FAIRGOER DEMOGRAPHICS …WHO THEY ARE…

*Data taken from 2016 Iowa State Fair survey with 663 Fairgoers participating

Age: 41 years old (mean)
31% are 30-39 years old
55% are younger than 40

Gender: 39% Male
61% Female

99% of Fairgoers rate the Iowa State Fair as Good to Excellent - the other 1% were eating something on a stick and could not respond when asked

$126 was the average amount spent at the Fair

7 Hours was the average length of time spent at the Fair

10% of Fairgoers attend all 11 days while most Fairgoers visit 3 different times

74% of adult Fairgoers have an income greater than $50,000

88.7% of Fairgoers live in Iowa

55.3% of Fairgoers live in Polk, Dallas & Warren Counties

WHAT BRINGS THEM TO THE IOWA STATE FAIR...

For enjoyment
To see a friend or family member compete in a livestock show
To see a friend of family member perform on stage
To see a friend of family member’s exhibit or entry
Rides & games
The food
Camping
Family or group outing
Corporate retreat
A specific Grandstand or free stage show
Shopping
Volunteer opportunity
People-watching/Fairgoer-watching

WHAT THEY DO WHILE AT THE IOWA STATE FAIR...

Eat something on a stick (repeated several times throughout the visit)
Visit the exhibitors in the William C. Knapp Varied Industries Building
View the livestock in the barns and the Animal Learning Center
Remember the years past in Pioneer Hall & Heritage Village
Enjoy free entertainment on one of the five free stages
Enjoy the photography salon in the Cultural Center
Take their children to Little Hands on the Farm
Make memories with friends and family
View the projects in the 4-H Building
Stroll through the Machinery Grounds
Enjoy a show in the Grandstand
Visit the DNR Building
See the Butter Cow
Enjoy the Midway
A FEW DETAILS TO CONSIDER

The following information will be helpful in planning an Iowa State Fair promotion or sales campaign for your products.

HOW TO EXHIBIT

- **Purpose** – Decide what you want to do and establish exhibit objectives.
- **Budget** – Establish your budget.
- **Space** – Get the best space you can afford. You should be able to accommodate visitors in your booth without blocking the aisle or crowding other exhibitors. All Mobile Marketing space is outdoors.
- **Sampling** – Food and beverage sampling must adhere to the One Bite, Two Sip Rule, approximately 2 ounces.
- **Set up and Tear Down** – Please adhere to the Fair’s schedule for set up and tear down of displays. We will work with you to accommodate early morning and late night time frames as well as working around mobile marketers utilizing your same exhibit location prior to or after your time at the Fair.

**Booth Design**

- Use a professional designer, if possible.
- Determine specific sales points. Present them simply and directly.
- An on-the-spot demonstration is more effective than an elaborate, costly, static display.
- Create an eye-catching and bright booth.

**Staffing**

- Your employees need to be well-groomed and courteous.
- Be sure they are fully informed.
- Plan to have an adequate number of staff to allow periodic breaks and maintain an open booth.
- Make sure your staff has the booth open all hours required in the exhibit contract.
- Hours of operation are 8 am to 8 pm daily.

**Electricity and Wi-Fi**

Electricity and Wi-Fi are available but must be ordered prior to August 1. Charges apply for all outdoor exhibitors requesting electricity and Wi-Fi based on a number of factors.

**Insurance**

All contractors must carry general liability insurance with a minimum amount of $1,000,000 coverage. Supplemental coverage to meet this requirement can be obtained through the Fair office for a fee.
GENERAL RULES & REGULATIONS

- All booths must be staffed and open to the public according to exhibit hours per contract, generally outdoor exhibits must open at 8:00 am and close at 8:00 pm daily. There are no late starts or early closings allowed.
- Every exhibit worker must have a General Admission ticket to enter the fairgrounds. Parking passes are necessary for each vehicle parking on the grounds.
- All storage boxes must be placed out of line of sight of Fair visitors.
- No signage may be attached to any portion of State Fair buildings without approval of management.
- Booth footprint dimensions are specified in the contract and no part of the booth may extend out in the aisle or walkway any further than contracted.
- No stick-ons, bumper stickers or inflated balloons may be given away.
- No T-shirts, sunglasses or hats may be distributed to Fairgoers except as a contest prize.
- All personnel must remain within the confines of contracted exhibit space. At no time will they be allowed to work outside of this space. Roaming is prohibited.
- Distribution of handbills, flyers, coupons or any other material outside the contracted space is prohibited. Sound must be maintained at a volume that remains inside the confines of your exhibit space. Bullhorns, megaphones and heckling are prohibited.
- Portable signage must be out of walkways and adequately grounded not to cause trip hazards.
- All tables must be clothed and skirted to the floor. Cover all backs of tables visible to the public.
- Storage and trash must be out of sight. The Iowa State Fair is not responsible for cleaning contracted spaces. Trash receptacles are available throughout the grounds. A dumpster for flattened cardboard and other oversize trash is located at the Varied Industries west loading dock and west of the Fairgrounds Fire Station.
- All drapes, hangings, curtains, drops or other decorative material including hay and straw must be treated with a flame-retardant solution as stated by the Iowa State Fire Marshal Code.
- Spray painting and sidewalk chalk are prohibited.
- No signage may be attached to any portion of Iowa State Fair buildings or grounds. This includes trees and poles.
- Access to all areas of buildings, sidewalks and roads must remain clear and unobstructed.
- An exhibit should be attractive, colorful, neatly arranged and orderly.
- An exhibit should be well-designed and functional, utilizing professional display techniques such as drapes, carpeting, signs, counters, etc.
- An exhibit should be as representative as possible of the business, industry or product that it is promoting.
- An exhibit should be active rather than static. Demonstrations increase traffic.
- An exhibit should show the progress of the industry it represents and indicate the competitive advantages of the specific product or services advertised. Disparaging remarks about a competitor or those products is not an acceptable practice.
- An exhibit should fit into the area available without crowding or wasting space or infringing on adjoining exhibitors’ ability to conduct business.
- An exhibit should fit the theme of the area in which it is located.
- An exhibit should provide a good example of commerce for the community with reputable products presented in a wholesome, businesslike manner.
- The exhibit should combine objects, pictures and lettering in proper proportions to attract and inform visitors.
- Animals of any kind are prohibited on the Fairgrounds except for those entered into shows or that have received special clearance as part of a display or exhibit.
- The use of scooters, skateboards, hover boards, roller blades, roller skates, bicycles, uni-cycles and remote controlled vehicles is prohibited in all Iowa State Fair buildings and grounds.
- Gas cans, portable LP or bottle gas tanks are prohibited inside all Iowa State Fair buildings.
- Any vehicle brought on site for display must have a very low amount of fuel, battery disconnected and ignition key removed as stated by the Iowa State Fire Marshal Code.
- No smoking is allowed in any Iowa State Fair building.
- SPONSOR must agree there will be no discrimination based on race, religion, national origin, sex, age, physical and mental ability from staff at the display or exhibit and agrees that this sponsorship will be terminated by the Iowa State Fair if a violation is found.
NOTE: Mobile marketing negotiations may begin any time after January 1, 2020 but should be finalized by mid-June 2020 to ensure adequate and opportune space is available.