



Glass Facts

October - December 2008

SEGA Chairman's Message



As we end the year, I would like to say thank you to everyone that has supported the association through 2008. I hope that we are all able to take some time to spend with our

friends and family this holiday season. Merry Christmas and a Happy New Year to you all!

We have a busy year coming up. We have five meetings and a spring golf tournament planned for the Orlando area. Get your foursomes together now! We also have two meetings planned for Jacksonville, one for Tallahassee and one for Tampa. Keep your eye out for announcements. We will have some new directors coming to the board for 2009. We also have appointed some new people to committees. The current board and staff look forward to the assistance for the upcoming year.

Thank you to Mark Mamula with Power Fasteners for presenting at our October Regional Meeting in Orlando. The program was very informative, and Mark enlightened members on some new types of fasteners that are currently available. Congratulations to Terry Downs for winning the door prize which was sponsored by Flat Glass Distributors.

Sincerely,

Troy Hein
SEGA President

SEGA Has New Fax Number



Effective immediately, SEGA has changed its fax number. The new fax number is (407) 260-1582. Please change your records to reflect the new fax number.

The SEGA Board of Directors and staff wish everyone a Happy Holiday and a Happy New Year!



SEGA 2008 OFFICERS

Chairman of the Board

Troy Hein
YKK AP America, Inc.

Vice Chairman

Terry Downs
Glass Systems, Inc.

Secretary/Treasurer

Bryan Yarborough
Glass Doctor

Immediate Past Chairman

Jim Jackson
Architectural Glass Services

SEGA 2008 DIRECTORS

Greg Burkhart
Key Glass, LLC
Scott Cates
Lee & Cates Glass, Inc.
John Faour
Faour Glass Technologies
Jeff Miller
Lore L. Ltd.
Robert Palmer
Clermont Auto Glass, Inc.
Woody Watters
Pensacola Glass Company
Bryan Yarborough
Glass Doctor

SEGA CONSULTANT

Roland "Stoney" Stonaker
6741 Hidden Creek Boulevard
St. Augustine, FL 32086
Phone: (904) 806-3949
FAX: (904) 797-4473

E-mail: stoneystonaker@hotmail.com

Please submit your news releases, articles and comments for this publication to the SEGA office, attention: Julie, 231 West Bay Avenue, Longwood, FL 32750-4125. Advertising Space is also available. Please call the SEGA office at (407) 831-7342 or (888) 869-7961 for current rates and information.

SOUTHEAST GLASS ASSOCIATION 2009 CALENDAR OF EVENTS

January

8 SEGA Prep Course, SEGA Office, Longwood
8 SEGA Orlando Regional Meeting
The Orlando Courtyard Downtown, Orlando

February

17-18 Glass & Glazing Specialty License Exam
18-20 NGA National Auto Glass Conference &
Expo: A Forum for Auto Glass, Executives, Omni
Orlando Resort at Championsgate, Orlando, FL
TBA SEGA Jacksonville Regional Meeting

March

10 SEGA Orlando Regional Meeting

April

TBA Board of Director's Meeting, Tallahassee
TBA SEGA Tallahassee Regional Meeting
TBA Golf Tournament (one day)

May

TBA SEGA Prep Course, Orlando/Longwood area
TBA SEGA Orlando Regional Meeting

June

16-17 Glass & Glazing Specialty License Exam
TBA SEGA Tampa Regional Meeting

July

TBA SEGA Orlando Regional Meeting

August

TBA Board of Director's Meeting, Longwood
TBA SEGA Jacksonville Regional Meeting

September

30-Oct. 2 GlassBuild America:
The Glass, Window & Door Expo
Georgia World Congress Center, Atlanta, GA
TBA SEGA Prep Course, Orlando/Longwood area
TBA SEGA Orlando Regional Meeting
TBA Golf Classic (three day)

October

TBA Board of Director's Meeting, Longwood
TBA Glass & Glazing Specialty License Exam

SEGA OFFICE

231 West Bay Avenue
Longwood, FL 32750-4125
Phone: (407) 831-7342
(888) 869-7961
FAX: (407) 260-1582
Website: www.southeastglass.org

SEGA STAFF

R. Bruce Kershner,
Executive Director
E-mail: bruce@southeastglass.org

Julie A. Kershner,
Assistant Executive Director
E-mail: julie@southeastglass.org

Orlando Regional Meeting

Join us for the upcoming meeting in Orlando:

Thursday, January 8, 2009

The Orlando Courtyard Downtown 730 North Magnolia Avenue, Orlando, Florida 32803. Registration and Social Hour are at 5:30 p.m., dinner will be served at 6:00 p.m. and the program will begin at 7:00 p.m.

The cost to attend is \$27.00 per person for members and \$32.00 per person for non-members. A \$5.00 per person surcharge will be implemented for reservations made after noon on Friday, January 2, 2009 or for walk-ins, if seating is available.

Ron Leiseca, CSI, CCPR, MAI with RJL Associates, Inc., will give a presentation on Fire Rated Glazing under the 2007 Florida Building Code — Wire Glass is out; What can you really use, and how it affects you from a liability and cost view point.

For your convenience, a copy of the Registration Form, along with a Dinner Meeting and Door Prize Sponsor Form, is included in this issue of the *Glass Facts*. **The deadline to sponsor or register for the Orlando Regional Meeting is Tuesday, January 2, 2009.**

SEGA 2009 Committee Members Needed

When the 2009 Board of Directors met on Saturday, October 4, the first order of business was to select committee members and chairpeople for the various committees of SEGA. The following individuals volunteered for the various committees:

Auto Glass

Scott Cates, Chairperson
Woody Watters

Education

Stoney Stonaker, Chairperson
Dick Petrie

Golf Tournaments

John Faour, Chairperson
Jeff Miller

Legislative

Woody Watters, Chairperson
Dick Petrie

Membership

Dick Petrie
Tim Trimble

Programs/Events

Dick Petrie, Chairperson
Scott Cates
Troy Hein

The officers and directors need your help and input on the committees. By serving on a committee, you can develop self-satisfaction; get an insight into how the organization is run; sharpen your leadership abilities; build prestige for you and your company; network with other peers; share various responsibilities; have an opportunity to give something back to the industry as well as help the industry; and develop a sense of accomplishment.

The ten members of the board cannot do everything. This is why it is important for others to be involved. SEGA belongs to all of the members . . . not just the officers and directors. Thinking about becoming a board member in the future? Why not get your feet wet by serving on a committee? Get involved today.

Please contact the SEGA office at (407) 831-7342 and let them know which committee(s) you want to be involved with.

Welcome New Member!



Glass Pro Shop, Inc.

Ross Little
4525 Capital Circle, N.W., Suite J18
Tallahassee, FL 32303
Phone: (850) 575-7403
Fax: (850) 575-7483
E-Mail: ross@glassproshop.com
Website: www.glassproshop.com
Glass & Glazing Contractor; Auto Glass

2009 Membership Investment Dues

On October 23, 2008, SEGA mailed out 2009 Membership Investment Dues invoices. Please address your dues responsibility promptly. SEGA depends upon your dues to provide the services that you have come to expect.

If you have any questions or need additional information, please contact the SEGA office at (407) 831-7342 **as soon as possible**.

Worker's Compensation Rate Filing Update and Florida Supreme Court Decision

There has been two significant developments in the area of Florida's Workers' Compensation. A rate decrease approved by the Office of Insurance Regulation (OIR) may be lost by next spring when the impact of a Florida Supreme Court decision is felt.

First, the good news. The amended Florida Workers' Compensation Rate Filing by the National Council on Compensation Insurance (NCCI) has been approved by the Florida Office of Insurance Regulation (OIR) effective January 1, 2009.

The amended filing calls for a rate decrease of 18.6% effective January 1, 2009 but does not reflect any impact for the October 23, 2008 decision of the Florida Supreme Court in the case of *Emma Murray v. Mariners Health/ACE USA*. No later than mid-November, NCCI intends to make a separate law only filing for the impact of the *Murray* decision with a proposed effective date of March 1, 2009.

Now the bad news. A recent Florida Supreme Court decision in the case of *Emma Murray v. Mariners Health/ACE USA* will remove a significant reform measure from the state's workers' compensation insurance laws, possibly significantly increasing the cost of coverage for all businesses in the state. The court overturned the First District Court of Appeal decision in the *Murray* case, ruling that an attorney representing

injured employees should collect "reasonable fees."

Rather than continuing the contingency fee system that was put in place by a massive overhaul of the state's workers' compensation insurance system in 2003, the court decision could return to an hourly fee structure for attorneys who take on workers' compensation cases.

Update

On October 23, 2008, the Florida Supreme Court issued its opinion in the case of *Emma Murray vs. Mariner Health Inc. and ACE USA*, No. SC07-244 ("*Emma Murray*"). The Supreme Court interpreted the statutory attorney fee changes included in Senate Bill 50A ("SB 50A"), a comprehensive workers' compensation reform bill implemented on October 1, 2003. Prior to the Supreme Court's decision in *Emma Murray*, the lower courts had in several cases concluded that SB 50A limited claimant attorney fees to a schedule based on benefits secured. Hourly fees were only permitted in medical only cases and capped at \$1,500.

The Supreme Court concluded that the SB 50A language purporting to limit claimant attorney fees is ambiguous and as a result, looked to sources outside Florida statute to interpret the meaning of "reasonable attorney's fee". The Court held that a reasonable attorney's fee is determined based on factors in the rules regulating the Florida Bar, including time spent. The impact of the Supreme Court's decision is to eliminate the statutory caps on claimant attorney fees intended by the Florida Legislature and to return Florida to pre-SB 50A law on claimant attorney fees, namely hourly fees.

NCCI Proposes Rate Increase in Response to Emma Murray Decision

NCCI estimates that the full impact of *Emma Murray* will be an increase in overall Florida workers compensation system costs of 18.6%. NCCI anticipates that it will take two years for the full impact to be realized, and therefore proposes a first year increase of half of the full impact. This equates to a proposed first year rate level increase of 8.9% in overall system costs.

On November 14, 2008, NCCI submitted its filing for a proposed first year rate level increase of 8.9% to the Office of Insurance Regulation (OIR). NCCI proposed that the increased rates will apply to new and renewal policies that are effective on or after March 1, 2009. Additionally, NCCI proposed that the increased rates will apply to all policies in effect on March 1, 2009 on a pro-rata basis through the remainder of the term of

these policies.

Reform History

This proposed rate increase follows six workers compensation rate decreases approved in Florida subsequent to the enactment of SB 50A. The cumulative overall impact of these six rate decreases is -60.5%. As a result of the rate decreases, Florida has improved from having either 1st or 2nd highest rates in the country pre-SB 50A to an estimated 10th lowest in the country.

High attorney compensation was one of the key cost drivers that influenced system costs in Florida prior to SB 50A. NCCI pre-reform data showed that when attorneys were not involved, the difference in average claim costs between Florida and countrywide was minimal. When attorneys were involved, Florida's average claim cost was nearly 40% higher than countrywide. After SB 50A, Florida's average claim cost for claims with attorneys has dropped.

Rate Impact of *Emma Murray* has Three Components

NCCI originally estimated a decrease of 2.1% in overall system costs for the first year impact of the claimant attorney fee provisions contained in SB 50A. An unexpected impact on claim frequency in that first year and additional claim frequency declines and claimant attorney behavioral changes over the next several years have resulted in a much larger cumulative impact for the changes in claimant attorney fee compensation. A breakdown of the components follows.

A. Change in Lost-Time Claim Frequency for Claims with Claimant Attorney Representation

The enactment of SB 50A has had a significant impact on the frequency of workers compensation claims with attorney representation in Florida. NCCI has attributed a portion of the decline in the number of claims with attorney representation to the limitations placed on claimant attorney compensation in SB 50A. NCCI estimates that the decrease in the lost-time claim frequency rate for claims with attorney representation due to the changes in claimant attorney compensation contained in SB 50A was -6.4% per year, or -23.2% over the four year period (2003 to 2007). The decision in *Emma Murray* is expected to reverse this impact.

B. Change in Average Costs Per Case for Claims with Claimant Attorney Representation

The *Emma Murray* decision is also expected to have an effect on the average costs per case with claimant

attorney representation. Data subsequent to the reform, as well as feedback from stakeholders, has indicated that cases with attorney representation are being settled quicker post-SB 50A due in part to the changes in how claimant legal expenses are now set. In addition, the average time in which workers return to work has shortened since the enactment of SB 50A. The total adjusted average costs per case with claimant attorney representation prior to the enactment of SB 50A (accident years 2000 through 2002) compared to post-SB 50A (accident years 2005 and 2006) reveals a change of -15.7% in the average costs. The decision in *Emma Murray* is expected to reverse this impact.

C. Change in Claimant Attorney Fees

The *Emma Murray* decision is anticipated to result in claimant attorney compensation reverting back to pre-SB 50A levels. NCCI estimates that claimant legal expenses will increase by 38.9% from the current level.

SB 50A Savings Associated with Claimant Attorney Fee Changes Will Unwind Over 2 Years

The SB 50A savings associated with claimant attorney fee changes are based on four years of post-reform data through 2007. While some of the SB 50A impacts were felt in the first year post-reform, others occurred in subsequent years. There was little claimant attorney behavioral incentive to change in the first two years post-SB 50A since the majority of incoming cases continued to have pre-reform dates of accident and were compensated with hourly fees. Significant claimant attorney behavioral changes did not occur until 2006 and 2007.

Post-Emma Murray, NCCI does not expect that it will take four years to unwind the SB 50A savings associated with claimant attorney fee changes. The claimant attorney behavioral incentive post-*Emma Murray* is to immediately return to pre-SB 50A behavior.

NCCI anticipates that the full impact of *Emma Murray* will not however occur in the first year, as it may take some time for claimant attorney firms to increase staff to handle additional litigation, to get additional advertising in place to notify injured workers of the willingness of the claimant's bar to take cases, and for those in the workplace who may get injured to become aware of the change in the environment and to respond to increased claimant attorney involvement. As a result, NCCI proposes to split the full impact of *Emma Murray* over two years, and to include only the first year impact in this filing.

Retroactive Impact of Emma Murray Decision is Not Part of Proposed Rate Increase

This filing only addresses the expected increase in Florida workers compensation system costs for accidents occurring on or after March 1, 2009. However, the decision in *Emma Murray* is also expected to increase overall system costs in the state for accidents occurring prior to March 1, 2009 that have not yet been settled. Because workers compensation ratemaking is prospective only, insurers are not afforded the opportunity to recoup premium to cover such unforeseen increases in system costs. Therefore, it is expected that a significant unfunded liability will be created due to the retroactive impact of this court decision. NCCI will be evaluating the magnitude of the unfunded liability, and will provide additional information at a later date.

As additional information becomes available, the SEGA office will keep you posted.

Alert: Card Check Bill Must Be Stopped



With Democrats soon to be in control of both houses of Congress and the White House, organized labor has begun to flex its muscles. At the top of their legislative priority list is the Employee Free Choice Act, better known as the Card Check Bill. This bill could have devastating consequences for glass shops nationwide. Even the smallest shops could be affected.

The bill (H.R. 800, S. 1041) is designed to simplify and short-circuit the long-established union-organizing process. Blocked in the Senate in 2007, labor made support of the bill a litmus test for candidates it backed in the recent elections. You can be sure those elected officials will now be called upon to make good on their pledges of support.

The Card Check Bill will substantially change the process for union organizing, giving organized labor an unfair advantage. Currently, if organizers collect signatures from at least 30 percent of employees in a given bargaining unit, an election (by secret ballot) is held by the National Labor Relations Board to determine whether or not to certify the union. The secret ballot ensures that workers will not be intimidated into voting one way or the other, either by management or labor.

The new bill would shortcut the process by certifying the union as soon as a majority of signed authorization cards is collected. No secret ballot. No organizing campaign during which employees can weigh all sides of the issue and make an informed decision. Instead, union organizers would be in a position to potentially bully and coerce employees into signing the card on-site. That's hardly what we call "free choice," as the bill's formal title would have you to believe.

Among other objectionable provisions, the bill would increase penalties for employers who violate union organizing laws. Curiously, penalties on unions would not be increased.

Even companies in Right to Work states will be affected by this law, as organizing campaigns would become cheaper and easier to wage.

NGA strongly opposes the Employee Free Choice Act, and encourages its members to get informed on the issue and its implications for their business. At a time when the nation's largest auto manufacturers are teetering on the brink of insolvency, largely due to the burdensome provisions of their out-dated and uncompetitive labor agreements, this is no time for organized labor to expand its reach.

It's never too early to write your congressmen, asking that they oppose the bill when it is brought forward. You may also wish to write the editor of your local paper to express your concerns with this ill-advised bill that would unfairly tilt the playing field toward organized labor to the detriment of your business and your local economy.

Most importantly, we encourage our members to keep an open line of communication with their employees, listening to their concerns and addressing them promptly and thoroughly. After all, the best way to avoid a successful organizing campaign is to maintain a positive relationship with your workers.

NGA Auto Glass Conference in Orlando, February 18-20, 2009

As the new Chairman of the National Glass Association, it is Steve Mort's privilege to invite you to

attend and – more importantly – participate in our upcoming National Auto Glass Conference in Orlando, February 18–20, 2009. As I'm sure you know, this is the most important conference of the year for the auto glass retailing executives, attracting hundreds of glass shop executives and suppliers covering the full spectrum of the auto glass marketplace.

One of the most valuable components of our annual conference is our interactive breakout sessions, which are facilitated by some of the leading experts in our industry. These sessions are always rated highly by show attendees both for the timely insights they provide and the collaborative discussions they spark. If you have attended previous conferences, you know exactly what I mean.

Today, in addition to urging you to register if you have yet to do so, I'm writing to ask for your suggestions on breakout session topics. The overall theme of the conference will be best practices for multi-branch locations – though all shops will benefit. What specific topics would you most like to explore? Previous sessions have focused on such important areas as customer service, internet marketing and safety. What challenges are you facing where you could benefit from your peers' advice?

Please share your thoughts with us by e-mailing the NGA's Vice President of Association Services, at davidw@glass.org.

To register for the conference, go to www.glass.org/events/at_ov.htm.

Leading Economist Discusses Bailout at Glazing Executives Conference

One of the most respected economic forecasters in America addressed attendees at the third annual Glazing Executives Forum on October 6, during GlassBuild America in Las Vegas, and warned that the recent federal bailout would not prevent the economy



from sinking into a recession.

“Bailout,’ ‘Buyout,’ ‘Rescue Plan...’ Whatever name one attaches to the bill recently passed by Congress, it will not avert a recession in 2009.” That was the message driven home by Dr. Jeff Dietrich, an economist with the Institute for Trend Research. “The \$700 billion bailout may bring a measure of stability to the financial sectors and restore credit to businesses facing cash flow problems, but the details as to just how, when and where this will happen are still to be determined,” he explained. “The financial crisis paralyzing credit markets is only one of many gale force winds battering the US economy. It will take more than this bill to avert a downturn in 2009.”

Dietrich highlighted a series of issues that are creating something of a perfect economic storm. “Unemployment is rising. Inflation, at a 17-year high, is cutting into disposable personal income. Real wages are declining. Retail sales are the lowest we’ve seen since the early 90’s. Housing prices are still falling. Foreclosures and consumer credit delinquencies are mounting. Our national deficit and debt levels are growing. Credit markets are paralyzed. The nature and depth of these issues will be not resolved quickly, no matter how much money we throw at them.”

Dietrich assured the attendees that this is not the end of the world, nor is it the beginning of the end for the United States’ position of global economic leadership. “Despite our economy’s numerous problems, there is buoyancy in many sectors—exports, renewable energy, non-residential construction, food and high-technology industrial production, to name a few,” he said. “These factors have helped avert a steeper collapse to this point and many of these markets will feel less pain in 2009.”

Going forward, Dr. Dietrich advised America’s glass industry executives to avoid unfounded optimism. “Avoid linear projections of 2008 into the coming year,” he explained. “Signs are already appearing in commercial construction that growth is slowing at a faster pace than a year ago. Architectural firms are seeing a business slowdown. Projects are being put on hold or canceled altogether. Historically, non-residential construction lags the overall economy by 14 to 18 months, which means 2010 for some in the glazing industry may be a far different story.”

Dietrich challenged attendees: “Make the most of this time and next year. Begin building cash reserves. The future is your decision, not Washington’s.”

Free Classes on Workers' Compensation

The state Division of Workers' Compensation is offering business owners and employers another round of free classes on the requirements of Florida's workers' compensation laws. Topics will include:

- Key definitions
- Who is required to have workers' compensation insurance
- Who is eligible for exemptions from workers' compensation
- Contractor responsibilities
- State enforcement of the workers' compensation laws
- OSHA/Workplace Safety

Attention Contractors: Continuing education is available to contractors whose license requires continuing education in workers' compensation and workplace safety.

Advance registration for these classes is required and can be made via the Division's website at www.myfloridacfo.com/wc. For more information, e-mail bocseminars@myfloridacfo.com or call (813) 229-6518.

The dates and locations of the free workers' compensation classes are as follows:

Fort Myers

January 13, 2009

1:00 p.m.

Career & Service Centers for Southwest Florida
4150 Ford St. Extension

Tampa

January 15, 2009

9:00 a.m.

Park Trammel Building (State Office Building)
1313 North Tampa Street, Suite 603

Miami

January 27, 2009

9:00 a.m.

401 N.W. 2nd Avenue
South Tower, Room 124

Plantation

January 28, 2009

9:00 a.m.

Florida Department of Financial Services
Division of Insurance Fraud
499 N.W. 70th Avenue, Suite 309

West Palm Beach

January 29, 2009

9:00 a.m.

Central Career Center
1951 North Military Trail, Suite D

Jacksonville

February 5, 2009

9:00 a.m.

Florida Department of Law Enforcement
921 North Davis Street, Building E

Daytona Beach

February 6, 2009

9:00 a.m.

Center for Business Excellence
329 Bill France Boulevard

Orlando

February 19, 2009

9:00 a.m. State Office Building

Hurston Building Complex

400 West Robinson Street

South Tower, Conference Room A

Gainesville

February 24, 2009

9:00 a.m.

Florida Works Alachua County
4800 S.W. 13th Street

Tallahassee

February 25, 2009

9:00 a.m.

Southwood – Betty Easley Conference Center
4075 Esplanade Way, Room #152

Pensacola

February 26, 2009

9:00 a.m.

West Florida Regional Library
200 West Gregory Street

Southeast Glass Association Orlando Regional Meeting

WHEN: Thursday, January 8, 2009
Registration and Social Hour: 5:30 p.m., **Dinner:** 6:00 p.m. and **Program:** 7:00 p.m.

WHERE: The Orlando Courtyard Downtown (730 North Magnolia Avenue, Orlando, Florida 32803)

COST: \$27.00 per person for members and \$32.00 per person for non-members. A \$5.00 per person surcharge will be implemented for reservations made after noon on Friday, January 2, 2009 or for walk-ins, if seating is available.

PROGRAM: Ron Leiseca, CSI, CCPR, MAI with RjL Associates, Inc. will give a presentation on Fire Rated Glazing under the 2007 Florida Building Code — Wire Glass is out; What can you really use, and how it affects you from a liability and cost view point.

Please return the reservation form below to the SEGA office no later than Friday, January 2, 2009. If you must cancel, please do so by noon on Friday, January 2, 2009, or we must bill you for the reservation. (SEGA must guarantee reservations and pay for those dinners.) No credit will be given for cancellations after noon on Friday, January 2, 2009. No shows will be billed at the \$27.00 per person member rate or \$32.00 per person non-member rate.

Please make ____ reservations for the Orlando Regional Meeting on Thursday, January 8, 2009.

Enclosed is my check in the amount of \$_____ Please invoice my company \$_____.

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: (____) _____ FAX: (____) _____

Dinner will consist of a Beef Tips Bourguignonne.

Please make reservations for the following individuals.

NAME:

- | | |
|----------|----------|
| 1. _____ | 5. _____ |
| 2. _____ | 6. _____ |
| 3. _____ | 7. _____ |
| 4. _____ | 8. _____ |

Please complete the above form and fax to the SEGA office at (407) 260-1582 **no later than Friday, January 2, 2009** or mail to:

SEGA/Orlando Meeting
231 West Bay Avenue
Longwood, Florida 32750-4125
Phone: (407) 831-7342 • FAX: (407) 260-1582



Southeast Glass Association Orlando Regional Meeting Sponsors Needed!!!!

Southeast Glass Association (SEGA) will be holding an Orlando Regional Meeting on Thursday, January 8, 2009 at the Orlando Courtyard Downtown located at 730 North Magnolia Avenue. The meeting will be held from 5:30 p.m. – 8:00 p.m.

SEGA is currently looking for sponsors. The following sponsorship opportunities are available:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

Dinner Meeting Sponsors will be provided with a space on one of two 6' tables to display their company's brochures, afforded the opportunity to introduce representatives from their company during the program and recognized on a sign prominently displayed at the function.

Door Prize Sponsors will be recognized on a sign prominently displayed at the registration table and a door prize for the evening will be purchased.

If you are interested in being a sponsor of the Orlando Regional Meeting scheduled for October 21, 2008, please complete the form below and return to the SEGA office **no later than Friday, January 2, 2009**.

Yes, my company would like to be one of following sponsors for the Orlando Regional Meeting on Thursday, January 8, 2009:

- Dinner Meeting Sponsors at \$250.00 each
- Door Prize Sponsors at \$100.00 (only two sponsors needed)

_____ Please send my company an invoice in the amount of \$_____.

_____ Enclosed please find my company check in the amount of \$_____.

Contact Name: _____

Company Name: _____

Mailing Address: _____

City/State/Zip: _____

Phone: _____

FAX: _____

Please complete this form and return **no later than Friday, January 2, 2009** to:

SEGA/Orlando Mtg. Sponsor
231 West Bay Avenue
Longwood, FL 32750-4125
Phone: (407) 831-7342 • FAX: (407) 260-1582

