



YOU ARE INVITED TO OUR ANNUAL MEETING AND TRADE SHOW IN THE
BEAUTIFUL SMOKY MOUNTAINS



Friday - March 17, 2023
Saturday - March 18, 2023

Park Vista Hotel

705 Cherokee Orchard Road, Gatlinburg, Tennessee

TWWA RATE: \$128.00 PLUS TAX (12.75%)

ON-LINE BOOKING CODE: WWA

HILTON RESERVATIONS: 800-421-7275

CUT-OFF FOR RESERVATIONS: FEBRUARY 15, 2023

www.parkvista.com

ALL TIMES ARE EASTERN STANDARD TIME

4 CONTINUING EDUCATION UNITS AVAILABLE FRIDAY
(PLUS 1 POINT FOR ATTENDANCE, FOR A TOTAL OF 5 CEU's)

4 CEU POINTS AVAILABLE SATURDAY
(PLUS 1 POINT FOR ATTENDANCE, FOR A TOTAL OF 5 CEU's)
Only 1 attendance point is given for the weekend

Thursday, March 16, 2023

5:00 pm Board Meeting - LeConte Room

6:00 pm - Vendors may begin setting up trade show area

6:00 - 7:00 pm Pre-Registration - Lower Level Hallway (late fees will apply)

Friday, March 17, 2023

7:00 am – 8:00 am Lower Lobby	Continental Breakfast
7:00 am – 1:00 pm Lower Level Hallway	Registration (late fees will apply) Please send in your registration before arriving, this saves your company money & helps the association prepare.
7:00 am Ballroom 1 -3	Vendors may finish set up
Class: 8:00 - 9:00 am 1 CEU	Continuing Education Classes will be announced at a later date
Class: 8:00 - 9:00 am 1 CEU	Continuing Education Classes will be announced at a later date
15 MINUTE BREAK	
Class: 9:15 - 10:15 am 1 CEU	Continuing Education Classes will be announced at a later date
Class: 9:15 - 10:15 am 1 CEU	Continuing Education Classes will be announced at a later date
10:00 - 2:30 pm Ballrooms 1 - 3	Trade Show Open
12:00 - 1:00 pm Ballrooms 1 - 3	Lunch with the vendors
Class: 2:30 - 3:30 pm 1 CEU	Continuing Education Classes will be announced at a later date
Class: 2:30 - 3:30 pm 1 CEU	Continuing Education Classes will be announced at a later date
15 MINUTE BREAK	
3:30 pm	AUCTION SIGN UP BEGINS

Friday, March 17, 2023

Continued...

Class: 3:45 - 4:45 pm 1 CEU	Continuing Education Classes will be announced at a later date
Class: 3:45 - 4:45 pm 1 CEU	Continuing Education Classes will be announced at a later date
5:30 pm	DINNER & AUCTION Includes: 2023 Honor Award 50/50 Give-a-way Well Bucket Auction

NEW THIS YEAR! During our Friday night dinner & auction, we will have a “Kids Corner” for their entertainment. This will be a place they can go to play corn hole, carnival type games and crafts. This is still in the planning stages and we are open for suggestions and of course sponsorships. This will be in the connecting room to the dinner so we can check on our kids if needed.

ANNUAL SCHOLARSHIP DINNER & AUCTION: As a contractor or vendor, this is included in your registration price. Each year we give up to four \$1,000 scholarships to high school seniors wanting to further their education. These scholarships would not be possible without this auction and most importantly YOU! We depend on the amazing auction items the contractors and vendors bring, so please stay and bid! Cash bar is available during this time. **If possible, please drop off items at the registration desk during the day to help with the auction labeling. Include your business card and value of the item.**

Saturday, March 18, 2023

NO TRADE SHOW TODAY

7:00 – 8:00 am Lower Lobby	Continental Breakfast
7:00 am – 9:00 am Lower Level Hallway	Last minute registration (late fees will apply)
Class: 7:30 - 9:30 am 2 CEU'S	Continuing Education Classes will be announced at a later date
	15 MINUTE BREAK
Class: 9:45 - 11:45 am 2 CEU'S	Continuing Education Classes will be announced at a later date
10:00 am Leconte Room	Ladies Auxillary All Ladies Invited

Saturday, March 18, 2023

Continued...

11:50 am - 12:30 pm Garden View A & B	TWWA Business Meeting The Board of Directors will have amended by laws to present for approval
12:30 - 1:15 pm Ballroom 1 & 2	Lunch Everyone Dismissed after lunch except TWWA Board
1:15 pm - 2:15 pm Garden View A & B	TWWA Board Meeting

NOTES AND OTHER INFORMATION

SCHOLARSHIP APPLICATIONS: See the TWWA registration desk at the show for applications or on www.tnwaterwellassociation.org. Application deadline is April 1 annually.

REFUNDS/CANCELLATIONS:

With written cancellation notice received by February 15, 2023, you will receive a full refund, less a \$100 administrative charge. Notices of cancellation must be emailed to tnwaterwellassociation@gmail.com. No refunds will be offered after February 15. No refunds will be given for no-shows.

BY LAWS:

The TWWA Board of Directors will be presenting their recommendation for updated By Laws at the Saturday, March 18, business meeting. Everyone is asked to attend for this important vote.

MSD REP: Vendors, your MSD Representative is Cody Funk with DSI. Please see Cody for any questions/comments/suggestions.

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE

The following sponsorship opportunities are an excellent way to promote your company and help offset some of the meeting expense for the association. We as an association understand not everyone can afford to take on the great task of being a full sponsor, therefore we have broken down the cost into smaller amounts in hopes that several sponsors will come together to cover one meal.

Each meal that is sponsored will be advertised with appropriate signage at the meal, advertised in the meeting program and also mentioned at the Friday night dinner.

- ◆ **BREAKFAST SPONSOR:** Each breakfast will be a continental style breakfast. Saturday's breakfast will be on a smaller scale due to lower attendance. **Friday \$375, Saturday \$310**
- ◆ **LUNCH SPONSOR:** Lunch will be in a buffet style. Saturday's lunch will be on a smaller scale due to lower attendance. **Friday \$760, Saturday \$200**
- ◆ **FRIDAY NIGHT DINNER/AUCTION SPONSOR:** This dinner will be the most attended meal. We will give away the Honor Award, The Well Bucket Auction and also the Annual Scholarship Auction will be during this time. **\$1,000**
- ◆ **AUCTION DONOR:** Our annual scholarship auction will be held on Friday night during our dinner time. Please drop off items in the designated auction area no later than 4:00 PM so items can be numbered and sorted. Please remember to add your company name and value to the item. TWWA will provide a receipt for tax purposes upon request. Please come prepared to stay and bid! Cash bar available at this time.
- ◆ **TECHNOLOGY SPONSOR:** This sponsorship is for the media equipment we rent in order to have our show. This includes the projectors, screens, microphones etc. **\$200**
- ◆ **KIDS CORNER:** This will be in the room adjacent to the dinner room where kids can go in and play during the auction. This is new this year so we are still planning and getting ideas. It will include things like corn hole, crafts, and carnival type games. **\$200**

***Please contact for sponsorships before March 1, 2023**

If possible, please drop off auction items during the day to the registration desk. This will help with auction labeling. Include your business card and value of the item.

WHY BELONG TO AN ASSOCIATION?

How many times have you been asked to join an association or asked why you belong to an association or what can an association “do for me”? Theodore Roosevelt put it very aptly when he said, “Every man owes a part of his time and money to the business or the industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”

Since it costs money to belong to an association, it is logical to ask, “What can an association do for me?” A probable answer could be nothing! An association can do things with you (with your support, expertise, cooperation, etc.), but not for you per se. Apply the same principles to your business – it can’t do anything for you unless you do something for it.

You invest money in a business as well as your time and energy. The degree of success depends on the talents, time, and energy expended, even more than the amount of money invested. The same holds true for associations. The dues-dollars represent an investment, just as it does in one’s business. There are certain functions and services that the association, acting in concert with its membership, can perform – but to be successful in its efforts, the association requires the support and involvement of its members. It needs the collective thinking of all concerned to formulate plans, and it requires the physical effort of its membership to put those plans into operation.

A recent survey indicates that 85% percent of all economic failures were of firms not connected with a trade association. It would appear also that the business-man or woman who rebels against paying association dues is always the first to criticize and to say an association does him no good. However, he is always on the front line to take the benefits that come his way as a result of the association and its dues-paying members. These benefits just don’t happen. They are the results of a lot of hard work and effort by the great number of individuals who devote time and energy to get the tasks done.

Just as 100 individuals going their separate ways in trying to dam a river, dig a tunnel or build a highway, would result in disorganized chaos, so it is with industry aims that lack the power of an association effort. But, just as the efforts of those 100 individuals (organized under a single leadership with mutually agreed plans and specs) can dam that river, push a tunnel through or get a highway down, so does an association function, by taking many small parts and joining them into a cohesive mass that gives the group power.

But, there is more to association membership benefits. One, which is a pure bonus, is the benefit of business coming one’s way simply because of membership. Given equal cost and service, association members just naturally prefer to do business with those who share the load of maintaining their group. Many have found that this “fringe” benefit will more than offset dues and other costs of participation. That makes it a refutation, so to speak of the old adage, “you can’t have your cake and eat it too.”

Granted that benefits of association membership are many and varied, there still are those who fail to see how it will benefit them. My answer to this group is simply, “Come on in and find out. Get your feet wet.”

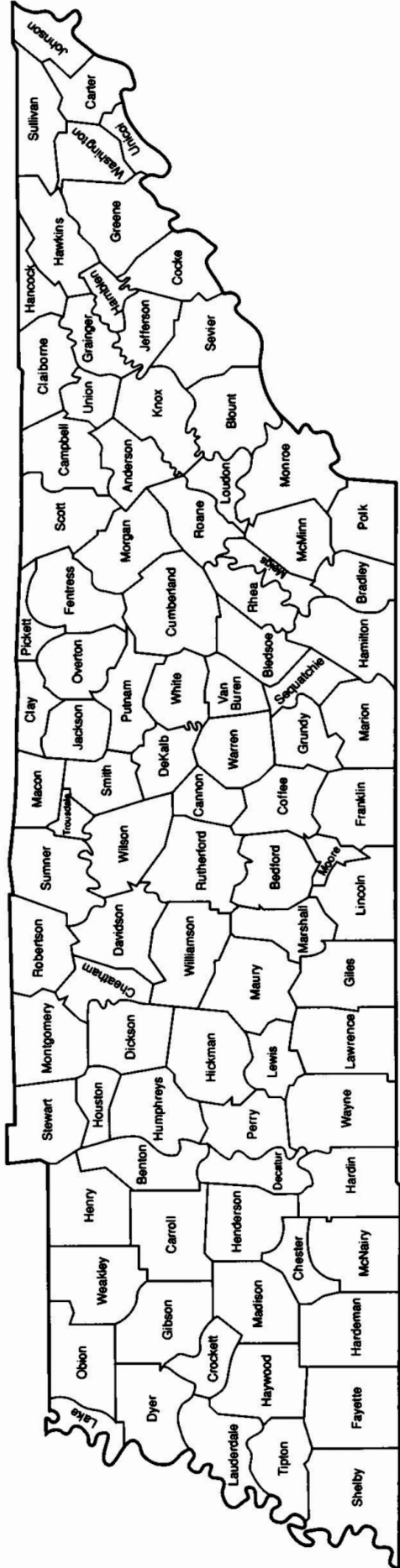
Associations, after all, are a lot like insurance. When one has no problems, he has no need of insurance. When he does have a problem, if he doesn’t have insurance, it’s too late for it to help. Our industry (contracting) has many potential problems in labor relations, government dealings, environmental problems, etc. The contractor who comes face to face with one of those problems before he joins an association will be just like the man with no fire insurance watching his house burn down. Note: This article was written by John Bebeck, President of the Engineering Contractor’s Association. It appeared in the July 1998 issue of Journal of Commerce.

Members

One of the benefits of being a member of the Tennessee Water Well Association is the referral system.

If I am not working for the TWWA, I work for Joe Samples Well Drilling. I get phone calls several times a day from customers asking us to drill a well or fix a pump in an area we do not cover. Instead of turning the customer away, I have started giving the customers names of association members that DO work in that area or county. In order for this networking system to work, I need information from you. Please circle the counties your company works in on the map located on the next page and return to me so I can update or add you to my master list. The master list will be available after the trade show and I will also add the information on the TWWA website. This is a great reason to join the association!

- Summer



Company Name: _____

Phone Number: _____

Type of work: (well drilling, pump installation or repairs, water treatment etc...) list all that apply

Tennessee Water Well Association
Summer Lane
3449 Old Airport Road
White Pine, TN 37890

**Register
NOW**

Send in your registrations now to receive the early bird discount. Not only does early registration help the TWWA prepare for attendance but it helps save your company money in registration dues.



Must be received by February 15, 2023 for discount!

2023 Tennessee Water Well Association Meeting & Trade Show

• CONTRACTOR REGISTRATION •

March 17-18, 2023

The Park Vista Hotel • Gatlinburg, Tennessee

NAME _____ OFFICE PH _____

COMPANY _____

MAILING ADDRESS _____

CITY/STATE/ZIP _____

EMAIL: _____

MEMBERSHIP DUES: *See article "Why Belong to an Association" in this registration packet

Membership dues are paid on a yearly basis and must be paid in order to take registration discount.

First membership in your company \$200 Name: _____

Employee member in your company discounted \$100 each

Membership Total: _____

REGISTRATION OPTIONS:

Registration includes all education classes, trade show access, includes all meals including Friday night dinner & auction.

Member registration **before** February 15 \$100

Member employee registration **before**
February 15 \$75

Member registration **after** February 15 \$150

Member employee registration **after**
February 15 \$113

Non-Member registration **before** February 15
\$300

Non-Member employee registration **before**
February 15 \$250

Non-Member registration **after** February 15 \$350

Non-Member employee registration **after**
February 15 \$300

FOR NAME TAGS (PLEASE PRINT & USE MORE ROOM IF NEEDED)

TRADE SHOW & MEALS ONLY (Does not include classes)

Before February 15 \$100

After February 15 \$150

PLEASE MARK THE APPROPRIATE BOX TO HELP US GET AN ACCURATE COUNT.

(remember this IS included in your registration)

I **WILL** be attending the dinner/auction Total attending with your company _____

I will **NOT** be attending the dinner/auction

OPTIONS FOR ADDING A GUEST TO THE DINNER IS LISTED BELOW.

\$50 Extra Friday night dinner/auction tickets: No. of tickets _____ x \$50 = _____

Total Due \$ _____

2023 Tennessee Water Well Association Meeting & Trade Show

CONTRACTOR REGISTRATION

March 17-18, 2023

The Park Vista Hotel, Gatlinburg, Tennessee Registration Form

SPONSORSHIP OPPORTUNITIES - AVAILABLE TO CONTRACTORS & VENDORS

Our company would like to sponsor the following:

Check all that apply:

- Friday Breakfast Sponsor \$375
- Friday Lunch Sponsor \$760
- Friday Night Dinner & Auction Sponsor \$1,000
- Saturday Breakfast Sponsor \$310
- Saturday Lunch Sponsor \$200
- Auction Donor - Any item(s) you would like to donate to our scholarship auction to be held Friday night. You do not have to notify ahead of time for this.
- Technology \$200
- Kids Corner \$200

Please contact Summer for sponsorship before March 1, 2023.

SCHOLARSHIP FUND

- I would like to donate to the TWWA Scholarship Fund. Amount I wish to donate: \$ _____

FEES PAYMENT POLICIES

To be considered preregistered, full payment must accompany your registration form and be postmarked by February 15, 2023. If paying by credit card, all fields below must be completed.

Please note: a fee of 3.75% will be added to cover the cost of the credit card fee.

Total: _____

- Credit Card
- Check (make checks payable to TWWA)

Cardholder Name (print)

Cardholder Phone _____

Card Number _____

Exp. Date _____ Security Code: _____

Address associated with the card _____

Zip Code _____ Cardholder Signature _____

Please return registration paperwork to Tennessee Water Well Association c/o Summer Lane
3449 Old Airport Road, White Pine, TN 37890 ~ OR ~ tnwaterwellassociation@gmail.com