

**YOU ARE INVITED TO EXHIBIT**



**NEW YORK STATE SCHOOL MUSIC ASSOCIATION**

# **88<sup>TH</sup> ANNUAL WINTER CONFERENCE**

**Joseph A. Floreano Rochester Riverside Convention Center  
Rochester, New York**

**DECEMBER 5-8, 2024**

Hyatt Regency Rochester  
Courtyard by Marriott  
Marriott Rochester Airport

Hilton Garden Inn Rochester Downtown  
Hampton Inn Rochester Downtown  
Hampton Inn Henrietta



with



# ADVERTISING RATES

**RESERVATION DATE: no later than SEPTEMBER 15, 2024**

**ARTWORK DUE: no later than OCTOBER 11, 2024**

<b>Grayscale/BW only available as below</b>			
		Full Pg <b>COLOR</b> Back Cover	\$1,300.00
		Full Pg <b>COLOR</b> Inside Back Cover	\$1,200.00
Full Pg B/W	\$650.00	Full Pg <b>COLOR</b> Inside Front Cover	\$1,200.00
Half Pg B/W	\$500.00	Full Pg <b>COLOR</b>	\$750.00
		Half Pg <b>COLOR</b>	\$550.00
		Quarter Page <b>COLOR</b>	\$450.00

<b>FULL PAGE or COVER</b>	<b>HALF PAGE</b>	<b>QUARTER PAGE 2 COLUMN AD</b>
<b>7.5 x 9.75</b>	<b>7.5 x 4.75</b>	<b>3.5 x 4.5</b>
<b>REQUIREMENTS/SUBMISSION FORMAT</b>		
All ads submitted electronically to <a href="mailto:dsuper@nyssma.org">dsuper@nyssma.org</a> . – High resolution 300 DPI PDF files are to be furnished by the advertiser		

## INSERTION ORDER - Payment Due at Time of Order

I wish to place an ad in the NYSSMA® Winter Conference Program

I wish to include a bag handout – Ship to NYSSMA Office no later than November 1.

Name of Company \_\_\_\_\_

Person Placing Ad \_\_\_\_\_

Email and Phone Number \_\_\_\_\_

### GRAYSCALE AD (B/W)

Full Page ..... \$ 650.00

Half Page ..... \$ 500.00

### BAG HANDOUT/PROMOTIONAL\*

One ..... \$ 250.00

\*Only for attendees, no students. Suggested items – postcard, brochure, pen or other flat item.

\* If paying by check make payable to NYSSMA and send with insertion order to:  
NYSSMA, 718 The Plain Road, Westbury, NY 11590

### COLOR AD (4-color)

Full Page Back Cover ..... \$1,300.00

Full Page Inside Back Cover ..... \$1,200.00

Full Page Inside Front Cover ..... \$1,200.00

Full Page ..... \$750.00

Half Page ..... \$550.00

Quarter Page ..... \$450.00

I wish to charge my ad to my:  AMEX  VISA  MC  DISCOVER \$ \_\_\_\_\_

Card No.:     Exp. Date: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_



# NYSSMA<sup>®</sup>

New York State School Music Association



Dr. David A. Gaines, Executive Director • 718 The Plain Road, Westbury, NY 11590

Phone: 516.997.7200, ext. 10 • Fax: 516.997.1700

executive@nyssma.org • www.nyssma.org

Dear Conference Exhibitor:

I am pleased to invite you to participate in our 88<sup>th</sup> Annual Winter Conference in Rochester, New York. Showcase requests are submitted through a link on the NYSSMA website. Instructions for requesting a showcase is on page 6 of this brochure. Please follow the instructions on page 6, along with the submission of your booth contract and Institutional Membership.

**New This Year** – *We are offering an opportunity include a bag bandout/promotional for your organization. This opportunity will only be for conference attendees. Students will not receive any promotional material. The sponsor will be responsible for shipping all items to the NYSSMA Office no later than November 1<sup>st</sup>. Handouts can include, flyers, postcards, key chains or pens. The cost is \$250 per promotional.*

Our exhibitors are a major part of our conference and we consider the opportunity for our members to meet and greet our partners in the music industry a major benefit of conference attendance! In 2023 we surpassed all expectations and had a record attendance of 1,500+ registered attendees. Additionally, we had over 600 All-State students and their parents, many of whom visited the exhibit hall.

We continue to look for ways to maximize foot traffic in the exhibit hall. Our goal is to make this a successful and valuable conference for you, our advertisers and our membership

We use a rolling schedule for exhibits, so please contact us early – especially if you need multiple booths.

We continue to offer:

Complimentary full hour showcases to exhibitors with a booth and Institutional Membership

A conference Mobile APP for schedule info on smartphones and tablets

- Exhibitor web links on the app

Exhibit access for parents of All-State students on Saturday

College exhibits in the main exhibit area

A cocktail reception with exclusive exhibit time on the exhibit floor from 4:45 to 5:45 pm on Friday

FREE Wi-Fi on the exhibit floor

The Exhibitors' Manual (decorator pack) will be emailed to the contact person on the Exhibit Contract by Great Lakes Events and will also be available on the web under Exhibitors at [www.nyssma.org](http://www.nyssma.org) after the initial email has been sent.

NYSSMA<sup>®</sup> strives to make our conference one of the largest and best in the nation and we are excited about our partnership with TI:ME! We appreciate the support we enjoy from our good friends and colleagues in the music industry and look forward to a strong and enduring relationship.

Prime spaces go quickly, so plan early and avoid disappointment! I look forward to having you join us in Rochester in December 2024!

Best regards,

*David A. Gaines*, Ed.D.  
Executive Director

# GENERAL EXHIBITOR REGULATIONS

**2024** marks the 88<sup>th</sup> anniversary of the New York State School Music Association Winter Conference. NYSSMA<sup>®</sup> is a member organization engaged in music education from pre-school through college. Exhibits are vital to our conference since music educators depend on the music industry for the tools to supplement their teaching skills. Music exhibitors have the opportunity to display their products and services to those who influence purchasing. You will reach an exclusive education audience. Total attendance at our 2023 annual conference was 4,000 of which over 2,500 were qualified buyers. This brochure provides essential information needed for participation by the music industry. The floor plans show the exhibitor scheme for the exposition.

## APPLICATION FOR SPACE

Applications will be accepted by mail, email or fax. Applications must be accompanied by a check or credit card authorization to reflect the amount of booth space desired. Full payment is due with your booth space reservation request.

## BOOTH RESERVATIONS

BOOTHS ARE ASSIGNED ON A ROLLING SCHEDULE, so please contact us early, especially if you need multiple booths or have special requirements. Institutional Members receive preference based on their membership level, but must still contact us as early as possible. We will make every effort to honor requests for the same booth location as the previous year, however, we cannot guarantee availability of the same booth(s). Again, the sooner your booth contract is received, the more likely your needs can be accommodated.

## BOOTH RATES

All booths are in the main exhibit area at the Convention Center and are 10' x 8' and INCLUDE a table, draping, chairs and a standard two-line sign. Booths are available at a rate of \$725. A special discounted rate of \$650 will apply to colleges and non-profits.

## EXHIBIT HOURS

Friday	9:00 AM	-	6:00 PM
Saturday	8:30 AM	-	4:00PM

An attendant must be in charge of each display during the hours the exhibit area is open. Guard service will be provided when the exhibit area is closed.

## EXHIBITOR REGISTRATION & HOUSING

Exhibiting firms are provided with two badges for each booth. Non-institutional members will be charged the prevailing rate for each additional badge. Associate Members are entitled to one additional exhibitor badge. Sponsoring Members are entitled to two additional exhibitor badges. Patron Members are entitled to three additional exhibitor badges. Registration information will be sent once conference booths have been assigned. A housing link is included.

## EXHIBIT FACILITIES

All exhibits will be located in the Rochester Riverside Convention Center. Most spaces will be provided with a standard 8' high back wall. One 10' x 8' space includes draped table, chair and waste basket. One standard two line sign with exhibitors name, city, and state address will be provided. Decorating and furniture rental order forms will be emailed by the decorator. Arrangements for special electrical service or equipment must be made with the appropriate vendor found in the follow-up packet from the decorator. Said expenses are the responsibility of the exhibitor.

## USE OF NYSSMA LOGO

Use of the NYSSMA<sup>®</sup> logo, NYSSMA<sup>®</sup> artwork or conference logo, is expressly prohibited unless an agreement for such use has been reached with the NYSSMA<sup>®</sup> Executive Director.

## SHIPPING, PACKING & STORAGE

**Great Lakes Events** has been appointed the official receiving and shipping agent for the handling of exhibits which are shipped by freight and, therefore, necessitate local pick up and forwarding.

## CONSIGN FREIGHT SHIPMENT AS FOLLOWS:

Name of the Firm  
Booth Number  
NYSSMA

### **Great Lakes Events, LLC**

810 Emerson Street  
Rochester, NY 14613  
Phone: 585-458-2200

Cell: 845.857.4630

**e-mail: [CSR@greatlakeevents.com](mailto:CSR@greatlakeevents.com)  
[sewald@greatlakeevents.com](mailto:sewald@greatlakeevents.com)**

## BOOTH EQUIPMENT & SERVICE

**Great Lakes Events, LLC** will handle table draping, table and furniture rental, signs, labor and booth clean up. Order forms for all services will be included in the Service Kit to be emailed to all exhibitors (contact person) after space is assigned. An Exhibit Service Desk will be maintained at the Convention Center. The telephone number for questions about dressing your booth is:

**585-458-2200**



# GENERAL EXHIBITOR REGULATIONS

## INSTALLATION & DISMANTLING

Installation may begin 8:00 AM, Thursday, and shall be completed not later than 8:00 PM. Exhibits open Friday morning at 9:00 AM.

**EXHIBITOR EXPRESSLY AGREES NOT TO DISMANTLE HIS/HER EXHIBIT OR TO DO ANY PACKING BEFORE THE FINAL CLOSING OF THE EXHIBIT AT 4:00 PM ON SATURDAY.** Goods must be crated and placed for shipment immediately following the close of the exhibit.

## CANCELLATIONS

All cancellations must be made in writing to the NYSSMA® Office. If notification is received on or before November 1, 2023 all monies, less a **\$200 service charge**, will be refunded. Cancellations received after November 1<sup>st</sup> obligates the exhibitor to **Full Payment** of the booth cost and forfeiture of all monies paid. **NO REFUNDS WILL BE MADE AFTER THIS DATE.** Failure to occupy booth space in no way releases the exhibitor from the obligation to pay the full cost of the rental. If booth space is not occupied by the end of set-up on Thursday, NYSSMA® Management shall have the right to use such space as it sees fit or to eliminate empty space in the exhibit areas.

## SALES PERMITTED

Selling and taking orders are permitted on the exhibit floor. All demonstrations or other sales activities must be confined to the limits of the exhibit booth. No exhibitor shall assign, sublet, or share the space allotted without the knowledge and consent of the management. No exhibitor is permitted to show or sell goods other than those manufactured or dealt in by him in the regular course of business.

## USE OF SPACE

Displays shall not exceed eight feet in height. The space within two feet of the front line may not have displays higher than four feet. The backs of exhibits which may extend above or beyond the adjoining exhibit must be decorated so as not to be objectionable to the adjoining exhibitor. Nothing shall be displayed at a height above the top of the backdrop of eight feet. Normal security will be provided, but it is recommended that exhibitors use good judgement in leaving material and equipment when booth is unattended. Covering of booth materials is recommended during non-exhibit hours.

## SOUND LEVEL

Headphones rather than speakers should be used for video and other sound equipment. Careful attention should be paid to avoid excessive use of musical instruments in the booth, so as not to disturb other exhibitors.

## CARE OF BUILDING & EQUIPMENT

Exhibitors, or their agents, must not injure or deface the walls or floors of the building, the booths, or the equipment of the booths. When such damage appears, the exhibitor is liable to the owner of the property so damaged.

## REGULATIONS & CONTRACT

These regulations become a part of the contract between the Exhibitor and the New York State School Music Association. They have been formulated for the best interests of the exhibitor. The Management respectfully asks full cooperation. All points not covered are subject to the decision of the Management.

## SHIPPING & STORAGE

Deliveries will be made to the space number of the exhibitor and picked up at the close of the convention. Empty crates and cartons must be stored with Great Lakes Events. These charges are to be assumed by the individual exhibitor. All shipments should be prepaid. Bills of Lading and Notice of Shipment should be made promptly to Great Lakes Events.

## SECURITY

Exhibit management will provide necessary guards when exhibits are closed. However, the exhibitor is responsible for his own exhibit material and should insure against loss or damage. All property of an exhibitor is understood to remain in his care, custody and control in transit to and from or within the confines of the exhibit areas.

## CIRCULATION/SOLICITATION

Distribution of circulars or promotional material may be made only within the space assigned to the exhibitor presenting such material.

## LIABILITY

Neither NYSSMA®, the Joseph A. Floreano, Rochester Riverside Convention Center or Great Lakes Events, LLC, nor their agents or representatives will be responsible for any injury, loss, or damage that may occur to the Exhibitor or to the property, from any causes whatever. The exhibitor, upon signing the exhibit contract, expressly releases the aforementioned of any and all claims from such loss or damage.

## OFFICE INFORMATION

NYSSMA

Dr. David A. Gaines, Executive Director  
718 The Plain Road, Westbury, NY 11590  
(Phone) 516.997.7200, ext. 10  
(Fax) 516.997.1700  
E-Mail: executive@nyssma.org



**NYSSMA EXHIBIT CONTRACT  
2024 WINTER CONFERENCE  
December 5- 8, 2024  
JOSEPH A. FLOREANO ROCHESTER  
RIVERSIDE CONVENTION CENTER**

Date Received: \_\_\_\_\_  
 Amount Received: \_\_\_\_\_  
 Check: \_\_\_\_\_ Credit Card: \_\_\_\_\_  
 IM: \_\_\_\_\_

**BOOTH NO.** \_\_\_\_\_

Firm Name: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Firm Street Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
 E-Mail \_\_\_\_\_ Website: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

**Indicate booth choices in different sections of the exhibit area to facilitate space assignments.**

First \_\_\_\_\_ Second \_\_\_\_\_ Third \_\_\_\_\_ Fourth \_\_\_\_\_  
 How many booths are desired? \_\_\_\_\_ If you would like to have space adjoining that of a specific exhibitor, give name of the firm:  
 \_\_\_\_\_

**BOOTH IDENTIFICATION SIGN (limited to two lines):**

Firm: \_\_\_\_\_  
 City/State: \_\_\_\_\_

**COPY FOR PROGRAM GUIDE (Description of products/services is limited to ten (10) words**

\_\_\_\_\_  
 \_\_\_\_\_

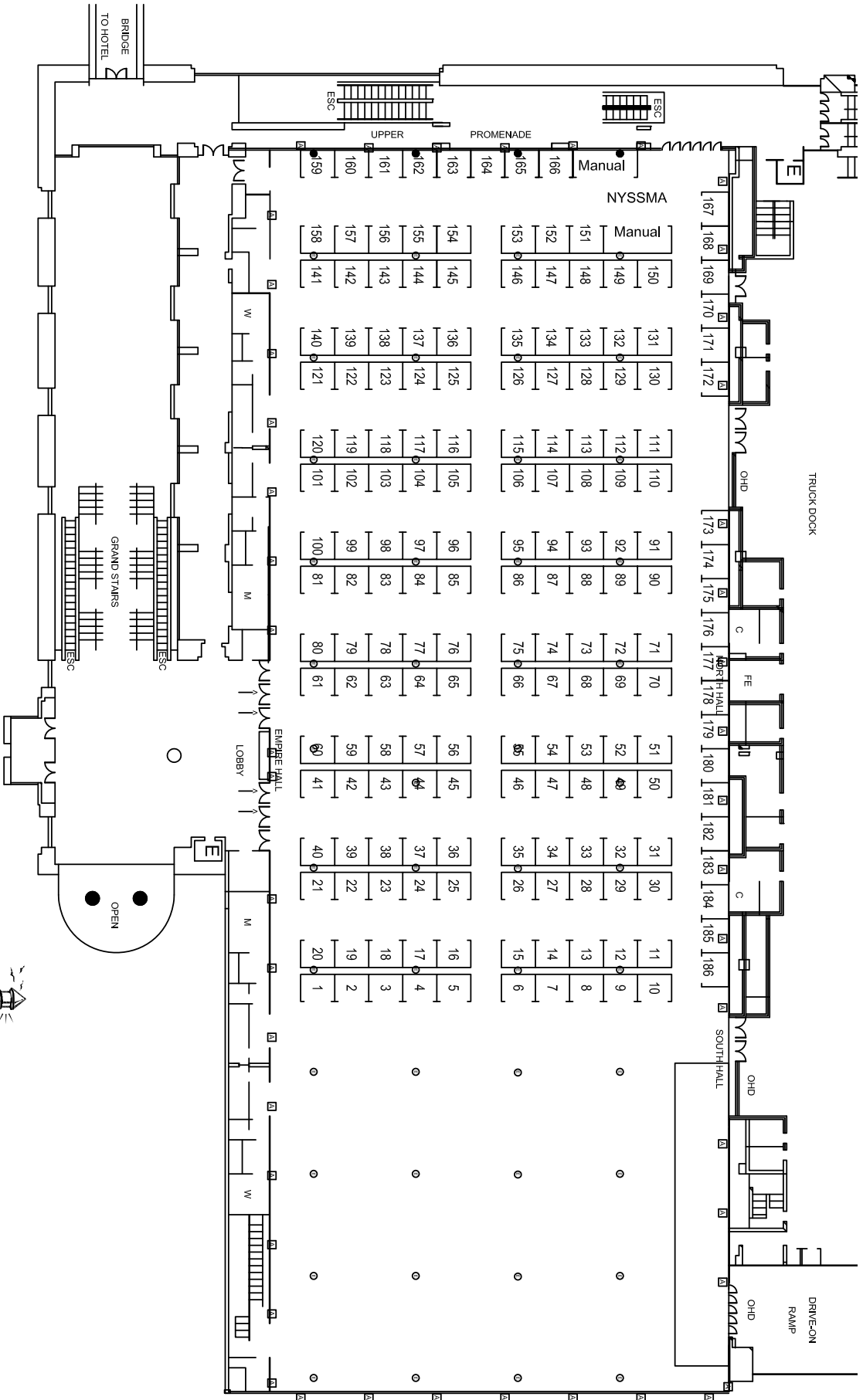
I, the undersigned, apply for exhibit space as indicated below. I have read and agree to comply with the General Exhibitor Regulations. **PAYMENT IN FULL** for space desired must accompany this contract. Should it be necessary to cancel, payment will be refunded according to the schedule in the General Exhibitor Regulations. **Booth space will be assigned with priority to Institutional Members in order of reservation date and based on level of Institutional Membership and the number of booths requested. Booth space cannot be guaranteed as the Exhibit Hall has sold out in recent years – please reserve early! Exhibitors who reserve a booth after November 1<sup>st</sup>, on a space available basis, will NOT be listed in the Conference Program, but will be listed in the Conference app.**

By: \_\_\_\_\_ Title: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Indemnifying Clause: Exhibitor agrees to protect, save and keep the New York State School Music Association, the Joseph A. Floreano Rochester Riverside Convention Center and the official service contractors forever harmless from any damage or charges imposed for violation of any law or ordinance whether occasioned by the negligence of the exhibitor or those holding under the exhibitor as well as to strictly comply with the applicable terms and conditions contained in the agreement between the Rochester Riverside Convention Center and the New York State School Music Association and the official service contractors against and from any and all loss, cost damage, liability or expense arising from or out of or by reason of any accident or other occurrence to anyone, including the exhibitor, its agents, employees and business invitees which arise from or out of or by reason of said exhibitor's occupancy and use of the exhibition premises or a part thereof.

<p align="center">Send completed electronic contract (pdf available at nyssma.org) to: dsuper@nyssma.org</p> <p>For Credit Card Payment: Complete Form Below</p>	<p align="center">Payment by check to: <b>NYSSMA</b> Att: Dr. David A. Gaines Executive Director 718 The Plain Road, Westbury, NY 11590-5956</p>
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MC  VISA  AMEX  DISCOVER:     EX. DATE: \_\_\_\_\_  
 \_\_\_\_\_ BOOTH(S) @ \$750 PER BOOTH OR \_\_\_\_\_ COLLEGES/NON-PROFIT BOOTH(S) @ \$650 PER BOOTH SUBTOTAL: \$ \_\_\_\_\_  
 \_\_\_\_\_ MEMBERSHIP (include form) \$ \_\_\_\_\_ **TOTAL CHARGED: \$** \_\_\_\_\_  
 \_\_\_\_\_ BAG HANDOUT/PROMOTIONAL \$250 **BILLING ZIP CODE:** \_\_\_\_\_



NEW YORK STATE SCHOOL MUSIC ASSOCIATION

December 5-7, 2024

ROCHESTER RIVERSIDE C. C.



100 Bickford Street Rochester, NY 14606 Phone: (585)459-2200 Fax: (585)459-5087

# WINTER CONFERENCE EXHIBITOR SHOWCASE

## DEADLINE SEPTEMBER 1<sup>st</sup>

Dear Exhibitor:

Please note that as a conference exhibitor with an Institutional Membership, you may submit a request for an Exhibitor Showcase. Unlike Conference Sessions, which are subject to review and approval, Showcases are guaranteed to be scheduled. Showcase Sessions are available to Exhibitors based on the following criteria:

- Booth contract
- Established NYSSMA Institutional Membership
- One Showcase Session per booth, up to a maximum of three Showcase Sessions per exhibitor (based on number of booths and Institutional Member Level).

**The Showcase Session application is now available only online. Access is only available once a booth contract and Institutional Membership have been submitted.**

Please follow these steps to apply:

- Go to the NYSSMA Web Page ([www.nyssma.org](http://www.nyssma.org)).
- Click the Exhibitor tab on the top blue bar.
- From the drop-down menu, complete and submit all three of these forms :
  - Institutional Member Form
  - NYSSMA Exhibit Contract Form
  - Showcase Application
    - *While there is no specific deadline for a showcase, after May 15<sup>th</sup>, showcase submitted after that date will be on a space-available basis.*
    - If application is submitted **on or before May 15**, every effort will be made not to schedule close to a competing session
    - Due to publication deadlines, we cannot accept a showcase application after September 1<sup>st</sup>.
    - Later applications will be scheduled based upon remaining space and times, without regard to showcase content.
    - Complete each section with accurate information. The submitting clinician will become the primary contact.
    - Please note all equipment needs at this time.
    - Showcase title can be no more than 30 characters.
    - Showcase description can be no more than 400 characters.

**Showcase Sessions are one hour in length and will be scheduled in early June.** Your **Primary Contact** will be:

- Notified via e-mail of the day and time of the scheduled Showcase Session(s).
- Notified if your equipment needs cannot be fulfilled by NYSSMA. You will be contacted by our audio-visual vendor, CMI, concerning equipment availability and pricing .

**\* Exhibitor showcases are for the exclusive use of the Exhibitor who meets the appropriate criteria. Unused showcases may NOT be offered to a third party company. Subsidiary companies will be considered and approved or denied at NYSSMA's sole discretion.**





# INSTITUTIONAL MEMBERSHIP – JULY 1, 2024 TO JUNE 30, 2025

INSTITUTIONAL NAME (as it should appear in Ad): \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_ WEBSITE: \_\_\_\_\_

FIRM ADDRESS: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

FIRM CITY/STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

## ASSOCIATE MEMBERSHIP

- Name listed in the NYSSMA Membership Directory, mailed to more than 4,000 active members.
- Full-page Institutional Member Listing will appear periodically throughout the year in the School Music News as well as on the NYSSMA website.
- Member Exhibitors at the Winter Conference will have a featured listing in the Conference Program.
- Membership fee is tax deductible.
- Free subscription to the School Music News.
- **One showcase at Winter Conference per booth purchased, not to exceed one.**
- Two badges per booth, plus one additional badge at NYSSMA Winter conference (e.g. two booths = 4 badges + 1, total of 5).

## SPONSORING MEMBERSHIP

- All Associate Membership Privileges.
- Exhibit space priority.
- **One showcase at Winter Conference per booth purchased, not to exceed two.**
- Two badges per booth, plus two additional badges at NYSSMA Winter Conference

## PATRON MEMBERSHIP

- All Associate and Sponsoring Membership Privileges.
- **One showcase per booth purchased at Winter Conference, not to exceed three.**
- **Your organization/company logo on [www.nyssma.org](http://www.nyssma.org) links to your home page.**
- **Your organization/company link on the NYSSMA website at [www.nyssma.org](http://www.nyssma.org)**
- **Two badges per booth, plus three additional badges at NYSSMA Winter Conference.**

PLEASE NOTE: *All Institutional Memberships have the following limitations:*

1. They are non-voting memberships.
2. Ineligible to hold NYSSMA office.

### PLEASE INDICATE MEMBERSHIP

- |  |       |
|--|-------|
| <input type="checkbox"/> ASSOCIATE MEMBERSHIP  | \$200 |
| <input type="checkbox"/> SPONSORING MEMBERSHIP | \$375 |
| <input type="checkbox"/> PATRON MEMBERSHIP     | \$675 |

If paying by check, make payable to: **NYSSMA – 718 The Plain Road, Westbury, NY 11590-5956**  
**Att: Dr. David A. Gaines, Executive Director**  
**(P) 516.997.7200 ext 10 • (F) 516.997.1700 • email: [dsuper@nyssma.org](mailto:dsuper@nyssma.org)**

I wish to charge my institutional membership to  AMEX  VISA  MC  DISCOVER \$ \_\_\_\_\_

Card No.     Exp. Date: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_

# EXHIBITOR LODGING REQUEST FORM

All lodging requests will be handled through DePrez Travel

**NEW YORK STATE SCHOOL MUSIC ASSOCIATION  
2024 Winter Conference – Rochester, NY**

**December 5 - 8, 2024**

**ROOMS MAY BE RESERVED IMMEDIATELY**

**After October 20<sup>th</sup>, hotels reservations will be assigned  
on a “space available” basis.**

Exhibitors must book their rooms online, through DePrez Travel in real-time inventory. **In order for your reservation to be finalized, we must have your booth contract.** Your reservation will be held until your booth contract has been verified. At that time you will know which hotel you will be confirmed at, and you will receive a confirmation emailed to the address you provide.

**To reserve your room, please go to:**

<http://tinyurl.com/2024NYSSMA-EX>

**and follow the easy online process.**

*Although reservations must be made online, DePrez Travel is happy to answer any questions during their office hours of Monday-Friday, 8:30AM to 5:00PM EST.*

*Phone: (Toll Free) 1-877-478-2111 • email: Tammie Vandermeulen <tvandermeulen@depreztravel.com*

## **HOTELS - DAILY RATES PER PERSON**

	<b>Double Occupancy</b>	<b>Single Occupancy</b>
Hyatt Regency (Breakfast Only)	<b>\$140.49</b>	<b>\$220.99</b>
Hilton Garden Inn Rochester Downtown (Breakfast and Dinner)	<b>\$199.50</b>	<b>\$274.00</b>
Courtyard by Marriott	<b>\$198.00</b>	<b>\$198.00</b>
Marriott Rochester Airport	<b>\$189.00</b>	<b>\$189.00</b>
Hampton Inn Henrietta(breakfast)	<b>\$169.00</b>	<b>\$169.00</b>
Hampton Inn Rochester Downtown (breakfast)	<b>\$219.00</b>	<b>\$219.00</b>

# EXHIBITORS 2023

42nd Infantry Division Band  
Aaron Copland School of Music, QC  
Adelphi University  
Alfred University  
AmTab  
Austin Classical Guitar  
Baldwin Wallace University  
Baroque Violin Shop  
Binghamton University-Dept. of Music  
Bob Rogers Travel  
Brooklyn College, Conservatory of Music  
Buffet Crampon USA  
College of Saint Rose  
Commonwealth University of PA, Dept. of Music, Theatre and Dance  
Conn-Selmer, Inc.  
Custom Tours  
D'Addario  
Da Capo Music Festival Registration  
DeMoulin Brothers & Company  
Eastman School of Music  
Educational Programs Network  
Fermata LLC  
Five Towns College  
Fruhauf Uniforms Inc.  
GIA Publications, Inc.  
GoFan  
Guardian Travel Group  
Guitar Ensemble Method  
Hartwick College  
Hickey's Music Center  
Hofstra University  
Houghton University, Greatbatch School of Music  
Hunter Music Instruments Inc.  
I Am Music Group  
Ithaca College School of Music  
J.W. Pepper & Son Inc.  
John J. Cali School of Music-Montclair State University  
Jupiter/Mapex/Majestic (KHS America)  
Kaleidoscope Adventures  
Le Moyne College  
Long Island University  
Lung Trainers, LLC  
Mark Custom Recording Service, Inc.  
McIver Recording  
MTI - Music Theatre International

Music & Arts  
Musical Gifts and Treasures  
Musically Inclined  
MusicFirst  
Musicplay USA  
Nassau Community College  
Nazareth University  
New England Music Camp  
New York State Band Directors Association  
New York State Theatre Education Association  
NYSSMA  
NYSSMA Manual  
NYSSMA Marketing  
Paul Effman Music Group  
Peak Group Travel/American Music Abroad  
Peripole, Inc.  
Playbook Music  
QuaverEd  
Robert M. Sides Family Music Center  
Roberts Wesleyan University  
Shawn Belle  
Snap! Mobile  
Sonor Orff-Nuvo Musical Instruments  
St. Louis Music  
State University of NY at Fredonia School of Music  
Steinway and Sons  
SUNY - Buffalo State University  
SUNY Geneseo  
SUNY Purchase-Conservatory of Music  
SUNY Schenectady School of Music  
Susquehanna University  
Syracuse University-Setnor SM  
The Crane School of Music, SUNY Potsdam  
The Hartt School, University of Hartford  
The Juilliard School  
The New School /College of Performing Arts  
United States Marine Corps Band  
University of Toronto Faculty of Music  
UR Tours and Events  
VTSU - Castleton  
Wagner College  
Walnut Hill School for the Arts  
Wenger Corporation  
Wright Music Inc.  
Yamaha Corporation of America



**NYSSMA®**  
**718 The Plain Road**  
**Westbury, NY 11590-5956**

FIRST CLASS MAIL  
U.S. POSTAGE  
PAID  
Bellmore, NY 11710  
Permit No. 218

**88<sup>TH</sup> ANNUAL NYSSMA® WINTER CONFERENCE**  
**December 5 - 8, 2024**

JOSEPH A. FLOREANO ROCHESTER RIVERSIDE CONVENTION CENTER  
ROCHESTER, NEW YORK