

# Resource Fair Vendor Information

**What:** The 12<sup>th</sup> Annual Conference and Resource Fair  
*How well are you promoting your products and services to the multi-billion dollar federally subsidized housing market?*

**Where:** The Riviera Hotel and Casino  
2901 Las Vegas Blvd. South  
Las Vegas, NV 89109



**When:** Conference and Classes: February 14 – 16, 2012;

**Resource Fair Dedicated Show Hours:**

***Tuesday, Feb. 14, 5:30 - 9:00 p.m., Wednesday, Feb 15, 7:30 - 10:00 a.m.***

**Who:** The Nelrod Consortium is a division of The Nelrod Company, a national Housing Consulting Firm. The Consortium is a partnership of hundreds of federally funded local Housing Agencies under contract with Nelrod. This is the **first and only "franchise business model"** to exist in the public sector.

**Price:** Please contact Melissa Dalton at 817-922-9000 ext. 110 or [melissa@nelrod.com](mailto:melissa@nelrod.com)

## Overview

**The Nelrod Consortium Conference** is held every February in Las Vegas. Attendees from over *3,800 housing agencies, as well as our 206 Consortium Partner Agencies*, come together to learn strategies and procedures to improve their agency's performance. We also attract many of their governing Board Members. Based on historical attendance figures, over 600 agency participants are anticipated to attend this event. As the number of Agency Partners has grown exponentially, so has our Annual Conference.

**The Consortium Resource Fair** is a tradeshow where vendors are encouraged to display their goods and services for hands on "show and tell". Our certified conference planners will assist vendors to identify goods and services of special interest to this industry. **Our Consortium Partner Agencies spend over a billion dollars annually in their jurisdictions.** Non-Partner agencies spend billions more. Many of our attendees are the "movers and shakers" at these agencies. We attract many Board Members, Executive Directors/CEOs, Program Directors, and professional staff.

The Federal Government recently announced that it plans to transform public housing agencies to a voucher system. This will open new opportunities for vendors. Thus, all Resource Fair Exhibitors (up to 2 persons per company at no additional charge) will be offered our 2½ day class entitled "Unraveling the Mysteries of Doing Business with Federally Subsidized Housing Agencies" which is in our **Procurement for Vendors** series. This class will include topics on new purchasing initiatives such as "going green"; types of procurements and thresholds; forms, certifications, and e-procurement systems; top 5 vendor sales strategies; what program budget do my products or services qualify for; and more.

Our goal is to provide you with knowledge of the purchasing activities and the opportunity to create relationships with our Conference attendees, and their agencies.

*The Resource Fair has dedicated Show Hours, with no competitive conference events or activities scheduled.*

**For More Information or to Register as a Vendor, Please Contact:**

**Melissa Dalton at 817-922-9000 ext. 110  
or via e-mail at: [melissa@nelrod.com](mailto:melissa@nelrod.com)**