



PNAA Advance 2022 FAQ's

	Questions:	Answers:
1.	Who are the typical attendees of the conference?	<ul style="list-style-type: none"> • Many of the attendees are company decision-makers. • Over 80% are CEO, VP, Director, Owner, Senior & General Manager. • From all tiers of the supply chain - large OEMs to raw material suppliers and SMEs.
2.	What types of speakers will we get to hear from?	<ul style="list-style-type: none"> • Leading industry analysts, including Richard Aboulafia, Kevin Michaels & Michel Merluzeau. • Boeing Marketing and Supply Chain and Airbus Marketing and Procurement. • Other significant OEMs. • 2021 Conference included Alaska Airlines, Collins Aerospace, Heroux Devtek, NASA, Aerojet/Rocketdyne and a range of world class small- and medium-sized manufacturing companies. • The SME Technical Track will include speakers from small to medium enterprises talking about shop floor technologies, workforce, business development, engineering & programming, and more.
3.	When will the SME Technical Track be held?	<ul style="list-style-type: none"> • All three days of the conference in conjunction with the main presentations happening in the main hall.
4.	What are the benefits to sponsoring?	<ul style="list-style-type: none"> • Visibility! • Gain increased efficiency in making networking connections. • Differentiation: Why buy from you, rather than the other company? Show that you are paying your dues, willing to connect and serve, going the extra mile, participating, rather than spectating at the premier event. • Show that you are willing to go the extra mile: speaks to what your business sees as important. • Avoid getting lost in the crowd of attendees.

5.	How can I find out more about sponsoring?	Connect with the sponsorship team: Paul Kelly (pkelly@pnaa.net) or Dale King (dking@pnaa.net)
6.	Why are the conference dates Feb 7-10 if the conference doesn't start until Feb 8 th ?	On Monday, February 7 th , conference attendees have the option to participate in off-site Factory Tours, and our invite-only International Reception is held that evening.
7.	When & where is the B2B Fair held?	<ul style="list-style-type: none"> • Location: On-site at LCC • Date: Feb 10 (final day of the conference) from 1:30 - 4:30 pm
8.	When will I get to identify who I would like to meet at the B2B Fair?	The sign-up form on which you may identify the buyer(s) you would like to meet will be sent on January 18 th .
9.	When will I hear which B2B sessions my company has secured?	The schedule will be posted Feb 8 th at the conference.
10.	I'm interested in being a buyer at the B2B Fair, how do I find our more?	Contact Merrie Beth at mchilds@pnaa.net .
11.	How many exhibit booths are there at the conference?	54 including bistros and prime booths. Location is based on first come, first serve.
12.	What are the dimensions of a booth?	New for 2022, we are offering 10x10 booths inside the Exhibit Hall. 6x10 booths are available on the concourse.
13.	Can I bring a booth attendee?	Exhibitors can purchase an additional ticket by contacting Merrie Beth at mchilds@pnaa.net or selecting 'booth attendee' during online registration. *Booth only attendees must be from the same exhibiting company*
14.	Will I get enough traffic if I exhibit on the downstairs level this year?	Yes. This year, we will have a variety of activities both upstairs and down: <ul style="list-style-type: none"> • The Coffee Cart (open select times during all three days) • Inside the Exhibit Hall is where breakfast, breaks and both receptions will be held • Strategic gamification will be used to engage attendees with all exhibitors
15.	When are the Factory tours?	Monday February 7 th in the Everett/Lynnwood vicinity.
16.	How do I get invited to the International Reception?	This is an invite-only event, though a limited number of tickets are available for PNAA Members for a fee.
17.	What is the Awards & Scholarship Banquet?	This banquet will take place on Tuesday, February 8 th from 5:15 - 7:00 pm in the main hall at the Lynnwood Convention Center. Cost to attend is \$85 and can be added to your online registration. During the dinner, PNAA will recognize four Award winners in front of industry peers. Scholarship Donors

		will also be recognized for their commitment to supporting the aerospace workforce. This is a fun and energetic atmosphere as we close out Conference Day One.
18.	Can I purchase a dinner ticket on site?	If you are registered for the conference, you may, but the price is significantly higher.
19.	Where can I stay?	PNAAs partners with several hotels that offer block rates for attendees. Visit the lodging page on the website.
20.	Will the conference still go on with snow?	Yes, we will still hold the conference. The convention center has assured PNAAs that we are the #1 priority for plows in the case of accumulating snow.
21.	How long is early bird pricing available?	Early bird pricing runs through December 15 th . Standard pricing runs through February 1.
22.	Can I sign up on site?	Yes, you may sign-up on site, however the on-site prices are higher.
23.	What happens if the conference changes from in-person to virtual?	PNAAs reserves the right to move the ADVANCE 2022 to a digital attendance only; in the event a partial refund will be made which will be an amount equal to the difference between the in-person attendance registration fee and the virtual attendance registration fee.
24.	What is the refund policy?	Refunds will be granted for cancellations submitted before 11:59pm, January 23, 2022. A \$50 cancellation fee plus any applicable credit card fees will be assessed. We are generally unable to give refunds after that time.