



Norfolk In-Water Boat Show
 Thursday – Saturday, September 13- 15, 2018
 Waterside Marina, Town Point Park Downtown Norfolk, VA Waterfront
EXHIBITOR APPLICATION



Company Name: _____ Contact Name: _____
 Contact Phone: _____ Cell Phone: _____
 Website: _____ Contact Email: _____
 Address: _____ City: _____ State: _____ Zip: _____

Application must list all products to be considered for show.
 NOTE: One dealer per product line, unless dealers agree to work together.
 NOTE: Hampton Roads Dealers have first right of refusal for product lines with a 25% non-refundable deposit due by March 15, 2018.

Below is a list of choices for your 2018 Norfolk In-Water Boat Show space. Please indicate your preferences. Every effort will be made to accommodate your request, however, placement will be done based on availability for those who have sent their request forms with deposits by March 15, 2018. We understand the exact mix of new and used boats could change based on inventory on hand at the time of the show. The list below would be your best estimate to allow for planning by boat show staff and deposits required by March 15, 2018. Modifications are expected and will be reviewed to best accommodate all dealers' inventory.

IN –WATER SLIPS AND BULKHEAD RATES: LOA X BEAM @\$1.70 (\$800 MINIMUM PER SLIP/ 50' LOA MINIMUM ON BULKHEAD)

Manufacturer	In Water	Model/Year	New	Used	Length Overall	Beam	Total Sq Ft	Cost

Use More Space if needed to list additional information. Subtotal: _____

BULK ON LAND RATES: \$1.50 PER SQ FT

Manufacturer	On Land	Model/Year	New	Used	Length Overall	Beam	Total Sq Ft	Cost

Use More Space if needed to list additional information. Subtotal: _____

BOOTH SPACE 10' X 10' (VENDOR/EXHIBITOR) \$5 PER SQ FT (LIMITED SPACES: Tents, tables, chairs are additional costs- see Exhibitor Price Sheet)

Check primary product category:
 Electronics Engine Accessory Marine Accessory Kayaks/SUP/Watersports
 Fishing Products Travel/Resort Boat Lifts/Docks Other

Subtotal: _____
TOTAL DUE: \$ _____

PAYMENT
 CREDIT CARDS: (Please check one) Visa Master Card Discover American Express
 Card #: _____ Expiration Date: _____ Security Code: _____

CHECK: Please make check payable to Norfolk Festevents, Ltd.

I authorize Norfolk Festevents, Ltd. to process the 25% of total due deposit on the date the application is received, 50% processed on 6/1/2018, and the balance processed on 8/1/2018.

IMPORTANT! Insurance Requirements (Due August 1, 2018). All exhibiting companies must provide Norfolk Festevents, Ltd. with a certificate of insurance (See Sample Exhibitor Lease Agreement for all insurance details) for the Norfolk In-Water Boat Show set up, show and take down period, September 11- 17, 2018.

I have read and agree to abide by the event rules and regulations in this application and on sample Contract Lease Agreement; Application must be signed or application will not be accepted.

Signature: _____ Date: _____
 Once signed application and deposit are received, Show Committee will reply with approved requests and final Contract Lease Agreement for signature.

Norfolk In-Water Boat Show Terms, Rules and Regulations

Rules and Regulations related to the allocation of space and show display guidelines have been determined by the Norfolk Festevents' Norfolk In-Water Boat Show Management. Any later additions, corrections or clarifications made by Norfolk Festevents, Ltd. are a binding part of the Exhibitor Contract/Lease Agreement.

1. ADMISSIBLE EXHIBITS

- a. Exhibitor agrees to display only new and used powerboats and marine related products. Exhibitor will not display any product without the endorsement or approval of the manufacturer. Exhibitor represents that it has full authority and all approvals necessary to display and sell its products at this show.
- b. Boats under 26 foot must be displayed on dollies or trailers.
- c. Motorized vehicles are not permitted in Boat Show exhibits without Norfolk Festevents, Ltd.'s written approval.
- d. If copyrighted music is to be played in display, Exhibitor must obtain all necessary licenses.
- e. Exhibitors may not bring the following into the show site: glass bottles, alcoholic beverages, bicycles, pets.
- f. Show Management reserves the right to determine the eligibility of any company or product for inclusion in the show. No Exhibitor shall exhibit, or permit to be exhibited in the space allocated to them, any merchandise other than that specified in this application and confirmed in final Contract/Lease Agreement.
- g. Exhibitor agrees that Show Management may remove any exhibits that it determines are of a disruptive, objectionable or inappropriate nature.
- h. Please refer to the Norfolk In-Water Boat Show Exhibitor and Installation Guidelines for information on the installation, construction and character of exhibits, and price sheet for equipment.

2. LATE ARRIVALS

Exhibitors arriving for set-up after their scheduled installation time can be relocated to any location specified by Show Management or, if no alternative is available, may be required to forfeit their show participation rights.

3. STAFFING OF EXHIBITS

- a. Exhibits must be staffed during all show hours.
- b. Exhibit removal prior to the final day's close of the show is strictly forbidden.
- c. Exhibitors that do not comply with these regulations will not be offered renewal of their space in the following year's show.

4. DISPLAY CHARACTERISTICS

- a. This is an outdoor show, and park lighting may not illuminate all areas evenly and effectively. Show Management assumes no responsibility for providing additional lighting. If available, Exhibitor may order additional lighting at its expense (see Exhibitor and Installation Guidelines). Show Management assumes no responsibility for weather or temperature levels at any time during the setup, exhibit, and take down periods.

5. PAYMENT FOR SPACE

- a. Exhibitors must be paid in full before they are allowed to move into the show. (All other accounts with Norfolk Festevents, Ltd. must also be current.)
- b. Exhibitors who fail to make space payments in accordance with the terms on the reverse side will not be considered for space increases, location changes or upgrades of any kind and are subject to cancellation without credit or refund.
- c. Exhibitors will be subject to on site audits and invoiced for additional square footage accordingly.

6. CANCELLATION AND CUTBACKS

- a. Should the Exhibitor wish to cancel their application or reduce the total amount of requested space (or spaces), Norfolk Festevents will refund all payments received only if written notice of the request for cancellation is received by Norfolk Festevents before the final Contract/Lease Agreement is accepted and countersigned by Norfolk Festevents.
- b. For Exhibitors requesting a space reduction, Norfolk Festevents reserves the right to relocate the exhibit or reconfigure it as determined by Show Management.

7. SUBLEASING

Exhibitors may not sublease their space. Sublease in this use includes renting, sharing, donating or in any way allowing another company or person to display or advertise in an exhibitor's space. Non-exhibiting firms may not place stickers, placards, or other signs anywhere in the show.

8. SALE OF MERCHANDISES

Show Management reserves the right to limit over-the-counter sale of products at the show and/or to designated areas. If Merchandise is to be sold at the show, the Exhibitor agrees to be solely responsible for registering for the Norfolk Business Permit, and collecting and reporting appropriate sales taxes. The final Contract/Lease Agreement will serve as the official Lease with the City of Norfolk for all sales. Exhibitor is responsible to comply with all permit and tax requirements as outlined in the Contract/Lease Agreement.

9. IDEMNIFICATION, INSURANCE, EVENT CANCELLATION, COPYRIGHTS and OTHER IMPORTANT REQUIREMENTS ARE INCLUDED IN THE CONTRACT/LEASE AGREEMENT ATTACHED WHICH BECOMES PART OF THE FINAL AGREEMENT ONCE DEPOSIT AND APPLICATION ARE RECEIVED AND REQUESTS APPROVED.

10. AMENDMENTS

- a. Norfolk Festevents, Ltd and Show Management has full power in the interpretation and enforcement of all terms, rules and regulations and full power to establish other rules and regulations considered necessary for the proper conduct of the Show.
- b. Exhibitor agrees to comply with such terms, rules and regulations. Exhibitor's failure to comply with such terms, rules and regulations shall entitle Norfolk Festevents, Ltd. and Show Management to terminate Norfolk Festevents, Ltd and Show Management's obligations under this contract and remove Exhibitor from the show or shut down or darken Exhibitor's space.
- c. Exhibitor agrees to comply with all pertinent laws, codes and regulations of municipal or other authorities, which affect the show space.

11. This signed Application is considered part of the final Contract/Lease Agreement.