

SEATTLE BOAT SHOW – SOUTH LAKE UNION

January 27th – February 5th

Exhibitor Application and Contract

Early Bird Rate Deadline, December 16th, 2011

Final Registration Deadline, January 11th, 2012

www.BoatsAfloatShow.com



WELCOME!

Thank you for participating in the Big Seattle Boat Show on South Lake Union. This contract is with the Northwest Yacht Brokers Association. Our partner, the Northwest Marine Trade Association is responsible for all contracts pertaining to Century Link Field. The following is important information regarding your participation in this year's show on Lake Union.

1. Early Bird Deadline – December 16th, 2011. Submit your contract by this date and receive substantial discounts. You can add more to your display after this date at the early bird rate if you have a contract on file.
2. Show Hours: Weekdays 11:00am – 5:00pm, Weekends 10:00am – 5:00pm. On the last day of the show, Sunday, February 5th, both locations will close at 4pm.
4. Find all the show documents you will need at www.nwyachtbrokers.com/sign-up.htm including a free media kit with artwork for the poster, logos, tri-fold and show fact sheet.
5. The Big Seattle Boat Show is a BIG DEAL! Multi-boat discount is available for those with 2 or more boats. Your first 2 boats are at the early bird rate of \$3.25 and all boats thereafter are only \$2.50 per square foot.
6. If you are coming from out of the immediate area and need assistance finding temporary moorage before your move-in date, please contact the NYBA office at 206-748-0012 and we will do our best to accommodate you at or near Chandler's Cove Marina.
7. Be sure to take a moment to review page 5 of the contract "terms and conditions." By submitting this contract you give your consent to meet all the terms.

If you have any questions please call the NYBA office at 206-748-0012.

Bonnie Robertson – NYBA Executive Director

Bonnie@nwyachtbrokers.com

www.boatsafloatshow.com

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EXHIBITOR INFORMATION

Company Name: _____ Phone: _____
Point of Contact: _____ Email: _____
Address: _____ Fax: _____
City, State, Zip: _____ Cell: _____
WA State UBI#: _____ Website: _____
Seattle Business License: _____ Last Display Size: _____

To obtain a temporary WA business license please call 1-800-647-7706

RESERVING YOUR SHOW SPACE

In order for your contract to be processed you must submit a completed contract with a 50% deposit. NYBA will accept checks, visa and master card. **NYBA requires a credit card on file to ensure your boat show exhibit space.** By signing below you authorize NYBA to charge your card any outstanding balance on January 16th, 2012.

**Please make checks payable to:
Northwest Yacht Brokers Association
901 Fairview Ave. North Suite A-190
Seattle, WA 98109
Fax: 206-748-0161**

YOUR CONTRACT WILL NOT BE PROCESSED WITHOUT THIS INFORMATION

Card Holders Signature: _____ Credit Card Number: _____

CV2 Code on Back of Card: _____ Billing Zip Code: _____ Expiration Date: _____

Please Check all that Apply

Pay 50% with Credit Card Pay with Check Pay Total Balance on Credit Card

BECOME A NYBA MEMBER - SIGN UP NOW AND RECEIVE MEMBER RATES

Membership Class	Initiation Fees	+	Yearly Dues	=	Total
Business Membership	\$250.00		\$300.00		\$550.00
Affiliate Membership	\$125.00		\$150.00		\$275.00

RED TICKET ORDER _____

Broker (RED) Tickets are available to exhibitors only. Broker tickets will be mailed to your office prior to the show. You will be charged \$6 for each ticket that is redeemed at the gate. Any tickets not redeemed will not be charged. Pre-order required. Small batches of tickets will be available at the show office.

COMPANY: _____

NYBA MEMBER RATE SHEET						
				Before 12/16/11	Post 12/17/11	Total Cost
2 Largest In-Water Vessels		/Sq. ft	X	\$3.25	\$3.75	
Multi Boat Discount		/Sq. ft	X	\$2.50	N/A	
Tender/Inflatable on Trailer		/Space	X	\$1000	\$1200	
NON-MEMBER RATE SHEET						
				Before 12/16/11	Post 12/17/11	Total Cost
2 Largest In-Water Vessels		/Sq. ft	X	\$5.10	\$5.10	
Multi Boat Discount		/Sq. ft	X	\$3.25	N/A	
Tender/Inflatable on Trailer		/Space	X	\$1400	\$1600	
ELECTRICAL SERVICES						
				Before 12/16/11	Post 12/17/11	Total Cost
15 amp/120 volt		/Order (booth)		\$50	\$75	
20 amp/120 volt		/Order (float)		\$100	\$125	
30 amp/120 volt		/Order		\$150	\$195	
50 amp/208 volt		/Order		\$300	\$345	
100 amp/208 volt		/Order		\$500	\$545	
200 amp/208 volt		/Order		\$1000	\$1,045	

All shore side booths include a single 15amp/120 volt electrical service. If you need additional electrical service please use the order form below. Electrical service is NOT included in your in water space rental.

HOSPITALITY FLOAT						
				Before 12/16/11	Post 12/17/11	Total Cost
Mini (8x20)		/Float		\$500	\$550	
Standard (16x20)		/Float		\$800	\$850	
Large (20x24)		/Float		\$1250	\$1350	
Extra Large (20x32)		/Float		\$1500	\$1600	

Hospitality floats are available on a first come first served basis. Electrical service is NOT included in the hospitality float rental.

**Exhibitor must have a minimum of 3 boats in water to have a float. The number of hospitality floats available is limited. Non-Members are NOT eligible for float rentals.

SHORESIDE BOOTH							
				Before 12/16/11	Post 12/17/11	Non-Member	Total Cost
East Dock Single (10'x7')		/Booth		\$900	\$1100	\$1300	
East Dock Double (20'x7')		/Booth		\$1600	\$1700	\$1900	
Stand Alone Tent (10'x10')		/Booth		\$900	\$1100	\$1500	
Stand alone tent exhibitor fees do not include cost of tent rental. Tents can be rented through ABC Party Rentals.							

Booths include an 8' black pipe and drape backdrop and 3' side walls. All tables, linens, carpet etc. must be ordered directly through the show decorator, ABC Party Rentals. Non-members are not eligible for the early bird rate.

COST CALCULATION AND TOTAL		
City of Seattle Trade Show Fee (\$5 per day). Fee will be waived with a valid City of Seattle Business License. Balance Due January 11th, 2012	Sub-Total	
	\$50 if applicable	
	TOTAL COST	
	50% Due with Contract Submission	

TERMS AND CONDITIONS

Late Move in Vessel Fee: Move-in times will be sent out two weeks prior to show opening and posted on the website. We understand that weather and lock waiting periods always play a factor in arrival time. NYBA will allow you a half hour window after your scheduled move-in time before we will be enforcing the **\$500 late fee**. When you do not arrive on time you are doing a disservice to your fellow exhibitors who are paying for their crews and detailers while they wait for you to move-in. Please make prior arrangements and allow plenty of time you get all your boats into their designated areas.

Move-In: Without exception, all Shoreside exhibits must be in place and completed by 10:00 a.m. on opening day. **The property Loading Zone shall not be used from 10:00 am to 2:00 pm during move-in.**

Move-Out: Schedule will be distributed prior to the end of the show. No exhibitors shall be permitted to leave early. If you need to make special arrangements to your move out time please contact the show office for permission. Move-out shall proceed in an orderly, safe manner as directed by NYBA.

Cancellation of Contract: Changes and cancelations can be made through January 11th, 2012 without financial penalty. After January 11th no refunds will be given for any reason. **ALL CANCELLATIONS MUST BE IN WRITING.**

Show Hours: The NYBA shall determine and publicize show hours and dates. The show runs from Friday, January 27th through February 5th, 2012. Show hours shall be 11:00am to 5:00pm weekdays and 10:00am to 5:00pm weekends. The show will close at both locations at 4pm on February 5th. **Broker and Exhibitor Representatives are required to staff boats and exhibits during ALL show hours.** All Exhibitors agree to maintain a professional appearance and demeanor throughout the show. Failure to do so may result in Exhibitor's removal from show or assessment of a fine by the Boat Show Committee.

Tickets: Blue Complimentary tickets will be allotted based on the size of your display. Red broker tickets are available for \$6 each.

Inspection: All vessels are subject to fire, safety and show readiness inspection and acceptance by NYBA. Pricing and dimensions contained in this application are subject to verification and adjustment at move-in time or anytime during the show.

Exhibitor Badges: Exhibitors must show badges when entering the show. Exhibitor badges are not transferable. Exhibitor badges will be provided as follows:

- First in-water vessel: Five (5) badges. Every in-water vessel thereafter: Two (2) badges
- Shore side single unit and Shore side vessels: Five (5) badges
- Shore side double unit: Seven (7) badges

Liability: The Exhibitor is entirely responsible for the areas rented by him/her and shall not injure, mar or deface premises. A \$50 clean-up fee will be charged, at NYBA's discretion, to any Exhibitor who fails to remove materials from their exhibition space at the time of move-out. The Exhibitor agrees to reimburse the NYBA and/or Chiles & Company for any loss or damage occurring to the premises or equipment.

Insurance policy must include a minimum of \$1 million for Personal Liability coverage. No boats or exhibits will be allowed to move-in without a copy of this certificate on file with the NYBA. All Exhibitors are required to provide a Certificate of Liability Insurance with their reservation agreement naming the following as additionally insured:

- Northwest Yacht Brokers Association – 901 Fairview Ave. N., Suite A-190, Seattle, WA 98109
- City Investors XIV, LLC – 110 110th Avenue NE, Suite 550, Bellevue, WA 98004
- Chiles & Co. – 1300 Dexter Ave. North, Seattle, WA 98109
- City of Seattle – 600 4th Avenue, Seattle, WA 98104

Proof of insurance must be on file, or accompany the reservation agreement, before space reservation is accepted.

City of Seattle Business License: Each Exhibitor is required to have a valid City of Seattle Business License or is required to pay \$5 per day of show at the time of application. NYBA will obtain a temporary license from the City on behalf of Exhibitors without licenses to satisfy the City Event Permit requirement.

Out of State Exhibitor: Out of state Exhibitors are required to have a Temporary Washington State Business License from the Department of Revenue. There is NO FEE for this license. Call the DOR at 1-800-647-7706 for more information on obtaining your temporary license. A copy must be on file with the NYBA.

Space: The space contracted for is to be used only by the Exhibitor whose name appears on the contract and no portion can be sublet, combined or assigned without written approval of the NYBA. Placement will be determined as soon as possible following the reservation deadline. Written confirmation of space assignment will be sent no later than 10 days before the opening of the show.

Fire Extinguishers & Smoke Detectors: All Vessel Exhibitors are required to provide one (1) visibly displayed fire extinguisher and one (1) smoke detector per vessel during all show hours.

Smoking Policy: For the comfort and safety of our guests and exhibitors as well as the protection of displayed items and vessels, smoking is not permitted in any part of the Boats Afloat Show at anytime.

Alcohol Policy: All Exhibitors are to refrain from drinking alcoholic beverages during the Boats Afloat Show hours. Drunk or disorderly conduct at any time will result in the offending parties being removed from the premises.

Anchors, Lines and Fenders: All vessel Exhibitors shall have adequate lines and fenders for all vessels and shall be prepared to drop an anchor with chain, when and where deemed necessary by the NYBA. Exhibitor agrees to secure boat lines at the direction of show staff.

Unpaid Balances: Will be charged to the credit card we have on file on February 29th, 2012 without written notice.

Attorney's Fees: If a civil action arises out of this agreement or to enforce any of its provisions, the losing party shall pay the attorney's fees of the prevailing party as trial court may adjudge reasonable, and if an appeal is taken from any judgment of the trial court, the losing party shall pay the amount the appellate court shall adjudge reasonable as the prevailing party's attorney's fee on appeal.

Questions? Contact Bonnie Robertson, Executive Director or KC Longoria Association Coordinator at 206.748.0012, or write to Northwest Yacht Brokers Association, 901 Fairview Avenue North, Suite A-190, Seattle, WA 98109. Email to info@nwyachtbrokers.com.

I agree to the terms and conditions outlined in this contract. Signature:_____

COMPANY: _____

ACCESSORY & VESSEL DISPLAY CATEGORIES -

IMPORTANT! This information will be used for exhibitor listings in the show program, show website, self help kiosks and information provided to the media.
Select up to THREE (3) products & Services you will be displaying at the Lake Union Boats Afloat Show.

- Boats: Brokerage
- Boats: Rowing, Canoes, Kayaks
- Boats: Inflatables & Dinghies
- Boats: Personal Watercraft
- Boats: Power
- Boats: Sail
- Boats: Wood
- Boatyards, Marine Repair & Service
- Books, Videos, Publications & Media
- Cabin & Galley Equipment
- Chandlery & Marine Supply Store
- Charters & Yacht Lease
- Cleaners & Adhesives
- Clothing, Outerwear & Footwear
- Computers & Software
- Docks, Davits, Floats, Lifts, Anchoring
- Electrical, Generators & Batteries
- Electronics & Communications
- Engine Controls & Accessories
- Engines: Outboard & Inboards
- Finance & Insurance
- Fishing Equipment & Accessories
- Gifts, Jewelry, Art & Nautical Goods
- Instruction & Education
- Marinas, Resorts & Yacht Clubs
- Marine Hardware
- Marine Properties
- Navigational, Charting Aids & Instruments
- Paint & Finishes
- Plumbing & HVAC
- Propellers
- Safety Equipment & Services
- Sails & Sail Handling Equipment
- Seats, Canvas & Graphics
- Surveyors, Vessel Title, Legal
- Trailers
- Water sports & Scuba Equipment

Other Write In: _____

EXHIBITOR BADGE ORDER FORM – BOATS AFLOAT SHOW – LAKE UNION

FAX TO NYBA AT: 206-748-0161

Badge form must be filled out completely and faxed or emailed to NYBA by:

Wednesday January 11th, 2012

FAX: 206-748-0161

Late forms and any additional, lost, forgotten, or reprinted badges are \$10 per badge.

Badges are photo IDs. Image capture and badge processing will take place in the Boats Afloat Show Office. All employees actively working at any exhibitor's display at the show **MUST** have their own badge during the show and will need a badge to enter the show.

Exhibitors will be given a quantity of badges free of charge, based on the following formula:

IN THE WATER: 5 badges for 1st vessel; 2 badges for every additional vessel

SHORESIDE & TENDERS: 5 badges for single; 7 badges for double

COMPANY NAME: _____

Employee Name	Badge Sign-out
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

BOAT SHOW CONTACT SIGNATURE:

Badge will be picked up by individual staff members

Badges will be picked up by one designated person

Name: _____

BADGES CAN BE PICKED UP PRIOR TO MOVE-IN. CONTACT KC AT: KC@NWyachtbrokers.com TO MAKE ARRANGEMENTS.

Vendor Order Form

January 2012 LAKE UNION BOATS AFLOAT SHOW

Jan 27-Feb 5, 2012

Quantity: Description: *Advance: Last Chance:
by 1/16/2012 1/17 - 1/27/12

Tables & Counters

	*C/S	*Installed	Limited to availability; first come, first served		
4'x30" Banquet Table (30" tall)	X		\$ 15.00	\$ 20.00	\$ _____
6'x30" Banquet Table (30" tall)	X		\$ 15.00	\$ 20.00	\$ _____
8'x30" Banquet Table (30" tall)	X		\$ 15.75	\$ 21.00	\$ _____
48" Round Table (30" tall)	X		\$ 15.00	\$ 20.00	\$ _____
6'x30" Counter (42" tall)		X	\$ 21.00	\$ 28.00	\$ _____
8'x30" Counter (42" tall)		X	\$ 21.75	\$ 29.00	\$ _____
Fabric Table Drape (for 4'x30") (Color: _____)	X		\$ 26.63	\$ 35.50	\$ _____
Fabric Table Drape (for 6'x30") (Color: _____)	X		\$ 26.63	\$ 35.50	\$ _____
Fabric Table Drape (for 8'x30") (Color: _____)	X		\$ 28.13	\$ 37.50	\$ _____
Fabric Table Drape (for 48" Rnd) (Color: _____)	X		\$ 16.13	\$ 21.50	\$ _____
Counter Linen (6' or 8') 60"x120" (Color: _____)	X		\$ 13.88	\$ 18.50	\$ _____
Fabric Counter Skirt (42" high) _____ White _____ Black	X		\$ 28.50	\$ 38.00	\$ _____

Chairs

Black Folding Chair	X		\$ 1.50	\$ 2.00	\$ _____
Black Padded Chair	X		\$ 4.28	\$ 5.70	\$ _____
Black Swivel Padded Bar Stool		X	\$ 16.88	\$ 22.50	\$ _____

Flooring

10'x10' Carpet: _____ Tan _____ Black _____ Grey		X	\$ 98.00	\$ 130.00	\$ _____
10'x20' Carpet: _____ Tan _____ Black _____ Grey		X	\$ 195.00	\$ 260.00	\$ _____

Miscellaneous

10'x10' Booth lighting pkg (power source required)		X	\$ 60.00	\$ 80.00	\$ _____
Fire extinguisher		X	\$ 27.00	\$ 36.00	\$ _____
Easel w/3 Levels	X		\$ 16.50	\$ 22.00	\$ _____
50ft white extension cord	X		\$ 5.25	\$ 7.00	\$ _____

Tents/Canopies/Sidewall

10'x10' Pop up Tent (customer set up/take down)	X		\$ 120.00	\$ 160.00	\$ _____
10'x10' Frame Tent		X	\$ 187.50	\$ 250.00	\$ _____
10'x20' Frame Tent		X	\$ 262.50	\$ 350.00	\$ _____
15'x15' Frame Tent		X	\$ 277.50	\$ 370.00	\$ _____
20'x20' Frame Tent		X	\$ 420.00	\$ 560.00	\$ _____
White Sidewall (per 10' length)		X	\$ 22.50	\$ 30.00	\$ _____
Window Sidewall (per 10' length)		X	\$ 26.25	\$ 35.00	\$ _____
Clear Sidewall (per 10' length)		X	\$ 30.00	\$ 40.00	\$ _____

* C/S = Customer setup/take down *Installed = ABC Rentals set up

DRAYAGE

Check here if you will be needing drayage service.
.40/lb (\$80.00 Minimum)

Email Drayage instructions and pricing to: _____

**Advanced orders must be received, with deposit, no later than 4pm on 1/16/2012*

Subtotal: \$ _____

Contact Name: _____ Space # _____

9.5% sales tax: \$ _____

Company: _____

Total charge: \$ _____

Credit card _____

billing address: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Credit card #: _____ Exp date: _____ V-Code: _____

Cardholder signature: _____ Date: _____

Contact email address: _____

*On site contact, or person available by phone (during set up prior to event):

Name: _____ Cell number: _____



Or mail to:

ABC Special Event Rentals
4333 Harbour Pointe Blvd SW
Suite B
Mukilteo, WA 98275

Visit our website:
www.abcrentals.com

Phone: 425-493-6969

ORDER IS NOT CONFIRMED UNTIL CUSTOMER RECIEVES CONTRACT