



FL

FORT LAUDERDALE
INTERNATIONAL
BOAT SHOW

EXHIBITOR MANUAL

OCT 30 - NOV 3, 2024

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SHOW LOCATIONS AND SCHEDULE

SHOW LOCATIONS

Bahia Mar Yachting Center

801 Seabreeze Blvd, Fort Lauderdale, FL 33316

Hall of Fame Marina

435 Seabreeze Blvd, Fort Lauderdale, FL 33316

Sailfish Pavilion at Broward Convention Center

1950 Eisenhower Blvd, Fort Lauderdale, FL 33316

17th Street Yacht Basin (Hilton Fort Lauderdale Marina)

1881 SE 17th St, Fort Lauderdale, FL 33316

Las Olas Marina

240 Las Olas Cir, Fort Lauderdale, FL 33316

Pier66

2301 SE 17th St, Fort Lauderdale, FL 33316

Super Yacht Village at Pier South

2150 SE 17th St, Fort Lauderdale, FL 33316

Note: Bus and Water Shuttle transportation between all locations. Please refer to *Parking and Transportation* for details.

SHOW HOURS

Wednesday (Preview)	October 30, 2024	12 PM – 7 PM
Thursday	October 31, 2024	10 AM – 7 PM
Friday	November 1, 2024	10 AM – 7 PM
Saturday	November 2, 2024	10 AM – 7 PM
Sunday	November 3, 2024	10 AM – 6 PM

ADDITIONAL SHOW INFORMATION VISIT: <https://www.flibs.com/>

TICKETS AND CREDENTIALS

SHOW TICKETS

	Exhibitor Price	Regular Price
Wednesday Preview Ticket (Opening Day: Wednesday, October 30)	\$41.00*	\$67.00
• NEW: 2-Day Preview+GA Combo Ticket		\$96.00
Show Days (Thursday – Sunday)		
Adult 1-Day Ticket	\$26.00*	\$44.00
Adult 2-Day Ticket		\$74.00
Child 1-Day Ticket (6-15 years of age)		\$17.00
EXHIBITORS ONLY: 5-Day Guest Ticket		\$134.00

Children 5 & Under are Free

*** If requesting Post-Paid tickets, Exhibitor ticket purchase requires an initial order minimum of 10 tickets. Upon invoice a \$100 activation fee will be applied in addition to the 10-ticket minimum.**

IMPORTANT:

- **THERE IS NO WILL CALL.** Due to new safety standards, paper tickets are no longer issued. All tickets & Credentials are processed through EventsPass.
- Exhibitor Post-Paid tickets and Pay-In-Advance tickets are all Electronic.
- This new system eliminates on-site Will Call as the tickets will only be sent via email to your client or guest which allows for great flexibility.
- Now you can email a ticket once you have confirmation that your client is coming to the show.
- To set up ticket accounts for your brokers, please provide us with an excel spreadsheet. First Name, Last Name and Email Address in individual columns.

CREDENTIALS & PASSES

Set-up and Breakdown Pass

A Set-up/Breakdown Pass must be worn in order to gain admittance to the show grounds during the Set-up/Breakdown period.

- Set-up/Breakdown stickers can be picked up at the staging lot, with security or at the credential office. The credential office will open Wednesday, October 16, 2024.
- The Set-up/Breakdown pass will NOT be honored during the show.
- During the show you MUST have your credential and photo I.D. to gain entrance. **Credentials must be ordered & picked up ONLY by the Exhibit Representative listed on the space contract & reflected in EventsPass.**

Credentials: Exhibitors will receive a set number of credentials based on their space size – credential policy can be found [HERE](#).

- **Booth, Land, Bulk & Open Floor Exhibitor:**
Company executives and employees engaged in the presentation of your exhibit.
- **In-Water Exhibitor:**
Company executives and employees engaged in your in-water exhibit.
- **Crew Members:**
Captains and crew members staying aboard during the show.
- **Caterer:**
Representative of any outside catering services you require.
- **Participating Exhibitor:**
Dealers working a manufacturer’s exhibit **or** manufacturer’s or reps working a dealer’s exhibit. There is a **\$148.00** charge for each Participating Exhibitor Credential.
- **Overnight Passes:**
An Overnight Credential is a specific credential that must be requested by the Exhibit Representative or the Alternate Representative.
- **Restricted Service Contractor:**
For employees and outside contractors providing cleaning or servicing of your exhibit. Access to the show grounds is from 6:00 AM until the show opening each day. **(Not valid during show hours)**

IMPORTANT:

The last day to order credentials at no additional charge is Friday, October 25th. Beginning ON October 26th, each credential will incur a late fee of \$45.

- Credentials are non- transferable and will be confiscated if misused.
- Please wear your official printed credential so that it can be easily seen during the show or have the digital version from your Apple/Google Wallet ready to display if requested. **NO SCREENSHOTS ALLOWED. WE WILL BE REQUESTING I.D.**
- Credential orders will only be released to the Exhibit Representative listed on the space contract, a designated Alternate Representative or to the individual whose name appears on the badge.
- Credentials will not be released until all necessary balances with Informa Markets have been cleared & proof of insurance has been submitted to BoatShowInsurance@informa.com.
- All credential holders **MUST** have a valid picture I.D. to gain admittance to the show grounds.
Credentials are NON-Refundable even if the registrant does not come to the show. NO EXCEPTIONS

HOTEL AND TRAVEL ACCOMODATIONS

HOTEL SERVICES



onPeak is the only official hotel provider for the Fort Lauderdale International Boat Show 2024.

Booking within this block not only offers you exclusive discounted rates at a variety of Fort Lauderdale hotels, it also helps us ensure our continued partnership with the Fort Lauderdale Convention Center. Hotel room blocks are an important factor in securing a long-term commitment to host our boat show and we appreciate your support when you book through onPeak.

Benefits of booking with onPeak:

- Pay Delay
- No Fees
- Flexible Change and Cancellation Policies
- Group Reservations
- Hotel Rewards Points
- Support

We encourage you to book through onPeak for the best selection of hotels, availability, and price. Don't wait, rooms will run out!

Making your reservation is easy:

- Online at **OnPeak** - <https://www.flibs.com/en/hotels.html>
- By phone:
US: (855) 742 9183 Toll-Free International: (312) 527 7300

AIRPORT TRAVEL

Southwest: Discount available
Delta Airlines: 2-7% Discount
United Airlines: Discount available

Use code: **TBD** at www.southwest.com
Use code: **NM2Y8** at www.delta.com
Use code: **ZNRY768389** at www.united.com

Air Canada: Discount available

Use code: **TBD** at www.aircanada.com

Local Airports

Miami International Airport
5200 NW 21st Street
Miami, FL 33122
Phone: 876-7000

Fort Lauderdale/Hollywood International Airport
320 Terminal Drive
Fort Lauderdale, FL 33315
Phone: 954/359-1200

CAR RENTAL

Hertz: 20% Discount

Use code: **2188961** at www.hertz.com

EXHIBITOR ADD-ON OPPORTUNITIES

CATERING AND RECEPTIONS

Proof of The Pudding is the preferred caterer for the Fort Lauderdale International Boat Show. Proof of The Pudding adheres to all COVID-19 guidelines set forth by Broward County & has an impressive sustainability program. In the Exhibitor Kit you will find a complete menu & pricing list for all of your catering needs during the show.

SPONSOR AND CORPORATE PARTNERSHIPS

The opportunities to engage and connect with consumers in a world class setting are almost limitless at the World's Largest Boating and Yachting event. Developing partnerships and creating unique engagements to enhance branding, expand product awareness and launch new sales initiatives are all within reach. To learn more on developing a partnership that creates a next level experience for your consumers please contact Gabriella Llano at gabriella.llano@informa.com.

CONVENTION SERVICES

FORKLIFT SERVICE

- Forklift service is available for off-loading and set-up of equipment.
- The exhibitor is responsible for the supervision of all Forklift Service. Informa Services shall not be held liable for any loss or damage to the exhibitor's material(s) during Forklift Service. Exhibitors are not permitted to use their own forklifts.
- If you will require Forklift service, special handling or have unusual equipment, please complete, and return the forklift form with payment at least two weeks prior to your scheduled appointment.
- Please note that empty container storage will not be available for materials that require forklift services. These empties must be taken off the property by the exhibitor, or material handling charges will apply.
- **Vehicles that bring materials requiring forklift service must be privately owned.**
- Vehicles may NOT remain on property to wait for packing materials. All vehicles are required to have a working driver's phone number and booth location noted on vehicle pass, as they are subject to being towed at owner's expense.
- Material handling rates will apply to all vehicles that require ramp space.

MATERIAL HANDLING & CRATE STORAGE - THIS SERVICE MUST BE REQUESTED IN ADVANCE.

Option 1: Ship materials to Informa Services warehouse: Advance Rate will apply!

- Shipments received at Informa Services warehouse by the advance deadline date of September 20, 2024 will be placed in your exhibit space prior to your setup date and time.

Option 2: Ship materials directly to show site: Standard Rate will apply!

- Shipments received direct to show site must be delivered to show site 2 days prior to your scheduled setup date and time.
- Proof of insurance and appropriate CDL License, Class A or Class B will be required prior to getting your vehicle pass at staging. This is due to the ever-increasing cost of insurance and safety for all concerned.
- All carriers are required to check into staging before allowed on the property. Staging opens on Friday, October 18, 2024.

Important Note:

- **Material handling charges apply for both options.** Rates include all labor and equipment required to unload shipment, delivery to exhibit space, handling of empty containers to and from booth area, and reloading of shipment onto outbound carrier at the close of the event. **Option 1 also includes warehouse storage at no charge for 60 days prior to set-up time.** For more information, please contact: claire.vandyk@informa.com.

- If you choose to bring in your own materials to show site, and not use Informa Services you must make arrangements to remove your crates and packing materials. These materials can no longer have empty stickers purchased at show site. This is due to the large quantities of materials handled in advance and the inability to plan for these additional packing materials. **All vehicles are required to check into staging before allowed on the property.**
- Empty crate services are not provided for Personally Owned Vehicles (POV's) or self-unloaders.

EMPTY CRATES

Shipments received at Informa warehouse by the advance deadline date of September 20th will be placed in your exhibit space prior to your setup date.

Shipments received direct to show site must be delivered to show site **2 days** prior to your scheduled setup date. All carriers are required to check in at staging before allowed on the property.

Bahia Mar Staging: 2494 East Sunrise Boulevard. Fort Lauderdale. Staging opens: Friday, October 18th.

All empty crates are required to be removed by Sunday, October 27th – 12:00 noon.

To accommodate move-out, we ask that you review and adhere to the following:

- An empty sticker must be applied to each container going into storage. Your Customer Success Team member will be distributing these to you during set up, however you will also be able to pick these up from Convention Services in the Credential Tent.
- Empties will no longer be stored for exhibitors bringing in their own materials. These empties must be taken off the property by the exhibitor or a Material Handling charge will apply.
- All empty containers (crates, boxes, fiber cases, etc.) are stored on trailers off the property.
- The return of empty containers will commence between Sunday night, November 3rd through Wednesday, November 6th.
- It is important to take note of your move out date for exhibitors with **no freight**, and for exhibitors **with freight** for when your designated carrier will be allowed on the property to pick up your shipment.
- CARRIERS will only be allowed on the property for shipment pickup on exhibitor freight designated move out date.
- Bills of lading and labels can be picked up at the Convention Services office in the Credential Tent. Once packed up, the completed Bill of Lading must be turned into the office for proper shipping of your freight.
- While Informa will take every precaution with all crated material, empty or full, each exhibiting company should maintain proper insurance coverage for all exhibit material. As this is an outdoor event, inclement weather is possible. It is solely your responsibility to cover or otherwise protect your freight from any such unexpected occurrences.
- If it is your preference to use a carrier other than the preferred carrier, AERONET WORLDWIDE – it is your responsibility to make the necessary pickup arrangements and a completed bill of lading must be turned in at the Convention Services office in the Credential Tent for all shipments.
- In the event any shipment must be returned to our warehouse for shipping out (the specified carrier did not show, paperwork was completed incorrectly or not at all, etc.), there will be a return to warehouse charge per shipment. This charge must be settled before Informa will release the shipment to any carrier.

MOVE IN/MOVE OUT

IN-WATER SET-UP / MOVE-IN

Information will be available 2 weeks prior to your scheduled move-in day. Exhibitors will be contacted directly by your In-water representative.

- **Moving Boats In-Water:** A Set-up Official will be on hand in each dock area to assist in finding your location. Set-up Officials will be monitoring **VHF Channel 71**, should you need to contact us upon arrival
- **ALL MATERIALS MUST BE DELIVERED TO THE DOCK AREAS VIA INFORMA MARKETS FLOATING DOCKS, NOT USING BAHIA MAR PERMANENT DOCKS FOR ANYTHING THAT CANNOT BE HAND CARRIED.** Convention Services will place all crates at the closest Informa Markets floating dock entrance point, for specific information please contact Convention Services.
- **Early Arrivals In-Water:** It may be possible to accommodate some boats earlier than the time scheduled. If you would like to bring your boats to the Show early, please contact Dean Fillichio at (954) 541-1721 or Scott Cohen (786) 330-2160.
- **Superyacht Village:** Report directly to your in-water assigned slip at your designated set-up time. A Set-up official will be on hand to assist you.
- **Multi-Boat Land Displays:** We ask that you assemble all your boats at the staging area prior to your scheduled appointment. This will allow your truck to pick up a boat from staging, drop it off at the Show site and return for the next boat in the shortest possible time.
- **Unloading Boats:** If you require the off-loading of boats there is no charge for this service. An Exhibit Coordinator from your company must be present so he can advise us of the proper rigging and supervise the unloading and loading of your boats. Any boats handled without Exhibit supervision is not the responsibility of Informa Markets if damages occur.
- **In-Water Set-up:** Boats must be in place prior to the "Move-in Deadline" listed on the Set-up Schedule for In-Water Exhibits. It is extremely important that you make special note of the Set-up schedule for your exhibit. After this time, the floating docks will be put in place and it will be **impossible for any boat to go in or out until Monday, November 4th. PLEASE BE ON TIME.** Remember that there are boats assigned to the removed sections of the floating docks and these Exhibitors cannot prepare for the Show until the sections are in place.
- **Dock Preservation:** Informa has made a substantial investment in new docks to provide a better boat show experience for our exhibitors and attendees alike. To be sure these docks last, exhibitors are not allowed under any circumstances to drill or screw into the new plastic/synthetic wood deck boards. During the show, the docks will be inspected. Any exhibitor to be found non-compliant and to have drilled, screwed, or otherwise secured materials to the new synthetic docks, will be fined \$500 per damaged plank. There are alternative ways of securing the docks without causing permanent damage. For flag-pole base alternatives available please contact your sales representative. Use of any alternative method to secure docks must be approved in advance.

KEY REMINDERS:

- When arriving by boat, please obey posted speed limits and use proper boating safety rules and regulations.
- PLEASE be on time for your scheduled appointment.
- Familiarize all personnel with procedures.
- Please be patient.
- PLEASE BRING AN ABUNDANT SUPPLY OF LONG LINES AND FENDERS AS WE DO NOT PROVIDE THEM.

BOOTH AND LAND SET-UP / MOVE-IN

Staging will be open Friday, October 18th.

- It is extremely important for you to adhere to your designated move in day.
- To access the property with your vehicle you are required to check in with your vehicle at staging, located at 2424 East Sunrise Boulevard, Fort Lauderdale.
- You will not be allowed on the property with your vehicle without a staging pass.
- Your vehicle may not remain on the property during your set-up.
- You have a maximum of 1 hour to unload and then to remove your vehicle off the property.
- **TO AVOID STAGING** - if you have items that can be hand carried or hand carted, we will have parking across the street at the South Beach Lot for a flat daily rate. You can pay by cash or with credit card upon entering the parking lot.

STAGING

Beginning **Friday, October 18th**, you can only access the Bahia Mar and Hall of Fame Show sites via the staging area.

- A set-up Official will issue a Vehicle Set-up Pass at the staging area and will direct the driver to the proper drop-off point on the Show grounds. **Absolutely no vehicles will be allowed on Show grounds without this pass.**
- Please be certain that your driver understands that he/she is not to go to the Show site directly. Place the Vehicle Set-up Pass in the windshield so that it is clearly visible.
- **Staging area is located at 2494 E Sunrise Blvd, 33304.**

SECURITY DURING BREAKDOWN

The Show closes on Sunday, November 3rd, 2024 at 6:00 p.m.

One of the biggest problems faced by this or any show occurs during the breakdown of accessory exhibits. While there are procedures and security checks, it is impossible to control the rush of Exhibitors and their personnel removing materials from the Show. Exhibitors will not be permitted to remove items from the Show until 30 minutes following the close of the Show.

Many accessory Exhibitors with small items take advantage of the special Breakdown period on the closing day of the Show (6:30 p.m. - 10:00 p.m.). While this is very hectic and may not be convenient for you, it is certainly the best way to prevent theft or damage.

If you cannot remove your exhibit during this period, here are a few simple steps that should prevent any problems:

- Pack all exhibit materials at the close of the Show.
- Group all small items together and cover with tarps.
- Dismantle any display cases or signs that could be knocked over and damaged.
- Move all materials and carpet as far back from the aisles as possible.
- Return the following day as early as possible to begin removal of your exhibit.
- **Informa Markets assumes no responsibility for materials left in your exhibit areas.**

REMOVAL OF ALL EXHIBITS

It is very important that you check your specific Breakdown time on the Breakdown Schedule. If Convention Service must pack up your display, you will be responsible for both labor and material handling charges. If unpacked materials are left behind it will be at the discretion of Convention Services, to dispose of and/or return your materials to the warehouse at the exhibitor's expense. It is in your best interest to be as prompt as possible for your scheduled Breakdown appointment.

IN-WATER EXHIBITS

Please make note of your specific “Move-Out Time” on the Breakdown Schedule. Due to our contract requirements with Bahia Mar (which includes considerable financial penalties for late removal of the show), we must insist on your cooperation. Boats not removed on a timely basis will be towed and placed in storage at the Exhibitor’s expense. The floating docks will be opened as early as possible on Monday, November 4th. It is suggested that those Exhibitors inside the floating docks plan to remove their boats beginning early Monday morning. It is requested that you transport as much of your exhibit materials as possible from the show grounds by boat. It will be much easier for you, and a great help to those Exhibitors with Land and Booth displays if you can avoid bringing a vehicle on to the show grounds. Should it be necessary for you to have a vehicle on the show grounds during breakdown, please remember to check in at the staging area first, before you go to the show-site.

EXHIBITOR GUIDELINES AND INFORMATION

ADMITTANCE TO THE SHOW

Pre Show: Entrance to the Show grounds will be permitted each morning at 7:00 a.m. The main entrance is on the northeast side of the Bahia Mar Show Grounds, and the entrance at the South gate will also be available to Exhibitors. Hall of Fame Marina & Las Olas Marina: Entrance will be permitted each morning at 7:00 a.m. **All exhibitors should be at their booth/display 15 minutes prior to the show opening.**

Post Show: In order to maintain security protection, it is requested that all exhibit personnel leave Show site within 30 minutes after the close of the Show each evening. Police and security staff have been instructed that only those with proper authorization (Credential stating overnight access) are allowed to be on Show grounds after that time. **We will request a picture I.D. along with your Overnight Credential.**

CODE OF CONDUCT

We want everyone who comes to our events to have a great experience. Whether you are attending, speaking, exhibiting, sponsoring or working with or for us, our focus is on creating an environment and experience that everyone can participate in and benefit from. This Code of Conduct explains our expectations. Anyone at the event who behaves in an unacceptable way will be asked – and expected – to stop doing so immediately, and we can also cancel your access and remove you from the event. <https://www.informamarkets.com/en/code-of-conduct.html>

BOOTH EXHIBITS – STANDARD EQUIPMENT

- All booth units are supplied with a standard 8 ft. high backwall drape and 3 ft. high sidewall dividers. All Booth exhibits shall be limited to an 8 ft. backwall with no portion of the display extending out from the backwall more than 1/3 of the total space depth at a height exceeding 8 ft. All exhibits shall be erected so as not to obstruct the view of neighboring exhibits.
- Due to Fire Department regulations, we can no longer allow you to store items behind your exhibit space around the perimeter of the tent. If we must remove your items, they will be either thrown out or stored by our convention services department and you will be charged. This new rule will strictly be enforced. The Yacht Builders Pavilion, 400-500 Tent and Engine Tent are exempt from this restriction.
- All aisles are carpeted. If carpet is not included in your booth price; carpet may be ordered through Convention Services.
- Exhibits and displays should not exceed the height of the exhibition stand walls unless written permission has been received from the Organizer. The Organizer reserves the right to order the alteration or removal of any exhibition stand which differs from the approved plan or which does not conform to any of the required specifications. The costs of any alteration and/or removal shall be entirely borne by the Client. If such alteration or removal is not made within the time required by the Organizer, the Organizer may undertake the same at the risk and cost of the Client, which shall reimburse the Organizer on demand.
- The aisles are the property of the entire show and each Exhibitor has the responsibility to assure proper flow of traffic through the entire show. When large crowds gather to watch a demonstration or for sampling and interfere with the flow of traffic down aisles or create excessive crowds in neighboring booths, it is an infringement on the rights of other Exhibitors. Aisles must not be obstructed at any time.

CASH & CARRY – SALE OF MERCHANDISE

Exhibitors who would like to sell on-site but do not have a Florida State Sales Tax Certificate must submit a Cash and Carry form. If you plan to participate in this program, the Cash & Carry form must be completed and returned to Informa Markets prior to October 25, 2024. **Please Note:** Sales tax is 7% in Broward County.

CLEANING PERSONNEL (IN-WATER)

If you are planning to use a cleaning crew that is not part of your exhibit staff a Restricted Service Contractor Credential will allow them access to your exhibit between 6:00 a.m. and the Show opening each day. We reserve the right to request a picture I.D.

Please note: All outside contractors and cleaning firms must be licensed and insured.

EXHIBITOR STRUCTURES

- Any Exhibitor wishing to build their own structure in lieu of using a tent must have such structure inspected by a licensed Florida structural engineer for written certification that such structure can withstand wind gusts of 60 miles per hour.
- Exhibitor shall furnish Informa Markets with such written certification from such structural engineering prior to commencement of the show. Exhibitor's failure to provide such written certification shall be considered grounds for removal from the show.
- Such structures may also require a permit from the Zoning Department and the Fire Department, and Exhibitor must comply with all requirements from such entities.

RECEPTION RULES AND REGULATIONS

- Informa Markets must be notified in writing of date(s) and time(s) of any party or reception.
- All exhibiting companies that have a cocktail party or reception are responsible for the charges incurred for the clean-up of debris from the activity, in the event any exhibiting company schedules a cocktail party or reception without notification to Informa Markets, the rates listed on the After-Hour Reception Form plus a 30% surcharge will be applied.
- All cocktail parties and receptions are limited to 10:00 P.M.
- It is the sole responsibility of the exhibiting company to notify delivering companies (catering companies, musicians, florists, etc.) to the Rules and Regulations and the drop off points at the Show. (Please refer to the rules and regulations located in the Exhibitor Manual and on the Contract for Exhibit Space).
- **No vehicles** will be allowed on the show property during show hours.
- All catering companies must deliver equipment and/or supplies at least one hour prior to show opening. Catering equipment cannot be removed from the premises until ½ hour **after** show closing. Absolutely no equipment can be removed during published show hours. All catering companies must follow COVID-19 guidelines.
- The drop off point for any equipment entering the Boat Show during show days will be located on the street at the front entrance of the show. Any vehicle must be unloaded at the designated spot on the street and removed immediately.
- Any musicians, bands, and/or other talents and any equipment to be used by them must abide by the same rules for the delivery of their equipment. Refer to the rules and regulations located in the Exhibitor Manual and your Contract for Exhibit Space for detailed information.
- Please be sure that all guests have an admission ticket. To access the show property, each guest must have an admission ticket, either purchased or a guest ticket provided by the exhibiting company. **Invitations alone, does not** admit any guest onto the show property during show hours.
- You must provide one of your personnel to be at the gate throughout the event.
- Two (2) copies of the invitation must be sent to **Amanda Kaaa** - amanda.kaaa@informa.com prior to October 14th.

SAFETY PRECAUTIONS

- All product demonstration involving any moving and potentially hazardous machines, displays or parts, must have hazard barriers to prevent accidental injury to spectators.
- Demonstrations must always be supervised by exhibit personnel who can stop the demonstration in the event of an emergency and all demonstrations involving potentially hazardous by – products, such as dust, fumes, sparks, or flames, etc., must be approved in writing by Informa Markets thirty (30) days prior to the show opening.

SECURITY RECOMMENDATIONS

As you acquired insurance coverage to protect your exhibit and product(s) against damage or loss, here are additional tips to keep in mind.

- Unpack product as close to the show opening as possible. At the close of the show, we suggest that you stay at your booth until these valuables are repacked.
- Treat especially valuable goods such as prototypes as irreplaceable. If they truly are one-of-a-kind, hire your own security guard. **Under no circumstances** should such goods ever be left unattended. Flat Screens, televisions, DVD's, laptops, and other electronic devices are particularly vulnerable to theft.
- Remove tapes or discs at night and store them in a safe place. Keep close tabs on personal items (cell phones, purses, laptops, briefcases, etc.)
- Do not put articles of any value in a container marked "Empty Storage", or behind the booth.
- At the close of business each day, cover all display tables. This establishes a barrier to curiosity seekers and other would-be-thieves from selecting such items to steal later.
- Any suspicious activity or the presence of unauthorized visitors should be reported immediately to the Show Office or to security.

All exhibitors should arrange complete property coverage for the value of their exhibit and exhibit contents. It is understood and agreed by attending the event that Informa does not provide property liability. Should a property loss not limited to property damage or property theft occur at the event, Informa's maximum liability is \$500.00 total for the event.

SOUND

No amplifiers or loud speakers may be operated in individual exhibits. Self-contained, automatic motion picture equipment, slide projectors or other audio/visual equipment may be operated in individual exhibits only with the understanding and signed approval of Informa Markets. No television receivers will be permitted except those designed for marine use and exhibited by the manufacturer. Informa Markets reserves the right to determine at what point sound constitutes interference with others and must be discontinued.

RULES AND REGULATIONS

The “FORT LAUDERDALE INTERNATIONAL BOAT SHOW®” is produced and managed by Informa Markets. All decisions regarding space assignments, nature and style of exhibit, floor management before, during and after the Show hours shall be made by Informa Markets. Informa Markets shall have full power in the interpretation and enforcement of these rules and regulations and the power to make amendments thereto and such further rules and regulations as they shall consider necessary for the proper conduct of the Show.

CHARACTER OF EXHIBITS

Only those products or services directly related to the design, construction and use on recreational boating and the marine industry will be eligible for display and only with the written approval of Informa Markets. Exhibitors shall display their products and conduct their business only within their assigned space. No placard, stickers or other signs relating to non-exhibiting firms will be allowed in individual exhibits or anywhere else in the Show. Lotteries, drawings, guessing games, or prize contests of any kind sponsored by individual Exhibitors are subject to Informa Markets prior written approval. No horns or alarms, whether part of the equipment of boats or separate exhibits, will be permitted to be operated. Flashing signs or lights and revolving flasher lights are prohibited. No amplifiers or loudspeakers may be operated in individual exhibits. Self-contained, automatic motion picture equipment, slide projectors or other audio/ visual equipment may be operated in individual exhibits only with the understanding and signed approval of Informa Markets. No television receivers will be permitted except those designed for marine use and exhibited by the manufacturer. No advertising or printed matter, which, in the opinion of Informa Markets, is undignified or otherwise objectionable, shall be distributed. Exhibitors have the right to distribute catalogs and other printed matter, approved by Informa Markets, from the space occupied by them, but in no other way. No open-flame devices, welding, cutting or razing equipment; ammunition, radioactive devices; flammable liquids; blasting agents or explosives; aerosol cans with flammable propellant; gas-operated cooking equipment, materials and operations that increase risk to fire and life safety. No liquid propane. Any vehicle displayed in the show must have the battery cables disconnected. The gas tank must either be taped shut or have a lockable gas cap and may contain no more than a quarter (1/4) tank fuel. Use of glitter and confetti is not permitted. Animals and pets of any kind are not permitted. All unsafe conditions or activities will be terminated immediately upon request.

PAYMENT OF SPACE

Application for space must be submitted on the official contract application form and must be accompanied by the deposit specified therein. After allocation of space, each applicant must execute a signed contract for space with Informa Markets and make additional payments as provided in said contract. **CREDENTIALS WILL NOT BE RELEASED UNTIL ALL PAYMENTS FOR SPACE RENTAL HAVE BEEN MADE & CERTIFICATE OF INSURANCE HAS BEEN RECEIVED.**

SUBLEASING

Exhibitors may not sublease, assign or apportion their space. No more than one firm may exhibit in a single space without the written permission of Informa Markets. No goods or products other than those manufactured or sold in the regular course of business shall be displayed by Exhibitor.

LAND & BULK EXHIBITS

Boats and trailers must be within the boundaries of their space. Boats or engines that are unloaded must be placed with the proper equipment to assure the safety of the public and your company. Informa Markets shall have no liability regarding this procedure. Individual Electric service is not provided in the Land exhibit area; however, service is available at the Exhibitor's expense.

IN-WATER EXHIBITS

Electric service is available at each slip as shown on the enclosed Electrical Service Order Form. Should your boat(s) require special service not identified on the form, please call our office. It is essential that you fill out the form and return it along with the deposit required before the deadline. Orders received after the deadline will be charged at the standard rate. Boarding devices, signs and other exhibit materials placed on the floating docks must not protrude more than 24 inches from the edge of the dock. Please submit a drawing showing your proposed signs or displays that would protrude onto our docks. No nailing or anchoring allowed, we need complete access to the side boards on our floating docks that allow us to service the water and Electric which is in the utility track. We reserve the right to remove any obstruction to the side boards of the dock.

LIGHT & POWER

Sufficient lighting will be provided for general illumination of the entire Show area. Exhibitors requiring special lighting, or an electric outlet should see the Electrical Service Order Form in the exhibitor kit.

CARE AND STAFFING OF EXHIBIT

Informa Markets will arrange for cleaning docks, tent and general Show area. Exhibitors must, at their own expense, keep their exhibit area clean, boats washed, and total exhibit in a first-class condition. No pets will be allowed on the Show grounds at any time. Each Exhibitor is responsible for the space occupied and shall make, at its sole cost and expense, all repairs thereto, made necessary by the negligence of the Exhibitor, its licensees, employees, agents and visitors. Any movable items such as signs, umbrellas, table and chairs must be secured by the exhibitor and regularly monitored so that they do not become unsecured and become a hazard to the exhibitor, employees, contractors or attendees to the show.

EXHIBITS MUST BE ADEQUATELY STAFFED AT ALL TIMES DURING SHOW HOURS AND NOT LEFT UNATTENDED.

INSTALLATION AND REMOVAL OF EXHIBITS

All exhibits must be removed in accordance with the breakdown schedule. Any exhibit or boat not removed on a timely basis will be removed and stored at the Exhibitor's expense. The set-up and breakdown schedules, as identified online, must be strictly adhered to for the safety and convenience of all Exhibitors and the timely presentation of the show. Please pay special attention to the schedule as it relates to your exhibit. Installation and removal of exhibits shall be made at the expense of the Exhibitor. Forklift/Crane service will be available upon request in advance. Requests for special services should be made in writing at least fifteen (15) days prior to the show opening. A service desk will be set up during the installation period to receive orders for any special services required to coordinate the activities of all service personnel. A Set-up Official will be on hand to assist Exhibitors during the installation period.

ORDINANCE COMPLIANCE

All Electrical, Fire and Health Department regulations, and all City, State, and Federal laws shall be complied with by all Exhibitors.

HOURS OF EXHIBITION

ABSOLUTELY NO DISMANTLING OF ANY PORTION OF ANY EXHIBIT WILL BE ALLOWED PRIOR TO 30 MINUTES AFTER SHOW CLOSING. Informa Markets reserves the right to alter the show hours without advanced notice to Exhibitors and to require immediate evacuation of the Show site including, people and/or exhibits in the event of a Force Majeure (hurricane, tornado, storm or other "Acts of God") or government interference, without liability to the Exhibitors.

INDEMNITY INSURANCE

Neither Informa Markets, the Marine Industries Association of South Florida, Bahia Mar Yachting Center, Hall of Fame Marina, Sailfish Pavilion at Broward Convention Center, 17th Street Yacht Basin (Hilton Fort Lauderdale Marina), Las Olas Marina, and Pier 66 nor their representatives or agents ("indemnified parties") shall be liable or responsible for any injury to

Exhibitors, or their employees, or guests, or visitors while within the confines of the Exhibit Space or while on any boat (or boarding device thereto) which the Exhibitor has in the water at the Boat Show; nor shall they be liable for the loss or damage to any goods from any cause whatsoever while the same are in transit to or from the Show, or while they are located in the Exhibit Space. Exhibitor hereby indemnifies and holds the Indemnified Parties harmless from all such claims, liabilities, damages and expenses (including attorneys' fees) arising from the foregoing injuries, losses or damages. The indemnity provisions contained herein shall survive the expiration or earlier termination of this Agreement. Exhibitor shall be responsible at its expense for obtaining commercial general liability insurance with minimum limits of \$1,000,000.00 per occurrence and shall provide a certificate of insurance not less than 45 days prior to show opening naming Informa Markets as an additional insured.

GENERAL SHOW POLICIES

Bag/Weapons Check: We will perform random bag checks of Exhibitors and attendees. This will take place at every entrance and every facility. In addition, we will have security dogs roaming the Show grounds.

Bicycles, E-Bikes, E-Scooters, Rollerblades, Segways and One Wheels: The riding of Bicycles, E-Bikes, E-Scooters, Rollerblades, Segways, One Wheels and "Heelys" (sneakers with embedded wheels) are prohibited at all times inside the Show.

Guide Dogs & Service Animals: Guide Dogs and Service Animals are welcome at The Fort Lauderdale International Boat Show® provided they are leashed or under similar control as appropriate. Since questions sometimes arise regarding Service Animals when the need is not obvious, we suggest that patrons have a certificate, license or some other document showing their need for their service animal. The owner takes full responsibility of his/her animal.

Lost & Found: During the Show lost and found will be at the Show Office located at the main entrance. Once the show is over please call Informa Markets at (954)764-7642 or email YPI@informa.com to inquire about your lost item.

Medical: CALL 911 IF IT IS AN EMERGENCY. Any medical issues on show site please call the Show office immediately (954) INFORMA.

Smoking Policy: All tent sites are nonsmoking. There are smokeless ashtrays on show site - we encourage you to please use them.

Weapons Policy: Please read this entire policy before attending The Fort Lauderdale International Boat Show®. Failure to follow this policy may result in your removal from the Show Location. The Fort Lauderdale International Boat Show® has a **No Weapons Policy**.

The following items are forbidden at The Fort Lauderdale International Boat Show® at all locations:

- Functional firearms (including handguns, long guns (shotguns and rifles), air soft guns, BB guns, cap guns, paintball guns, and pellet guns)
- Functional projectile weapons (including blow guns, crossbows, long bows, silly strings, slingshots, water balloons, and water guns)
- Metal-bladed weapons (including axes, daggers, hatchets, knives, kunai, shuriken, swords, sword canes, and switch blades)
- Explosives (including firecrackers and fireworks)
- Chemical weapons (including mace and pepper spray)
- Blunt weapons (including brass knuckles, clubs, and nunchaku)
- Instruments which cause excessive noise (including vuvuzelas)



FORT LAUDERDALE
INTERNATIONAL

BOAT SHOW

IN-WATER SIGN & BANNER REGULATIONS 3D

ABC YACHTS' and/or
XYZ YACHT SALES'
COMPANY SIGN/BANNER
(REFER TO #2N THE LEFT)

XVZ YACHT SALES'
COMPANY SIGN/BANNER
(REFER TO 20N THE LEFT)

AS YOU MAY WELL KNOW, WE DO ALLOW IN-WATER EXHIBITORS TO DISPLAY THEIR COMPANY SIGNS, BANNERS AND DESIGNS ON OUR FLOATING DOCKS DURING THE BOAT SHOW. HOWEVER, THERE ARE SOME GUIDELINES THAT **MUST BE FOLLOWED** TO ENSURE THE PASSAGEWAY FOR GUESTS ON DOCKS AND PROPER DISPLAY FOR YOUR COMPANY OR PRODUCT.

THE RED "FLAG" SYMBOL AND DESIGNS SHOWN ON THE DIAGRAMS TO THE RIGHT REPRESENT THE START AND STOP POINTS FOR COMPANY SIGNS, BANNERS AND/OR DESIGNS YOU MAY WISH TO DISPLAY ON BOATS OR FLOATING DOCKS. YOU NEED TO MAKE SURE THAT YOUR COMPANY'S SIGNS, BANNERS AND/OR DESIGNS COMPLY WITH THESE REGULATIONS, OTHERWISE YOU MAY BE ASKED TO RELOCATE OR REMOVE THEM AT ANY TIME DURING THE SHOW. FOR ADDITIONAL QUESTIONS, PLEASE CONTACT YOUR SALES REP.

YOUR SIGN, BANNER OR DESIGNS MUST NOT ENCR OACH INTO THE EXHIBIT SPACE OF ANOTHER EXHIBITORS, PLUS ON FLOATING DOCKS EDGE BUILDABLE AREAS WITHIN 1 FOOT MAXIMUM ACTUAL SHALL BE USED.

(1) UNLESS YOUR BOATS **ARE** DISPLAYED STERN-TO ON BOTH SIDES OF THE FLOATING DOCK, THERE SHALL BE NO SIGNS, BANNERS OR DESIGNS THAT SPAN THE WIDTH OF THE FLOATING DOCK.

(2) UNLESS YOUR BOATS ARE DISPLAYED SIDE-TO ON BOTH SIDES OF THE FLOATING DOCK, THERE SHALL BE NO SIGNS, BANNERS OR DESIGNS THAT SPAN THE WIDTH OF THE FLOATING DOCK.

(3) IF YOUR BOATS ARE DISPLAYED ON ONLY ONE SIDE OF THE FLOATING DOCK, THE ONLY AREA AVAILABLE TO DISPLAY YOUR SIGN, BANNER OR DESIGNS IS ON THE BOAT(S) OR ON THE DOCK EDGE WITH IN 1 FOOT MAXIMUM, CLOSEST TO YOUR DISPLAY, FROM YOUR FIRST BOAT TO YOUR LAST.

(4) IF YOU ARE DISPLAYING ONLY ONE BOAT, THE ONLY AVAILABLE DISPLAY FOR YOUR SIGN, BANNER OR DESIGNS IS ON THE BOAT OR ON THE DOCK EDGE WITH IN 1 FOOT MAXIMUM, CLOSEST TO YOUR BOAT.

ONLY THE COMPANY THAT IS CONTRACTED FOR THAT IN-WATER SPACE CAN ADVERTISE ON THE DOCKS AND/OR BOATS!

FLOATING DOCKS EDGE BUILDABLE AREAS WITHIN 1 FOOT MAXIMUM EACH SIDE ACTUAL SHALL BE USED!

NO EXCEPTIONS!

***INFORMA NEW PLASTIC DOCKS**

UNDER ANY CIRCUMSTANCES, DO NOT DRILL OR SCREW INTO THE NEW PLASTIC/SYNTHETIC WOOD DECK BOARDS. PENALTY FINE WILL BE ASSESSED.

***BAHIA IMAR PERMANENT DOCKS**



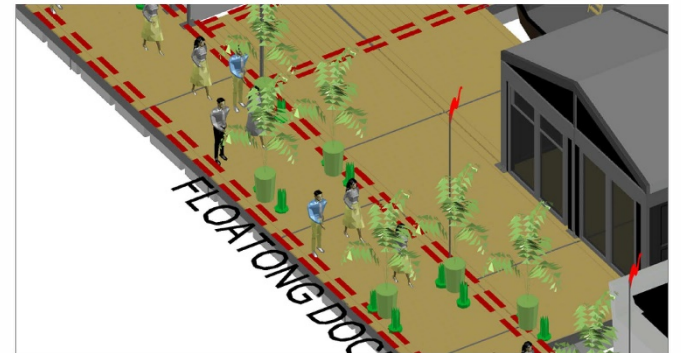
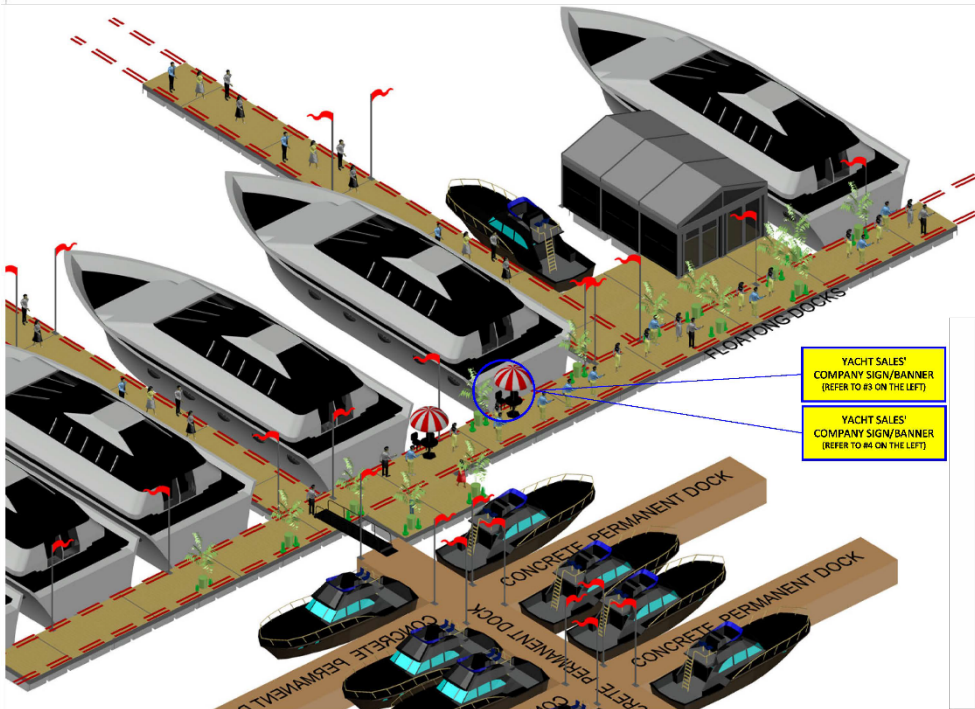
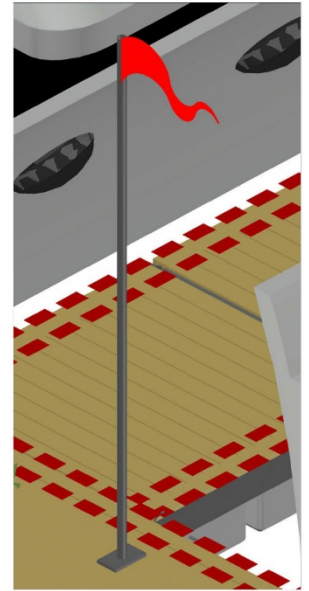
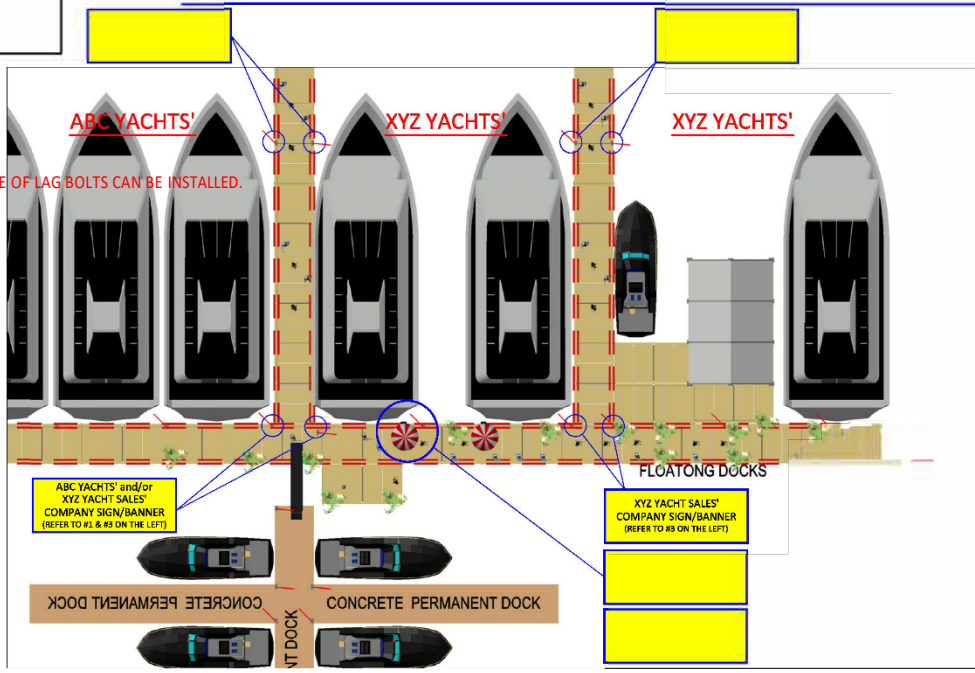
YACHT SALES'
COMPANY SIGN/BANNER
(REFER TO DON THE LEFT)

YACHT SALES'
COMPANY SIGN/BANNER
(REFER TOM ON THE LEFT)

YOUR SIGN, BANNER OR DESIGNS MUST NOT ENCR OACH INTO THE EXHIBIT SPACE OF ANOTHER EXHIBITORS, PLUS ON FLOATING DOCKS EDGE BUILDABLE AREAS WITHIN 1 FOOT MAXIMUM ACTUAL SHALL BE USED. (SEE ABOVE AND BELOW DISPLAYS) NO EXCEPTIONS!

Information Classification: General

NO SCREWS, BOLTS, TAPES OR ANY OTHER TYPE OF LAG BOLTS CAN BE INSTALLED.



ENVIRONMENTAL RULES & REGULATIONS: CAPTAINS / CREWS

The Department of Environmental Regulation provides the following information. Please follow all regulations so that we may continue to produce this show every year. These regulations will be enforced. Please enter the show area at idle speed.

PLEASE PAY ATTENTION TO THE FOLLOWING:

- NO WAKE ZONE
- MANATEE AREA
- NO FUELING OF VESSELS
- NO SEWAGE DUMPING
- VESSEL SEWAGE PUMP OUT IS PROHIBITED
- NO CHEMICAL PRODUCTS FOR CLEANING VESSELS
- NO CONTAMINATED BILGE PUMPING
- NO PROPULSION ENGINE OPERATION
- NO REPAIR OR MAINTENANCE OF ENGINES ON SITE
- NO HULL CLEANING INVOLVING SCRAPING OR JET WASHING

BEST MANAGEMENT PRACTICES

Discharge of Sewage from Vessels (excludes "Gray water"): *Marine facility operators shall advise all tenants of the following: It is illegal to discharge sewage from vessels into the waters. Illegal discharge of sewage from vessels is subject to stiff fines and repercussions.*

Waste Oil: *This includes waste engine oil, transmission fluid, hydraulic oil, and gear oil. Waste oil must be stored in non-leaking container clearly marked "waste oil" on an impermeable surface and covered in a manner that will prevent rainwater from entering the container. Oil spills must be removed from the site by a permitted waste oil transporter and receipts retained for inspection.*

New Oil: *This includes new engine oil, transmission fluid, hydraulic oil, and gear oil. These petroleum products must be kept in non-leaking containers on an impervious surface and covered in a manner that will prevent rainwater from entering the container. Leaking containers must be emptied promptly upon detection, either by transferring the product to a non-leaking container or by disposing of it in the "waste oil" container.*

Anti-Freeze Engine Coolant: Anti-freeze is considered a hazardous product and when drained from an engine, it must be stored in a clearly marked container on an impervious surface, under cover. It cannot be disposed of down a storm drain or sanitary sewer. It must be removed from the site by a permitted liquid waste transporter, and receipts must be retained for inspection. Care must be taken in handling these products and spills cleaned up promptly at the time detected.

Bilge Wastewater: *Bilge wastewater and "gray" water that is not contaminated by oil, fuel or other regulated containment's may be discharged onto surface waters or on land. Federal, state and local regulations prohibit the discharge of bilge wastewater and "gray" water that is contaminated by oil, fuel or other regulated containments. Boat owners shall be liable for complying with these regulations. "Gray" water shall mean wastewater from galley operations (dishwashing)and from hand basins and showers.*

Used Lead-Acid Batteries: *These must be stored on an impervious surface, under cover, and sent to or picked up by an approved recycler. Receipts must be retained for inspection.*

Pressure Cleaning: *The use of high or low-pressure water cleaning equipment for the initial rinse-off of a vessel hauled from the water is acceptable. However, any accumulated algae, oyster or barnacle build-up must be properly collected and disposed of in the regular trash. The use of this equipment to remove bottom paint from hulls shall be restricted to an area with an impervious surface, where the wastewater shall be contained, collected, and treated to remove paint solids to meet the sanitary sewer standards. If standards are not met, further treatment will be required prior to discharging to the sanitary sewers.*

Washing by Hand Above Waterline: Detergents and cleaning compounds used in washing boats shall be biodegradable. The wastewater generated by washing boats by hand shall not be considered an "industrial waste" or "other waste" as defined in chapter 24.

Sanding Hull or Topsides with Power Tools: Permitted facilities shall set and enforce their own rules regarding the use of power sanding tools. However, the sanding dust generated by this activity must be swept up and disposed of with the regular trash and may not be intentionally discharged into a storm drain or onto surface waters.

Waste Gasoline: Must be stored in a non-leaking container or impervious surface and covered to prevent rainwater from entering the container. The container must be clearly labeled "waste gasoline" and the storage location must conform to local Fire Codes. Whenever, possible waste gasoline shall be filtered and used as fuel. Waste gasoline shall not be discharged to the ground, storm sewers, or to surface waters. Waste gasoline must be removed from the site by a waste transporter permitted to handle this waste product and receipts must be retained for inspection.

Waste Diesel, Kerosene, and Mineral Spirits: These must be stored in non-leaking containers on an impervious surface and covered to prevent rainwater from entering the container. Each container must be clearly labeled with its contents. The storage locations shall conform to local Fire Codes. The disposal of these waste products must be by a waste transporter permitted to handle such wastes, and receipts must be retained for inspection. Waste petroleum products shall not be discharge to the ground, storm sewers or to the surface waters.

Grease: Spilled or waste grease shall be collected and put into the waste oil container. Residues remaining on the ground may be absorbed with "spill-dry" or a similar product and disposed of with the regular trash.

FLORIDA TAXATION OF BOAT SHOW EXHIBITORS: SALES/USE TAX

GENERAL RULES

A **seven percent** sales tax is imposed on every “retail sale” of tangible personal property within Broward County, Florida. Some counties impose additional local optional or discretionary surtaxes: 6.5%,7% etc. “Retail sales” include sales that take place in Florida and “mail order sales” by companies who are required to register as dealers under Florida’s sales tax law.

A “dealer” is any person who, among other activities, does the following:

- 1) sells tangible personal property;
- 2) solicits sales of tangible personal property;
- 3) leases tangible personal property;
- 4) sells, provides, or performs a taxable service; or
- 5) imports tangible personal property for use, consumption, distribution, or storage.

Sales tax is not imposed on “sales for resale,” that is, sales to persons or companies who themselves are registered as Florida sales tax dealers and purchase the item for resale. A dealer who makes a “sale for resale” to another dealer must obtain and keep on file a Florida resale certificate from the purchaser to document the exempt status of the sale. If a company makes sales in Florida, including sales at a boat show, it must register as a dealer with the Florida Department of Revenue (DOR) and must collect sales tax on its sales or obtain and keep on file Florida resale certificates. If it is required to be registered as a dealer with the DOR, a company must collect sales tax on Florida sales and must submit monthly sales tax returns and remittances to DOR. If an article of tangible personal property is brought into Florida and is subject to use tax, the DOR will allow credit for sales or use taxes paid to another state, U.S. territory or the District of Columbia. Credit cannot be given for taxes paid to another country. Purchasers who cannot show that Florida’s or another state’s sales tax has been paid at rate equal to or greater than Florida’s rate) upon the purchase of tangible personal property must pay use tax on the cost of the item. **Please Note:** The following examples are based upon the premise that an out-of-state exhibitor’s only presence in Florida is attendance at no more than a few Florida boat shows. Any additional presence or activities conducted by out-of-state exhibitor within Florida may result in different answers to some of the examples.

Sales at Boat Show for Immediate Delivery

Exhibitor Who Makes Only Retail Sales at Boat Show: An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show only to retail customers. This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns.

*Exhibitor Who Makes Only Wholesale Sales at Boat Show: **An out-of-state exhibitor attends a Florida boat show. Boat or accessories are sold or delivered at the show only at wholesale to persons who are registered as sales tax dealers. If the exhibitor has signed an Exhibitor’s Agreement, which prohibits it from making retail sales but allows it to make wholesale sales, the exhibitor is not required to register with the DOR as a dealer, or collect tax on the sales, because only sales for resale are made. If the exhibitor has not signed an Exhibitor’s Agreement, the exhibitor must register with the DOR as a dealer. In either case, the exhibitor must obtain and keep on file Florida resale certificates from the purchaser to document the exempt status of the sales.***

Exhibitor Who Makes Both Retail and Wholesale Sales at Boat Show: An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show both on a retail and wholesale basis. This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns remitting the tax on such sales. Florida resale certificates must be obtained and kept on file from all wholesale purchasers, to document the exempt status of those sales.

Sales at Boat Show for Future Delivery outside Florida

Exhibitor Who Takes Order at Show for Future Delivery Outside Florida: *An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to an address outside of Florida. These orders are subject to acceptance or rejection at the exhibitor's home office following an appropriate credit check, etc. The exhibitor is not required to collect the sales tax on these transactions, whether the exhibitor is registered as a Florida dealer or not.*

Sales at Boat Show for Future Delivery in Florida

Exhibitor Who Takes Orders at Show for Future Delivery in Florida But Does Not Receive Full Payment at the Show: *An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats and accessories at the show for future delivery to a Florida address.*

Case A: The Purchaser makes a deposit or partial payment at the boat show. The balance of the purchase is paid to the exhibitor after the exhibitor returns to the home office, for example, by wire transfer or by check mailed to that office. The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Case B: The purchaser pays for the goods by credit card. The credit card transaction is processed for authorization at the exhibitor's home office after the conclusion of the show. The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Exhibitor Who Takes Orders for Future Delivery in Florida But Does Receive Full Payment at the Show

An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to a Florida address. The purchaser completes payment for the goods in Florida, either by cash, a check for the full purchase price, or a credit card for which authorization is obtained during the show. This exhibitor is not required to collect the sales tax on these transactions, even if the exhibitor is registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Sales After the Show to Florida Residents

Exhibitor Receives Post-Show Telephone or Mail Orders from Florida: *An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, orders are received by telephone and mail for boats or accessories to be shipped to Florida. This exhibitor is not required to collect the sales tax on these transactions, even if the exhibitor registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boats or accessories.*

A Florida Resident Visits the Manufacturer's Plant after a Show and Places an Order for Delivery into Florida: *An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, a Florida resident visits the plant and places an order for delivery into Florida. The exhibitor is not required to collect the sales tax on this transaction, even if the exhibitor has been required to register as a Florida dealer because of the boat show activities. The seller must document that the purchaser was physically present at the plant when the sale was made to avoid any question about the tax status of the transaction. The purchaser is required to pay a use tax upon receipt of the boat or accessories.*

Related Issues

In addition to liability for Florida sales tax, exhibiting at a Florida boat show may trigger liability for one or more of the following:

- payment of Florida corporate income tax
- payment of Florida intangible property tax
- qualification as a foreign corporation with the Florida Secretary of State

The following is a general summary of these requirements:

Florida Corporate Income Tax (Chapter 220, Florida Statutes)

An out-of-state corporation whose only activities in Florida during its taxable year consists of attending boat shows and soliciting orders *that are approved or rejected outside Florida* (e.g., are approved at the exhibitor's home office after a credit check) and are filled by shipment or delivery from outside Florida is not subject to the Florida corporate income tax. If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show or *solicits and approves orders* at a Florida boat show for future delivery into Florida, may be subject to the Florida corporate income tax. Except in limited circumstances, an S-Corporation is not subject to the Florida corporate income tax, regardless of the extent of its activities in the state.

Florida Intangible Property Tax (Chapter 199, Florida Statutes)

A person who transacts business in Florida and on January 1 has receivables derived from business in the state, is liable for Florida intangible tax on the value of those receivables. An out-of-state person whose boat show activities are considered business regularly conducted with customers in Florida will be subject to this intangible tax. The tax return is due by June 30th.

Qualification with Secretary of State as Foreign Corporation (Section 607.1501, Florida Statutes) An out-of-state corporation whose only activities in Florida consist of soliciting boat show orders *that are approved or rejected outside Florida before they become contracts* (e.g., are approved at the exhibitor's home office after a credit check) is not required to register with the Florida Department of State as a foreign corporation. If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show or *solicits and approves orders* at a Florida boat show for future delivery, then it may be required to register as a foreign corporation.

HOW TO CONTACT THE DEPARTMENT OF REVENUE:

The DOR will provide more detailed information on tax matters upon request. For forms and general information, call Monday - Friday, 8 a.m. to 5 p.m. ET, at 1-800-352-3671. For specific questions regarding boats, contact the Boat Enforcement Unit, 5050 W. Tennessee Street, Building H-1, Tallahassee, Florida 32399-0100; (850) 488-3821. To obtain detailed written responses to your questions, write the DOR at Technical Assistance and Dispute Resolution, P.O. Box 7443, Tallahassee, Florida 32314-7443. The Miami service center to contact for additional information or forms is Suite 119, 8175 N.W. 12th Street, (305) 470-5001.

BAHIA MAR KEY CONTACTS

***On show site, please visit the show office to reach the contacts below.**

DIRECTOR OF SHOW SITE OPERATIONS - Please visit the show office to reach Gilberto Bobillo

ACCOUNTING

Andrea Bartha – Finance Manager – andrea.bartha@informa.com

CONCESSIONS

Susie Witte – Special Event Sales Executive – switte@proofpudding.com

CONVENTION SERVICES

Claire Van Dyk – Exhibitor Services Representative - claire.vandyk@informa.com

CREDENTIALS & TICKETS

Tiffany Fascher – Sr. Registration Manager – tiffany.fascher@informa.com

Anjelica Orta – Registration Specialist - anjelica.orta@informa.com

CUSTOMER EXPERIENCE

Customer Experience Team – cxteam@informa.com

ELECTRIC

Yemmy Gongora – Customer Service Representative - yemmy.gongora@informa.com

HOUSING

Erica Winchell - onPeak Housing - erica.winchell@onpeak.com

MARKETING

Staci Gillingham – Marketing Director - staci.gillingham@informa.com

PUBLIC RELATIONS - On show site, please visit the Media Office for questions
teamavoq@flibs.com

SALES

Dean Fillichio – Director of Sales - dean.fillichio@informa.com

Nick Pantner – Business Development Manager - nickolas.pantner@informa.com

Scott Cohen – Director of Sales – scott.cohen@informa.com

SECURITY/CLEANING/TRANSPORTATION/INSPECTORS

John Nigro – Sr. Director of Operations - john.nigro@informa.com

WIFI SERVICES

Wolodymyr Danylyshyn – Sr. IT Director - wolodymyr.danylyshyn@informa.com

LOCAL SERVICES AND DINING

Office Supplies and Shipping Services

Office Depot: 914 N Federal Hwy, Ft Lauderdale, 33304 (954) 233-4973 Hrs: Mon-Fri 9am-8pm Sat 10am-7pm Sun 10am-6pm	FedEx/Kinkos: 300 N. Federal Hwy, Ft Lauderdale 33301 (954) 467-1007 Hrs: Mon-Fri Open 24 Hours
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Bank

Bank of America: 901 SE 17 th St, Ft Lauderdale 33316 (954) 527-8507 Hrs: Mon-Fri 9am-4pm Sat 9am-1pm Sun Closed	Wells Fargo: 3300 N. Federal Hwy, Ft Lauderdale 33306 (954) 467-5255 Hrs: Mon-Fri 9am-5pm Sat 9am-12pm Sun Closed
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Drug Stores

Walgreens: 1680 SE 17 th St, Ft Lauderdale, 33316 (954) 467-5448 Hrs: Mon-Sun 7am-12am	CVS: 1700 S Federal Hwy, Ft Lauderdale, 33316 (954) 462-8185 Hrs: Open 24 hours
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Supermarkets/Convenience Stores

Publix: 1940 Cordova Rd, Ft Lauderdale, 33316 (954) 847-2844 Hrs: Mon-Sun 7am-10pm	Whole Foods Market: 501 SE 17 th St, Ft Lauderdale, 33316 (954) 380-8440 Hrs: Mon-Sun 8am-9pm
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Liquor Stores

Total Wine & More: 1906 Cordova Rd, Ft Lauderdale, 33316 (954) 828-9463 Hrs: Mon-Thu 9am-10pm Fri-Sat 9am-11pm Sun 9am-10pm	Publix Liquor: 1940 Cordova Rd, Ft Lauderdale, FL 33316 (954) 847-2844 Hrs: Mon-Sun 7am-10pm
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Restaurants

Boatyard: 1555 SE 17 th St, Ft Lauderdale 33316 (954) 525-7400 Hrs: Mon-Tue 11:30am-10pm Wed 11:30am-12pm Thu-Fri 11:30am-12pm Sat 10am-12am Sun 11:30am-10pm	Breezes Café & Bar: 801 Seabreeze Blvd, Ft Lauderdale, 33316 (954) 764-2233 Mon-Thu 6:30am-2:30pm, 4pm-10pm Fri-Sat 7am-2:30pm, 4pm-11pm Sun 6:30am-2:30pm, 4pm-10pm
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Coffee Shops

Starbucks: 921 SE 17 th St., Ft Lauderdale 33316 (954) 767-0137 Hrs: Mon-Sun 5:30am-7:30pm	Press and Grind Cafe: 1300 SE 17 th St, Ft Lauderdale 33316 (954) 368-5788 Hrs: Mon-Sun 7am-6pm
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Transportation Services

Uber: https://www.uber.com/	Lyft: https://www.lyft.com/
Yellow Cab Taxi: (954)777-7777	

Hospitals/Medical Centers **CALL 911**

Broward General: 1600 S. Andrews Ave, Ft Lauderdale, 33316 (954) 355-4400 Hrs: Mon-Sat 9am-8pm Sun Closed	Holy Cross Hospital: 4725 N. Federal Hwy, Ft Lauderdale 33308 (954) 771-8000 Hrs: Open 24 hours
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