

# ATTENDEE DEMOGRAPHICS



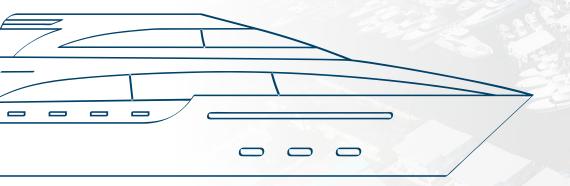


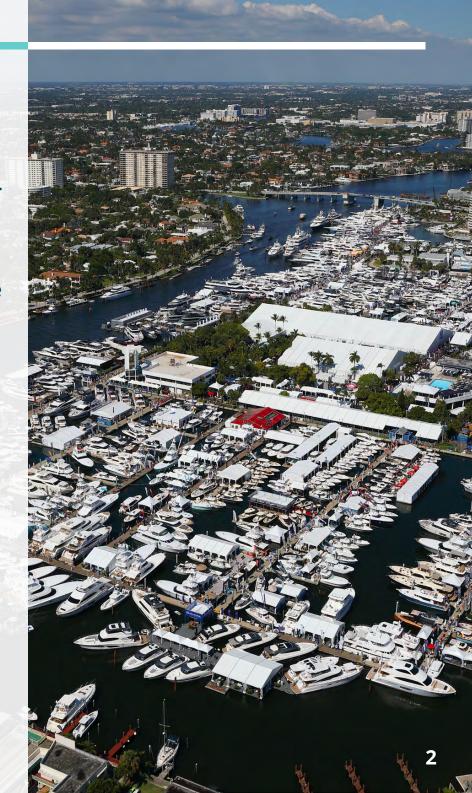
## **SHOW OVERVIEW**

The Fort Lauderdale International Boat Show (FLIBS), owned by the Marine Industries Association of South Florida (MIASF) and produced by Informa Markets, is recognized as the largest in-water boat show in the world.

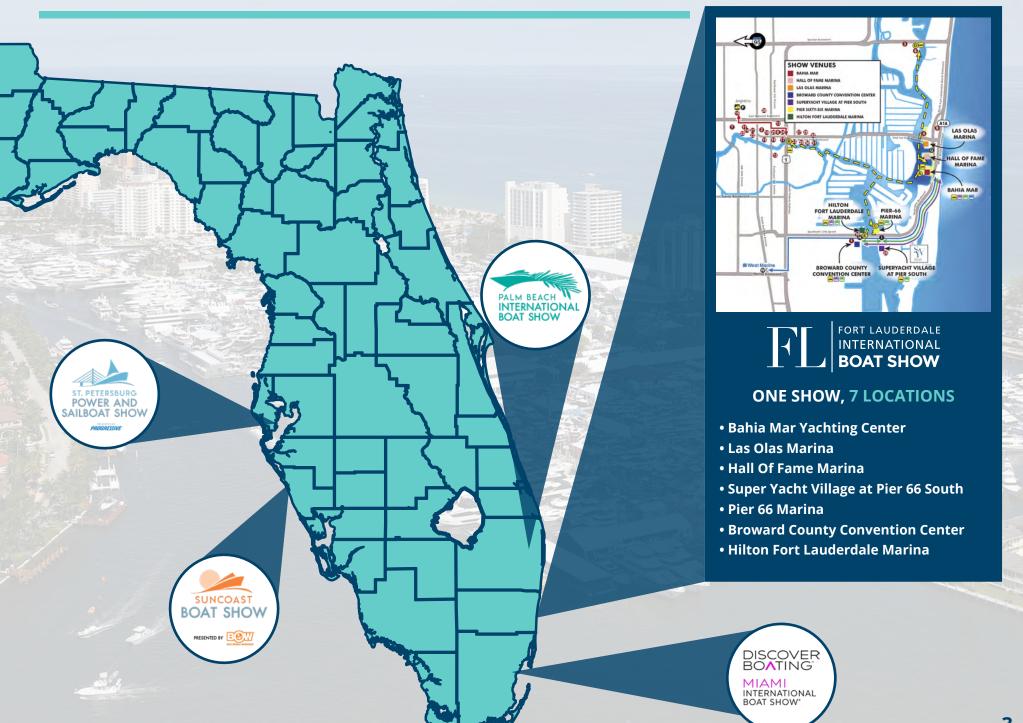
This 5-day show spanning nearly **3 million sq. ft.** across **7 different** locations attracts over **100,000+** attendees, **1,200+** exhibitors and represents **52 countries** with more than **1,300+** boats on display.

From luxury yachts, VIP experiences, and family-friendly programming there is something for all to enjoy at the greatest boat show across the seven seas.





## **PORTFOLIO OVERVIEW**



## **2021 ECONOMIC IMPACT**



in economic output throughout the state of Florida through show purchases and expenditures



in estimated sales by Florida companies



\$85.8M in state and local taxes generated within Florida

\$24.5M in Broward County alone



100K+
visitors, with 49%
from outside FL



\$47.3M in estimated total expenditures by non-local visitors and exhibitors

## **OVERALL SHOW IMPRESSIONS**

FLIBS 2022	TOTAL IMPRESSIONS
PR - Kivvit	80,000,000
Social Media	12,117,627
Radio Impressions	5,711,229
TV Impressions	11,302,952
Print Impressions	2,670,000
Digital Impressions	5,094,034
OTT Impressions	644,717
Paid Social Impressions	3,330,794
Magazine Impressions	275,000
Billboard Impressions	11,886,168
Media Barter Impressions	6,550,000
BONUS Negotiated Added Value Impressions	2,060,000
Banner Exposure/Onsite Signage - Informa	100,000
Informa Website (3-Months Unique Visitors)	247,899
Informa Email Promotion (Total Number of Opens)	54,157
SMT - Short Shoot	4,700,000
Fox Sports Special - Short Shoot	300,000

Total Impressions:

147,044,577

#### **FUTURE SHOW DATES**



OCT 25 OCT 29 2023



OCT 30 NOV 03 2024



OCT 29 NOV 02 2025

## **ATTENDEE DEMOGRAPHICS**

#### **AGE**

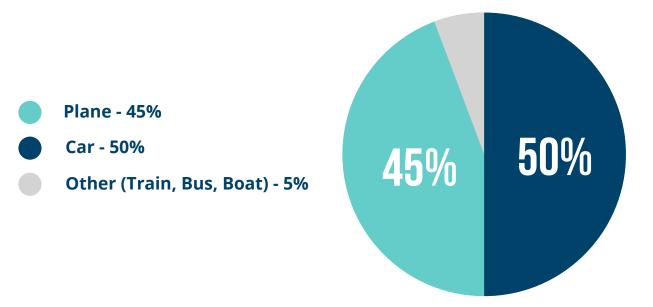
## **2%** 18 - 24

**2%** 75 or older

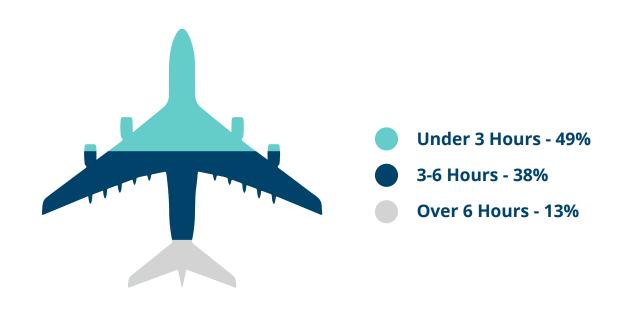
#### **GENDER**



#### **MODE OF TRANSPORT**



#### **DISTANCE TRAVELED (BY PLANE)**



#### ATTENDEE DEMOGRAPHICS

#### **REASONS TO ATTEND**

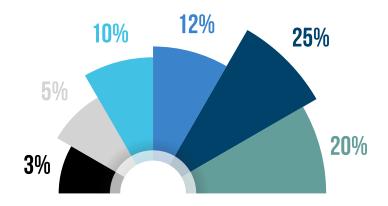


26% **NEW IDEAS FOR CURRENT BOAT**  40%

SEE WHAT'S NEW

18% **NETWORK WITH INDUSTRY** 

#### **INCOME RANGE**



- Less than \$75,000
- \$75,000 \$99,999
- \$100,000 \$149,999
- \$150,000 \$199,999
- \$200,000 \$499,999
- \$500,000 or more

#### PRODUCT INTEREST





Motor Yacht

Runabout





Center Console

Fishing Yacht





Inflatable

Catamaran





Trawler

**GoFast Boat** 





**Boat Related Products &** Accessories

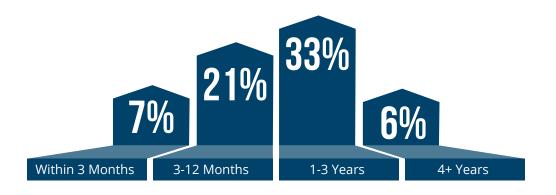
Boat Services

## ATTENDEE DEMOGRAPHICS

#### **BOAT OWNERSHIP**

32%	Center Console
<b>24</b> %	Motor Yacht
10%	Runabout
8%	Fishing Yacht
<b>6</b> %	Sailboat
<b>6</b> %	Inflatable
4%	Catamaran
4%	GoFast Boat
<b>2</b> %	Trawler

#### **BOAT PURCHASE TIMELINE**



#### ANNUAL BOAT BUDGET

Under \$5000	19%
\$5000 - \$9,999	10%
\$10,000 - \$24,999	11%
\$25,000 - \$49,999	8%
\$50,000 - \$99,999	8%
\$100,000 - \$249,999	9%
\$250,000 - \$499,999	6%
\$500,000 or more	8%