

NORTHWEST YACHT BROKERS ASSOCIATION

# BOATS AFLOAT

EST. SHOW 1978

SOUTH LAKE UNION | SEATTLE

## EXHIBITOR APPLICATION

**Boats Afloat Show on South Lake Union | Seattle, WA**

**September 15-18, 2022**

Welcome to the Boats Afloat Show on South Lake Union! In this packet, you'll find the information you need to sign up and participate in the September 2022 show! *Welcome aboard!*



### SHOW DATES & TIMES

Thursday, September 15 / 11 am – 6 pm

Friday, September 16 / 11 am – 6 pm

Saturday, September 17 / 10 am – 6 pm

Sunday, September 18 / 10 am – 5 pm

### VIP NIGHT

Wednesday, September 14 / 3 pm – 7 pm

VIP Night is an invite only preview for exhibitor's invited guests only (who are age 21 and over), and features live music, and exhibitor parties hosted by you! Many exhibitors offer appetizers and drinks at their booth or dock area that also enhances VIP Night!

## REGISTRATION DEADLINES

The Early Bird deadline is August 15, 2022 (*Sign up early for great discounts! Exhibitors can add more display items after this date if a contract is on file!*) The final registration deadline is September 1, 2022. Total payment, insurance, and badge order forms are due at this time.

## HOSPITALITY FLOATS

Hospitality Floats will be available on a first-come, first-served basis to brokers who have the largest square footage of boats in the show. Hospitality float confirmations will be sent to brokers by September 1, 2022.

## EXHIBITOR PORTAL

Exhibitors will receive instructions to set up a unique Exhibitor Login and Password to access all show documents and logos. Share these website and social media links with your friends, clients, and prospective buyers and invite them to join you at the Boats Afloat Show!

[www.boatsafloatshow.com](http://www.boatsafloatshow.com)

[www.nwyachtbrokers.com](http://www.nwyachtbrokers.com)

<https://www.facebook.com/BoatsAfloatShow>

## NYBA MEMBERSHIP

Become a member of the Northwest Yacht Brokers Association (NYBA) and receive exhibitor discounts!\*

Business Membership: \$385 / Year (plus a one-time initiation fee of \$250)

Affiliate Membership: \$220 / Year (plus a one-time initiation fee of \$125)

Individual Membership: \$99 / Year (plus a one-time initiation fee of \$55)

*\*New members must meet board approval.*

## Exhibitor Application

### 1. RESERVING YOUR SHOW SPACE

Company Name: \_\_\_\_\_ Phone: (\_\_\_\_) \_\_\_\_\_

Point of Contact: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Website: \_\_\_\_\_ WA State UBI#: \_\_\_\_\_ Seattle Biz License #: \_\_\_\_\_

Check one:  Afloat Exhibitor  Shoreside Exhibitor

If you are an Afloat Exhibitor, complete the section below detailing the boats you are bringing to the show. If you are a Shoreside Exhibitor, move on to Step 2.

Manufacture Make/Model	Year	Power/Sail	New/Used	Beam	LOA*	Sq Ft**	Power (30/50/100) ***


\*LOA includes trailers, swim steps, bow sprits, bow pulpits, or any other overhang that is part of the boat.

\*\* To determine the square feet, multiply the beam length by the LOA length.

\*\*\* If a power upgrade or change is requested after move-in, a \$150.00 surcharge will be applied per each change made. No credits will be issued for service ordered and installed if it is not used. All equipment must comply with the National Electrical Code, as well as Federal, State, and Local Safety Codes. Exhibitor holds NYBA, CORT, and their power vendor affiliates harmless for any and all losses of power including but not limited to losses due to the utility company failure, permanent power distribution failure, power failure caused by vandalism, faulty exhibitor equipment, or overloads caused by exhibitor.

## 2. TICKETS

Exhibitors receive 10 general admission and 10 VIP tix with each event registration. But exhibitors can request discounted tickets – and you’re only charged if the ticket is redeemed at the show! Here’s how it works: the General Admission tickets are \$16. Each ticket has a unique bar code. As an exhibitor, you may request up to 200 tickets and personally send these to your A list. If one of these tickets is redeemed at the gate, the charge back to you is just \$7! The same is true for the VIP tickets, but the charge back to you is just \$4!

Please indicate how many additional tickets you’d like to receive:

Number of General Admission tickets: \_\_\_\_\_

Number of VIP tickets: \_\_\_\_\_

## 3. BADGES

Exhibitors will receive up to 10 photo ID badges with each event registration, that gives your staff in/out privileges at the gate. To secure company badges, please email your badge list to [Leslie@NWyachtBrokers.com](mailto:Leslie@NWyachtBrokers.com) who will prepare the badges in advance, and have these available to pick up at the NYBA office after 10 am on Monday, September 12.

## 4. SHOW PROGRAM

Expand your visibility, and place an ad in the official Boats Afloat Show program!

### Ad Sizes

Full-page: 8.5” x 11” (trim size) Add 1/8” for bleed – no live matter within .375” of final trim

1/2 page horizontal: 7.75” W x 4.875” H (non-bleed)

1/4 page vertical: 3.75” W x 4.875” H (non-bleed)

### Options

- Premium placement: Full page inside front cover left side / \$1500
- Premium placement: Full page inside front cover right side / \$1500
- Premium placement: Full page Inside back cover / \$1500
- Premium placement: Full page back cover / \$2500
- Full page / \$950
- Half page / \$600

The Ad Insertion order deadline is August 15, 2022. The deadline to submit a camera-ready ad for the program is September 1, 2022. Submit your ad camera-ready to G Force, or let G Force create an ad for you! Contact Dirk Mynatt, G Force Seattle at (206) 374-9787 or [dirkm@gforceseattle.com](mailto:dirkm@gforceseattle.com).

## 5. COST WORKSHEET

Choose one:

- I am a member of NYBA (calculate total using NYBA Member Rates)  
 I am not a member of NYBA (calculate total using Non-NYBA Member Rates)

### NYBA Member Rates

#### Before 8/15/2022

\$3.95 / square foot (for first two largest boats)  
 \$2.95 / square foot (for the additional boats)  
 \$1600 / Tender or Inflatable on Trailer  
 \$1200 / Shoreside booth (Single 10' x 10') \*  
 \$2000 / Shoreside booth (Double 10' x 20') \*  
 \$150 / 15 amp / 120 volt  
 \$325 / 30 amp / 120 volt  
 \$425 / 50 amp / 208 volt  
 \$550 / 100 amp / 208 volt  
 \$1650 Hospitality Float (16 x 20)  
 \$2350 Hospitality Float (20 x 24)  
 \$1500 Premium placement full page ad in program  
 \$2500 Premium placement full page ad back cover  
 \$900 Full page ad in program  
 \$600 Half page ad in program

#### After 8/15/2022

\$4.55 / square foot (for first two largest boats)  
 \$2.95 / square foot (for the additional boats)  
 \$1900 / Tender or Inflatable on Trailer  
 \$1500 / Shoreside booth (Single 10' x 10') \*  
 \$2300 / Shoreside booth (Double 10' x 20') \*  
 \$195 / 15 amp / 120 volt  
 \$370 / 30 amp / 120 volt  
 \$470 / 50 amp / 208 volt  
 \$595 / 100 amp / 208 volt  
 N/A  
 N/A  
 N/A  
 N/A  
 N/A  
 N/A

### Non-NYBA Member Rates

#### Before 8/15/2022

\$12 / square foot (for first two largest boats)  
 \$8.95 / square foot (for the additional boats)  
 \$3150 / Tender or Inflatable on Trailer  
 \$3300 / Shoreside booth (Single 10' x 10') \*  
 \$4500 / Shoreside booth (Double 10' x 20') \*  
 \$350 / 15 amp / 120 volt  
 \$487 / 30 amp / 120 volt  
 \$637 / 50 amp / 208 volt  
 \$825 / 100 amp / 208 volt  
 Hospitality Floats are not available to non-NYBA members  
 Print ads in program are not available to non-NYBA members

#### After 8/15/2022

\$12.75 / square foot (for first two largest boats)  
 \$8.95 / square foot (for the additional boats)  
 \$3450 / Tender or Inflatable on Trailer  
 \$3600 / Shoreside booth (Single 10' x 10') \*  
 \$4800 / Shoreside booth (Double 10' x 20') \*  
 \$395 / 15 amp / 120 volt  
 \$532 / 30 amp / 120 volt  
 \$682 / 50 amp / 208 volt  
 \$870 / 100 amp / 208 volt  
 N/A  
 N/A

*\*Shoreside booths include black pipe and drape backdrop, 3' partitions, and (1) 15 amp / 120 volt power outlet. All tables, linens, carpet or any additional booth accessories must be ordered directly from CORT Party Rentals. Exhibitor booths must be staffed at all times during show hours.*

### COST CALCULATION

Complete all that apply:

- |   |                              |                 |
|---|------------------------------|-----------------|
| a. Total Square Footage of Largest Two Boats: _____ | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| b. Total Square Footage of Remaining Boats: _____   | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| c. Total # of Boats Needing 30 amp Power: _____     | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| d. Total # of Boats Needing 50 amp Power: _____     | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| e. Total # of Boats Needing 100 amp Power: _____    | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| f. Total # of Single Shoreside Booth Spaces: _____  | Multiplied by Rate: \$ _____ | Total: \$ _____ |
| g. Total # of Double Shoreside Booth Spaces: _____  | Multiplied by Rate: \$ _____ | Total: \$ _____ |

h. Total # of Hospitality Float (16 x 20)	_____	Multiplied by Rate: \$ _____	Total: \$ _____
i. Total # of Hospitality Float (20 x 24)	_____	Multiplied by Rate: \$ _____	Total: \$ _____
j. Total # of 15 amp Hospitality Float outlets	_____	Multiplied by Rate: \$ _____	Total: \$ _____
k. Total # of full page premium placement ads	_____	Multiplied by Rate: \$ _____	Total: \$ _____
l. Total # of full page ads	_____	Multiplied by Rate: \$ _____	Total: \$ _____
m. Total # of half page ads	_____	Multiplied by Rate: \$ _____	Total: \$ _____
n. Add a \$40 City of Seattle Trade Show Fee if you do not have a City of Seattle Business License	_____	Multiplied by Rate: \$ _____	Total: \$ _____

Add lines a-n / Total: \$ \_\_\_\_\_

Add 2.9% credit card processing fee if paying with a credit card / Total: \$ \_\_\_\_\_

**TOTAL COST: \$ \_\_\_\_\_**

## 6. TERMS AND CONDITIONS

**Cancellation of Contract:** Deposits made before August 15, 2022 are 50% refundable. Deposits made after August 15, 2022 are not refundable. All cancellations must be in writing.

**Move-In:** Schedule will be emailed to you no later than September 1, 2022. There is a 30-minute grace period after your scheduled move-in time. There will be a \$500 late fee charged if your move-in window is delayed.

**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.

**Exhibitor Requirement:** Exhibitor 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.

**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.

**Liability:** The Exhibitor is entirely responsible for the areas rented by him/her and shall not injure, mar or deface premises. A \$300 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:** 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 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

City Investors LLC

City Investors XIV LLC

Vulcan LLC

Chiles & Associates, Inc.

Description: 2022 Lake Union Boats Afloat Show, September 15-18, 2022

Lease of premises: 901 Fairview Ave North, Seattle WA 98109

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 \$10 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 Seattle Boats Afloat Show at any time.

**Radar Policy:** Radar is not allowed to run continuously due to public health reasons.

**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 September 30, 2022 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 Schelleen Rathkopf, Director of Operations at (206)748-0012 or email to [Schelleen@nwyachtbrokers.com](mailto:Schelleen@nwyachtbrokers.com).

**I agree to the terms and conditions outlined in this contract.**

Print full name: \_\_\_\_\_

Company: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## 7. PAYMENT

A 50% deposit is required to reserve your space. Please include a check with your materials, or indicate below that you'd like the deposit processed on the credit card listed below.

Choose one:

- Process the 50% deposit on the credit card
- Process the entire amount due on the credit card
- A check will be sent in the mail

Whether paying with a check or credit card, credit card information is required for all exhibitors:

Name on card: \_\_\_\_\_

Card number: \_\_\_\_\_ Exp date: \_\_\_/\_\_\_ CVV: \_\_\_\_\_

Billing address associated with the card:

\_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

## 8. LAST STEP

Mail your completed documents to: NYBA, 901 Fairview Ave N., Suite A-190, Seattle, WA 98109 or [Schelleen@nwyachtbrokers.com](mailto:Schelleen@nwyachtbrokers.com)

***See you in September!***