



Grand Rapids **BOAT SHOW**
DEVOS PLACE
FEB 14-18, 2024

*Michigan's
watersports
tradition!*



ShowSpan

2121 Celebration Dr NE
Grand Rapids, MI 49525
(616) 447-2860
ShowSpan.com
events@ShowSpan.com

Dates and times

SHOW DATES

Wednesday	February 14	2:00 pm - 8:00 pm
Thursday	February 15	12:00 pm - 8:00 pm
Friday	February 16	12:00 pm - 9:00 pm
Saturday	February 17	10:00 am - 9:00 pm
Sunday	February 18	10:00 am - 5:00 pm

MOVE IN

Sunday	February 11	Scheduled times
Monday	February 12	Scheduled times
Tuesday	February 13	Scheduled times
Wednesday	February 14	Carry in only

MOVE OUT

Sunday	February 18	Scheduled times
Monday	February 19	Scheduled times

Space rates

BULK SPACE

\$5.90/sq. ft. (400 sq. ft. minimum)

BOOTH SPACE 8' x 10'

1 Booth	\$1,100
Each additional booth	\$1,050
Corner booth	add \$100

GRAND GALLERY BOOTH SPACE 8' x 16'

1 Booth	\$1,350
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We honor renewals first, then specific space applications on a first come, first serve basis. Don't delay!

Booth space includes

- exhibitor lounge
- carpeted aisles
- security services
- exhibitor passes for your personnel
- buy-one-get-one-free customer coupons
- pre-show exhibitor kit
- full-time, on-site Show office (move-in, move-out, Show hours)

At your option, labor and equipment to assist in move-in/move-out, electrical service and rental furnishings are all available from our service contractors.

Location

A STATE OF THE ART FACILITY! DEVOS PLACE is located downtown Grand Rapids and is accessed by all of West Michigan via major highways.

- Over 250,000 sq ft of exhibit space. NO PILLARS!
- 12 enclosed loading docks and 4 drive-in ramps.

Nearby affordable lodging is in abundance, including special rates at selected hotels for exhibitors. Convenient adjacent and underground parking is also available.



Great prospects!*

- 94%** Homeowners
- 75%** Own a boat
- 33%** Expect to purchase products like those at the show within 1 year
- 79%** Earn over \$80,000
- 55%** Have a Bachelor or Post Graduate Degree

Average time attendees lived in a boat owning household

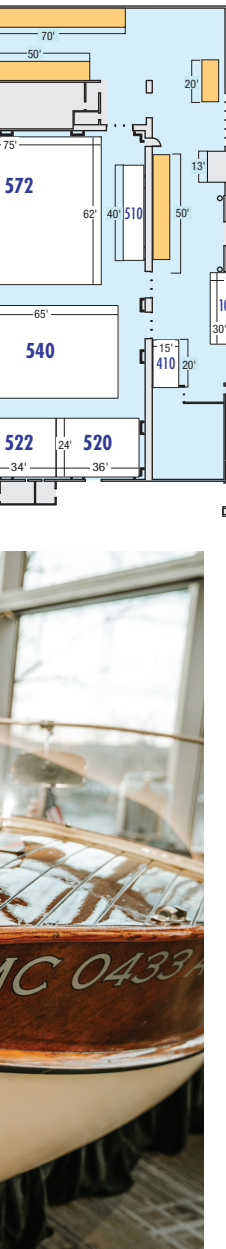
20 Years

Average stay at the Show

3.15 Hours

*2023 Grand Rapids Boat Show survey





79th ANNUAL
GRAND RAPIDS BOAT SHOW
 AT DEVOS PLACE
 FEBRUARY 14-18, 2024

Download your exhibit space application at
www.ShowSpan.com/GRBoatShowApp or call 616-447-2860



Advertising

ShowSpan's advertising and promotions successfully reach one of the most solid boat markets in the U.S. In our targeted market, television, billboards and radio alone accounted for over 22 million impressions for adults ages 18+ in West Michigan in 2023.

All our advertising campaigns include:

- TV - Extensive network and cable campaigns & promotions
- Radio - 60 second ads and promotions
- Outdoor - Strategically placed interstate billboards
- Magazine - Regional boating periodicals
- Poster Placement - At various point of purchase locations
- Internet - GRBoatShow.com and Digital Advertising
- Social Media - Facebook and Instagram

Sponsorships

- Presenting Sponsor
- Day Sponsor
- Official Product Sponsor
- Welcoming Sponsor
- Feature Sponsor: Food Court, Exhibitor Lounge, Coupons

For a description of sponsorship packages, please call Ben Nielsen or Lisa Dalm at 616-447-2860.

Over the years, ShowSpan has earned the trust of the public, the respect of exhibitors and the confidence of its promotional partners.

Contact info

GRBoatShow.com

Telephone (616) 447-2860
 Fax (616) 447-2861

BEN NIELSEN ext. 2868 (Bulk space)
 BenN@ShowSpan.com

LISA DALM ext. 2865 (Booth space)
 LisaD@ShowSpan.com

Check out the complete 2024 ShowSpan schedule
 of public shows at www.ShowSpan.com



*Selling
the boating
lifestyle!*

ShowSpan

2121 Celebration Drive NE
Grand Rapids, MI 49525

PRSRT STD
U.S. POSTAGE
PAID
GRAND RAPIDS, MI
PERMIT NO. 1



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DEVOS PLACE
FEB 14-18, 2024
GRBoatShow.com



ShowSpan, Inc.
2121 Celebration Dr. NE
Grand Rapids, MI 49525
616-447-2860
616-447-2861 Fax
ShowSpan.com
events@ShowSpan.com



NOTE: This application becomes a binding contract when signed by both parties.

BOOTH SPACE

8' depth x 10' frontage Booth(s) @ \$1,100 per Booth = \$
Multi Booth discount - Subtract \$50 per Booth over one (subtract) = \$ ()
Additional \$100 per corner booth = \$

BULK SPACE (400 square feet minimum)

Square Feet of Bulk Space @ \$5.90 per sq ft = \$
TOTAL (U.S.) = \$

MINIMUM CONTRACT TERMS

50% deposit required (Full payment required for a single booth) = \$
Balance due by December 10, 2023 = \$

PAYMENT METHOD

Exhibitors with outstanding payments past due will forfeit their space reservation and deposits.

- Check enclosed (payable to ShowSpan, Inc.)
Credit Card - To maintain necessary security, please complete the attached credit card payment authorization form and return with your signed contract; or call our corporate office 616-447-2860.

Credit card ending in last 4 digits only Expiration Date

- Please initial here to run future payments on the card authorized above within 7 business days of scheduled due dates.

1ST CHOICE 2ND CHOICE 3RD CHOICE 4TH CHOICE

EXHIBIT SPACE REQUESTS (Make selections from floorplan)

PRODUCTS LINES OR SERVICES (For show program listing**)

SPECIAL PROVISIONS

The undersigned Exhibitor agrees that the printed matter on both front and back of this Application / Contract has been read and that the terms and conditions set forth therein are fully understood and shall constitute a binding contract when this instrument is signed by both parties...

SHOW MANAGEMENT ACCEPTANCE

SHOWSPAN, INC. SIGNATURE DATE

Table with 4 columns: DATE REC, AMT REC, P/M, BAL DUE. Includes 'FOR OFFICE USE ONLY' header and 'GRB24' code.



EXHIBITOR ACCEPTANCE

I agree to display only products/brands/services referenced above and adhere to the terms and conditions of this contract/application.

X AUTHORIZED EXHIBITOR SIGNATURE DATE

COMPANY NAME
CONTACT PERSON
ADDRESS
CITY, STATE/PROVINCE ZIP
PHONE () FAX ()
CELL ()
E-MAIL
WWW.
COMPANY NAME FOR PROGRAM LISTING**(IF DIFFERENT FROM ABOVE)

NOTE: Return original to ShowSpan, Inc. If you would like a copy now, please make a photocopy. Your copy will be returned to you upon acceptance. When faxing, please mail original to ShowSpan, Inc.

**Contract must be received by January 1, 2024 for guaranteed inclusion in show program.

- RULES AND REGULATIONS -

The following Rules and Regulations will govern the show and are made a part of this contract for exhibit space between ShowSpan Incorporated* (Show Management) and the person, partnership or corporation ("Exhibitor") engaging space.

- 1. Character of Exhibits.** The Exhibitor agrees to display only new products or services sold in the regular course of business and as described in this contract. Each exhibit must comply with all applicable laws, codes and ordinances. Exhibits shall be dignified in character and, in the judgment of Show Management, not offensive to the general public. The Show Management reserves the right in its sole discretion to reject and/or remove any exhibit or portion of exhibit not in keeping with this rule or purpose of the show.
- 2. Subletting of Space.** Exhibitors shall not assign, sublet, or apportion any exhibit space to another Exhibitor in whole or in part. Any successor or assignee of Exhibitor shall have no right to exhibit without the express written consent of the Show Management.
- 3. Deposit Money.** All deposit money shall be retained by the Show Management in the event the Exhibitor fails to complete payment, violates the contract, or withdraws from the show. All uncollectable checks will be subject to a \$25 service charge.
- 4. Payment for Exhibit Space.** If payments are not made on a timely basis, Show Management shall have the right to do one of the following: (a) Terminate the contract; (b) Reduce the size of the exhibit space; or (c) Collect the contracted amount.
- 5. Installation of Exhibits.** The installation of exhibits shall be completed according to the schedule established by the Show Management and must be complete and ready by 12 o'clock noon opening day. Moving of exhibits after the opening of the show is not permitted. Exhibits shall be maintained intact and attended during all regular show hours. Exhibits shall be installed, maintained and removed in the safest possible manner.
- 6. Removal of Exhibits.** Exhibits must be removed within 18 hours after show, or as otherwise directed. Exhibits will not be permitted to leave the facility at any time after installation until the final closing of the show, unless special permission in writing is obtained from the Show Management. No goods exhibited shall be removed from the facility until all bills accruing against the same have been fully paid or credit approved by the Show Management. In case of attachments or other legal proceedings, the Show Management shall have the right to take charge of exhibits. If not timely removed, the Exhibitor shall pay all fines, charges and expenses that are incurred, not less than \$700 per day to ShowSpan, Incorporated* for each day or part thereof the Exhibitor's equipment is not removed by the Exhibitor. The Show Management shall have the right to remove the exhibit if Show Management, in its sole discretion, deems that removal be necessary. In such case, no liability for any damage will inure to Show Management; the sole negligence in such case being that of the Exhibitor. The cost of storage shall be the Exhibitor's expense.
- 7. Sound Control.** Loud speakers, radios, television sets, or the operation of any machinery or equipment which, in the opinion of the Show Management, is of sufficient volume as to be annoying to neighboring exhibitors, will not be permitted.
- 8. Music and Other Media.** Exhibitor shall be responsible for all licensing of copyrighted music or other media played or performed in its exhibit. Exhibitor shall indemnify and hold Show Management harmless for all claims and/or damages arising from its failure to obtain licenses for recorded or live music or other media played or performed in its exhibit space.
- 9. Signs.** Except with the permission of the Show Management, all signs shall remain within the Exhibitor's space, and must be designed and constructed so as not to detract from adjacent exhibits.
- 10. Height of Display.** Exhibitors may install, or have installed at their own expense, special signs, display counters, shelving, and similar items, not to exceed 8 feet in height at rear of booth, plus, with Show Management's permission, a maximum of 2 feet for sign. The sides of any such displays exceeding 4 feet in height may not extend toward the aisle more than one-half the depth. The backside of any display extending above the side or back dividers must be covered to the satisfaction of the Show Management. Bulk exhibit space shall have no dividers, except at Show Management's discretion.
- 11. Fire Hazards.** Explosives and inflammable materials which conflict with the Insurance Underwriting or Fire Department must be excluded. The City Fire Department prohibits the use of paper, crepe paper, or corrugated papers, and cardboard that has not been flame proofed for decoration of exhibit booths. All cloth drapes or table covers must be treated for fire resistance. All boats and motorized vehicles must have fuel tanks sealed and batteries disconnected. The Fire Marshal may require fuel tanks to be drained and purged. All exhibits must be in compliance with ordinances and laws of the City and the State in which the Show is held.
- 12. Fire Marshal/Facilities Management Approval.** Space assignment is subject to Fire Marshal and Facility Management approval of the floor plan. If said approval is not obtained, Exhibitor shall only be entitled to the return of a deposit pro rata to the exhibit space, which cannot be used.
- 13. Service.** All services, equipment, electricity, furniture, and furnishings provided to the Exhibitor shall be paid for by the Exhibitor and shall normally be obtained through the independent service contractor designated by the Show Management.
- 14. Motorized Vehicles.** Absolutely no motorized or self-propelled vehicles will be permitted in the aisles after one hour before the Show is to be opened to the public. Appropriate exceptions will be made for the person with disabilities.
- 15. Insurance and Liability.** Show Management, the Owner of the facility, and their respective employees, officers, owners, directors, managers, agents and representatives (collectively, the "Indemnitees") will not be responsible or liable for any injury, loss, liability, cost or damage that may be incurred by the Exhibitor or the Exhibitor's employees, officers, directors, managers, owners, invitees, guests or agents, or their property, regardless of from what cause, prior, during, or subsequent to the period covered by this contract. The Exhibitor, upon signing this contract, expressly: (a) releases and discharges the Indemnitees from any and all claims, losses, damages, liabilities, costs, suits, proceedings, actions or injuries (collectively, "Claims"), and (b) agrees to indemnify and hold harmless the Indemnitees for all Claims, that in any way relate to the Exhibitor or the Exhibitor's employees, officers, directors, managers, owners, invitees, guests or agents, or their property. Liability insurance shall be procured by the Exhibitor of the type and in amounts satisfactory to Show Management. The policies for such insurance will name Show Management and the Owner of the facility as additional named insureds. Prior to the show, proof of insurance will be forwarded to Show Michigan Corporation. If, for any reason, Exhibitor's insurance policy is cancelled, Exhibitor must immediately notify Show Michigan. Exhibits and exhibit equipment are brought into the show facilities, maintained, and removed from the show facilities at the Exhibitor's risk. The Exhibitor's Public Liability, General Liability and Workers Compensation Policies shall cover the general public, employees, invitees and agents attending the exhibit. If existing policies do not have the coverage, the Exhibitor shall secure such coverage. Insurance policies must be with insurers and in amounts acceptable to Show Management. Exhibitors will provide Show Management with copies of all relevant insurance policies promptly upon request by Show Management.
- 16. Cleaning of Exhibit Facility.** To maintain maximum floor cleanliness, Exhibitors are requested to sweep the floor of their booths at the close of each day. Debris from the booths should be swept into the aisle where it will be gathered by the show's janitorial service.
- 17. Food and Refreshments.** All concessions are licensed by the owner of the facility; therefore, no food or refreshments can be dispensed without the written consent of the owner or his agent and Show Management.
- 18. Eventualities/Destruction of Premises.** Show Management may, in its sole discretion, change the show to a different venue, and this Agreement shall remain in effect but with the new venue substituted for the prior venue. If Show Management changes the venue for the show, the Exhibitor shall waive all claims for damages or compensation that arise as a result of, or are a consequence of, such change of venue, shall not be entitled to a return of any amounts it has paid pursuant to this Agreement, and shall be obligated to pay to Show Management any other amounts required by this Agreement. Show Management may terminate this Agreement, if any of the following occurs:
 - a. the facility or the space to be rented by the Exhibitor is destroyed or damaged by fire, the elements, war, government action or any other cause beyond the immediate control of Show Management, so that the profitable conduct of the show by Show Management, the use of the facility, or the use of the space to be rented by the Exhibitor, is made impossible, impractical or unlikely;
 - b. the facility, or the space to be rented by the Exhibitor, becomes unavailable to Show Management for the show, or is only made available upon terms to which Show Management has not agreed; or
 - c. there occurs any other event that is beyond the control of Show Management and that makes the profitable conduct of the show, the use of the facility for the show, or the use of the space to be rented by the Exhibitor, impossible, impractical or unlikely.Except for the event set forth in paragraph 19, if Show Management terminates this Agreement, in accordance with this Section 18, the Exhibitor shall waive all claims for damages or compensation that arise as a result of, or are a consequence of, such termination, and shall not be entitled to a return of any amounts it has paid pursuant to this Agreement (except the pro rata return of the amount paid for space rented as reduced by the pro rata portion of the amounts expended by Show Management to produce the show).
- 19. Epidemic.** If, as a result of government action due to an epidemic, the facility, or the space to be rented by the Exhibitor, becomes unavailable to Show Management for the show, and Exhibitor has made all payments according to the contract schedule, Exhibitor shall be entitled to a 100% refund for all payments received and shall waive all claims for damages or compensation that arise as a result of, or are a consequence of, such change.
- 20. Distribution of Literature and Souvenirs.** Printed advertising, souvenirs, etc., may be distributed by the Exhibitor from its space only. Any souvenir or advertising that is of an objectionable or undignified character and all helium-filled (lighter than air) balloons, will not be permitted. Souvenirs should not be of the noise-making or sticker variety. The Exhibitor must confine all sales activities to the limits of its own booth.
- 21. Rules of the Exhibit Facility.** Rules published by the owner or operator of the building or facility in which the show is located are incorporated herein by reference and made a part hereof. Such rules will be distributed upon request.
- 22. Use of the Exhibitor's Name.** The Exhibitor authorizes ShowSpan Incorporated,* its agents, and employees, to use the Exhibitor's name to promote the show and to solicit other exhibitors for this and future shows.
- 23. Amendments.** The Show Management shall have the full power to interpret these rules. Wherever these rules do not cover, the Show Management reserves the right to make such rulings as may appear to be in the best interest of the show, and the Exhibitor agrees to accept and abide by such rulings.
- 24. Assignment of Exhibit Space.** Assignment of Exhibit space is within the sole discretion of Show Management. Show Management will endeavor to assign space in the order requested or assign equivalent available space. Floor plan and space assignments are subject to change by Show Management without notice to Exhibitor.
- 25. Termination.** Show Management reserves the right to terminate Exhibitor's rights under their contract in the event of a violation of this contract by the Exhibitor and retain all amounts paid in addition to any other remedies.

*ShowSpan, Inc and Show Wisconsin are dba's of Show Michigan Corp.



Credit Card Payment Authorization Form

For security purposes please use this form
for purchases by credit card only.

PLEASE TYPE OR CLEARLY PRINT THE FOLLOWING REQUIRED INFORMATION:




COMPANY NAME (contracted): _____

SHOW(S) : _____

Credit Card Billing Address:
<i>All fields required</i>
First Name: _____
Last Name: _____
Address: _____
City: _____
State: _____
Zip: _____
Phone: _____
Email: _____

Contract Address:
<input type="checkbox"/> Same as billing address
First Name: _____
Last Name: _____
Address: _____
City: _____
State: _____
Zip: _____
Phone: _____
Email: _____

PAYMENT METHOD

   Card Number: _____ - _____ - _____ - _____

Charge today: \$ _____ Exp. Date: ____/____ Verification Code _____

Authorized Signature: _____ DATE: _____

Please initial here: _____ To have future payments applied to this credit card on/within 7 business days of scheduled due dates per the exhibit space contract.

Marketing Tool Kit!

Enhance Your Show Experience!



FREE STUFF!

Buy One, Get One Free Coupons | *FREE*
OUR BEST COUPON. Include in a special mailing or use as an incentive for your best customers. Order in 50 increments, Min 50, Max 300. Call if sending a mailing.

I WANT THESE! | Quantity _____

Please note-Coupons are not to be distributed at show entrance.

Show Posters | *FREE*

Display in your storefront, office, or community board.

I WANT THESE! | Quantity _____

Digital Shareables | *FREE*

Add the show logo to your website or Social Media!

I WANT THIS! | Logo & Link will be emailed to you.

FOR PURCHASE

VIP Passes | \$6 each

Requires no additional purchase at the box office!
Use as a Social Media giveaway or send to your best customers.

I WANT THESE! | Quantity _____

OTHER OPPORTUNITIES

Advertising in the Show Program

I WANT TO LEARN MORE!

Show Sponsorship Opportunities

I WANT TO LEARN MORE!

Company Name (contracted): _____

Contact Name: _____

Email: _____

Phone: _____

Address: _____

Payment Method (If Applicable):

Check Enclosed (Payable to ShowSpan, Inc.)

Online Payment - <https://showspan.com/pay/>

Credit Card over the phone—call (616) 447-2860

Return Completed Form to:

Melissa Greko - Office Manager

Email: melissag@showspan.com

Mail: ShowSpan, Inc. | 2121 Celebration Dr NE

Grand Rapids, MI 49525

Please Note: Items will be available at varying times after **January 1, 2024**. Please contact Melissa Greko if you have specific questions.

Phone: (616) 447-2860

For Office Use Only: Form Rcvd _____ Pmt Rcvd _____

Amt Rcvd _____ Pmt Method _____ Balance Due _____

BIG1's Sent _____ Posters Sent _____

VIPs Sent _____ VIP #s _____