



ST. PETERSBURG POWER AND SAILBOAT SHOW

PRESENTED BY **PROGRESSIVE**



EXHIBITOR MANUAL JANUARY 16 - 19, 2025

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SHOW LOCATIONS AND SCHEDULE

SHOW LOCATIONS:

Duke Energy Center for the Arts - Mahaffey Theater Yacht Basing

400 1st Street South St. Petersburg, FL 33701

Albert Whitted Park

480 Bayshore Dr SE St. Petersburg, FL 33701

Dali Museum

1 Dali Blvd

St. Petersburg, FL 33701

SHOW HOURS:

Thursday	January 16 th , 2025	10 AM - 6 PM
Friday	January 17 th , 2025	10 AM - 6 PM
Saturday	January 18 th , 2025	10 AM - 6 PM
Sunday	January 19 th , 2025	10 AM - 4 PM

TICKETS AND CREDENTIALS

SHOW TICKETS:

Show Days (Thursday – Sunday)	Exhibitor Price*	Regular Price
General Admission 1-Day	\$11.50*	\$23.00

Children 15 & Under are Free

IMPORTANT:

- Due to new safety standards, paper tickets are no longer issued and there is no Will Call on show site.
- Exhibitor credentials and Post-Paid/Pay Now tickets are primarily digital and distributed through **EventsPass**.
- All exhibitors will receive a welcome letter with a link to create a password & account for EventsPass. Once completed, credentials and tickets orders can be placed and sent out to the appropriate person.
- Tickets/credentials can be managed on the vendor dashboard as well, including changing or editing the registration details and resending the tickets.
- If you would like printed badges, you may request them at the Credentials office(s) on show site.

CREDENTIALS & PASSES:

Set-up and Breakdown Pass

A Set-up/Breakdown Pass or your Exhibitor Credential must be worn to gain admittance to the show grounds during the Set-up/Breakdown period.

- Set-up & breakdown passes can be picked up at the credential office or staging upon arrival. The credential office will open January 13, 2025.
- The Set-up/Breakdown pass will NOT be honored during the show.
- You MUST have your credential and photo I.D. to gain entrance to the show. **Credentials must be ordered by the Exhibit Representative listed on the space contract.**

Credentials:

Exhibitors will receive a set number of credentials based on their space size. The credential policy can be found on the St. Pete website in the Exhibitor Kit. Additional credentials are \$11.00 each.

- **Guest** - For vessel owners, potential clients and guests. The credential is good for all 4 days of the show.
- **Booth, Land, Bulk & Open Floor Exhibitor** - For company executives and employees engaged in the presentation of your exhibit.
- **In-Water Exhibitor** - For company, executives and employees engaged in the presentation of your in-water exhibit.
- **Crew Members** - For those captains and crew members staying aboard during the Show.
- **Restricted Service Contractor** - For employees and outside contractors providing cleaning or servicing of your exhibit. Access to the Show grounds is from 6:00 a.m. until Show opening each day. (Not valid during Show Hours)
- **Overnight Passes:** An Overnight Credential is a specific credential that must be requested by the Exhibit Representative or the alternate representative.

IMPORTANT:

- The credential office will open Monday, January 10th. Beginning ON **January 11th** an \$11.00 charge will be assessed on all credentials ordered after the deadline (replacement credentials included).
- Credentials are non-transferable and will be confiscated if misused.
- Please wear your credential so that it can be easily seen during the show or have the digital version ready to display if requested. **We reserve the right to request I.D.**
- Credential orders will only be released to the Exhibit Representative listed on the space contract, the designated Alternate Representative or to the individual whose name appears on the badge.
- Credentials will not be released until all balances and proof of insurance with Informa Markets have been cleared.
- 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 St. Petersburg Power and Sailboat Show.



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://compass.onpeak.com/e/012607092/0>
- By phone:
US: (855) 742 9183 International: (312) 527 7300
Toll-Free

AIRPORT TRAVEL:

Delta Airlines: Discount available

Use code **NM2Y8** at www.delta.com

United Airlines: Discount available

Use code **ZNRY768389** at www.united.com

Southwest: Discount available

Use code **99771092** at www.swabiz.com

- To book a flight with your promotion code, access swabiz.com and enter your Company ID Number in the Company ID Number box.

Local Airports

St. Petersburg Clearwater 14700
Terminal Blvd, #221
Clearwater, FL 33762
Phone: 727-453-7800

Tampa International Airport
4100 George K Bean Pkwy Tampa, FL 33607
Phone: 813-870-8700

EXHIBITOR ADD-ON OPPORTUNITIES

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 Staci Gillingham at staci.gillingham@informa.com.

CONVENTION SERVICES

FORKLIFT SERVICE

- 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
- There is NO forklift service for boats.

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 January 6, 2025 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.
- Freight Shipments: The Mahaffey Theater is not equipped to accept any shipments for your exhibit. Show Management Convention Services will accept and store your shipments for a moderate charge. See the Material Handling Order Form for further information.

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 30 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:

In order to ensure a smooth breakdown, we have added a scheduled time for empty crates storage indicating when they will be returned to your booth. Freight carrier's outbound times have also been listed for access to the show grounds. Should you have any questions or foresee any problems regarding these times contact our office immediately.

Important Information Regarding Empty Container Storage and Exhibit Breakdown

To accommodate move-out for The St. Petersburg Power and Sailboat Show, we ask that you review and adhere to the following:

- An empty sticker along with a sticker for your specific breakdown day must be applied to each container going into storage. These stickers **MUST** be picked up at the Convention Services office.
- 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 be in accordance with your published breakdown schedule.
- Loading concentration for Tuesday will be for personal vehicles, the 300 tent, and exhibitors located on land locations that must be cleared for vehicle access.
- Bills of lading and labels can be picked up at the Convention Services office. Once completed, the form must be turned in to the office for proper shipping of your freight.
- While Informa Markets 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.
- 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 Markets will release the shipment to any carrier.

MOVE IN/MOVE OUT

VEHICLE ACCESS TO THE SHOW GROUNDS

Beginning Monday, January 13th, no vehicles will be allowed on the Show grounds except during scheduled times and then only with a Vehicle Set-up Pass. In fairness to other Exhibitors and to keep confusion to a minimum, we ask that you unload your exhibit material at the assigned drop-off point and remove your vehicle(s) as quickly as possible. Only those vehicles requiring access to the Show grounds should check in with Security personnel. You will be issued a Vehicle Set-up Pass and directed to the proper drop-off point. Absolutely NO vehicles will be allowed on the Show grounds without the proper pass. ONCE YOU RECEIVE A VEHICLE SET-UP PASS, PLEASE PLACE IT IN THE WINDSHIELD IN A VISIBLE LOCATION.

PARKING SET-UP/BREAKDOWN

There will be plenty of parking available on the Mahaffey Theater grounds to accommodate you during Set-up and Breakdown. At that time, bring only those vehicles absolutely necessary into the Show area itself. If you must bring a vehicle into the Show area, please unload or load it as quickly as possible. There is no parking available for trailers or cargo vans on site at any time during the Show. During Show days parking is available to **Exhibitors** - please check online to purchase parking.

- Vehicle Parking: TBD
- Trailer Parking: TBD

BOOTH AND LAND SET-UP/MOVE IN

- Locate your site and set-up time on the schedules that are posted online. It is extremely important that you are on time for your scheduled set-up appointment
- Certain locations may request to drop off materials in their booth area, but not set-up until assigned move in schedule. Please contact convention services at 954/764- 7719 if you are moving in early.

DISPLAYS IN PARKING AREAS:

- Boats, trailers, and other production displays are not permitted in the parking areas during Show hours.

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.

- Boats must be in place prior to the deadlines listed. It is extremely important that you make a special note of your move-in deadline. 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, January 13th. 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 set in place.

Early Arrivals: 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 Nick Pantner at 786-770-5861 or nickolas.pantner@informa.com.

LAUNCHING AND COMMISSIONING FACILITIES: A launching ramp for small boats is located at Demons Landing Park, adjacent to the Municipal Marina, just north of the show grounds. Launching and commissioning of sailboats and powerboats shipped in by truck may be arranged through the following facilities:

- PROGRESSIVE MARINE 1351 Bay Street S.E. St. Petersburg, FL 33701 PH: 727/822-2886
- THE HARBORAGE AT BAYBORO 1500 2nd Street S. St. Petersburg, FL 33701 PH: 727/821-6347
- VIKING BOATWORKS 10121 Snug Harbor Road St. Petersburg, FL 33702 PH: 727/576-1094

Moving Boats: A Set-up Official will be on hand in each dock area to assist in finding your location. A Set-up official will be monitoring VHF Channel 71 should you need to contact us on arrival.

EXHIBIT INSTALLATION - FLOATING DOCKS: Boarding devices, signs and other exhibit material placed on the floating docks must not protrude more than 24 inches from the edge of the dock. Exhibitors should keep in mind that during peak hours the docks are crowded; material placed on them may be a safety hazard to the Show visitor, other Exhibitors and yourself.

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
- 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.

SECURITY DURING BREAKDOWN:

The Show closes on Sunday, January 19, 2025 at 5:00 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 (5:30 p.m. - 9:00 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:

All exhibit materials must be removed by Monday, January 20th by 6:00 p.m. It is very important that you check your specific Breakdown time on the Breakdown Schedule. If Show Management 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 Show Management 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. Considerable financial penalties for 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, January 20th. 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: Admittance to the Show grounds will be permitted each morning at 8:00 a.m. through the Bayshore Drive Airport Gate, or adjacent to the Show Office (Office Gate).

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.
- Carpet is not included in your Booth price. Exhibitors may use their own carpet (as long as it is in good condition) or it may be ordered through Show Management 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 January 6, 2025. **Please Note:** Sales tax is 7% in Pinellas 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, insured, and approved by Informa Markets prior to January 3, 2025.

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.

SOUND:

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. Informa Markets reserves the right to determine at what point sound constitutes interference with others and must be discontinued.

RULES AND REGULATIONS

The "ST. PETERSBURG POWER & SAILBOAT 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. 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. Any and all unsafe conditions or activities will be terminated immediately upon request. Informa Markets will remove disruptive parties as necessary.

Informa Markets reserves the right to decline or prohibit any exhibit or proposed exhibit or to prohibit any activity at an exhibit which, in its opinion, is not suitable for the St. Petersburg Power & Sailboat Show. This reservation concerns persons, things, decorations, conduct, printed matter, souvenirs, catalogs and all other things which affect the character of the Show. 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.

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 Show Management 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 Show Management Electrical Service Order Form in this manual.

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 exhibit materials must be removed by Monday, January 20th by 6:00 p.m. It is very important that you check the Breakdown Schedule. Anything left after the time listed will be removed and stored by Informa Markets at the Exhibitor's expense.

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, nor the City of St. Petersburg, 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 any and 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. or those not able to obtain insurance, Informa Markets, has made arrangements, through their agent, to purchase \$1,000,000.00 of insurance coverage (LIABILITY ONLY) for this Show Only at the cost of \$165.00. For further information, please see the Insurance Information/Order.

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 St. Petersburg Power and Sailboat 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: 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 St. Petersburg Power and Sailboat Show. Failure to follow this policy may result in your removal from the Show Location. The St. Petersburg Power and Sailboat Show has a **No Weapons Policy**.

The following items are forbidden at The St. Petersburg Power and Sailboat 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)

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 Pinellas 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 bases 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.

BOAT SHOW KEY PERSONNEL

NAME	FUNCTION	EMAIL	DIRECT NUMBER
Accounting Dept.	Accounting	andrea.bartha@informa.com	-
Claire Van Dyk	Exhibitor Service Rep - Convention Services	Claire.vandyk@informa.com	954-676-1828
Danny Parks	Concessions Supervisor	Daniel.parks@informa.com	954-676-1823
Dean Fillichio	Director of Business Development	dean.fillichio@informa.com	954-847-1561
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Nick Pantner	Sales	nickolas.pantner@informa.com	954-676-1804
Steve Bowman	Director of Operations	steve.bowman.us@informa.com	954-676-1820
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