



2011 NATIONAL CONVENTION & TRADESHOW

La Costa Resort and Spa
Carlsbad, California, May 4 – 7

EXHIBIT SPACE CONTRACT

Company Name _____ Contact Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Contact Email _____ Company Website _____

EXHIBIT SPACE RATE: \$1600

This cost entitles your company to one 8'(depth) x10'(width) booth (set with 8' high back drape, 36" high side dividers, and a 7" x 44" one-line identification sign). **DOES NOT INCLUDE ELECTRICAL OR OTHER SERVICES.** The exhibit pavilion is carpeted. Cost also includes one (1) complimentary company employee registration.

EXHIBIT SPACE SELECTION

Please consult the enclosed floor plan and list your choices for exhibit space below. Space is limited to one (1) 8'x10' booth per company.

1st _____ 3rd _____

2nd _____ 4th _____

Exhibitor requests that, if possible show management avoid assigning space near the following companies (Please note: Identifying companies may have a negative impact on the location of your exhibit.)

BRIEFCASE RATE: \$1200

NSAA Supplier member companies may attend the show as a Briefcase attendee to conduct business without taking booth space. The Briefcase rate is \$1200 per company. This cost entitles your company to one (1) complimentary company employee registration.

Personnel Registration

Please refer to the enclosed General Information Section for important policies & instructions and submit the enclosed Exhibitor Personnel Registration Form with this contract.

TOTAL FEES

8'(depth) x10'(width) Booth \$1600
 Briefcase Attendee \$1200
 Personnel Fees Total \$ _____
 (From Exhibitor Personnel Registration Form)

EXHIBIT & PERSONNEL FEES TOTAL \$ _____

Sponsor Discount (if applicable) (\$1600)

Adjusted Total (for sponsors only) \$ _____

METHOD OF PAYMENT

Check Visa MasterCard American Express

Card Number: _____

Name on Card: _____

Signature: _____ Exp. Date: _____

Please remit to: **NSAA**
133 S. Van Gordon St., Suite 300
Lakewood, CO 80228
303-987-1111 Fax: 303-986-2345
Website: www.nsaa.org

This form must be completed and returned to the NSAA office with the appropriate fees **by March 18, 2011**, for your space to be assigned in accordance with the established priority point system. After that date, space will be assigned on a first-come, first-served, space-available basis. The NSAA President and/or Trade Show Management reserves the right to assign space without regard to established priorities when, in their judgement, such assignment is in the overall best interest of the show.

We the undersigned, having agreed to the enclosed National Ski Areas Association's Rules and Regulations, hereby incorporated into this agreement by reference, contract for booth space and services at the 2011 NSAA National Convention and Trade Show.

Authorized Signature: _____

Title _____ Date _____

Please sign and return this contract to NSAA. When final space assignment is confirmed, an executed copy will be returned to you for your records.

Refunds will be handled on a case-by-case basis and must be requested in writing no later than 5 working days after the event. No refunds of exhibit or registration fees will be given to "no shows."

NSAA USE ONLY	
Date Received:	_____
Accumulated Points:	_____
Final Booth Assignment:	_____
Date:	_____

NSAA TRADE SHOW RULES AND REGULATIONS

All rules and regulations shall be enforced by the NSAA President, the Trade Show Staff or Special Counsel. Violation of the rules and regulations of the Trade Show will subject the violator to any or all of the following: fines up to \$2500; closing the exhibit immediately, either permanently or temporarily; loss of exhibitor priority based on the point system; loss of right to receive any registration list; removal of the violator from the exhibit hall; and/or expulsion from NSAA membership.

1. EXHIBITORS

The NSAA Trade Show is an annual selling event for NSAA members who provide any product or service relating to a ski area located in the United States (or a ski area in the early stage of development), including but not limited to, concession, maintenance, transportation, promotional products or services, or travel services. All promotional products on exhibition or sold in any exhibitor's booth must be registered with the NSAA office prior to the opening of the show.

2. SHOW COST INCLUSIONS

Registration

The cost of all exhibit space and the "briefcase rate" includes a full registration of one company representative. All additional company representatives will be required to pay a registration fee. This fee includes unlimited access to the trade show floor and admittance to all open meetings, educational workshops, and cocktail parties scheduled throughout the convention week. All supplier members must register for the show under their own company's membership, even if they are affiliated with another member. Supplier members may not register those individuals who are not directly employed by their company, i.e. consultants, ski area representatives, etc. NSAA would appreciate supplier members respecting this policy. Those who violate this policy will be penalized.

Exhibit Equipment Inclusions

-Perimeter booth drape consisting of eight-foot high back drape and three-foot high side drape.
-One standard 7"x 44" booth sign showing company name.
-Booth and aisles carpeting (the hall is carpeted).
-General overhead lighting.

3. CANCELLATIONS

All cancellation notices must be received in writing by National Ski Areas Association on or before April 15, 2010. **Refunds will be handled on a case-by-case basis and must be requested in writing no later than 5 working days after the event. No refunds of exhibit or registration fees will be given to "no shows."**

4. ON-SITE CONTRACT AND PAYMENTS TO EXHIBIT

Contracts and payments to exhibit or attend shall be accepted at the trade show only on a space available basis and only after preregistered exhibitors are set up. Pre-registered exhibitors must have their exhibit set up by the established deadline. If an exhibitor or representative has not contacted NSAA by the deadline and if the exhibit space is not set up in time, the exhibitor will be considered a "no-show". NSAA reserves the right to sell the exhibit space to the next exhibitor on its waiting list and no refunds will be made to the preregistered exhibitor.

5. SET-UP DEADLINE

All work involved in the erection and preparation of an exhibit, whether done by the official decorating contractor or others, must be completed prior to the official opening of the show.

6. SQUARE FOOTAGE

Exhibit or display space in the exhibit hall is limited to one (1) 10'x10' booth per company.

7. DISPLAY RESTRICTIONS

Exhibit materials must not exceed the parameters of the contracted booth space or obstruct the free flow of aisle traffic and/or view of adjacent exhibit displays. Trade Show Management reserves the right to grant exception in the best interest of the show.

8. EARLY CLOSING

Exhibits may not be closed, dismantled, or partially dismantled prior to the closing of the show.

9. BOOTH SHARING

Only members in good standing may participate in the show. Exhibitors agree not to sublet or apportion to anyone else the space for which they have contracted.

10. NOISE LEVELS

No Exhibitor shall show any goods or apparatus in operation if the same are noisy or objectionable to surrounding Exhibitors, or to Trade Show Management.

11. CONDUCT

Ethical and dignified conduct is expected of all exhibitors. Exhibitors are responsible for the conduct of their representatives and employees including service personnel and others hired as contractual employees at the NSAA show.

12. AISLE CONGESTION

No exhibit may be operated in such a way as to block an aisle or otherwise interfere with another exhibitor's booth.

13. SOLICITING

The soliciting of business in the aisles and public areas by exhibitors, their representatives, and/or sales staff is prohibited.

14. PRIVACY

Without specific invitation, no exhibitor, exhibitor's representative, or guest may enter the exhibit area of another exhibitor.

15. PRIVATE/OUTDOOR EXHIBIT RESTRICTIONS

During the dates of the entire convention and trade show, outdoor exhibits of equipment of any kind are strictly prohibited on the convention site. It is also prohibited for any manufacturer to exhibit or demonstrate equipment off the convention site within a 100-mile radius for the purpose of attracting trade show participants. Additionally, no exhibitor or non-exhibitor may conduct any private displays of merchandise or social functions during trade show hours and/or convention program activities that would result in drawing attendees away from the exhibit hall or convention activity.

16. CARE FOR EXHIBIT SPACE

Every exhibitor must, at his expense, neatly maintain and keep in good condition the exhibit space contracted for. Each exhibitor is responsible for any damage to the show property and will be charged by NSAA for such damage, which is not otherwise repaired prior to departure from the trade show.

17. INSURANCE COVERAGE

Exhibitors must name National Ski Areas Association and the host show site as additional insured on their policy with minimum coverage as follows: Comprehensive General Liability (including applicable umbrella liability coverage), including broad form contractible liability coverage, personal injury, completed operations, and broad form property damage. Limits of liability shall be a combined single limit of liability of \$1 million per occurrence. Workers' Compensation Coverage--Statutory benefits, including \$100,000 employers liability coverage with a policy provision containing the "All states endorsement."

18. HOLD HARMLESS AND INDEMNIFICATION

National Ski Areas Association and the host show site, its owners, authorized representatives, employees, or agents as well as any affiliated hotels or ski products or service companies shall not be responsible for any injuries which may arise to the exhibitor, authorized representatives, employees, agents, guests, or invitees during the course of the trade show or while participating in any other activities.

The exhibitor agrees to indemnify and hold harmless National Ski Areas Association, the host show site, its owners, authorized representatives, employees, or agents as well as any affiliated hotels from injury or loss caused to any authorized representative, employee, agent, or guest of the exhibitor during the trade show and in connection with any activities regardless of the nature or cause. In addition, the exhibitor, authorized representatives, employees, or agents agree to indemnify and hold harmless NSAA, the host show site, and affiliated hotels from injury to any person or property resulting from action or inaction on the part of the exhibitor, its authorized representatives, employees, and agents during the course of the trade show.

19. ACTS OF GOD

When an "Act of God" or any other cause beyond the control of NSAA makes it impossible to permit the exhibitor to occupy the premises or to demonstrate his/her equipment, then in such cases, NSAA and the host show site, its owners, officers, agents, and employees are jointly released from any and all claims for damages which may arise.

20. CODES, LAWS, ORDINANCES, AND REGULATIONS

All pertinent fire codes, laws, ordinances, and regulations pertaining to health, fire prevention and public safety shall be strictly obeyed. Nothing shall be nailed, stapled, taped, or otherwise affixed to walls, floors, or any part of the exhibition rooms. All necessary measures for protection of the buildings, equipment, and furniture shall be at the expense of the exhibitor.

21. LAWS, ORDINANCES, RULES, AND REGULATIONS OF JURISDICTION

Each exhibitor warrants that he/she will comply with all applicable laws, ordinances, rules, and regulations having jurisdiction over the exhibit. The exhibitor is responsible for his/her own safety program in compliance with applicable OSHA regulations.

22. COMMUNICATION

All complaints on the part of the exhibitors and all requests for trade show information and assistance should be directed to the NSAA Trade Show office rather than the management of the show site.