

"Participating in the AHBA's Annual Build & Remodel Expo is an important key to obtaining qualified leads for future business. My role as a sponsor and exhibitor provides my company with the resources necessary to grow our company and continue to provide quality products and services to our local community"

- Craig Cutshall, Willow Creek Hearth & Leisure

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Asheville **Home Builders Association**

PO Box 9722 Asheville NC 28815

'Bringing Professionalism to the Industry Since 1966'

WHY PARTICIPATE?

- Establish relationships with potential clients and build quality leads
- Showcase your products, services and professional expertise to a motivated audience
- Promote your company and increase brand awareness
- Generate sales for the busy home improvement season
- Stay a step ahead of your competition

BOOTH RATES

10 x 10 Regular Booth	\$827
10 x 10 Premium Booth	\$927
10 x 20 Feature Booth	\$1500
20 x 20 Showcase Booth	\$3200
10 x 10 Outdoor Living Booth	\$600
10 x 10 Premium Outdoor Living Booth	\$700

Become a Member and Save!

AHBA Members receive \$250 off each booth

80%

of Expo attendees in 2017 were in the market to Build, Buy, or Remodel in the next 12 Months

ADVERTISING RATES

Exhibitor Coupon	\$100
1/4 Page	\$195
1/2 Page	\$345
Full Page	\$595

BUNDLE AND SAVE

Purchase your Expo Booth + Advertising and Save \$50!

See page 4 for additional information

Events@AshevilleHBA.com I www.BuildandRemodelAsheville.com I 828-299-7001



Exhibit Space Reservation & Contract

Email to events@ashevillehba.com

Mail to AHBA, PO Box 9722, Asheville, NC 28815

Complete Online Exhibitor Contract at www.BuildandRemodelAsheville.com

This application for exhibit space at the **Asheville Home Builders Association Build & Remodel Expo** on **February 3-4, 2018** will become a contract between Asheville Home Builders Association (hereinafter called "AHBA") and the undersigned representative below (hereinafter called "Exhibitor") upon acceptance by AHBA and is based upon the terms set forth below and the "Official 2018 Expo Rules & Regulations" which must be strictly adhered to by the exhibitor, their employees and representatives.

EXHIBITOR INFORMATION - Print	Contact Inf	formation as you would lik	ke it listed in published materials.	
Company Name:	nted in booth o	lisplay/area, see rules & regs for m	Company Representative: nore details)	
Mailing Address:		City/State/Zip:	Company Phone:	·
Email:			Website:	
BOOTH LOCATION REQUEST AHBA does not guarantee booth selectio	ns but we wil	I do our best to accommodate	your request. Choices will be used as a guide for	placement.
Booth(s) Preference: 1st Choice:		2nd Choic	e: 3rd Choice	ə:
Please list any special requirements	to consider	when assigning booth(s): _		
			Resource Guide and online. Two business cate ach. For a list of categories see Expo Floorpla	
Business Category 1:		Busine	ess Category 2:	
Additional Category 3:		_ Additional Category 4:	Additional Category	/ 5:
Additional Category 3:		Additional Options: Additional Business Categories, \$5.00 eacElectric 110v, 15 amp electrical outlet, \$35Black Carpet for Booth Area - \$100 per 10:Forklift Rental for Setup/Teardown \$50 forExhibitor Expo Coupon - 1/6 pg printed in EAdvanced Expo Tickets @ \$5.00 eachAdditional Exhibitor Badges* @ \$8.00 each *3 Badges per 10x10 booth provided no charge. Max of 6 back	\$700 \$	
	understand	that any remaining balance	ded with this contract for booth space is a 50% is due on or before December 13, 2017 and no mmediate release of my booth space.	
Authorized Signature:			Date:	
PAYMENT INFORMATION: Use this se				
Payment Type: Check p	f application ayable to Al	and authorize full payment of r		d provided below terCard
Expiration Date: V-Code (3 digit code from back of card): Email:				
-	Billing Address: City/State/Zip:			
Cardholder Signature:			Date:	<u> </u>
			Insurance to: Asheville Home Builders Assoc 9-7001 Phone • events@AshevilleHBA.com	iation



FEBRUARY 3 & 4, 2018 ASHEVILLE NORTH CAROLINA

WNC AG CENTER DAVIS ARENA

ALARM & SECURITY • APPLIANCES APPRAISERS • ARCHITECTS • BANKING BRICK, STONE & SAND SUPPLIERS & MASONRY **BUILDER • BUILDING MATERIALS • CABINETS** CENTRAL VACUUMS • CLEANING: FIRE, FLOOD, CONSTRUCTION & SMOKE DAMAGE CLOSET SYSTEMS CONCRETE • CUSTOM BUILDER • DECKS & PATIOS • DECORATING & **INTERIOR DESIGN • DOORS ELECTRICAL SERVICES • ELEVATORS & STAIR** LIFTS • ENERGY & GAS SUPPLIERS **ENVIRONMENTAL PRODUCTS • FENCES** FIREPLACE EQUIPMENT • FLOORING **FURNITURE • GARAGE DOORS GARDENING • GENERAL CONTRACTOR** GLASS & MIRRORS • GRANITE, MARBLE, STONE & TILE • GREEN BUILDER • GUTTERS HARDSCAPES • HOME AUTOMATION • HOT TUBS, POOLS & SPAS • HVAC • INSULATION **IRONWORK • KITCHEN & BATH** LANDSCAPING • LAWN EQUIPMENT LIGHTING • LOG HOMES LUMBER COMPANIES • METAL FABRICATION MILLWORK & MOULDING • MODULAR HOMES MOLD SERVICES
 MURPHY BEDS PAINTING • PEST CONTROL PLAYGROUNDS PLUMBING • RAINWATER HARVESTING **REAL ESTATE • REMODELING RESTORATION SERVICES • ROOFING SIDING SKYLIGHTS SOLAR ENERGY • STAIRS • STEEL BUILDINGS** WATER PURIFICATION & FILTRATION WATERPROOFING • WELL DRILLING **WINDOWS**

10 x 10 Regular Booth - \$827
10 x 10 Premium Booth - \$927

10 x 20 Feature Booth - \$1500

20 x 20 Showcase Bootha - \$3200

10 x 10 Premium Outdoor Living Booth* - \$700

10 x 10 Regular Outdoor Living Booth* - \$600

** Member Discounts:

-NAHB Members (non-AHBA) subtract \$100 per booth -Asheville HBA Members subtract \$250 per booth

Multi-Booth Discounts:

If two or more booths are purchased, a 5% discount will be applied.

632 63	1 630 629	628	Playhouse Shov	vdown
606 604 602 600	607 614 605 612 603 610 601 608	OUTDOOR LIVING SPONSOR	615 622 613 620 611 618 609 616	
136	135	235	335	433
	133 232	233 332	333 432	431
132			331 430	
130	131 230 129 228	231 330 229 328	329 428	429 427
126	127 226	227 326	327 426	425
124	125 224	225 324	325 424	423 421
122	123 222	223 322	323 422	421
120	121 220	221 320	321 420	DEMO
118	119 218	219 318	319 418	DEMO AREA
116				
114	117 216	217 316	317 416	419
112	115 214	215 314	315 414	417
110	113 212	213 312	313 412	415
108	111 210	211 310	311 410	413
106	109 208	209 308	309 408	411
	107	207	307	409
104				407
102	101	201	301	405
100				403
				401
501 503 505 507 509 511 513 515				

^a Additional Application Required

^{*}Only Outdoor Living/Landscaping products/services will be eligible



EXHIBITOR UPGRADES

Advertising, Sponsorship, Demonstrations & FREE Exhibitor Inclusions

Increase your company's presence and brand awareness to a dedicated audience beyond your booth space. There are multiple opportunities to increase your exposure with FREE exhibitor offerings — see details below! Consider the incredible value of being an Official Expo Sponsor, advertising in the full color Expo Resource Guide or be an official presenter for a Live Demo or Workshop.

Be an Official Sponsor

Sponsorship Packages offer a multitude of benefits and inclusions putting you a step ahead of your competition. We offer a variety of packages ranging from \$250 to \$15,000 to meet your marketing needs and your budget. Let's talk one on one about a package that is right for you. Below are a few of the packages to select from, spots are limited so contact us today! Email Erica@AshevilleHBA.com or call 828-299-7001.

- Title Sponsor
- Promotional Materials Sponsor
- Outdoor Living & Landscaping Sponsor
- Lanyard Sponsor

- Hanging Banner Sponsor
- Floor Decal Sponsor
- Expo Supporter
- Kids Construction Hat Sponsor



Your Discount Here

Reach your target customers during and after the show with a coupon! Each vendor that participates in the coupon program will receive a 1/6 page coupon in the resource guide, which is distributed at the Build & Remodel Expo and is the perfect way to reach consumers during and after the show!...\$100

Asheville Home Builders Association 828-299-7001 www.AshevilleHBA.com

Place an Exhibitor Ad

Advertising in the full color 2018 Expo Resource Guide (advertising exclusive to exhibitors and sponsors) and online at www.BuildandRemodelAsheville.com is the perfect way to be visible for attendees as they plan their visit to the Expo, tour the show floor and as a resource for months following the show.

Print & Online:

Upgrade Directory Listing with logo/profile - \$50 Exhibitor Coupon/Special Offer - \$100

Print & Digital Expo Guide:

Full Page Ad at \$595 - 5" W x 8" H
Half Page Ad at \$345 - 5" W x 3.875" H
Quarter Page Ad at \$195 - 2.375" W x 3.875" H

Present a Live Demonstration or Workshop

Presenting a live demonstration or workshop is a great way to share your knowledge, expertise and the professionalism you will bring to the job site. A variety of Live Demos and Workshops will take place every hour during Expo Hours in a designated area on the show floor. There is no fee to be a presenter. The Demo Area will be set theater style with a 7' display table, LCD projector screen, laptop, wireless mic and electric access. Presentations should be no more than 30 minutes including time for audience Q&A.

Example Educational Topics:

How to Refinish your Cabinets
How to Choose a Builder
Installing a Rain Barrel
Five Tips to Improve your Home's Energy Efficiency

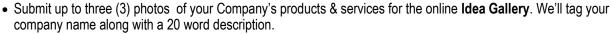
Design Trends: What's In What's Out Transforming Your Kitchen & Batch Financing Your Dream Home Sustainable Lawn Care



Interested in Presenting? Submit your proposed topic, title and description anytime now through January 31 online at www.BuildandRemodelAsheville.com/Present to be approved by Show Management.

FREE Exhibitor Inclusions

Utilize one or all of these Exhibitor Freebies and Perks to enhance your exposure before, during and after the event!





- Utilize the official "Build & Remodel Expo Participant" logo in your pre-show marketing efforts, social media posts, newsletters, flyers and more.
- Display an Expo poster, provided by Show Management, in your showroom, store front window or office.
- We'll mail to you six (6) complimentary guest tickets to invite clients to come and see you at the show. Additional tickets may be purchased at a discount for just \$4 each.
- Offering a **Giveaway** during the show? Tell us what you're drawing and special giveaway is and we'll promote it online at www.BuildandRemodelAsheville.com starting January 1, 2018.



2018 Exhibitor Rules & Regulations

The following expo rules and regulations are supplemental to and are incorporated by reference in the Exhibit Space Reservation and Contract between the Asheville Home Builders Association (AHBA), herein referenced as Expo Management, and your company as exhibitor, and govern the use of the exhibit space contracted for as if they had been fully set forth in the Exhibit Space Reservation and Contract.

In reading these rules and regulations, "we" and "us" refers to Expo Management (AHBA) and authorities of the expo facility (WNC Ag Center), and Federal governments as appropriate. "You" means your company and its authorized representatives and personnel. Where a specific entity or governmental body is required, we will identify them by name.

Responsibility

It is your responsibility to be fully familiar with these expo rules and regulations and to see that each member of your company attending the expo is also familiar with these regulations. We recommend that you distribute copies to all those who will be present for the expo.

Booth Information

- Booth Construction: Each exhibitor is entitled to a reasonable sight-line from the aisle, therefore, in all linear exhibits, including features, the front two feet of exhibit space must not have any equipment or display material over 42 inches high. Maximum height not to exceed 10 feet within remaining booth area. Any display materials exposing an unfinished surface to neighboring booths must be finished at the exhibitor's expense. Any exhibitor failing to comply with these requirements will be asked to remedy the issue prior to the expo opening and may be required to remove their exhibit from the expo.
- Booth Furnishings: Includes exhibit floor space, standard booth divides (3' high sides, 8' high backdrop), general lighting, booth ID Sign.
- Booth Location/Assignment: Spaces are assigned by management.
 Every effort is made to give Exhibitor his/her request but no guarantees can be made. Floor plan, space or numbers may be changed by management for the benefit of Exhibitors or the event.
- Outdoor Living Section: Designated section will be available to exhibitors of Outdoor Living and Landscaping products/services. Approval required.
- Subletting Space: No Exhibitor will assign, sublet or apportion the
 whole or any part of the space allotted to him, nor exhibit therein any
 other goods, apparatus, service, advertising signs, etc., than those
 manufactured or sold by the exhibitor in the regular course of his business, without the written consent of the AHBA Expo Management.
 Management reserves the right to remove any exhibit not conforming
 to all federal, state and local requirements and laws.
- Character of Exhibits & Sales: No soliciting, literature, or costumed characters will be allowed outside your designated booth area. Exhibits are for display purposes only, no high-pressure sales tactics. Expo Management must approve any items to be sold at the expo and exhibitor is required to complete paperwork. Distribution of food/ beverage items is not permitted.
- Electricity: A 110-volt, 15 amp electrical outlet is available for an additional charge on the exhibitor contract. Extension cords may be necessary, all electrical cords must be 3 prong grounded. All electrical services are to be ordered through Expo Management, in advance of expo. Standard wall, column and permanent building outlets are not considered part of a booth space and are not to be used by Exhibitors unless specified otherwise. Under NO circumstances shall anyone but the "house approved electrician" make any special or direct wiring electrical connections. Exhibitors are required to turn off exhibit lights, electronic equipment, etc. at the end of exhibit hours.

Booth Information Continued

- Display Vehicles: Any vehicle displayed in the Expo must be approved in advance by AHBA Expo Management. Certain specifications and requirements apply. Vehicles will not be allowed on display in front of Expo Facility unless through approved sponsorship. See AHBA for additional information and all approval.
- Signage: You may use your own sign providing it does not extend beyond your booth space. Decorations, signs, banners, etc., may not be taped, nailed, tacked, stapled or otherwise fastened to ceilings, walls, curtains, doors, painted surfaces or columns unless done by or under the direction of Expo Management. No holes may be drilled, cored or punched in the building.
- Sound Control: Sound-emitting equipment will be permitted, but Exhibitor must keep all sound at a level that will not disturb neighboring exhibits. Expo Management will be the final arbitrator when deciding if noise is too loud. If an exhibitor refuses to lower sound level, they will be removed from the expo without any refund of booth fee.

Exhibitor Move In

Exhibitors must check-in at the main entrance of expo facility to receive paperwork **prior** to move in. All materials must be brought in/out through designated cargo doors on move in days only during assigned move in times. A forklift will be available for a charge of \$50 per 30 minutes.

Thursday, February 1, 2018 (limited drive in access available)

8:30am-12:00 noon

Booths 10 x 20 or Larger Only, Booths within 100 to 515

1:00pm-4:30pm

All Booths within 100 to 515

Friday, February 2, 2018 (carry in ONLY, no drive in permitted)

8:30am-4:00pm

All Booths within 100 to 515

Outdoor Living Section Booths 600 to 635

All exhibits must be completed and ready for inspection by Expo Management by 4:00pm on Friday, February 2. Expo facility will be locked and inaccessible from 4:00pm on Friday, February 2 until 9:00am on Saturday, February 3. At this time, any display violations will be noted and reported to the exhibitor. Failure to correct any violations by the time the expo opens to the public at 10:00am on Saturday, February 3 will result in a fine or removal from expo. We reserve the right to rent or fill any exhibit space that has not been occupied by 4:00pm on Friday, or at any time thereafter.

Move Out

NO DISPLAY MAY BE DISMANTLED OR PACKED PRIOR TO 5PM ON SUNDAY. There is a \$75 fine for tearing down early. It is the Exhibitors responsibility to pack and remove or consign for shipment of all items prior to leaving booth unattended. AHBA Management and the Ag Center will not be made responsible for any items left unattended. During move out, no vehicles will be allowed at the back loading gate until your booth is completely disassembled and ready to be loaded. A fork lift will be available at a charge of \$50, only available during Monday move out.

Exhibitor Move Out Schedule:

Sunday, February 4- 4:00pm to 6:00pm (Carry Out Only) Monday, February 5 - 8:30am to 12:00pm (Limited Drive In Access)

Failure to completely move out by 12pm on Monday may result in a fine of \$75 per hour.

Exhibitor Rules & Regulations Continued

Exhibitor Information

- Exhibitor Badges: Must be picked up at the Expo facility during designated move in times. Badges allow entrance into the Expo Facility during Expo hours. No Exhibitor will be able to obtain badges or be permitted to move in until the balance of their contract is paid in full. Three (3) Exhibitor Badges per 10x10 booth space will be provided at no charge, with a maximum of six (6) badges per 10x20 or greater space. Exhibitors are responsible for distributing badges to company representatives. Exhibitors without badges must pay admission. Badges may be left at Will Call.
- Exhibitor Packets: Final Exhibitor information and assigned booth space will be mailed to address provided on contract, 30 days prior to show.
- Booth Staffing: Only registered Exhibitors are allowed to work booths.
 Booths must be staffed during all expo hours including a minimum of 15
 minutes prior to expo opening on both days. Failure to properly staff
 booth by the above standards will result in a fine of \$75 for the first violation and suspension from future expos for the second violation. Please
 see MOVE OUT section for additional penalties for early breakdown.
- Exhibitor Solicitation: Solicitation of exhibitors by other exhibitors is strictly prohibited during expo hours. Exhibitors must remain in their booth unless they are taking a break. You are not allowed to roam the aisle and handout business cards, etc. You are absolutely not allowed to go in the aisles and recruit people to come into your booth or take people from someone else's booth to come into yours. It is the responsibility of exhibitor to notify Expo Management of any solicitations during expo.
- Contests/Giveaways: For promotional purposes, AHBA Management may be informed of Exhibitor giveaways. It will be the Exhibitors responsibility to distribute giveaway to winner(s).
- ADA Requirements: The Americans with Disabilities Act (ADA) has specific requirements for public exhibits. Exhibitors are responsible for making their space accessible in accordance with the Americans with Disabilities Act. Any exhibitor that fails to comply with these regulations is subject to a fine by the government.

Liability

- Care of Building & Exhibits: Exhibitors will be responsible for any damage done to the building by them, their agents, or employees. All property destroyed or damaged by the Exhibitors must be placed in its original condition or at the Exhibitor's expense. Walls, woodwork, and floor of the building must not be defaced or altered in any manner whatsoever. Exhibitors are liable for any damage caused to the building floors, walls or columns; or to standard booth equipment, or to other Exhibitor's property. Exhibitors will be required to keep their booth displays neat and orderly throughout the expo.
- Security/Safety: Periodic on-site inspections of premises are provided by an off duty police officer, but this does not constitute a guarantee to the exhibitor's property. It is always wise to take precautions so that nothing is stolen. Small electrical equipment such as iPads, cameras, laptops, etc., should never be left unattended. Expo Management, the AHBA and the Ag Center are not responsible for lost, stolen or damaged property.
- Certificate of Insurance: A Certificate of Insurance certifying a general liability policy must be submitted to AHBA along with Contract. Certificate must be received in order to proceed with move in. Copies may be faxed or mailed to the AHBA.
- Waiver of Liability: AHBA shall not be responsible for any damage or
 injury that may happen to Exhibitor or its agent, employees or property
 from any course whatsoever except the gross negligence or willful misconduct of AHBA or its employees, arising out of AHBA duties and responsibilities under this agreement. Exhibitor expressly releases AHBA,
 its directors, officers, agents and employees from any such loss, damage
 or injury.
- AHBA Rights: AHBA reviews all exhibits to insure the quality of the expo. AHBA reserves the right to refuse any exhibit, exhibitor, or employee which, in the opinion of AHBA, is not in the best interest of the expo. AHBA reserves the right to limit exhibitors based on product and service

Liability Continued

• Violations: Exhibitor shall be bound by the rules and regulations set forth herein, and by such additional rules and regulations which may be established by AHBA. All matters and questions not covered by the above will be subject to final judgment and decision by AHBA. Any violations by Exhibitor of any terms or conditions herein shall be subject to the cancellation of the contract to occupy exhibit space, and forfeiture of any monies paid on account thereof upon due notice of such cancellation. AHBA shall have the right to take possession of Exhibitors space, remove all persons and properties of the Exhibitor, and hold Exhibitor responsible for risks and expense incurred in such an event.

Freight/Shipping

The WNC Ag Center will accept exhibit materials for storage no sooner than Wednesday, January 30. Ship to WNC Ag Center—Davis Arena, 1301 Fanning Bridge Rd. Fletcher, NC 28732. All items must be labeled with Company Name and "Build & Remodel Expo." Please note that a standard loading dock is NOT available. Delivery trucks need to come supplied with a pallet jack. If delivery truck requires use of Ag Center's forklift for unloading, a \$75 standard freight charge will be invoiced to Exhibitor by Show Management. *See Move-In rules for additional forklift usage fees.

Deposit/Payment Terms

A deposit of 50% must be submitted with contract for Exhibit Space. This is a non-refundable deposit and this contract is non-cancellable and non-assignable. All remaining monies due, must be paid in full by December 13, 2017. If balance is not paid when due, Exhibitor shall immediately forfeit the exhibit space and all deposits/payments made. If AHBA rejects the Exhibitor's application, deposit will be promptly refunded. Any legal fees and costs of fulfilling terms of this contract are liable to and will be paid by Exhibitor.

Cancellation/Exhibitor Withdrawal

If an exhibitor does not submit monies due, as agreed upon in the contract, the space may be forfeited and the exhibitor will not be allowed to move in. If the Exhibitor cancels in writing prior to December 13, 2017, AHBA will refund any payments made outside the 50% non-refundable deposit. Cancellations on or after December 13, 2017 are non-refundable.

Expo Management/Expo Office

This Expo is under the management of the Asheville Home Builders Association, which shall have the right to make such rules and regulations, as it deems advisable for the success of the Expo. Management's application, interpretation and construction of said rules shall be final and conclusive.

Management reserves the right to limit the number of booths, if demands so require. Management also reserves the right to refuse to sell exhibit space and to bar, move, modify exhibits, or portions thereof, which in the discretions of the management are deemed objectionable or in poor taste.

Expo Hours - Open to General Public

Saturday, February 3, 2018 - 10am until 6pm Sunday, February 4, 2018 - 11 noon until 4pm

Additional Facility Hours Open to Exhibitors Only

Saturday, February 3, 2018 - 9:00am Sunday, February 4, 2018 - 10:00am

IMPORTANT: As a reminder, Booths must be staffed during all expo hours including a minimum of 15 minutes prior to expo opening on both days. Failure to properly staff booth by the above standards will result in a fine of \$75 for the first violation and suspension from future expos for the second violation. Please see MOVE OUT section for additional penalties for early breakdown.

Exhibitor Questions may be directed to the Asheville Home Builders Association at 828-299-7001 or events@ashevillehba.com.