

Here's what 2017 exhibitors had to say about the home show:

"Love the new location; great traffic"

"Our first year. Great crowd & exposure. Recommend to other business owners to participate."

23RD ANNUAL
HOME SHOW
 2018

"Satisfied with location and hours, good traffic; overall a good improvement to previous show."

"Everyone was interested in exhibits, wonderful event, everyone was helpful."

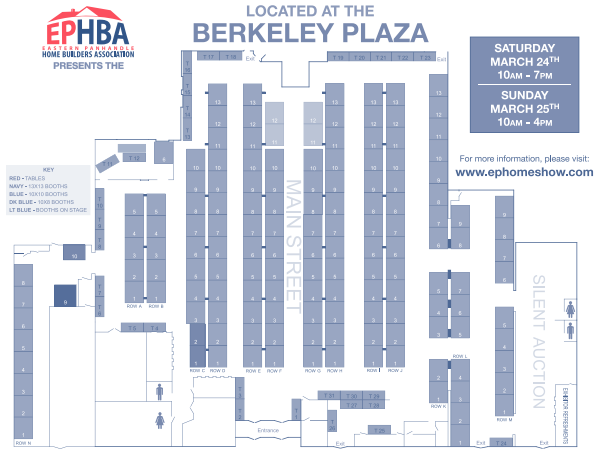
Thousands of visitors here only to see the Show!

The 2017 Eastern Panhandle Home Show was a HUGE success! From visitors to exhibitors, everyone was WOWED with the event at our new location in Berkeley Plaza in Martinsburg. We expect overwhelming response to the 2018 Home Show. Exhibiting in the show will be YOUR opportunity to meet thousands of potential customers face-to-face in a two-day format that was extremely popular. We are back in a location that turned out to be very successful in 2017, and space is limited and demand will be higher than before. We've made the show better than before and with attractive sponsorship options and a great exhibit floor for attendees to view all the displays, 2018 is going to be even better!

Please look over this brochure and application and make sure your business is part of the new, exciting Home Show.



TO VIEW THE FULL SCALE MAP & FOR MORE INFORMATION:
www.ephomeshow.com



GET YOUR "EARLY BIRD" PRICING BY REGISTERING NOW!

2018 Home Show Pricing	Early Bird*	Regular Pricing
Booth – EPHBA Members	\$500.00	\$550.00
Booth – Non-Members	\$675.00	\$725.00
Table – EPHBA Members	\$250.00	\$300.00
Table – Non-Members	\$350.00	\$400.00
Sidewalk Booth		\$400.00
Parking Lot Bulk Space		\$250.00
Exhibitor Company Truck Premium Parking Space		\$100.00

Applications accepted on the following schedule:

October: Exclusively for sponsors

November: Exhibitor applications from EPHBA members and 2017 Home Show exhibitors

December: Open to everyone

*Early bird prices are available for exhibitors who pay in full by December 31, 2017.

Any unpaid invoices as of 1/1/2018 will be adjusted to regular pricing.

Booth fees include: draped booth, 8' skirted table, electricity available at no extra charge, 2 chairs, sign with company name, and listing in the official Home Show program. Booth size is 10' x 10'—some variations exist in specific locations.

Table-Top fees include: 8' skirted table, chair, sign with company name, and listing in the official Home Show program. All exhibit materials **must be on tables** for table-top displays.

Benefits of exhibiting at the Eastern Panhandle Home Builders Association Home Show include:

- A highly successful 2017 Home Show to build on
- A local focus on the fast-growing area of eastern West Virginia
- Unique face-to-face opportunity to meet leads
- Convenient hours and dates; scheduled for the spring building season

For more information call 304-267-4710 or email: info@ephomeshow.com website: www.ephomeshow.com



SPECIAL INFORMATION

- Many sponsorship opportunities exist for every budget. Be sure to see sponsorship page for options.
- Space is limited and will sell out so reserve now!

DEMAND WILL BE HIGH FOR EXHIBIT SPACE. GET YOUR LOCATION AND EARLY BIRD PRICING BY REGISTERING EARLY

DEDICATED VENUE



SERIOUS VISITORS

SPONSORSHIP OPPORTUNITIES

Sponsors are special! Get upgraded marketing benefits for this successful event and premium booth location as a sponsor.

PREMIUM SPONSORS

Diamond Sponsor— \$4,000* (One available)

This is an exclusive opportunity for one business. The Diamond Sponsor receives all the benefits of the Platinum Sponsor level **PLUS** a generous list of additional marketing exposure as the **Official Home Show Door Prize Sponsor**. This will be prominently featured on the home page of ephomeshow.com, on the event program cover and in much of the print advertising in a highlighted section, on radio ads and online advertising. The door prize registration will take place at the show only, and, if you choose, it can be done in your exhibit booth.

**There are two options for the sponsorship:*

1. \$2,500 fee and sponsor provides a \$1,500 minimum suggested retail prize. This can be a product you sell, get from a manufacturer/distributor or an item you purchase. Committee approval of the prize is required.
2. \$4,000 and EPHBA will provide a \$1,500 minimum suggested retail prize.

Platinum Sponsor—\$2,500 (Five available)

- One 10' x 10' exhibit booth in premium location-sponsors receive first option for best booth location
- Sponsor name/logo on cover of official Home Show Program
- Sponsor logo/name in all print advertising for show
- Sponsor identified in all radio spots for the show
- 1/8 th page advertisement in the Home Show program published by The Journal (actual size is 4.88" wide by 2.5" length) also entitled to receive 25% discount on paid advertising in this publication
- News coverage in the Home Show Program published by The Journal, to include photo and feature on your business
- Feature on your business in Around the Panhandle Home Show Edition
- Company logo/company name on high-traffic location billboard
- Premium position banner ad on official Home Show website
- Member profile page on ephomeshow.com
- Additional chairs at no charge if ordered on form
- Company name on sponsor signs at Silent Auction and throughout event facility during show
- Company logo on signage at event venue entrance
- First right-of-acceptance for next year's show for sponsor category

Gold Sponsor—\$1,000 (Ten available)

- One 10' x 10' exhibit booth in a premium location
- Sponsor identified in rotating radio spots
- 10% discount on advertising in the official Home Show Program produced by The Journal
- Company listing on Home Show billboard
- Skyscraper ad on official Home Show website
- Member profile page on ephomeshow.com
- Inclusion in Home Show feature in Around the Panhandle Home Show Edition
- Company name on sponsor signs at Silent Auction and throughout event facility during show
- First right-of-acceptance for next year's show

Silver Sponsor—\$800

- One exhibit booth in a premium location
- Member profile page on ephomeshow.com
- Website ad in rotation on ephomeshow.com
- Sponsor listing in official Home Show program
- Company name on sponsor signs at Silent Auction and throughout event facility during show

All premium sponsors receive logo or ad on TV monitors throughout the venue.

Ephomeshow.com Website Ad—\$75

Ad in rotation on www.ephomeshow.com with link to your website. Analytics are included with the ad. Specs for ad are 970 x 90 pixels in a jpg, gif or png format.

Ephomeshow.com Enhanced Exhibitor Profile Listing—\$50

Includes business name, address, phone, email, website and Facebook links (if available), Facebook address (if available) business description, promotion description (for show or ongoing promotion), business photo, contractor license number.

Exhibitor Lounge Sponsor—\$150/day - Saturday & Sunday

Your business will be the exclusive exhibitor lounge sponsor for the day with drinks and snacks provided by the EPHBA. A table is provided for your marketing materials. You can print your own flyers promoting your sponsorship to distribute to the exhibitors during the day. Signage recognizing sponsor(s) will be in the lounge area. This is a great business-to-business marketing opportunity.

Home Show Entrance Window - \$150

Your ad/logo prominently featured on windows at the venue entrance.

Home Show Preview Sponsor -Friday at 5 (March 23) - Your company

is the exclusive sponsor of this special preview option for exhibitors and EPHBA members. Sponsor receives a table for promotional materials, option to distribute flyer to exhibitors on Friday and recognition at the event. The sponsor provides food and beverages for event attendees.

Silent Auction Sponsor - \$700 Plus donation item

- One exclusive exhibit table in silent auction location
- Silent Auction Donation presented as featured product
- Member Profile page on ephomeshow.com
- Sponsor listing in official home show program
- Company name/ logo on Silent Auction bid sheets
- Company name on sponsor signs at Silent Auction and throughout event facility during show as well as TV monitors.

These are minimum benefits for each sponsor level. As additional marketing plans are confirmed, this list may be expanded.

CONTRACT TERMS AND CONDITIONS

This agreement by and between the Eastern Panhandle Home Builders Association, Inc. ("EPHBA") and the Exhibiting Company (as identified on the application form).

Witnessed for and in consideration of the rental sum identified on the application and the agreements and covenants contained herein, EPHBA hereby grants to Exhibitor the right to exhibit at the 2018 Home Show for the period of time indicated in the exhibitor's application form for installation, display and removal of exhibition materials, and for no other purpose. This agreement is made and entered into upon the following special terms and conditions which are mutually agreed to by the parties.

1. Exhibitor agrees to pay the specified rental in accordance with the payment schedule as shown in the exhibitor's application package. Early bird prices are available for exhibitors who pay in full by December 31, 2017. Any unpaid invoices as of 1/1/2018 will be adjusted to regular pricing.
2. Exhibitor acknowledges that applications are processed as they are received and that exhibition space is limited. Requests for desired booth locations will be accommodated, if available, in the order that applications (including full payment) are received.
3. Cancellation/Refunds: Cancellations must be made by March 2, 2018 in order to receive a refund, less a \$25 administrative fee (*Note, Credit card convenience fees are not refundable*).
4. If circumstances deem it advisable or necessary, EPHBA reserves the right to alter the official floor plan and to make changes in exhibit space assignments when necessary for the proper conduct of the Show. Exhibiting Company agrees not to hold EPHBA liable for these changes.
5. Set-up hours are **Thursday, March 22 from 11-7 and Friday, March 23 from 9-5**. EXHIBITORS WHO DAMAGE EVENT FACILITY ARE RESPONSIBLE FOR REPAIRS. Maximum Door opening: 5'6"W x 6'7"H), 10" height limit on booth exhibits.
6. Exhibit materials may be removed following closing on the last day of the Show or from 9 am to 2 pm on Monday, March 26. **Packing is not permitted until the close of the show. There will be a \$100 fee charged to any exhibitors who remove materials from their space before the close of the show on Sunday.**
7. Except for tabletop exhibits, exhibitors should have an attendant in charge of their display during the scheduled hours of the Show on Saturday and Sunday—unless prior approval is given by EPHBA.
8. EPHBA reserves the right to make changes in the Show hours and dates with no liability to the Exhibitor in the event of inclement weather, acts of God or other events beyond the reasonable control of EPHBA, threaten the safety and/or proper conduct of the Show. EPHBA is not liable for any show cancellation, disruption or show postponement caused by inclement weather, acts of God or other events beyond the reasonable control of EPHBA and exhibitor releases EPHBA from any liability related thereto.
9. Exhibitor agrees to release EPHBA, its board of directors, officers, agents, employees or other representatives from any liability for damage or injury to the person or property of the Exhibitor or any of its officers, agents, employees or other representatives, resulting from theft, fire, water, accident or any other cause. Exhibitor further agrees to indemnify, defend and protect EPHBA, its board of directors, officers, agents, employees or other representatives, and hold and save them harmless from any and all claims, demands, suits, liability, damages, attorneys fees and expenses of whatever kind which might result from or arise out of any action or failure to act of the Exhibitor or any of its officers, agents, employees or other representatives.
10. EPHBA reserves the right to restrict or refuse or expel at any time exhibits which in its judgment may detract from the general character of the Show. This reservation includes persons, things or printed matter which may be objectionable or detrimental to the Show as a whole. Audio- visual aid sound volumes must not disturb neighboring exhibits.
11. Only one company per exhibit space. Subletting of exhibit space is not permitted.
12. Exhibitor acknowledges that EPHBA and its agents do not maintain insurance covering Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain business interruption and property damage insurance covering such losses by the Exhibitor.
13. Exhibitor agrees to honor and abide by all rules and regulations of the building in which the Show is held.
14. No soliciting donations.

**TAKE ADVANTAGE OF EARLY BIRD
PRICING DISCOUNTS!**

*Early Bird pricing effective until December 31, 2017.

**EXHIBITOR
APPLICATION
& SPONSORSHIP
OPPORTUNITIES
INSIDE!**

23RD ANNUAL 2018
**HOME
SHOW**

EXHIBITOR & SPONSOR INFORMATION & APPLICATION

23RD ANNUAL 2018
**HOME
SHOW**



2018 HOME SHOW DATES

SAT, MARCH 24TH • 10 am–7 pm
SUN, MARCH 25TH • 10 am–4 pm

**BERKELEY PLAZA
215 MONROE ST.
MARTINSBURG WV 25404**

RESERVE SPACE NOW
FOR BEST PRICING & LOCATION

2018 Home Show Exhibitor & Sponsor Application Form

Register online at : ephomeshow.com

March 24 • 10 am – 7 pm || March 25 • 10 am – 4 pm

Presented by Eastern Panhandle Home Builders Association

Return this application with payment to: 430 Randolph Street, Suite C • Martinsburg, WV 25401

304-267-4710 • fax 866-709-7808 • info@ephomeshow.com • www.ephomeshow.com

Company Name: _____ Contact Person: _____
(this name will be used for all print & online marketing)

Address: _____

City: _____ State: _____ Zip: _____ **Billing Contact** (if different from above)

Email: _____ Website: _____ Name: _____

Phone: _____ Cell: _____ Email: _____

Products/Services to be Displayed: _____ Phone: _____

DEADLINE: MARCH 2, 2018.

Applications received after deadline must be paid by credit card, or PayPal. +3% Convenience Fee for credit card & PayPal payments

2018 Home Show Pricing	Early Bird*	Regular Pricing
Booth – EPHBA Members	\$500.00	\$550.00
Booth – Non-Members	\$675.00	\$725.00
Table – EPHBA Members	\$250.00	\$300.00
Table – Non-Members	\$350.00	\$400.00
Sidewalk Booth		\$400.00
Parking Lot Bulk Space		\$250.00
Exhibitor Company Truck Premium Parking Space		\$100.00

Sponsorship Opportunities

- DIAMOND** @ \$4,000 **PLATINUM** @ \$2,500
 GOLD @ \$1,000 **SILVER** @ \$800

All above sponsorships include one booth. Additional booths available through exhibitor options.

ADDITIONAL OPTIONS:

- www.ephomeshow.com Website Ad @ \$75
 www.ephomeshow.com Exhibitor Profile Listing @ \$50
 Exhibitor Lounge Sponsor @ \$150/day
 Home Show Entrance Window sign @ \$150
 Silent Auction Sponsor \$700 See sponsor page for details
 Friday @Five Sponsor See sponsor page for details

» **Sponsorship Subtotal = \$** _____

Other advertising options are available.
Contact EPHBA for details.

Exhibitor Options

BOOTH(S) Include: ■ 10' x 10' space ■ 110 volt electrical if requested ■ backdrop ■ side rails ■ 8' skirted table ■ 2 chairs ■ booth sign ■ listing in program ■ choice of booth location (10' height limit on booth exhibits. Maximum Door opening : 5'6" w x 6'7" h)

Desired Booth Location:
(see floor plan—give three choices) 1 _____ 2 _____ 3 _____

List types of companies beside which you do not wish to exhibit: _____ Qty _____ @ \$ _____
» **Booth Subtotal = \$** _____

TABLE-TOP Includes: ■ 8' skirted table ■ 2 chairs ■ booth sign ■ listing in program
Table-top displays are located according to space available. Specific locations cannot be reserved. Space includes table & chairs only. All exhibit material must be on tables (no wall or floor spaces included). Electricity available upon special request, depending on location.

OTHER OPTIONS:

- Extra Table (Booths Only) Qty _____ @ \$20 each = \$ _____
 Extra Chair: Qty _____ @ \$7 each = \$ _____
 Electricity Required
 No Table Required (Booths Only)
 No Chair Required

» **Options Subtotal = \$** _____

» **Exhibitor Subtotal = \$** _____

Sidewalk Exhibit Space - 10'x10' space outside the entrance to the Home Show. All traffic goes in the doors with your products front & center to make a great first impression on show visitors.

Parking Lot Bulk Space - 20'x20' space facing Rt. 11 in front of Berkeley Plaza. Great for trucks, equipment, storage buildings, etc.

Note:

Set up hours are listed under item 5 on Contract Terms and Conditions.

→ **EXHIBITOR & SPONSORSHIP TOTAL = \$** _____

PAYMENT (due with application)

REQUEST A PAYPAL INVOICE @ jchurch@easternwvhomebuilders.org

APPLY & PAY ONLINE @ ephomeshow.com

CHECK Enclosed CREDIT CARD Information Below:
Payable to EPHBA +3% Convenience Fee for credit card & PayPal payments

Name on Card _____

Card Number _____

Exp. Date _____ CCV# _____ Billing Zip Code _____

Exhibit space is reserved upon receipt of application and full payment according to the schedule listed below.

October: Exclusively for sponsors November: Exhibitor applications from EPHBA members and 2017 Home Show exhibitors December: Open to everyone
*Early bird pricing effective until December 31, 2017. Any unpaid invoices as of 1/1/2018 will be adjusted to regular pricing.

Please Read and Sign the Following Certification:

Application for the above space is hereby submitted in accordance with the terms and conditions set forth in the "Contract Terms and Conditions" Upon confirmation of space assignment and acceptance of this Contract by EPHBA, the undersigned agrees to be bound by all terms and conditions contained herein. I have read and accept the "Contract Terms and Conditions."

Signature of Company Representative _____

Date _____

DO NOT WRITE IN THIS SPACE:

Date Received: _____ Booth Number: _____ Table-Top Number: _____ EPHBA Representative: _____

NOT VALID UNLESS SIGNED