



# Pacific Sail and Power Boat Show

May 16-19, 2024

Westpoint Harbor, Redwood City, CA

## APPLICATION FOR EXHIBITOR SPACE



Company Name: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_ Website: \_\_\_\_\_ Twitter: \_\_\_\_\_  
 Do you have a Facebook Page:  Yes  No If yes, we hope you will like us too!

RATE INFORMATION					
	Standard Booth	Corner Booth	Bulk-Outside Untented	In-Water	In-Water (Multihull)
CYBA & Sail America Member	\$1,150	\$1,250	\$7.50/sq. ft.	\$34.95/ft.	\$45.00/ft.
Non-Member	\$1,345	\$1,445	\$8.00/sq. ft.	\$44.95/ft.	\$53.00/ft.

Please contact [Jim Behun 858-230-1221 - jimbehun@icloud.com](mailto:jimbehun@icloud.com) to discuss your exhibitor space needs. In order to receive the CYBA/Sail America discounted rates for exhibit space, membership dues must be paid in full at the time of Application for Exhibitor Space. Contact Ty Mellott 925-588-8929 to join or to check your membership status.

Standard Booth No. of Booths: \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 Corner Booth No. of Booths: \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 Bulk Space (400 or 500 sq. ft. options) Total Sq. Feet: \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 In-Water Total Ft. from Mfg. Spec. (LOA): \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 Multihull Total Ft. from Mfg. Spec. (LOA): \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 Brokerage Total Ft. from Mfg. Spec. (LOA): \_\_\_\_\_ Rate: \_\_\_\_\_ Sub Total: \$ \_\_\_\_\_  
 Total Space Cost: \$ \_\_\_\_\_

### PAYMENT TERMS & SCHEDULE

**PAYING BY MAIL:** Please make checks payable to CYBA. P.O. Box 2323, Martinez, CA 94553 or E-mail your credit card info to: [Ty@cyba.info](mailto:Ty@cyba.info)

<b>PAYMENT SCHEDULE</b>	<b>RECEIVED</b>	<b>DATE RECEIVED</b>
50% due with Show Application	\$ _____	_____
25% due on March 16, 2024	\$ _____	_____
25% due on April 16, 2024	\$ _____	_____

**PAYING BY CREDIT CARD:** Please select one of the payment options  
 Charge all space payments per payment schedule to the credit card below.  
 Please charge my initial deposit based on the payment schedule. I prefer to mail a check for any future payments.  
 Please check one:  Visa  MC  Amex Name on Card: \_\_\_\_\_  
 Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_ Zip Code: \_\_\_\_\_

### SPACE ALLOCATION

Please indicate your space preference below. See Space Allocation Guidelines on back of Application. Every attempt will be made to satisfy your request; preference does not confirm the request can be satisfied.  
 1st Choice: \_\_\_\_\_ 2nd Choice: \_\_\_\_\_ 3rd Choice: \_\_\_\_\_  
 We would prefer to exhibit next to the following companies: \_\_\_\_\_  
 We would prefer not to exhibit next to the following companies: \_\_\_\_\_  
 Name: \_\_\_\_\_ Exhibitor Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### DO NOT WRITE BELOW - TO BE COMPLETED BY CYBA

Date Application Received: \_\_\_\_\_ Exhibit Space Assigned: \_\_\_\_\_ Date Entered by CYBA: \_\_\_\_\_



# PACIFIC SAIL & POWER BOAT SHOW

IN-WATER ALLOCATION

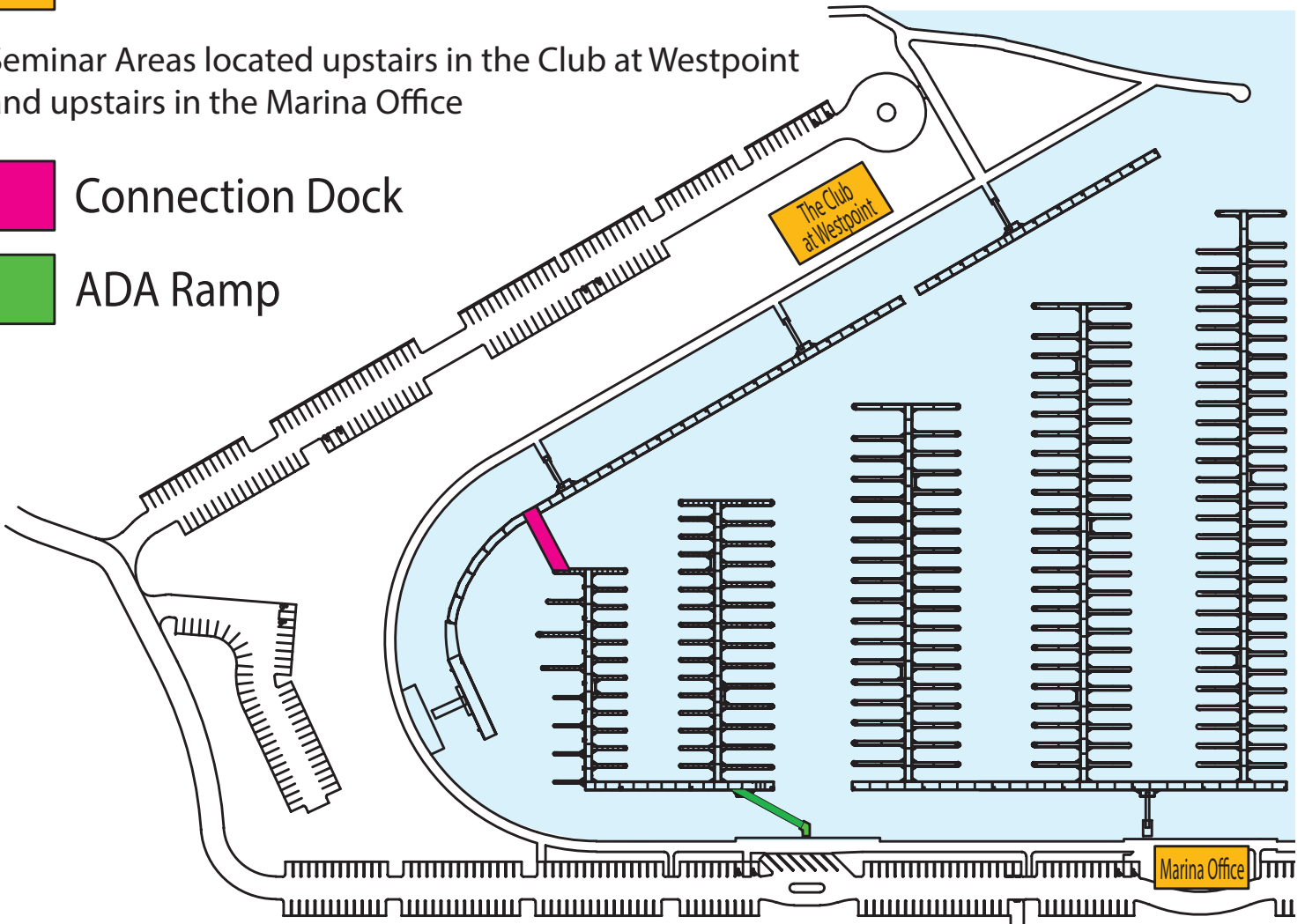


 Seminar Areas

Seminar Areas located upstairs in the Club at Westpoint and upstairs in the Marina Office

 Connection Dock

 ADA Ramp



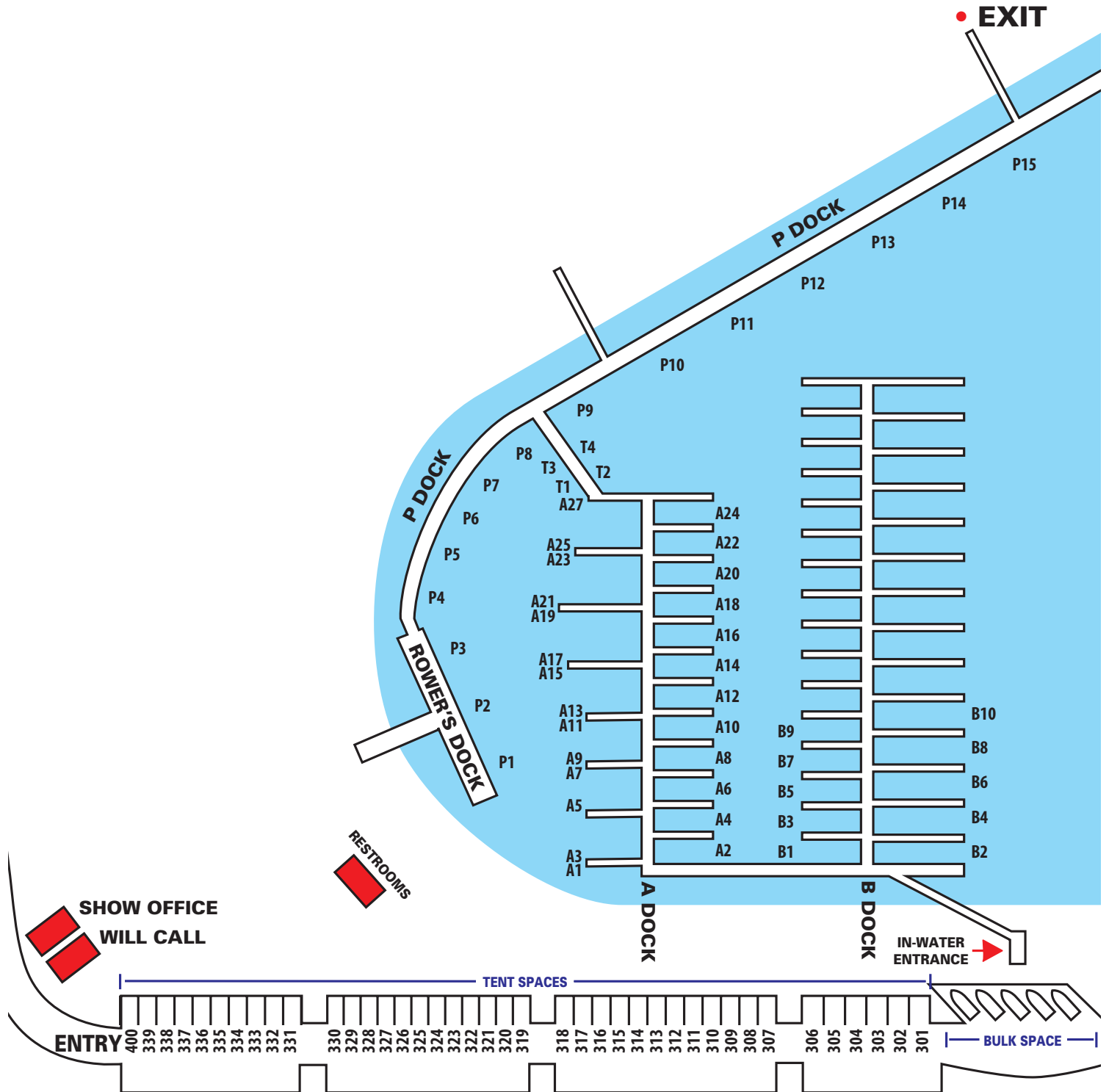
See Inset To Right

**Questions? Contact us at 858-230-1221  
email: James Behun jimbehun@icloud.com**



# PACIFIC SAIL & POWER BOAT SHOW

BOOTH ALLOCATION



# Pacific Sail and Power Boat Show Rules and Regulations

**1 - SHOW MANAGEMENT:** Pacific Sail and Power Boat Show (hereinafter referred to as Pacific Boat Show) is produced and managed by California Yacht Brokers Association (hereinafter referred to as CYBA). All decisions regarding space assignments, nature and style of exhibit floor, floor management before, during and after show hours shall be made by CYBA. Exhibitor agrees that her/his exhibit shall remain from day to day solely in strict compliance with the rules herein laid down. CYBA reserves the right to reject, eject or prohibit any exhibit in whole or in part, or Exhibitor and/or company representatives upon CYBA's good faith determination that an exhibit is not in accordance with the Rules and Regulations. Additional regulations shall be detailed in the Exhibitor Handbook, available at [www.cyba.info](http://www.cyba.info). Exhibitor, for company and employees, representatives and agents, agrees to abide by the foregoing rules and by any amendments that may be put into effect by CYBA. Exhibitor agrees to pay all reasonable attorney's fees and other costs incurred by CYBA in enforcing this agreement with its accompanying rules and schedules, which are incorporated into this agreement. CYBA has the full power to interpret and enforce its rules, conditions and regulations, and the power to make reasonable amendments thereto necessary for the proper conduct of a safe, clean, well-regulated and attractive Show.

**2 - PAYMENT FOR SPACE:** 50% deposit is due upon submission of contract in order for contract to be considered valid. This agreement is entered into between the company's names on the Application (hereinafter referred to as Exhibitor(s) and CYBA. Please make checks payable to CYBA or pay by credit card. Application for space must be submitted and be accompanied by the deposit specified there in and will not be processed until the deposit is received. No goods will be permitted to be placed in the exhibition space until all payments for space rental have been made. Failure to meet deadlines may cause space to be relocated or reallocated.

**3 - ALLOCATION OF SPACE:** Space will be allocated after the February 29, 2024 deadline based on when the completed contract and deposit were received. Preference will be given to the following Exhibitors in the following order: CYBA members that exhibited in prior year Pacific Boat Show, then CYBA members that have not previously exhibited. After March 30, 2024 space will be allocated on a first-come first-served basis, regardless of CYBA Member status. The applicant agrees that show space will be allocated according to CYBA Membership as well as being a prior year Exhibitor and application date, although CYBA reserves the right to allocate space in such a manner as to produce a balanced show, since the general attentiveness of the show adds to its spectator appeal.

**4 - CANCELLATION:** If any Exhibitor elects to cancel the contracted space for any reason, CYBA will credit the amount towards space in next year's Pacific Boat Show based on written notice being received as follows: 75% credit 91 days or more prior to the first move-in day, 25% credit - 90 days or less prior to the first move-in day, No Credit - 45 days or less prior to the first move-in day. Credits are based on contracted space costs, not monies received. If Exhibitor fails to arrive, Exhibitor is nevertheless responsible for exhibit space cost.

**5 - TERMINATION OF EXHIBITION:** In the event that the Pacific Boat Show is not held as a result of any emergency, as for instance, destruction or damage to Westpoint Harbor, Redwood City, CA, by fire, windstorms, strikes or acts of God, etc., or a declaration of a state of emergency by the an elected official, it is expressly understood and agreed that CYBA may retain as much of the payment made for exhibition space as may be necessary to cover expenses incurred up to the time of such emergency; otherwise all payments shall be refunded to the Exhibitor.

**6 - SUBLEASING:** Exhibitors shall not sublease, assign, apportion or share any part of their space without the written permission of CYBA.

**7 - EXHIBITS:** All boats displayed should be in current production and the Exhibitor must be able to quote a customer a price for another model just like it. All exhibits shall be erected so as to not obstruct the view of neighboring exhibits. CYBA reserves the right to determine at what point sound constitutes interference with others and must be discontinued. Exhibitors must, at their own expense keep their own exhibit area clean, boats cleaned and total exhibit in a first-class condition. No goods or products other than those manufactured or sold in the regular course of business shall be displayed by Exhibitor.

**8 - ACCEPTABLE EXHIBITS:** Only those products or services directly related to the design, construction and use of boats will be eligible for display, unless accepted in advance by CYBA. All dealers will work in exhibit space paid by manufacturers that they represent. Boards, placards, signs, etc. Exhibitors shall display their products and conduct their business only within their assigned space. No placards, stickers or other signs relating to non-exhibiting firms will be allowed in individual exhibits or anywhere else in Pacific Boat Show. Diesel engines will be those intended for use as auxiliary power in boats. Rubber boats, dinghies and row boats will be limited to those used as tenders for boats. Boats, trailers and other production displays are not permitted in any parking areas or any other exhibit facility in Redwood City during Pacific Boat Show hours. Small regional builders may join together to purchase booth space. CYBA reserves the right to allow and choose which no-profit organizations and industry concept promoters may participate with their exhibit fee reduced or waived. Exhibitor agrees that CYBA may remove any exhibits or products that it determines are of a disruptive, objectionable, inappropriate nature or unauthorized by CYBA. Only listed and CYBA approved products are permissible for display. Drawings, guessing games and prize contests of any kind sponsored by individual Exhibitors are subject to prior approval of CYBA.

**9 - LATE SETUP FORFEITURE:** Exhibitors who do not set up on schedule, may at the discretion of CYBA have their designated space reallocated or relocated, if no alternative is available, may be required to forfeit their show space and participation rights. The removed Exhibitor shall not be entitled to a refund or any resulting damages.

**10 - COMPLIANCE:** All applicable Electrical, Fire and Health department rules and regulations, and all City, State and Federal laws shall be complied with by all Exhibitors. Crowding will be restricted; exhibits must not block aisles and fire exits. Federal and State Water Quality Standards must be complied with at all times and Exhibitors shall be solely responsible to ensure that there is no dumping or discarding of refuse, sanitary waste or other pollutants in the water surrounding their exhibits or on the Show site. Sufficient lighting will be provided for general illumination of the entire Pacific Boat Show exhibit area. Exhibitors requiring special lighting or additional electric outlets should use the "Electric Order Service Form" found in the official Pacific Boat Show Exhibitor's Kit. Electricity, gas, water and other utilities, as well as other special services needed by individual Exhibitors, are provided only when the Exhibitor orders and agrees to pay for them specifically from the persons authorized to supply such services in conformity with city, insurance and other requirements.

**11 - REMOVAL OF GOODS:** No exhibit or portion thereof may be closed during Show hours or removed until May 19, 2024 at 5:00 p.m. Failure to comply will have a direct effect on the opportunity to exhibit at future shows. Following the close of the Show on May 19, 2024, exhibits will be removed according to the schedule which will be provided or in accordance with the updated instructions of CYBA. All displays shall be properly marked for shipment by the Exhibitor and left in their designated display area. Exhibitor will be responsible for payment of said shipment. CYBA shall have no responsibility for the improper shipment of goods. CYBA reserves the right to ship all goods not removed from the Show site by the close of the breakdown (Monday, May 20, 2024 at 5:00PM) to the address on the contract via freight carrier at the expense of the Exhibitor. Exhibitor does hereby waive all claims for theft, loss or damage to such goods by reason of said removal, and it further agrees to pay all charges that may be incurred by CYBA. Exhibitor does hereby grant a security interest to CYBA in said goods for the payment of said charges incurred by CYBA or its agent.

**12 - INSURANCE:** All Exhibitors are required to provide proof of General Liability coverage from an insurance company in good standing with the minimum policy limits of \$1,000,000 per occurrence and \$2,000,000 in the general aggregate naming CYBA as an additional insured. In-Water Exhibitors shall also carry \$1,000,000 Combined Single Limit of Bodily Injury and Property Damage Liability AND EITHER a) \$1,000,000 Watercraft Liability, or b) \$1,000,000 Protection and Indemnity (P&I) Coverage. The certificate must name the following as additionally insured: Sail America Inc., Pacific Sail and Power Boat Show, Westpoint Harbor, Redwood City, CA. CYBA will not be responsible for any injury to persons or damage to goods while at the show or in transit to or from the show. Exhibitors shall provide and keep in force during the show period May 16-19, 2024, including move-in and move-out periods. Please note that the coverages above are the minimum required for show participation, and CYBA recommends that you consult with your own insurance advisor to determine the adequacy of your overall insurance program.

**13 - INDEMNIFICATION:** Neither CYBA, nor their representatives or agents, will be liable or responsible for any injury to Exhibitors, their employees, invitees, guests or visitors within the confines of the space, or spaces, contracted for by the Exhibitor or within the confines of the Show, or in the event Exhibitor takes its boat away from the space in a demonstration or otherwise. Exhibitor does hereby indemnify, save and hold harmless, CYBA, their officers, directors or employees, representatives or agents from any suit, claim for personal injury or for property damage or for loss of use of property by whomever sustained on or about Exhibitor's display, boat or otherwise, or arising out of Exhibitor's participation in the Show, in any capacity, unless damage or injury is due solely to the negligence of CYBA. Said indemnification shall include CYBA's attorney's fees or other costs. Exhibitor hereby indemnifies and does hereby hold CYBA harmless for all costs and fees incurred by CYBA in arbitrating or defending any action legal or otherwise brought by any manufacturer, distributor, dealer or other Exhibitor who threatens to or in fact sues CYBA to remove an Exhibitor from the Show. CYBA shall not be responsible for the loss or damage to any goods from any cause whatsoever, including negligence, while in transit to or from the Show, while in the exhibit area nor for moving costs. Exhibitors shall be solely responsible for securing their exhibit displays and materials at all times. CYBA shall not in any event be liable for consequential damages, lost profits, or any other similar damages. Damage to property is Exhibitor's own responsibility. Exhibitor is advised to ensure against these risks.

**14 - SALES TAX AND APPLICABLE FEES:** The California State Board of Equalization (CSBOE) requires that all Exhibitors provide documentation verifying their seller's permit status. Exhibitors are required to either submit a copy of your California Seller's Permit or complete and submit the Pacific Boat Show California Seller's Permit Policy Form. Exhibitors shall comply with all CA State Laws and City of Redwood City ordinances.

**15 - EXHIBITOR CREDENTIALS:** Exhibitor and dealer credentials must be completed online, through the exhibitor log-in credential tab, 3 weeks prior to show opening. In no case will such credentials be issued until Exhibitor has fully complied with all conditions set forth herein. CYBA reserves the right to limit the number of such credentials. CYBA also reserves the unlimited right to revoke or not to issue credentials to any person(s), or to remove exhibits which presence CYBA deems not to be in the best interest of the Show, the public, or other Exhibitors. In such event, Exhibitors waive all claims for loss or damage of any nature which they might have as a result of the decision not to issue, or to revoke credentials, or to remove exhibits.

**16 - ANIMALS:** Animals are not allowed on the Show site at any time – before, during, or after set-up hours and show hours, other than clearly marked service animals with proper documents.

**17 - ACTS OF GOD:** CYBA shall have no liability whatsoever for any economic damages or for actual damages, of any nature, to any person, matter or thing resulting from earthquake, storm, wind or water or other acts of God, or imminent threat thereof, nor from strikes, lockouts, or fire. It is CYBA's sole and absolute discretion to take the necessary steps to protect public health and property in the event of an act of God. The Exhibitors agree that CYBA does not guarantee safety in abnormal weather conditions (e.g., earthquake, flood, tide, fog, gale winds, high waves, and tropical storm). It shall be the Exhibitor's responsibility to remove its vessels in a timely manner without liability to CYBA. Exhibitors shall bear total responsibility for all damage to and/or caused by vessels in these circumstances.

**18 - MUSIC COPYRIGHT:** Exhibitor acknowledges that the copyright laws of the US with regard to music on cassettes, CDs, records, videos, etc. may result in the payment of royalties. Exhibitor shall comply with all of said copyright laws and pay all of said royalties. Exhibitor hereby indemnifies and holds harmless CYBA in accordance herewith.

**19 - DEFAULTS:** If the Exhibitor defaults in any of its obligations under this contract or violates any of its obligations or covenants under this agreement, including without limitation any Exhibition Rule or Regulation promulgated pursuant to the agreement, CYBA may, without notice, terminate its agreement and retain all monies received on account as liquidated damages. CYBA may thereupon direct the Exhibitor forthwith to remove its Employees or Agents and all of its articles of merchandise and other personal property from the space contracted for and from Westpoint Harbor, Redwood City, CA.