

40 leads total!
**SUPER SUCCESSFUL HOME
 SHOW 2015! AGAIN!!**

—JC Smith LLC

21ST ANNUAL
**HOME
 SHOW**
 2016

"I have participated in the Home Show
 for the the last 15+ years. Always impressed with the
 turnout. Has given our Team the opportunity to meet
 new clients and reconnect with past clients and friends."

—Larry DeMarco, Associate Broker
 Re/Max Real Estate Group

40,000 potential customers in person in just three days at the Home Show!
New name...same venue...Martinsburg Mall is now Foxcroft Towne Center at Martinsburg!



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

- Over 40,000 visitors to last year's show
- Three-day event to maximize your return-on-investment
- A 20-year history of success
- Over 200 exhibitors participated last year
- Convenient easy-to-find location with plenty of parking
- A powerful marketing program for maximum exposure
- Affordable pricing with additional sponsorship options
- Dates to coincide with spring home improvement and building season
- ALL EXHIBITORS ARE LISTED ON www.ephomeshow.com

GET YOUR "EARLY BIRD" PRICING BY REGISTERING NOW!

	Early Bird*	Regular Pricing
Booth – EPHBA Members	\$475.00	\$499.00
Booth – Non-Members	\$625.00	\$649.00
Table – EPHBA Members	\$275.00	\$299.00
Table – Non-Members	\$375.00	\$399.00

**MEMBER Early Bird pricing effective from receipt of application until 12/31/15*

**NON-MEMBER Early Bird Pricing effective 11/15/15 thru 12/31/15*

Outstanding invoices will be adjusted to full pricing on 1/1/16.

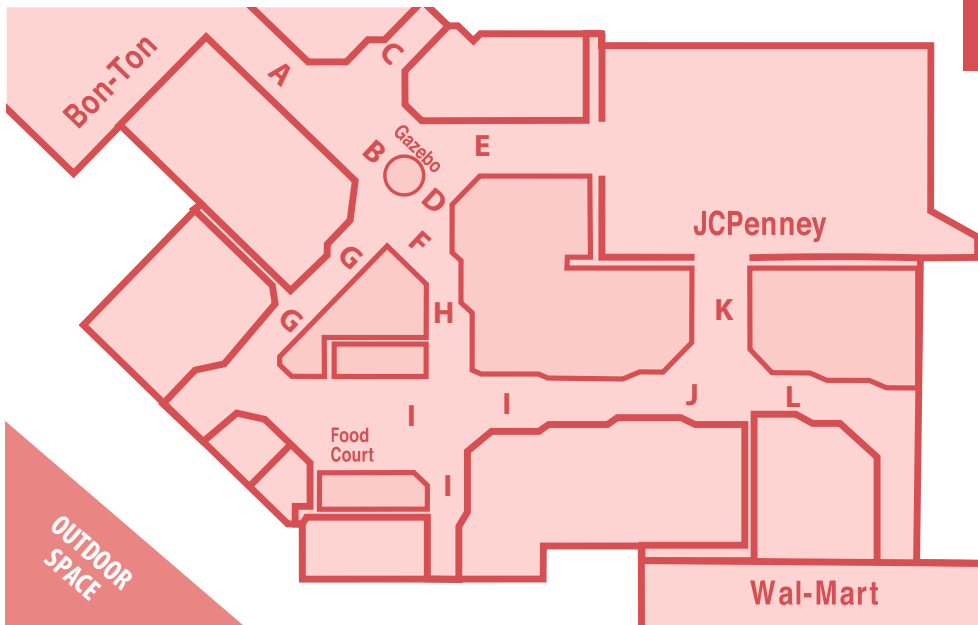
Booth fees include: draped booth, skirted table, chair, sign with company name, and listing in the official Home Show program. Booth size is 10' x 10'—some variations exist in specific locations. Electrical hook-up is available to booths at no charge if requested on the application.

Table-Top fees include: 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.

SPECIAL INFORMATION

- Many sponsorship opportunities exist for every budget. Be sure to see sponsorship page for options.
- If you plan to sell merchandise or services at the show, you must contact Peggy Proctor at the City of Martinsburg for appropriate licenses 304-264-2131 ext. 256.
- Outdoor bulk space is available. This is a great option for large exhibits including pools, landscaping, equipment companies, etc.

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



DON'T DELAY - LESS FLOOR SPACE THIS YEAR MEANS GOOD SPOTS WILL GO FAST!

SPONSORSHIP OPPORTUNITIES

***Increase your company's presence at the annual Home Show—
 Be a show sponsor!***

PREMIUM SPONSORS

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
- Eighth 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 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 ephomeshow.com
- Member profile page on ephomeshow.com
- Company logo on door clings at all event facility entrances
- Additional chairs at no charge if ordered on form
- Company name on sponsor signs at Silent Auction and throughout event facility during show
- Wi-Fi Internet Access
- 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 (choice of available location at time of signing)
- 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 - ephomeshow.com
- 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
- Wi-Fi Internet Access
- First right-of-acceptance for next year's show

Silver Sponsor—\$799 - No Limit on Number of Sponsors

- One exhibit booth in a premium location (choice of available locations at time of signing)
- 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

ADDITIONAL SPONSORSHIP OPTIONS

These can be additional choices for premium sponsors or alternatives for other exhibitors/businesses.

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 195 x 195 pixels in a jpg, gif or png format. LIVE FOR ONE FULL YEAR!

Ephomeshow.com Enhanced Exhibitor Profile Listing—\$49

Includes business name, address, phone, email, website link (if available), Facebook address (if available) business description, promotion description (for show or ongoing promotion), business photo, contractor license number. LIVE FOR ONE FULL YEAR on ephomeshow.com

Exhibitor Lounge Sponsor—\$150/day

Sponsor(s) will be the exclusive exhibitor lounge with drinks and snacks provided by the EPHBA for the day. 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.

The Journal Online/Print Opportunity—\$200/month

Receive 20,000 impressions per month (as a leaderboard) on Journal website (www.journal-news.net), also linked to your website. Plus, receive three print advertisements per month in The Journal (ad measures 3.25" wide by 3" in length).



These are minimum benefits for each sponsor level. As additional marketing options are confirmed, this list may be expanded to include more items.

2016 Home Show Exhibitor & Sponsor Application Form

March 11 & 12 • 10 am – 9 pm || March 13 • Noon – 6 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: _____ (this name will be used for all print & online marketing) Contact Person: _____

Address: _____

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

Email: _____ Website: _____ Name: _____

Phone: _____ Cell: _____ Email: _____

Products/Services to be Displayed: _____ Phone: _____

DEADLINE: FEBRUARY 19, 2016.

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

Exhibitor Options

BOOTH(s) Include: ■ 10' x 10' space ■ 110 volt electrical if requested ■ backdrop ■ side rails ■ 8' skirted table ■ chair ■ booth sign ■ listing in program ■ choice of booth location (10' height limit on booth exhibits.)

Desired Booth Location:

(see floor plan—give three choices) 1 _____ 2 _____ 3 _____

We will have an oversize exhibit (such as autos, large equipment, etc.) that will require special set-up arrangements: Yes No

BOOTH	Early Bird*	Regular Pricing
EPHBA Members	\$475.00	\$499.00
Non-Members	\$625.00	\$649.00

Qty _____ @ \$ _____

» Booth Subtotal = \$ _____

TABLE-TOP Includes:

■ 8' skirted table ■ chair ■ booth sign ■ listing in program

Table-top displays are located according to space available. Specific locations cannot be reserved. Space includes table & chair only. All exhibit material must be on tables (no wall or floor spaces included). Electricity available upon special request, depending on location.

TABLE	Early Bird*	Regular Pricing
EPHBA Members	\$275.00	\$299.00
Non-Members	\$375.00	\$399.00

NON-PROFIT TABLE OPTIONS: (Choose One Option)

- A) Will donate \$50 silent auction item & volunteer 4 hours before or during show
 B) Pay Discounted Exhibitor Table rate of \$200.

BUSINESS TO BUSINESS: \$99

Tap into the tremendous marketing potential of home show exhibitors for your business. Includes 6' table and two chairs located with exhibitor refreshments.

= \$ _____

» Table-Top Subtotal = \$ _____

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 = \$ _____

List types of companies beside which you do not wish to exhibit:

» Exhibitor Subtotal = \$ _____

Sponsorship Opportunities

PLATINUM @ \$2,500 GOLD @ \$1,000 SILVER @ \$799

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 @ \$49
 Exhibitor Lounge Sponsor @ \$150/day
 Journal Online/Print Opportunity @ \$200/month

» Sponsorship Subtotal = \$ _____

→ EXHIBITOR & SPONSORSHIP TOTAL = \$ _____

PAYMENT (due with application)

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 full payment and application according to the schedule listed below.

*MEMBER Early Bird pricing effective from receipt of application until 12/31/15

*NON-MEMBER Early Bird Pricing effective 11/15/15 thru 12/31/15

*Any outstanding invoices will be adjusted to full pricing on 1/1/16.

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

CONTRACT TERMS AND CONDITIONS

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

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 2016 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.
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 February 19, 2016 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 10** from 9 pm to midnight and Friday, **March 11** from 7 am to 10 am. **All exhibits must be set up by 10 am on Friday.** *Oversize exhibits that do not fit through standard mall door openings **MUST** be noted on application and will require special set-up arrangements.* There is a 10 foot height limit on all booth exhibits.
6. All booths must be removed immediately following closing on the last day of the Show. **Packing is not permitted until the close of the show. There will be a \$100 fee charged to any exhibitors who remove their display before the close of the show on Sunday.**
7. Except for tabletop exhibits, the Exhibitor should have an attendant in charge of his 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. Contact Peggy Proctor at City of Martinsburg (304-264-2131 ext 256) for license for direct selling of merchandise or services during the show.
15. No soliciting donations.

*MEMBER Early Bird pricing effective
from receipt of application until 12/31/15

*NON-MEMBER Early Bird Pricing
effective 11/15/15 thru 12/31/15

EXHIBITOR APPLICATION & SPONSORSHIP OPPORTUNITIES INSIDE!

21ST ANNUAL 2016
HOME
SHOW



EXHIBITOR & SPONSOR INFORMATION & APPLICATION

21ST ANNUAL 2016
HOME
SHOW

MAKE SURE TO
RESERVE YOUR SPACE
NOW FOR BEST
PRICING AND LOCATION!



2016 HOME SHOW DATES

FRI, MARCH 11TH • 10 am–9 pm

SAT, MARCH 12TH • 10 am–9 pm

SUN, MARCH 13TH • NOON–6 pm

New name...
same venue...
Martinsburg Mall is now

