

# EXHIBIT APPLICATION - Wine Festival Events Produced by Farm Wineries Council

COMPANY	CONTACT	WEB
STREET		CITY/ST/ZIP
EMAIL	PHONE	FAX

MAY 22-23, 2010 - Spring Wine Festival at Great Meadow VA	COST	QTY	SPACE
ARTIST - 10'X10' outdoor tented empty space - must make your own products	\$500		top 3 spots
WINERY (10'X16') OR HOME FRANCHISE (10'X10') - outdoor tented empty space	\$650		
COMMERCIAL - 10'X10' outdoor tented empty space (products not handmade)	\$800		
__Upgrade to Corner (\$100) __Opt-in to weather insurance (\$40)*			
<b>TOTAL</b>			
SEP 11-12, 2010 - Wine Festival at The Plains, Great Meadow VA	COST	QTY	SPACE
ARTIST - 10'X10' outdoor tented empty space - must make your own products	\$575		top 3 spots
WINERY (10'X16') OR HOME FRANCHISE (10'X10') - outdoor tented empty space	\$675		
COMMERCIAL - 10'X10' outdoor tented empty space (products not handmade)	\$900		
__Upgrade to Corner (\$100) __Opt-in to weather insurance (\$40)*			
<b>TOTAL</b>			
OCT 9-10, 2010 - Old Town Wine Festival, Alexandria VA	COST	QTY	SPACE
ARTIST - 10'X10' outdoor tented empty space - must make your own products	\$575		top 3 spots
WINERY (10'X16') OR HOME FRANCHISE (10'X10') - outdoor tented empty space	\$675		
COMMERCIAL - 10'X10' outdoor tented empty space (products not handmade)	\$900		
__Upgrade to Corner (\$100) __Opt-in to weather insurance (\$40)*			
<b>TOTAL</b>			
DEC 4-5, 2010 - DC's Holiday Wine Mall - Dulles Expo, Chantilly VA	COST	QTY	SPACE
ARTIST - 10'X10' indoor empty space - must make your own products - must provide backdrop	\$550		top 3 spots
WINERY (10'X16') OR HOME FRANCHISE (10'X10') - indoor empty space - must provide backdrop	\$650		
COMMERCIAL - 10'X10' indoor empty space (products not handmade) - must provide backdrop	\$800		
__Upgrade to Corner (\$100) __ Add Electricity (\$125) __ Add Furniture (\$60) __Opt-in to weather insurance (\$40)*			
<b>TOTAL</b>			
FEB 12-13, 2011 - Virginia Wine Showcase - Westfields Conference Center, Chantilly VA	COST	QTY	SPACE
ARTIST - 8'X10' indoor empty space - must make your own products - must provide backdrop	\$575		top 3 spots
WINERY (8'X16') OR HOME FRANCHISE (8'X10') - indoor empty space - must provide backdrop	\$675		
COMMERCIAL - 8'X10' indoor empty space (products not handmade) - must provide backdrop	\$900		
__Upgrade to Corner (\$100) __ Add on-site lodging Marriott (\$85 x ___ nights) __Opt-in to weather insurance (\$40)*			
<b>TOTAL</b>			
Multiple Space Discount - Take 10% off of 2 booths in same show 15% off 3 booths			
Multiple Show Discount - Take \$50 off of each show if you are doing 2 or more events			
<b>TOTAL</b>			

PAYMENT METHOD	
Application must include payment in full	
Payment by <input type="checkbox"/> Check <input type="checkbox"/> Credit Card <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> AmEx	
Submit separate checks dated 75 days prior to each show - payable to Virginia Wine Shows - Credit cards will be processed 75 days before each event	
CREDIT CARD NUMBER	
EXPIRATION DATE _____ / _____	SECURITY CODE _____
<b>*Opt-in weather insurance</b> - cost is \$40 per event. If you elect to opt-in and weather closes the event you will receive a booth refund if weather insurance makes a payout. If you do not elect to Opt-in to insurance you will not get a weather refund.	
I agree to abide by all rules and exhibit notes governing the events applied for above. I understand that booth fees are non-refundable for any reason, including booth location, conflicts with neighboring exhibitors, less than desirable sales, cancellation of the event due to severe weather or any other unforeseen act of nature or circumstance. No full refunds will be given after the acceptance notice is sent. Partial refunds will be given based on number of days before the opening day of the show we receive your cancellation:	
150 days or more notice - 80%	120-149 days notice - 60%
90-119 days notice - 40%	60-89 days notice - 20%
30-59 days notice - 10%	under 30 days notice - 0
I understand that set-up is to be completed the day prior to each event. I understand that late set-up on the date of the event will result in an additional \$400 fee. I understand that dismantling of my booth prior to close of show will result in a \$1000 penalty. I understand that property damages will be directly charged. I agree to hold event producers, venues, sponsors, beneficiaries and their officers, agents, employees and volunteers harmless for any resulting loss or damage to any person or property for any reason.	
Sign: _____	Date: _____

**SUBMIT APPLICATION & SUPPORTING MATERIAL TO: VIRGINIA WINE SHOWS, P.O. BOX 82, ALDIE VA 20105**  
 Phone: 703-823-1868 | Fax: 1-661-451-5491 | Email: donna@farmwineriescouncil.org | **CLICK FOR Exhibit Kit: <http://www.vawineshowcase.org/exhibitkit.htm>**

## Rules of the Show

- » An application is a commitment to show. No full refunds will be given after the acceptance notice is sent. Partial refunds will be given based on number of days before the opening day of the show we receive your cancellation:
  - 150 days or more notice..... 80%
  - 90-119 days notice..... 40%
  - 30-59 days notice..... 10%
  - 120-149 days notice..... 60%
  - 60-89 days notice..... 20%
  - under 30 days notice..... 0
- » Corner space requests are not guaranteed. Exhibitors will be notified when they get their specific space assignment whether or not they have received a corner space. Those not receiving corners will have their corner fee returned to them at that time.
- » Spaces not occupied by 7:30 pm on set-up day (one day prior to the event's opening day) may be filled with standby exhibitors with no refund or allowance whatsoever. Set up on the date of the show opening will result in a \$400 VIP set-up charge to the exhibitor.
- » Exhibitors shall be liable for delivery, handling, erection, and removal of their own displays and materials.
- » Exhibitor's booth must have a suitable backdrop to block the view of walls, storage areas or other Exhibitors' booths.
- » All of Exhibitor's booth and display, including chairs, must be placed within the confines of the space. Nothing is to be placed in the aisles.
- » Exhibitors must abide by all fire regulations and/or decisions of the representatives of local fire departments. All booth materials shall be in accordance with local fire regulations.
- » Nothing shall be nailed, stapled or otherwise fixed to the walls, floors or any part of the exhibition rooms.
- » Exhibitor's booth must not interfere with adjacent exhibits in any way.
- » The Exhibitor's booth must be open and staffed during all regular show hours. In many cases, anyone arriving late, leaving before closing or breaking down during show hours may be refused entrance to future shows.
- » All Exhibitors are responsible for keeping their area clean during show hours, including clean-up at end of show. All displays should be neat and clean and tables should be covered on all sides to the floor with a suitable, professional looking cover of flame retardant materials.
- » All extension cords used at the show must be the heavy-duty, three wire type. No two wire extension cords are allowed.
- » No open flames are permitted.
- » Farm Wineries Council, Inc. may require the removal of work considered to be offensive, for adult audiences only, inappropriate, or in violation of the category in which the exhibitor applied for the show. FWC reserves the right to make final interpretation of all conditions based solely on management's subjective opinion.
- » All exhibits, goods and materials must be removed by 10 pm of the last day of the show. Failure to have everything off site by this time may result in extra charges.
- » Parking and traffic will not be permitted in the show area or fire lanes from one half hour before show opens until fifteen minutes after the show closes each day. All loading and unloading must be planned around these hours and vehicles are to be removed to the Exhibitor parking lots before the show opens. Vehicles remaining in the show area or fire lanes during these hours may be towed away at the owner's risk and expense.
- » Exhibitors are not to bring pets to the show.
- » We reserve the right to revoke the license granted by this contract at any time, including at the show, by refunding the space fees paid by the Exhibitor. Farm Wineries Council will not be liable for paying any travel expenses, lost revenue or any other liability whatsoever beyond the space fees paid by the Exhibitor as a result of enforcing this provision.
- » Farm Wineries Council, Inc. will not be liable for refunds or any other liabilities whatsoever for the failure to fulfill this contract due to reasons of the enclosure in which the show is to be produced, being, before, or during the show destroyed by fire or other calamity, or by any act of God, public enemy, strikes, statutes, ordinances, or any legal authority, or any cause beyond its control.
- » Insurance, if required by show venue, promoter, health or fire department or if desired by the Exhibitor, must be obtained by the exhibitor at their own cost.
- » This contract shall be deemed to have been made in the State of Virginia and shall be interpreted in accordance with the laws of such state. In the event that legal action is required to enforce this contract or any of the terms thereof, such action shall be brought in the Courts of Loudoun County, Virginia, and the Exhibitor expressly consents to the jurisdiction of such courts. The parties agree to accept service of process in such action by ordinary mail sent to their business addresses as set forth in this contract.
- » No refunds will be given for bad weather, booth location on the show floor, less than desirable sales of your product, feuds with neighboring exhibitors, last minute booth location changes, acts of nature or any other unforeseen circumstance. Dismantling of an exhibit prior to end of show will result in an additional \$1000 charge to the exhibitor.
- » Promoter reserves the right to change floor plan and place exhibitors in any way to best promote/produce the event.

**CLICK HERE FOR DETAILS AND FLOOR PLANS** - <http://www.vawineshowcase.org/exhibitkit.htm>