



## 2020 Vendor Kit

The 18<sup>th</sup> Annual Savannah Boat Show  
Friday, Saturday, Sunday  
March 20-22, 2020  
Savannah Convention Center  
Savannah, Georgia  
[www.SavannahBoatShow.com](http://www.SavannahBoatShow.com)

### Partners:



### Produced By:



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## General Information

JBM & Associates welcomes you to the 18<sup>th</sup> Annual Savannah Boat Show. Enclosed, please find pertinent information that will help you to prepare for the show. The Vendor Kit can also be viewed on the website at [www.SavannahBoatShow.com](http://www.SavannahBoatShow.com). Please take the time to review the information immediately to ensure you meet all important deadline dates.

### Location

Savannah Convention Center  
One International Drive, Savannah, GA 31402

### Show Hours

Friday, March 20, 2020	12:00pm-6:00pm
Saturday, March 21, 2020	10:00am-6:00pm
Sunday, March 22, 2020	11:00am-5:00pm

### Ticket Pricing

Adults 13+	\$10 per day
Seniors	\$8 per day
Military	\$5 per day
Children 4-12	\$5 per day
Children 3 and Under	Free

### Parking

\$5 per vehicle or take the River Street Ferry for free.

### Hotel Accommodations

See <http://www.savannahboatshow.com/hotel-accommodations/> for booking instructions.

Please note – The Westin is already sold out at the show rate.

Please click on the link below for other local hotels and rates.

<https://booking.stayker.com/savannah-boat-show-2020-event?sort=distance-desc>

### Vendor and Show Information

To view the layout and your assigned exhibit space, please visit

<https://www.expocad.com/host/fx/JBMshows/sbs20/exfx.html>

### Final Payment

All final payments must be sent to JBM & Associates, 1282 Pendleton Street, Greenville, SC 29611 by **February 6, 2020**. If you have any questions regarding your final payment, please contact us at 864-250-9713 or email@JBMSHOWS.com.

### Certificate of Liability Insurance

ALL vendors must send JBM & Associates a Certificate of Liability Insurance with JBM & Associates listed as additionally insured for the Savannah Boat Show, March 20-22, 2020, by February 6, 2020. If you do not have existing coverage, our insurance company is providing coverage at a very reasonable rate. You may order temporary coverage for the show by using the link below or the forms on pages 10-11 in this kit:

[https://www.totaleventinsurance.com/app/Customer/ExhibitorAnnual.aspx?eid=ib33Vq9vo14\\$](https://www.totaleventinsurance.com/app/Customer/ExhibitorAnnual.aspx?eid=ib33Vq9vo14$)

Liability coverage must name Savannah Boat Show, JBM & Associates, LLC, and Savannah Convention Center (One International Drive, Savannah, GA 31402) as additional insured.

### **Vendor Badges**

Your vendor badges will show only your company name. Badges are restricted solely to employees working in your exhibit space. Non-working employees, customers and family members of the vendor should be provided with guest tickets supplied by the vendor.

Badges may be picked up on Thursday, March 19, 2020 between 9am and 6pm and Friday, March 20, 2020 between 9am and 6pm. Badges may also be picked up during show hours on Saturday and Sunday. If you have various employees who will rotate in and out, you may leave badges at Show Information for pick-up. All exhibit personnel must always wear their vendor badge to enter the facilities and during the show. Show Management is not responsible for lost or stolen badges. Vendors may purchase replacement or additional badges for \$5 each. Badges are to be worn by vendors ONLY.

### **Guest Tickets**

Vendors may order discounted guest tickets for \$5 each. Please return the Guest Ticket Order Form in this packet to JBM & Associates by March 5, 2020. Vendors may also purchase guest tickets during move-in on Thursday and throughout the show at the Show Information Desk.

### **Vendor Parking**

Complimentary parking will be available for vendors during the show in the gravel lot, area 7. Parking in the main parking lot is \$5 per vehicle per day.

### **Boat Staging Changes to Area 7 Only!**

Marshaling Area: Boats can be staged in **AREA 7 ONLY** beginning Monday, March 15, 2020. **No boats or trailers are allowed in THE EYE of the parking lot prior to or during the show. With St. Patrick's Day parking at the Convention Center, the "Eye of the Lot" will NOT be available as you will not be able to get your boat out once it is filled with vehicles.** Trailers must be stored in the gravel lot, area 7, beginning Friday morning through the close of the show on Sunday.

### **Electricity, Internet and Telephone Services**

Electricity, internet and telephone services can be ordered through the Savannah Convention Center. Wi-Fi is not complimentary! The forms can be found on their website at:

<http://www.savtcc.com/event-planning/event-planners/facility-services/>

Please order on-line as soon as possible

### **Move-In/Move-Out Schedule**

All booth vendors must move-in through loading dock doors in the back of the Convention Center.

No one can use the front entrance or lobby doors for move-in or move-out.

Vendors with outside land space and inside bulk space will receive a detailed move-in/move-out schedule (based on your space location) approximately two weeks prior to the show.

### **\*\*Booth Vendor Move-In/Move-Out Schedule\*\***

**Convention Center Booths:** Thursday, March 19, 9am - 8pm.

**River Concourse Booths** Thursday, March 19, 9am-8pm.

**East Concourse Booths: Thursday, March 19, 9am-8pm.**

Vendors must be fully set-up and ready by 11am on Friday - no exceptions!!

Vendors located in the lobby and hallway with large displays must move-in on Wednesday afternoon. Any vendor needing to drive into the Exhibit Hall in order to set up must contact show management prior to March 1<sup>st</sup> for a move-in time on Wednesday.

All exhibit spaces must have a staff member present during all hours of the show.

All Booth Vendor Move-Out: Sunday, March 22, 2020 between 5:30pm and 9pm. **\*ALL LOBBY AND CONVENTION CENTER BOOTHS MUST BE REMOVED BY 9PM ON SUNDAY, NO EXCEPTIONS!**

**10x10 Booth Package Includes:**

8-foot pipe and drape

3-foot side rails

One 7" x 44" ID sign

Trash Can

Additional booth furnishings are available through the Show Decorator, PRX Exposition Services. PRX offers an online ordering system that allows vendors to order tables, chairs, labor services, and other items for your booth display. The pre-order discount deadline is **Monday, March 2, 2020**. All orders must be received with payment in full by this date to receive discounted pricing.

Customized logins will be sent to registered vendors starting **Friday, February 7th, 2020**. If you have not received this link by **Tuesday, February 11th, 2020**, please check your Junk/Spam folder for an e-mail titled "Ordering Open for 2019 Savannah Boat Show." Note that if you registered as an exhibitor after these dates, your login will be sent to you automatically after JBM provides you with your vendor kit. If you need ordering assistance, have questions or did not receive the initial ordering e-mail, please contact Danielle Murnieks at [dmurnieks@prexposition.com](mailto:dmurnieks@prexposition.com) call 843-714-2767.

**Vendor Entrance During Show Hours**

Vendors will be able to enter the building through the back door of Exhibit Hall A next to the loading docks one hour prior to the show opening on Saturday and Sunday. All vendors are always required to wear their badge during the show and in order to enter all areas of the show, including the vendor entrance.

**Vendor Lounge**

The Vendor Lounge will be in the meeting room past the escalators in the lobby. Coffee will be available for vendors in the lounge at the following times: Friday: 8am-12pm, Saturday: 9am-12pm and Sunday: 10am-12pm.

**Sales Tax Forms**

Show Management will have Sales Tax Forms available at the Vendor Registration Desk for vendors who are selling products on-site. You may receive a call from the Georgia Department of Revenue regarding sales tax.

**Show Office**

The Show Office will be located at the top of the escalators to the right of the Box Office and will be open beginning on Wednesday, March 15th, 2020.

## Vendor Checklist

Show Management Forms & Deadlines	Return To	Deadline
Final Payment for Exhibit Space	JBM & Associates	February 6, 2020
Certificate of Liability Insurance	JBM & Associates	February 6, 2020
Promotional Giveaways	JBM & Associates	March 1, 2020
Guest Ticket Order Form	JBM & Associates	March 7, 2020

Convention Center Service Forms	Return To	Discount Deadline
Electrical Order Form (Booth & Bulk Vendors)	Convention Center	Order Online prior to show
Telecommunications Order Form	Convention Center	Order Online prior to show
Internet Order Form	Convention Center	Order Online prior to show

Decorator Service Forms	Return To	Discount Deadline
Décor Service Forms	<i>PRX Exposition Services</i>	March 2, 2020

## Show Contacts

JBM & Associates is looking forward to another successful show and appreciates your support and participation. Please feel free to contact us with any of your boat show needs. We look forward to seeing you at the show!

### JBM & Associates

1282 Pendleton Street  
Greenville, SC 29611  
Office: 864-250-9713  
Fax: 864-250-0434  
www.JBMShows.com

### Jacqui McGuinness

President, JBM & Associates  
P: 843-364-0218  
E: [Jacqui@JBMSHOWS.COM](mailto:Jacqui@JBMSHOWS.COM)

### Chelsea Lupo

Sales Director/Event Manager  
P: 864-434-3346  
E: [Chelsea@JBMSHOWS.COM](mailto:Chelsea@JBMSHOWS.COM)

### Debbie Taylor

Operations Director, JBM & Associates  
P: 864-884-4435  
E: [Debbie@JBMSHOWS.COM](mailto:Debbie@JBMSHOWS.COM)

### Show Decorator:

PRX Exposition Services  
Danielle Murnieks  
P: 843-714-2767  
E: [dmurnieks@prexposition.com](mailto:dmurnieks@prexposition.com)

### Show Location:

Kimberly Phillips  
Convention Center Event Manager  
P: 912-447-4065  
E: [KPhillips@savtcc.com](mailto:KPhillips@savtcc.com)  
Manager on Duty: 912.665.3456

### To Order Electricity or Telecommunications:

Dianna Simmons  
P: 912-447-4710  
F: 912-447-4711  
E: [DSimmons@SAVTCC.com](mailto:DSimmons@SAVTCC.com)

### To Order Wi-Fi or Internet:

Clint Jenkins  
P: 912-447-4022  
[Clint.Jenkins@CCLD.net](mailto:Clint.Jenkins@CCLD.net)

### To Order A/V

Cameron Smith  
P: 912-447-4085 or 912-429-8146  
[CASmith@PSAV.com](mailto:CASmith@PSAV.com)

## Promotional Giveaways

**Deadline Date:**

March 1, 2020 (We will accept prizes after this date, but anything contributed past this date will not be listed in the Show Program).

This is your chance to market your new products or services to thousands of pre-qualified customers! Increase the exposure you receive before and during the show by donating a prize of value to be raffled off at the show.

**All companies that donate a promotional giveaway will enjoy the following marketing opportunities:**

- Listed on [www.SavannahBoatShow.com](http://www.SavannahBoatShow.com)
- Listed in the Show Program (if this form is submitted prior to March 1, 2020)
- Listed on On-Site Show Signage
- Listed in E-Blast
- Included in Social Media

**Name:**

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**Company:**

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**Prize Name:**

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**Brief Description of Prize:**

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**Return This Form To:**

JBM & Associates  
1282 Pendleton Street  
Greenville, SC 29611  
Phone: 864-250-9713  
Fax: 864-250-0434  
Debbie@JBMSHOWS.com

**Sample giveaways include:**

Gift certificates for products or services, fishing expeditions/guided tours, boat slip certificates, hitch covers, boat lifts, towing services, fishing supplies (tackle, lures, rods and reels), nautical clothing and accessories, vacations, gift baskets, engine or boat, instructional teaching lessons for boating/water safety.





# GUEST TICKET ORDER FORM

COMPANY: \_\_\_\_\_

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: (     ) \_\_\_\_\_

DESIRED QUANTITY:

\$5 GUEST TICKETS
#

CREDIT CARD # \_\_\_\_\_

EXP. DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

MAIL MY TICKETS

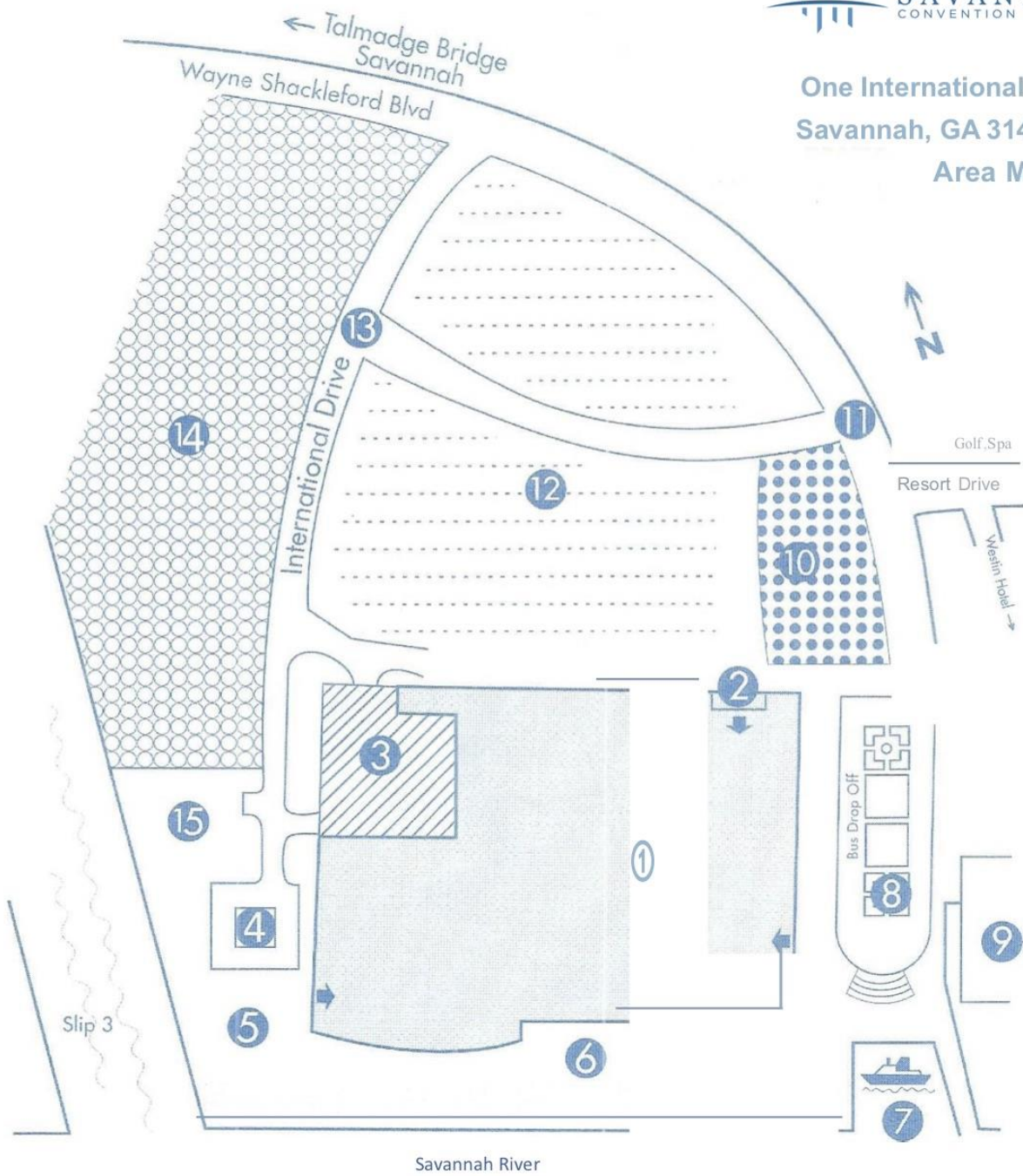
HAVE MY TICKETS READY FOR PICK-UP AT VENDOR REGISTRATION

Email form to **Debbie Taylor • Debbie@JBMSHOWS.com • 864-250-9713.**

*\*Discount tickets may also be purchased at the Show Information Desk.*

**JBMSHOWS.com**

**One International Dr  
Savannah, GA 31402  
Area Map**

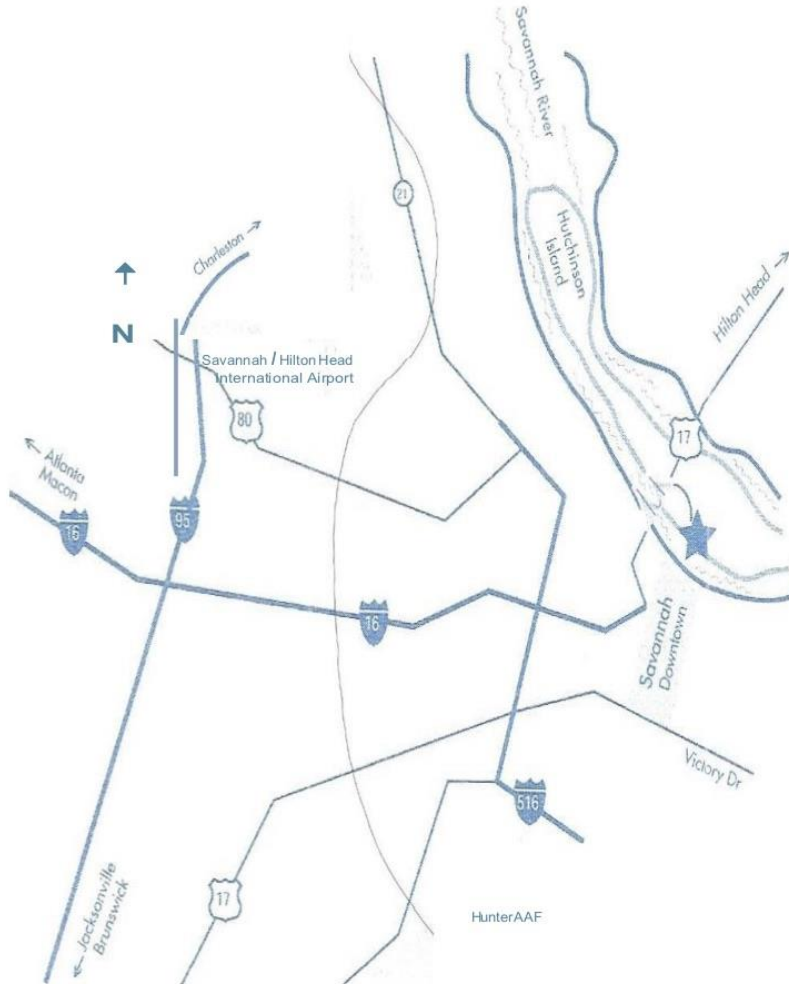


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|---|--|--|
| 1. Savannah Convention Center               | 6. Esplanade and River Walk                                  | 12. Main Parking                                   |
| 2. North Entrance/Main Entrance             | 7. Convention Center Landing/Belles Water Ferry              | 13. West Parking Exit                              |
| 3. Loading Docks, Service Area and Security | 8. Bryan Square & Main Entrance. Bus Drop Off and/or Pick Up | 14. Area 7. Staging/Marshalling/ Exhibitor Parking |
| 4. Tomochichi Square-Administrative Office  | 9. Westin Savannah Harbor Resort & Spa                       | 15. Staff Parking                                  |
| 5. River Plaza                              | 10. Area 3-Outdoor Event Space                               |  |
|   | 11. East Parking Entry                                       |  |



# SAVANNAH CONVENTION CENTER

## Directions



### Water Ferry

The Savannah Belles Ferry system is one of the city's liveliest thoroughfares in the Savannah River. Enjoy a scenic two minute ride from shore-to-shore in vessels christened for women notable in the city's history. The ferries offer a pleasant alternative link to the Savannah Convention Center/Westin Savannah Harbor and The Savannah Historic District. For more information, call (912)477-4000



### From Savannah/Hilton Head International Airport

- Take I-95 South to Exit 99A (I-16 East Savannah)
- Follow I-16 East to Exit 166 (US17, Gwinnett & Louisville Road, Charleston)
- Go over Talmadge Bridge
- Stay in right lane and turn right at the base of bridge onto Hutchinson Island
- Follow signs to Savannah Convention Center

### Via I-95

- Take I-95 South to Exit 99A (I-16 East Savannah)
- Follow I-16 East to Exit 166 (US 17, Gwinnett & Louisville Road, Charleston)
- Go over Talmadge Bridge
- Stay in right lane and turn right at the base of bridge onto Hutchinson Island
- Follow signs to Savannah Convention Center

### Via I-95 North to Savannah

- Take I-95 North to Exit 99A (I-16 East Savannah)
- Follow I-16 East to Exit 166 (US17, Gwinnett & Louisville Road, Charleston)
- Go over Talmadge Bridge
- Stay in right lane and turn right at the base of bridge onto Hutchinson Island
- Follow signs to Savannah Convention Center

### VIA I-16 to Savannah

- Follow I-16 East to Exit 166 (US17, Gwinnett & Louisville Road, Charleston)
- Go Over Talmadge Bridge
- Stay in right lane and turn right at the base of bridge onto Hutchinson Island
- Follow signs to Savannah Convention Center

Shoff Darby Companies Inc.  
100 Technology Drive Suite 200  
Trumbull, CT. 06611  
T#800-840-7762  
F#203-445-2137

National Association of Consumer Shows  
Exhibitor Reporting Form 19/20

Exhibitor name \_\_\_\_\_

Exhibitor address \_\_\_\_\_

\_\_\_\_\_

Exhibitor phone # \_\_\_\_\_ Fax # \_\_\_\_\_ email \_\_\_\_\_

Event Manager \_\_\_\_\_

Event & location \_\_\_\_\_

Date of event \_\_\_\_\_

What are you exhibiting/selling? \_\_\_\_\_

\*\*\*\*\*

Limit of Liability \$1,000,000

Premium:

Non-food Exhibitor \$70.00 each booth

Please enclosed check for the applicable amount, make payable to Shoff Darby, 100 Technology Dr, Suite 200, Trumbull, CT. 06611

Full payment is required when event is reported. You may send in check or pay by credit card or e-check.

A third-party provider has been retained for clients wishing to pay their premiums by either credit card or ACH. There is a fee charged for this service. Refer to secured link for more information and payment processing:

<https://shoffdarbyentertainment.epaypolicy.com>

Please be sure to reference your show name and date in the NOTES box.

Note payment of premium does not confirm coverage is bound or considered in effect until confirmed directly with a licensed agent

Coverage is provided for your liability at the event only. Coverage is for the dates of the event only.

You should obtain separate liability coverage for the daily operations of your business. Certificate for your liability at this event will be faxed to you upon receipt of form and payment.