



THE TRI-STATE
54TH ANNUAL HOME SHOW
2020



www.hbagc.net

www.homeshowchattanooga.com

3221 Harrison Pike
Chattanooga, TN 37406
(423) 624-9992 Office
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Home Show Hours

Friday	February 28, 2020	10 am - 7 pm
Saturday	February 29, 2020	10 am - 7 pm
Sunday	March 1, 2020	11 am - 5 pm

2020

Tri-State Home Show SPONSORS

Gold Sponsors



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54th Tri-State Home Show

Welcome new and returning vendors and exhibitors! We wanted to thank you for participating in the 54th Annual Tri-State Home Show. We hope you have a great show.

The Home Builders Association of Greater Chattanooga believes your product or service will get maximum exposure during the Tri-State Home Show. Past experience has proven this to be true.

We have compiled this exhibitor's manual to help you make the most out of your Home Show experience. Be sure and read over the entire booklet, it contains helpful information about the show and also things you can do to make your Home Show experience a successful one.

Again, thank you for being a part of the 2020 Tri-State Home Show, and if we can be of assistance during the show, please let us know.

We look forward to seeing you at the Show!

≈ The Home Show Committee ≈

***Be sure to promote the
Tri-State Home Show on any
Social Media Communities that
you are a part of.***



Visit Our Website at

www.homeshowchattanooga.com

Exhibitor's Move-In Packet

Need Electricity, Internet, or Phone

You must order Electrical, Internet, Phone, and Water directly through the Chattanooga Convention Center. Do this online at the provided link on the Home Show Website under Exhibitor Information at homeshowchattanooga.com.

These services must be ordered through the Convention and Trade Center not the HBA and can also be done during your set up time at the kiosk. **Remember, if you need electricity for your booth, the advance or discounted rate is being offered only until the end of business on Monday, February 10th.* After the date the cost for ordering electricity will go to the regular rate.

Need Tables, Chairs, Carpet, etc.

The decorator *All Convention & Expo Services* will be available at the show during set up, but it is suggested that you order in advance. Order forms are located on the Home Show Website under Exhibitor Information at homeshowchattanooga.com: Tables, Chairs and Carpet – All Convention & Expo Services.

Exhibitor Check-In

Each Exhibitor will receive five (5) wristbands for one booth and ten (10) wristbands for two or more booths. *You will need your wristband in order to get in and out of the show and the Exhibitor/Vendor Lounge. NO EXCEPTIONS. Thank you in advance for your cooperation with this matter.* Please bring your own badge to the show. Please note that badges do not take the place of your wristband. Wristbands must be present to enter the show.



Wristbands will be available
for pick up during Move-In on
Thursday from 3pm – 6pm.

Booth Size/Curtains/Furnishings

The assigned booth size is a 10' by 10'. The depth will remain 10' regardless of the number of booths purchased side by side. Sizes will differ only when two booths are purchased in adjoining aisles. There will be a curtain running the length of each row that will separate the booths. Each booth will have a backdrop that is 8' high with side curtains measuring 3' high. For those who have more than one booth, a curtain will not divide the interior area of their booths.

If you are in need of electrical service, water, phone or internet for your booth, these items will need to be ordered through the **Chattanooga Convention Center**.

Table, chairs, and carpet can be ordered through **All Convention & Expo Services** (order forms are available online.)

Exhibitors/Vendors Lounge

We will once again provide an Exhibitors/Vendors Lounge for our vendors and exhibitors. This will consist of snacks only. You must have a wristband in order to enter. We also ask that you please do not bring any food or beverage out of the lounge. **No children allowed.** Please note that this lounge is only for exhibitors who are working the booths. Thank you in advance for your cooperation and consideration.

Exhibitors/Vendors Lounge
Donations



Thank You!

Payment

The HBAGC office must receive payment in full by **February 3rd, 2020**. You will not be allowed to setup if payment has not been received.

Important Note about Vehicles

All vehicles remaining in the Chattanooga Convention Center as part of your Home Show exhibit must have less than one-fourth (1/4) of a tank of fuel. The Fire Marshall will be checking the vehicles at the Home Show.

Move-In

We ask that you please have your booth # available to make Move-In faster.

NO VEHICLES will be allowed inside the Convention Center on Thursday after 1:00 pm. If you are in Row F or K you will begin set up on Thursday, February 27th at 1:00 p.m. and have until 10:00 p.m. to have your booth completed.

Set Up Monday begins at NOON and ends at 8pm.

Set Up Tuesday begins at 7am and you may stay until 8pm.

MAKE SURE YOU KNOW WHEN YOUR MOVE IN TIME IS. IF YOU SHOW UP ON THE WRONG DAY YOU WILL BE ASKED LEAVE AND TO COME BACK ON YOUR CORRECT DAY.

Monday, February 24th Booths B,C,D,E,G, H,I, J,L,M,N Numbers 17-34 ONLY Booths A 8-12, P 1-27, O 5-15	Drive-in loading door will be open from NOON until dark but you may stay until 8:00 pm.
Tuesday, February 25th Booths B,C,D,E,G, H,I, J,L,M,N Numbers 17-34 ONLY Booths A 8-12, P 1-27, O 5-15	Drive-in loading door will be open from 7:00 am. until dark but you may stay until 8:00 pm.
Wednesday, February 26th Booths B,C,D,E,G, H,I, J,L,M,N Numbers 1-16 ONLY Booths A 1-7, O 1-4, Q 1-8:13- 16:19-27	The drive-in loading door will be open from 7:00 am. until dark but you may stay until 8:00 pm.

Thursday, February 27th Booths B,C,D,E,G, H,I, J,L,M,N Numbers 1-16 ONLY Booths A 1-7, O 1-4, Q 1-8:13- 16:19-27	Drive-in loading 7:00 am. – 1:00 pm. All vehicles must be removed from the hall by 1:00 pm. You may walk in items between 1:00pm – 10:00 pm.
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All booths must be finished by Thursday, February 27th at 10:00 p.m.

To further assist you in your move-in efforts:

- ≈ A **forklift** and **operator** will be available on a first come, first served basis. Please limit your request for this assistance to heavy items and/or equipment.
- ≈ The forklift and operator **are furnished** by the show and included in your booth price.
- ≈ **DO NOT** leave your vehicle unattended unless you are parked at a meter or private lot. There will be NO shuttle service during the show or during move-out.

Move-Out

Move-out time will be after the show on Sunday, March 1st from 5:00 p.m. -10:00 p.m. and Monday, March 2nd from 7:00 a.m. – 5:00 p.m. Everything needs to be out of the Convention Center by 5:00pm including your hanging banners. The banners will be available to be picked up at the Convention and Trade Center Monday, March 2nd. **If you are in row F or K you will need to have your entire booth taken down or moved out of these aisles immediately following the show Sunday, March 1st at 5pm.**

No Vendor will be allowed to park in the gated parking lot loading dock on Sunday, March 1st.

Exhibit Space

Subletting or Sharing Booth Space

To ensure proper representation and operation of the show, exhibitors must contract individually to show their product.

Subletting or sharing of space is **STRICTLY PROHIBITED. Failure to abide by this policy may result in termination of contract and ejection from the show. The exhibitor shall not display another business material in their booth. The booth is to be solely used by the paying exhibitor.**

Manning Booth

Someone **MUST** be in your booth at all times during the Show.

Care of Exhibit Space

The aisles will be cleaned each night, but each exhibitor must keep their own spaces clean, exhibits manned and in good order.

Cooking in Booth

Anyone wishing to cook during the show must let the Home Show Committee know and keep an adequate fire extinguisher in your booth.

Fire Prevention

Regulations require your exhibit to be confined to your booth with no supports, strings, wire, etc., attached to posts or other fixture in the center.

Limitations

Exhibits shall be so installed that they will not exceed beyond the space allotted. **Distribution of printed materials, souvenirs or other articles must be restricted to the space of the exhibit.** Individual public address systems will be permitted on the premises, but must NOT be audible more than (3) feet from booth. The exposed backs or sides of all booths must be draped or finished so that it will not interfere with an adjoining booth. Any signage displayed must also not interfere with any adjoining booth.

Security

The HBAGC will provide around the clock security protection from move in on Monday at 7:00 a.m. until move out on Monday at 1:00 p.m. You can assist by removing or securing any small or expensive items from your booth before leaving.

Compliance

The Exhibitor agrees that his exhibit shall be admitted and shall remain from day to day solely on strict compliance with the rules herein laid down. HBAGC reserves the rights to reject, eject, or prohibit any exhibit in whole or part, or any exhibitor or his representatives, with or without giving cause.

If an exhibit or exhibitor is ejected for violation of these rules or for any other reason, no return of rental monies shall be made.

Amendments

Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subject solely to the decisions of HBAGC management or Home Show officials. All amendments so made shall be binding on exhibitors equally with the foregoing rules and regulations.

Damages

Exhibitors are liable for any and all damages caused to the building floors, walls, or columns, or to standard booth equipment and to other exhibitor's property. Exhibitors may not apply paint, lacquer, adhesive or any other coating to building floors, columns or to standard booth equipment.

Liability

The Home Show Committee cannot guarantee Exhibitors against loss or damage of any kind. Space is leased with the understanding that the Exhibitors will not hold the Home Show Committee, the Home Builders Association of Greater Chattanooga, Carter Street Corporation Board, City of Chattanooga, and Hamilton County harmless from any or all liabilities from any cause whatsoever prior to, during, or subsequent to the period covered by the exhibitor contract, and the Exhibitor on signing the contract expressly releases the Home Show Committee, the Home Builders Association of Greater Chattanooga, Carter Street Corporation Board, City of Chattanooga, and Hamilton County and agrees to indemnify same against any and all claims for such loss, damage, or injury.

Certificate of Insurance.

Exhibitors are required to provide Certificate of Liability Insurance prior to the move in date of Monday, February 24, 2020. The certificate will list the 2020 Tri-State Home Show, February 28th, 29th and March 1st, 2020 at the Chattanooga Convention Center in Chattanooga, TN. The Chattanooga Convention Center and the Home Builders Association of Greater Chattanooga named as additionally insured.

Awards

The Booth Judging Competition will be presented in the following categories:

Award of Excellence – Single Booth (3 given out)

Award of Excellence – Multi-Booth (3 given out)

Best New Exhibitor Award

Best Outdoor Presentation

Dorothy Wade Best of Show

Outside judges will be selected by Home Show Officials. Awards will be presented Saturday morning. Judging commences Friday at 8:30 am. Booths should be completed by that time and include the business name prominently displayed.

Courtesies

Avoid creating anything in your display materials that will mark or damage the floor of the Convention Center. If you have water as part of your display, provide drip cloths or other protection that will prevent staining.

Give your display considerable thought. Keeping the height of your side displays down to 3 feet enables the viewers to see your booth well before they reach it. It also enables us to have an attractive show that feels unrestricted and open.

DO

Know your product or service
Relate your business to customer's needs
Be ready to talk and/or demonstrate
Be enthusiastic
Be confident
Keep your booth attractive
Work with ALL prospects
Be nice to all "lookers"
Be able to talk with potential customers

DON'T

Drink or eat in your booth (Exhibitors/Vendors Lounge only)
Ignore a Visitor
Be rude
Be over-aggressive
Leave your booth unattended
Use bad language
No music or microphones heard beyond your booth area

If you have any questions, concerns, or suggestions for next year, please contact one of the Home Show Officials at any time during or after the Home Show.

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