

EXHIBITOR PROSPECTUS



The Renaissance
Inner Harbor



Baltimore
Maryland



The recreational indoor sports industry has averaged over 5% annual growth for the decade.

WHY EXHIBIT?

The United States Indoor Sports Association's annual Facility Operators Conference & Trade Show is the premier event for public and private indoor recreational sport facility operators, attracting over 200 facility operators and startups and 40 exhibitors. From veteran to startup, attendees represent the full range of experience. They all come with a keen desire to share their knowledge and visions and to learn from colleagues and other experts.

Conference attendees are the primary decision-makers for their facilities. In fact, reaching decision-makers with budgetary authority is the most-cited reason exhibitors say they return year after year. Exhibitors enjoy the one-on-one interaction with virtually every attendee who walks the floor and with other exhibitors. Exhibitors are also encouraged to participate in other Conference activities, such as its annual Facility Bus Tour, educational sessions and social events, which provide informal, comfortable settings for mingling with prospective customers.

PRODUCT CATEGORIES

Exhibitors typically include providers in the following general categories:

- building construction & design
- synthetic turf & other flooring
- soccer boards
- lighting & utilities
- netting
- administrative software
- insurance & financial services
- concessions
- human resources
- security
- health & safety
- coin operations
- apparel
- sports equipment
- sports & fitness programs
- camps & tournaments
- amateur, semi-pro and professional leagues
- youth programs
- sports tours
- and more ...

THE INDUSTRY

With the total number of recreational indoor sports facilities in the US estimated around 1,200, the industry has witnessed average annual growth more than 5% for the decade. Similarly, USIndoor's facility membership has grown since 2000 to approximately 380 members. In 2011, USIndoor further expanded with the addition of the Canadian Indoor Sports Association.

The Sporting Goods Manufacturers Association recently estimated indoor soccer participation, alone, at approximately 5 million, making it one of the US's Top-10 team sports. The industry continues to grow—not just in the traditional commercial sector, but also among universities, municipalities and other non-for-profit organizations.



LOCATION & LOGISTICS

USIndoor's 2017 Conference takes place Thursday-Saturday, May 11-13, at the [Renaissance Harborplace Hotel](#), located in the heart of Baltimore, MD. Just 15 minutes by train from Baltimore Washington International Airport (BWI), our host hotel offers an unbeatable waterfront location amidst the bustling Inner Harbor. Within the immediate vicinity await numerous shops, dining options, and popular attractions, like the Civil War-era warship U.S.S. Constellation, the National Aquarium, and Camden Yards, home of MLB's Baltimore Orioles.

The Renaissance is a luxury experience beyond compare. Unwind with a swim in its sparkling indoor pool, satisfy your cravings at its signature Watertable restaurant, or keep in shape on your own schedule at the 24-hour fitness center. With spacious and beautifully designed rooms and suites, large bathrooms and all modern conveniences, guests will find everything they need for a perfect stay.



RESORT RESERVATIONS

Renaissance Baltimore Harborplace is offering exceptional rates to USIndoor guests, but don't delay ... These rates expire April 26, 2017, and accommodations are likely to sell-out even sooner!

USIndoor Room Rate: \$169/night
single or double occupancy

MAKING RESERVATIONS

Reserve rooms online at [USIndoor Reservations](#), or call (506) 474-2009 and mention that you are attending the United States Indoor Sports Association Conference.

Renaissance Baltimore Harborplace Hotel
202 East Pratt Street
Baltimore, MD 21202
Phone: (877) 212-5752

For more information about the Renaissance, including dining, activities, and the local area visit [Things to Do!](#)





BUS TOUR & SOCIAL EVENTS

Thursday, May 11

8:30 am – 4:30 pm
5:00 pm – 7:00 pm

Indoor Sport Facility Bus Tour*
Welcome Reception: Power Plant “LIVE”*

Friday, May 12

7:00 pm – 10:00 pm

Top of the World: by Arena Sports

Saturday, May 13

5:00 pm – 6:30 pm

Pratt Street Ale House

EXHIBIT HALL

Friday, May 12

4:00 pm – 7:00 pm

President’s Reception
Setup: 8:00 am – 3:30 pm

Saturday, May 13

11:45 am – 1:40 pm

Buffet Luncheon
Tear-down: 1:45 pm – 4:00 pm

EDUCATIONAL PROGRAM

Friday, May 12

8:30 am – 10:30 am
10:45 am – 12:00 pm
10:45 am – 4:00 pm
12:00 pm – 4:00 pm
12:00 pm – 4:00 pm

Keynote, State of the Industry Breakfast
Roundtables for Existing Operators
Startup Track
Executive Symposium (facility executives, only)*
“Idea Incubator” for Existing Operators

Saturday, May 13

9:00 am – 4:15 am
9:30 am – 4:15 pm
11:45 am – 1:40 pm

Executive Symposium*
Startup Track and “Idea Incubator”
Break for Tradeshow Luncheon

* registration required

The foregoing schedule is subject to change without notice. See www.usindoor.com for details and updates.

SPONSORS AND EXHIBITORS

USIndoor's 2017 Facility Operators Conference and Trade Show offers an excellent sponsorship program for exhibitors eager to stand out. For information, call USIndoor's Meetings Director, Lou Mengsol, at (608) 363-0873.

Past Sponsors

AthleteTrax
Clipcast Sports
EZFacility
GARED
Grand Slam Safety
HappyFeet Legends
Hanover Insurance Group
Knockerball USA

Lil Sluggers
Monument Sports Group
Parisi Speed School
Prographics
SnapSports Athletic Surfaces
Seaman Corporation
SportsLife X
Video Observer



Past Exhibitors

Building Fixtures: Soccer Boards, Flooring, Lighting, Etc.

Airius
Astroturf
Athletica Sport Systems
Becker Arena Products
Big Ass Fans
Cascadia Sport Systems
Covermaster
Cireon
Connor Sport Court
Daktronics
Ephesus
FieldTurf
Flex
Lidlum
Medallion Athletic Products
Shaw Sports Turf
Signature Fencing
Snapsports
Soccer & Tennis Surfaces
Sporturf
UBU Sports
Ultra Base Systems
Welmar Recreational Products

Sport Leagues & Associations

Amateur Athletic Union
American Indoor Lacrosse
National Indoor Championship
United States Adult Soccer Association
US Lacrosse
USA Hockey Inline

Consulting

Affiliated Power Purchasers International
The Goals Group
Pinnacle Indoor Sports
The Sports Facilities Advisory

Sports Apparel & Equipment

American Soccer Company (SCORE)
Brine
Eurosport
Grand Slam Safety
InCord
Jaypro Sports
Keeper Goals
Meuller
Porter Athletic

Building Construction

Air Structures American Technologies
Arizon Structures
The Farley Group
Legacy Building Solutions
Seaman Corporation
Yeadon Fabric Structures

Vending, Electronic Games & Concessions

AdvoCare
AutoFry/Multi-Chef
Betson Industries
PRO Design & Vending Technologies
Profitable Food Facilities

Sport Tours & Programs

American Instructional Football League
Beginners Edge Sports Training
HappyFeet Legends
Hi-Five Sports Franchising
Lil' Kickers
Lil' Pigskins
Lil' Sluggers
Parisi Speed School
Soccer Genius
Soft Play

Marketing & Sales

Clipcast Sports
NetRe\$ult\$
Prographics
REACH
USIndoorTV

Operations, Management Software & Websites

ActiveCommunities
Analytics Solutions
AthleteTrax
DASH Platform
EnviroMed Sciences
EZFacility
Heartland Payment Systems
Identification Data and Imaging (IDI)
Maximum Solutions
Office DEPOT
Pointstreak.com
Siriani & Associates
Sport Ngin
Sport Pins International
Trainertainment
Video Observer

Risk Management & Insurance

Monument Sports Group
Philips Medical Systems
S2Verify
Smartwaiver
Sports Brain

Other

GO Indoor Magazine
Greater Woodfield Conv. & Visitors Bureau
Hilton Indian Lakes Resort
Irving Conv. & Visitors Bureau
Sportsplex Management Group

USINDOOR EXHIBITOR CONTRACT TERMS AND CONDITIONS

- 1. Application and Registration:** Subject to your registration and payment, and USIndoor's acceptance thereof, USIndoor may grant admission to, and exhibit space for, you and your officers, employees, agents (hereinafter referred to as the "Exhibitor") in connection with its 2017 Annual Facility Operators Conference and Trade Show, May 11-13, 2017 (the "Event"), at Renaissance Baltimore Harborplace Hotel ("HOTEL"), 2202 East Pratt Street, Baltimore, MD, 21202. USIndoor reserves the right, in its sole and unfettered discretion, to determine the eligibility of exhibitors and exhibits for the Event.
- 2. Individual Attendees:** Exhibitor's exhibition pricing applies to two bona fide representatives for each booth reservation. Exhibitor may register additional representatives for an additional proscribed fee. Exhibitors who do not pre-register run the risk of not being admitted, must register on-site and submit proof of company affiliation. Exhibitor badges are non-transferable. Each representative must display the official badge at all times while in the exhibit area or otherwise attending any official Conference event.
- 3. Trade Show Booth Reservation:** For each booth space reserved by Exhibitor, USIndoor shall allocate a 10' by 10' area beginning Friday, May 12 (opening at 8:00 a.m. for set up) and ending Saturday, May 13, 2016 (breakdown to be completed by 4:00 p.m.) USIndoor shall assign all exhibit space, subject to its sole discretion, notwithstanding any request Exhibitor may make, and Exhibitor agrees to accept any such assignment or reassignment, if applicable.
- 4. Setup and Breakdown:** Exhibitor agrees to have its booth(s) and products set up and prepared for the trade show by 3:30 p.m. on Friday, May 12th. Exhibitor agrees no display will be dismantled or goods removed until the absolute end of the trade show on Saturday, May 13th. Thereafter, Exhibitor agrees to remove its display and equipment from the show site and clean its booth space by the end of the breakdown period. In the event Exhibitor fails to do so, Exhibitor agrees to pay related costs that may be incurred.
- 5. Assignment and Subletting:** Exhibitor shall not assign any rights under this contract or sublet or share its space without the prior written permission of USIndoor, which permission may be arbitrarily withheld. Exhibitor may display only the goods manufactured or dealt in by it in its regular course of business.
- 6. Shipping, Services and Rental Equipment:** Most services customarily required by exhibitors will be available by arrangement with HOTEL or its or USIndoor's preferred providers, subject to exception based on need or HOTEL's discretion. Such circumstances shall comply with HOTEL's policies, including the requirements for third-party indemnification and proof of insurance. No other contractors will be permitted without prior approval by USIndoor and HOTEL. Exhibitors will be solely responsible for arranging necessary services with, and for payment of any fees due to, HOTEL or other provider(s). Besides HOTEL, Exhibitor should deal directly with USIndoor's authorized service providers, including Keystone Event Services (shipping, storage, set up, furniture, audio visual rental, electrical and internet services) for needs and expenses ancillary to registration.
- 7. Exhibitor Covenants:** USIndoor at all times maintains the right to terminate this contract for any conduct which USIndoor considers objectionable. Exhibitor agrees to abide by all rules and regulations adopted by USIndoor in the best interests of the Event and agrees that USIndoor shall have the final decision in adopting any rule or regulation deemed necessary prior to, during and after the Event, including modifications to this contract. Exhibitor agrees to obtain and maintain at its own expense any licenses or permits from government bodies, which may be required for the operation of its trade or business during the show, and to pay all taxes that may be levied against it as a result of the operation of the trade or business at the Event.
- 8. Displays and Demonstrations:** Exhibitor agrees to occupy the contracted exhibit space during the term of the trade show and to exhibit only the products described under Exhibitor's registration, as accepted by USIndoor. Solicitation is not permitted in the public areas. All demonstrations, exhibits, and distribution of literature must be confined to the assigned booth space, except as specifically exempted in writing by USIndoor. Displays, signs, banners, and decorations may be used in accordance to HOTEL's specifications within the assigned booth space. Affixing any materials to the walls, floors, ceilings, or furnishings must be approved by HOTEL. Any banners that need to be displayed will be hung by HOTEL staff unless otherwise approved by HOTEL. Exhibitor agrees to use its booth strictly for lawful purposes and to conform to laws of all applicable jurisdictions. This shall include Exhibitor's agreement to avoid behavior disruptive to other exhibitors, Event attendees and HOTEL guests, as well as employees and agents of USIndoor and HOTEL. All persons active in an Exhibitor's area shall be assumed to be its agents, unless the Exhibitor acts to remove the person from such appearance and notifies USIndoor immediately upon becoming aware thereof.
- 9. Prohibited Activities and Substances:** Exhibitor shall not use, or permit to be used, the property of HOTEL for any purpose other than those contemplated hereunder and will not cause, maintain or permit any nuisance in, on or about HOTEL's property. Exhibitor shall be liable for any damage caused by it to any property of HOTEL, its agents, any other exhibitor or USIndoor. Exhibitor may not apply paint, lacquer adhesive or other coatings to the property of HOTEL, its agents, any other exhibitor or USIndoor. Exhibitor is strictly prohibited from possessing or transporting any materials, which involve or contain or constitute directly or indirectly any "hazardous substances," as defined by policy of HOTEL, or any form or type of pyrotechnics, fireworks, flares, flames or other flammable or explosive materials or items.
- 10. Insurance:** Exhibitor shall obtain and keep in force during the term of the installation and use of the exhibit premises policies of Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the liability set forth under these Terms and Conditions, in an amount not less than \$1,000,000 Combined Single Limit for personal injury and property damage. HOTEL and USIndoor shall be included in such policies as additional named insureds, and Exhibitor shall submit such certificates on demand. In addition, Exhibitor acknowledges that neither HOTEL nor USIndoor maintains insurance covering Exhibitor's personnel or business property, and that it is the sole responsibility of Exhibitor to obtain business interruption and property damage insurance against any losses by Exhibitor. Should Exhibitor wish to insure its personnel or goods against injury, theft, damage by fire, accident or other cause, it must do so at its expense.
- 11. Indemnity:** Exhibitor shall be fully responsible for any and all damages to property owned by HOTEL or USIndoor, or their owners or managers, which result from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless, HOTEL and USIndoor, and their owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, HOTEL or any part thereof. Exhibitor accepts all risks associated with the use of its booth and environs. Exhibitor shall not make any claim or demand or take any legal action, whatsoever, against USIndoor or HOTEL (including their respective affiliates, officers, owners, agents, members, employees, parents, insurers, predecessors, successors and assigns) for any loss, damage or injury, howsoever caused, to Exhibitor or its property.
- 12. Termination of Contract:** Exhibitor may cancel this contract only if written notice is received by USIndoor prior to March 1, 2017. In such instance, registration fees, less a \$250 administrative fee, will be refunded. Thereafter, all registration payments are non-refundable. In the event Exhibitor fails to make payment as aforesaid or fails to comply in any respect with this contract, USIndoor reserves the right to cancel this contract without notice, whereupon all rights of Exhibitor hereunder shall cease and terminate. Any payment made by Exhibitor on account hereof will be retained by USIndoor as liquidated damages for breach of contract, and USIndoor may thereupon rent said space. Failure to appear at the Event does not release the Exhibitor from responsibility for payment of the full cost of the space rented.
- 13. Trade Show Cancellation:** In the event the building in which the trade show is held is destroyed or, if for any reason USIndoor is unable to permit the Exhibitor to occupy the space, or if the show is canceled or curtailed, USIndoor will not have any liability to Exhibitor for any loss of business, damage or expense of whatsoever nature or kind that Exhibitor may suffer. Should the premises in which the show is being conducted become unavailable for occupancy for "cause or causes" not within the control of USIndoor, USIndoor shall not be held responsible for any claims or damage which might arise in consequence thereof. The "cause or causes" listed will include, but not be limited to, government regulations, curtailment of transportation, fire, lightning, casualty, explosion, flood, weather, epidemic, earthquake, acts of public enemies, riots or civil disturbances, terrorism, strike, lockout, boycott, and other acts of God.
- 14. Law and Venue:** This contract shall be governed by the laws of the Commonwealth of Virginia. Any suit, action or proceeding arising out of or relating to this contract, or its interpretation, performance or breach shall be instituted in the United States District Court for the Eastern District of Virginia or any court of the Commonwealth of Virginia located in the City of Norfolk, Virginia, unless otherwise agreed by written stipulation.



Thursday, May 11 -
Saturday, May 13

The Renaissance
Baltimore, MD

2017 Facility Operators Conference & Trade Show

EXHIBITORS REGISTRATION

Reservations *(Insert number & names.)*

- ___ **Booth Space(s)** (Fri. 5/12 - Sat. 5/13)
- ___ **Total Admissions**—WRITE NAMES BELOW:

Extras *(Visit USIndoor.com for details.)*

- ___ **Facility Bus Tour** (Thurs. 5/11)
\$95/person—8:30am to 4:30pm *(lunch included)*
- ___ **Power Plant Live Welcome** (Thurs. 5/11)
INCLUDED! 5:00pm to 7:00pm
Guests: \$50
- ___ **Closing Celebration** (Sat. 5/13)
INCLUDED! 5:00pm to ?
Guests: \$25

Exhibition Pricing

Members: \$1,175
Non-Members: \$1,750

*Each includes exhibition booth (10 x 10 sq. ft.), 2 admissions,
2 folding chairs, 6 ft. table with skirt, meals.*

Options

Additional Attendees (3rd or more): \$295 (\$395 after 4/30)
Tradeshow Guest Pass (5/13, only): \$295 (\$395 after 4/30)

GUEST NAME(S): _____

Sponsorship Opportunities (Ask us!)
Storage, Electricity, Internet: variable pricing
Order Form to be provided via e-mail.

Total Reservation Fees: \$ _____

Main Product or Service Lines *(e.g., building construction, flooring, soccer boards, insurance, software, scoreboards, apparel, programming etc.):* _____

**Required Field*

Member Non-Member Want to learn more *

* I, on behalf of Exhibitor, agree to the "USIndoor Exhibitor Contract," including duty to obtain an insurance certificate protecting USIndoor, as set forth in section 10.

Exhibitor Name:* _____

Tradeshow Contact:* _____

Title:* _____

Address:* _____

City:* _____

State/Province:* _____

Postal Code:* _____ Country: _____

Telephone:* _____ Evening: _____

Fax: _____

E-mail Address:* _____

(All communications to be sent to this address.)

Website Address: _____

Payment Information

Please mail this completed form along with payment in full by check made payable to "USIndoor," or fax *and* mail this form, including the following information to pay by credit card (Visa, MasterCard, Discover, American Express):

Name on Card: _____

Card Number: _____

Expiration Date: _____

Billing Name & Address: _____

Signature: _____

*Please mail or fax together with payment or credit card information (and sponsorship form, if applicable) to:
USIndoor, Inc., 1340 N. Great Neck Rd., #1272-142, Virginia Beach, VA, 23454
Fax: 509-357-7096. Questions? Call us at 703-820-2810.*