



JUNE 22-24  
MIAMI BEACH, FL 2022

Grow your business at the world's premier gathering of health and fitness leaders!

EXHIBITOR  
PROSPECTUS



# Miami Beach Here We Come!

## IHRSA INTERNATIONAL CONVENTION & TRADE SHOW



### EXHIBITOR PROSPECTUS • TRADE SHOW HOURS

Miami Beach Convention Center, Miami Beach, Florida USA

#### **Thursday, June 23**

10:00am – 6:00pm  
Trade Show

#### **Friday, June 24**

6:30am – 8:30am  
Early Morning Workout

#### **Friday, June 24**

10:00am – 4:00pm  
Trade Show

## **IHRSA is Not Just a Trade Show!**

IHRSA is the nonprofit global trade association for the health & fitness industry.

As the pandemic crisis has shown, thousands of club and supplier businesses around the globe rely on IHRSA to provide needed assistance and support to help them succeed. As the only nonprofit trade association representing the global health and fitness industry, IHRSA invests any profits from events, sponsorship and advertising to fund industry initiatives that protect and help grow the industry.

## **HOW AND WHEN BOOTH LOCATIONS ARE ALLOCATED**

### **Industry Partner Member Booth Selection**

To secure a booth location complete the exhibitor contract with 50% deposit of total booth fees and return it to Luke Ablondi at [lba@ihrsa.org](mailto:lba@ihrsa.org).

Beginning in October, our team will begin contacting companies that have submitted their contract and deposit in order of their IHRSA AMPS ranking.

If you have questions regarding exhibiting at 2022 in Miami Beach in June, simply email Luke Ablondi at [lba@ihrsa.org](mailto:lba@ihrsa.org) or call +1 617-316-6773.

If you are not yet an IHRSA member, please visit [ihrsa.org/partner](http://ihrsa.org/partner) to join.

### **Non-member Companies**

Once partner members are placed, companies that are not IHRSA members may purchase booth space.



## YOUR FRIENDLY IHRSA TEAM



**Lynne Devaney**  
*Vice President  
Sponsorship &  
Business Development*  
+1 617-316-6704  
lsd@ihrsa.org



**Michele Eynon**  
*Vice President of  
Advertising Sales*  
+1 617-316-6760  
me@ihrsa.org



**Theresa Duffy**  
*Director of Industry  
Partner Operations*  
+1 617-316-6792  
tld@ihrsa.org



**Luke Ablondi**  
*Senior Trade Show Manager*  
+1 617-316-6773  
lba@ihrsa.org

## Benefits of Exhibiting that Make a Difference!

As the only trade association for the global health club industry, IHRSA strives to deliver the highest quality and most professionally produced convention and trade show in the industry, with additional complimentary exhibitor benefits that matter.

**FREE** access to the pre-registered list of attendees in real-time, 24 hours a day, every day. See the moment when buyers register with IHRSA to plan your pre-event promotions accordingly.

**FREE EXHIBITOR PROFILE** in the June show issue of *Club Business International (CBI)*. An exclusive benefit for exhibiting companies, this is your opportunity to list the products and services you will be exhibiting at the show.

**FREE EXHIBITOR LISTING ON IHRSA.ORG.** IHRSA 2022 exhibitors will be highlighted in a special category listing for easy reference and enhanced search engine optimization (SEO).

**FREE** customer invitations to the Trade Show—Offer your best clients complimentary access to the exhibition. IHRSA can provide your company with a special promotional code for use in your marketing materials.

**FREE** access to the Trade Show for all of your company employees, plus two full Convention registrations for use by two employees (proper exhibiting employee credentials required).

**FREE** booth carpet and back-wall and side-rail drape in official show colors for your booth.

The opportunity to purchase IHRSA Convention educational program registrations at discounted rates for your customers (IHRSA club membership eligibility requirements apply).

## EXHIBIT FEES\*

Per 10' x 10' Booth (100 sq.ft.)

### IHRSA Member

US \$3,950

### Non-Member

US \$4,700

*\*For corner booth locations, a US \$400 fee per corner will be added. A US \$2,000 fee will be assessed per 10' x 10' space with multi-level construction. Fees apply to IHRSA members and non-members.*

If you have any questions regarding the arrangement of your exhibit space, contact, Luke Ablondi, Senior Trade Show Manager at [lba@ihrsa.org](mailto:lba@ihrsa.org) or call 800-228-4772 or +1 617-316-6773.

For more information on IHRSA's International Convention & Trade Show, visit [ihrsa.org/convention](http://ihrsa.org/convention).



## AFTER YOU HAVE SELECTED YOUR BOOTH...

Once an exhibitor has selected booth space, confirmed with a completed exhibitor contract and deposit, IHRSA's Trade Show management team will review all compliance forms and procedures in the Exhibitor Services Manual with the designated booth contact and provide all related customer services.

Every city and venue has unique guidelines that need to be followed, and the experienced team at IHRSA will help you navigate through the entire process in the months preceding the event, as well as onsite.

## Schedule & Guidelines

Miami Beach Convention Center, Miami Beach, Halls A-C

### EXHIBITOR SET-UP

#### Monday, June 20

8:00am - 5:00pm

#### Tuesday, June 21

7:00am - 6:00pm

#### Wednesday, June 22

7:00am - 6:00pm

### TRADE SHOW SCHEDULE

#### Thursday, June 23

10:00am - 6:00pm

#### Friday, June 24

6:30am - 8:30am

Early Morning Workout

10:00am - 4:00pm

### EXHIBITOR DISMANTLE

#### Friday, June 24

4:01pm - 11:00pm

#### Saturday, June 25

8:00am - 6:00pm

## Altering Booth Size & Dimensions After Initial Selection

In the event an exhibitor needs to change the size or dimensions of their exhibit space after the initial selection, IHRSA reserves the right to relocate the exhibitor to another location on the Trade Show floor and/or change the configuration of their space. No reduction in booth size can be made after Tuesday, March 15, 2022.

## Adherence to Exhibitor Contract Rules, Regulations & Guidelines

Exhibitors must adhere to all guidelines outlined on the exhibitor contract and in the exhibitor services manual sent to all participating companies. No canvassing, advertising, displaying, demonstrating, or distributing items or literature will be permitted outside the company's own exhibit area without advance, written permission from IHRSA.

## Exhibitor Structures in Neighboring Booths

Please remember that, consistent with IAEE and IHRSA guidelines, exhibitors taking island booths may have walls, overhead signage, drapery or other structures within their confirmed booth area. For more information on IHRSA and IAEE guidelines visit [ihrsa.org/exhibit](http://ihrsa.org/exhibit).

*NOTE: All exhibits must be completely installed and ready for inspection by show management before 6:00pm on Wednesday, June 22. All exhibitors must keep their displays up and open through 4:00pm on Friday, June 24.*

**QUESTIONS?** Contact Luke Ablondi at [lba@ihrsa.org](mailto:lba@ihrsa.org) or call 800-228-4772 or +1 617-316-6773 or visit [ihrsa.org/partner](http://ihrsa.org/partner).



**IHRSA 2022 EXHIBITOR CONTRACT**  
**International Trade Show | Miami Beach, FL**  
**Thursday-Friday, June 23-24, 2022**



This Contract confirms that the company noted below has requested booth space during IHRSA's International Convention & Trade Show at the Miami Beach Convention Center, Miami Beach, FL, June 23-24, 2022. This request will not be confirmed until this signed Exhibitor Contract and appropriate deposit is received by IHRSA, in accordance with the stipulations set forth here and in the Exhibitor Prospectus. IHRSA Industry Partner Members further understand and agree that all membership renewal fees due for Membership must be paid on or before the membership renewal date. Failure to do so will result in Non-Member booth fees being applied as noted below for all booth selections. In the event an exhibitor reduces the size or dimensions of their display after this Contract has been signed, IHRSA reserves the right to relocate the exhibitor to another location on the Trade Show floor and/or to change the configuration of the exhibitor's booth space.

**BOOTH FEES:** (check all that apply)

**MEMBER** - Number of 10'x10' booth spaces \_\_\_\_\_ x \$3,950 per booth space = \$ \_\_\_\_\_  
 **NON-MEMBER** - Number of 10'x10' booth spaces \_\_\_\_\_ x \$4,700 per booth space = \$ \_\_\_\_\_  
 **PLUS** - Number of corner booth spaces \_\_\_\_\_ x \$400 per corner = \$ \_\_\_\_\_  
 **PLUS** - Number of multi-level booth spaces \_\_\_\_\_ x \$2,000 per booth space = \$ \_\_\_\_\_  
 (only charged for exhibits designed with a second level for product display and/or meeting space)

**TOTAL BOOTH FEES:** \$ \_\_\_\_\_

**PAYMENT:** 50% of the total booth fees due is required with this signed Contract; the balance payment is due by **March 4, 2022**.

(check one)

Check enclosed, made payable in U.S. dollars to: **IHRSA**  
 Wire To wire US Dollars, use the following instructions:  
 Address: IHRSA, 70 Fargo Street, Boston, MA 02210  
 Payment Details: BANK OF AMERICA, 100 Federal Street Boston, MA 02110  
 Routing/Transit (ABA) Number: 0260-0959-3 Swift Code: BOFAUS3N. Account: 29108269

If you wish to pay with a credit card, contact Luke Ablondi at lba@ihrsa.org +1 617-316-6773

Credit Card (check one)  MasterCard  Visa  Discover  American Express CVC \_\_\_\_\_  
 Credit Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_  
 Cardholder's Name: \_\_\_\_\_ Cardholder's Signature: \_\_\_\_\_  
 Billing Address: (if different than below) \_\_\_\_\_

**IMPORTANT.** If you have an IHRSA 2020 Credit, the amount of your credit may be used in 2022 or 2023. If you would like to utilize all or a portion of it for this 2022 booth deposit, please indicate the amount of credit to be applied here: \$ \_\_\_\_\_. The IHRSA team will contact you once this contract is received to confirm and schedule your booth placement selection.

*With the signature below, our company acknowledges we have received, read and agree to the Rules & Regulations for exhibiting at IHRSA 2022, as stated on this two-sided Exhibitor Contract, including the back page entitled, IHRSA 2022 Exhibitor Rules & Regulations, and as noted on the ihrsa.org/exhibit section of the IHRSA website, and that our personnel agree to abide by all of these guidelines, and the procedures within the Exhibitor Services Manual.*

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Print Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_ Direct Telephone: (\_\_\_\_) \_\_\_\_\_  
 Company Name: \_\_\_\_\_ Main Telephone: (\_\_\_\_) \_\_\_\_\_  
 Street Address: \_\_\_\_\_ City: \_\_\_\_\_  
 State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

*If different from above, please indicate below the primary contact for all aspects of your company's Trade Show booth. All future notices, advisories, e-newsletters, and correspondence from IHRSA regarding your booth will ONLY be sent to this individual:*

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Mailing Address: (if different than above) \_\_\_\_\_  
 Direct Telephone: (\_\_\_\_) \_\_\_\_\_ E-Mail: \_\_\_\_\_

**IHRSA SHOW MANAGEMENT USE ONLY:**

Booth #: \_\_\_\_\_ Booth Type: \_\_\_\_\_ Dimensions: \_\_\_\_\_ Sq. Ft.: \_\_\_\_\_  
 Order #: \_\_\_\_\_ Contact ID: \_\_\_\_\_ Authorized: \_\_\_\_\_ Company ID: \_\_\_\_\_

**IHRSA FINANCE USE ONLY:**

Deposit: Date: \_\_\_\_\_ Check #: \_\_\_\_\_ Balance: Date: \_\_\_\_\_ Check #: \_\_\_\_\_

**UPON COMPLETION, MAIL OR EMAIL THIS SIGNED TWO-SIDED CONTRACT, ALONG WITH THE DEPOSIT PAYMENT TO: Luke Ablondi, Trade Show Manager IHRSA 2022 • 70 Fargo Street • Boston, Massachusetts 02210 USA or email the signed contract to: lba@ihrsa.org.**

**IHRSA 2022 EXHIBITOR RULES & REGULATIONS** The space contracted is to be used solely by the company whose name appears on this Exhibitor Contract and it is agreed that the company will not sublet or assign any portion of same. IHRSA reserves the right to cancel this Contract upon no less than five (5) days written notice to the company and to regain the immediate possession of any space and to deny the company all further right to participate in the Trade Show if the exhibitor shall fail to pay IHRSA before March 4, 2022 any payments due IHRSA. No reduction in booth size will be allowed after March 4, 2022.

**REFUND/CANCELLATION POLICY** If written notice of cancellation from an exhibitor is received by IHRSA on or before March 4, 2022, a full refund of booth fees will be processed. However, after March 4, 2022, there will be no refund and exhibitors will be held to payment in full for the originally contracted booth fees, even if the exhibitor decides to reduce the size of their booth.

**BOOTH DESIGN & LAYOUT** IHRSA retains the right to re-assign, designate or change booth locations. The aisles belong to IHRSA. Neither exhibits nor advertising material is permitted to protrude into the aisles. IHRSA reserves the right to control and prohibit any disturbing noises produced by an exhibitor. No part of any exhibit may be more than eight-feet (8') high without written permission of IHRSA. The sideward displays, pipe racks and the like may be as much as eight-feet (8') high provided they do not extend out toward the aisle more than five-feet (5') from the back wall of the display. Any sides utilizing the remaining five-feet (5') out to the aisle may not be more than four-feet (4') high. Any unfinished portion of an exhibit will be covered by IHRSA at the expense of the exhibitor. All custom construction and designs must be approved by IHRSA in advance. No booth shall be allowed to obstruct clear vision to other booths in the same line or adjacent lines unless it is an island display, having four corners on four sides. For island booths, if a solid wall is to be part of the display, or any free-standing unit above eight-feet (8') high, or any multi-level construction above eight-feet (8') high, an architectural rendering must be submitted to IHRSA for approval in advance and will require fire marshal pre-approval. IHRSA reserves the right to determine the final placement of such structures. All island, peninsula and end-cap booth designs must be received at IHRSA by March 4, 2022. Failure to comply will result in a booth not being approved for installation. IHRSA follows trade show industry standards developed by the International Association of Expositions & Events (IAEE), which IHRSA reserves the right to modify.

**SOUND & LIGHTING** IHRSA maintains a maximum level of 80-decibels for all exhibitors at its Trade Shows. This level has been identified as a safe level for trade shows by the Occupational Safety & Health Administration (OSHA). To ensure a successful Trade Show for all companies, IHRSA, as Show Management, reserves the right to monitor sound usage and restrict and eliminate the music and other audio demonstrations in an exhibitor's booth at its discretion. Show Management's actions can include reviewing and adjusting all sound system and speaker placements within an exhibit, restricting sound levels within a booth, and restricting demonstrations within a booth, regardless of an exhibitor's contract with instructors or celebrities appearing in an exhibitor's booth. All exhibitors planning to have audio or a demonstration must submit complete details to IHRSA, including a description of the demonstration(s), the frequency of demonstration(s), and the location of lighting and sound systems (specifically speakers). All descriptions are due in writing to IHRSA for approval by March 4, 2022. Specialty lighting, videos and promotional lighting projected on walls, ceiling, or floor spaces not contracted is prohibited. If a complaint is registered and a visit by Show Management does not result in full compliance, Show Management has the authority to cancel all booth demonstrations and/or terminate all electrical power to a booth for the remainder of the Trade Show.

**EXHIBITOR RESPONSIBILITY** Exhibitor booths must be staffed at all times during the designated, official Trade Show hours, and is recommended during Early Morning Workouts. An exhibitor of the Trade Show, and affiliated agents or employees, may not enter another exhibitor's booth space without the latter exhibitor's permission. Exhibitors shall abide by and observe all laws, rules and regulations of the federal, state, and city governments, as well as the event venue. All decorations and electrical wiring and fixtures must comply with local fire laws. State and local fire regulations must also be followed. Exhibitors planning to serve or dispense food and/or beverages from their booths must contact IHRSA for information related to product sampling (a permit and fees will apply). All food and beverages must be purchased and cleared through each venues' exclusive food services contractor.

**COPYRIGHTS PERMISSIONS** Each exhibitor is responsible for obtaining all necessary licenses and permits to use music, video, photographs, or other copyrighted material.

**FREIGHT & WAREHOUSE SHIPMENTS** Instructions regarding the mandatory procedures for freight and warehouse shipments will be detailed in the Exhibitor Services Manual, and will be sent to confirmed exhibitors once the signed Exhibitor Contract and initial booth deposit are received.

**EXHIBITOR INSURANCE** All exhibiting companies must carry General Liability Insurance and Workers Compensation Insurance that meets the requirements of the State in which the venue is located. IHRSA, its official services contractors, and the convention center do not maintain insurance covering an exhibiting company's property. It is the sole responsibility of the exhibitor to obtain the appropriate amount and type of insurance to cover their property, agents or employees, from theft, damage by fire, accident, or any other cause (but in no event will the General Liability Insurance coverage be less than \$1,000,000). IHRSA will not be responsible for any injury that may occur at exhibits or to an exhibitor's employees, or for the loss of, or damage to, any material from any causes whatsoever, whether in transit, or during Early Morning Workouts or the Trade Show, regardless of whether Show Management furnishes security. A General Liability Insurance Certificate and a Workers Compensation Insurance Certificate are required from each exhibiting company naming IHRSA and its agents as additional insureds on the policies effective during the entire period of activity, including install and dismantle dates and times. The Certificates must be received at IHRSA within two weeks of receiving confirmation of exhibit space from IHRSA Show Management.

**FORCE MAJEURE** In case the event venue is destroyed or damaged, or if the Trade Show fails to take place as scheduled or is interrupted and/or discontinued, or access to the premises is prevented or interfered with by reason of any strike, lockout, injunction, act of war, act of God, emergency declared by any governmental agency or by Show Management, or for any other reason, this contract may be terminated by IHRSA. In the event of such termination, the exhibitor waives any and all damages and claims for damages, and agrees that the sole liability of IHRSA shall be to credit or return to the exhibitor its booth fees, less costs and expenses incurred and committed by IHRSA, estimated to be 20% of fees.

**INTELLECTUAL PROPERTY DISPUTES** IHRSA does not involve itself in patent, trademark, or copyright infringement disputes between exhibitors, and no exhibitor should seek to enlist IHRSA's assistance in this regard.

**LIMITATION OF LIABILITY** IHRSA shall not be liable to any exhibitor in any respect for any claims, losses, expenses, injuries, or damages arising out of or related to the Trade Show or the exhibitor's participation in the Trade Show due to any act or omission of IHRSA, its employees or agents, or any third person, whether based on breach of contract or warranty, negligence or other tort, or strict liability, unless directly and solely caused by the gross negligence or willful misconduct of IHRSA. IHRSA disclaims all warranties, express or implied, including, without limitation, warranties of merchantability and fitness for a particular purpose. IHRSA shall not be liable to any exhibitor for any indirect, special or consequential damages, including lost profits, whether based upon a claim or action of contract, warranty, negligence, strict liability or other tort, even if IHRSA is aware of the possibility thereof. Notwithstanding any other provision, the maximum liability of IHRSA to any exhibitor will in no event exceed the lesser of (i) the amount of exhibit booth fees paid by the exhibitor to IHRSA or (ii) \$5,000. Recovery of such amount shall be the exhibitor's sole and exclusive legal remedy. Any claim against IHRSA not submitted to IHRSA within thirty (30) days of the close of the Trade Show shall be forever waived, and no suit or action shall be brought against IHRSA more than one (1) year after the Trade Show.

**INDEMNIFICATION** Each exhibitor shall indemnify and hold harmless IHRSA and the event venue, and their respective officers, directors, agents and employees from and against any and all liabilities, damages, actions, losses, claims, costs, and expenses (including reasonable attorney's fees) on account of personal injury, death, or damage to or loss of property arising out of or contributed to by any act, omission, negligence, fault, violation of this Contract or any rule or regulation, or violation of a law or ordinance by the exhibitor, its employees, agents, contractors, members, exhibitors, patrons, or invitees. The foregoing shall not apply with respect to any liability, damage, or loss directly and solely caused by the gross negligence or willful misconduct of, as applicable, IHRSA or the venue.

**ADDITIONAL COMPLIANCE REQUIREMENTS** With the purchase of exhibit space at IHRSA 2022, all exhibitors and their employees hereby accept the additional compliance guidelines summarized below, which are outlined in greater detail on our website at [IHRSA.org/exhibit](http://IHRSA.org/exhibit).

- **Hotel Rooms, Suites, Meeting Rooms, Events & Promotions** - Any activity outside the exhibit hall, or the scheduling of meetings, private functions, cocktail parties, or special events during the period of set-up, show days or dismantle, is prohibited without the written permission of IHRSA. Exhibitor employees and hired personnel are not allowed to walk the aisles of the Trade Show floor to promote a company product, service or event and must remain within the contracted booth space at all times.
- **Registration of Employees & Booth Personnel** Employees of an exhibiting company who are properly registered will be given complimentary credentials to access the Trade Show floor at designated times. Exhibitor registrations may not be used at any time by non-employees, distributors, or customers. Additional restrictions and potential penalties for non-compliance apply.
- **Minors on the Trade Show Floor** - Children under the age of 16 are strictly prohibited from the Trade Show floor at any time during exhibitor set-up and dismantle days and hours.
- **Press Coverage, Photography, Recording** - Photography, webcasting, press activity, and audio/video taping is prohibited without the prior written consent by IHRSA.
- **Removal of Goods** - For security reasons, exhibitors will not be allowed to deliver merchandise to customers from the Trade Show floor during the event.

#### **RULES & REGULATIONS / UPDATES / ARBITRATION**

Any and all matters not specifically covered herein or in the Exhibitor Services Manual are subject to the decision of IHRSA. IHRSA shall have the full and exclusive power to interpret and enforce this Contract and the rules and regulations. Decisions of IHRSA are final, and each exhibitor agrees to abide by the same. IHRSA reserves the right to add or modify the rules and regulations as stated on this Contract as deemed appropriate to improve the Trade Show. If the exhibiting company violates any rules or regulations, IHRSA has the right to regain the immediate possession of any space. All policies and procedures stated herein and as detailed within the Exhibitor Services Manual will be in effect until further notice. The Contract and rules and regulations are governed by the laws of the Commonwealth of Massachusetts without regard to conflicts principles. The exclusive legal avenue for the resolution of any controversy or claim between the parties hereto arising out of or related to the Contract or the rules and regulations, or the breach thereof, shall be binding arbitration in Boston, Massachusetts, in accordance with the Rules of the American Arbitration Association, and judgment upon the award rendered by the Arbitrator may be entered in any court having jurisdiction thereof. Each party will bear its own costs.

**AUTHORIZED SIGNATURE:**