



WACO

Wisconsin Association of Campground Owners

MARCH 2019

2019 WACO Convention

The 2019 Wisconsin Association of Campground Owners Convention is NEXT WEEK! Join us **March 13-17, 2019** at The Holiday Inn & Convention Center in Stevens Point, Wisconsin

I think we're all looking forward to convention as it's the first sign of the upcoming season. It's that one last chance to purchase new equipment, gain valuable insight, pick up that "gotta' have it" merchandise and reconnect with our fellow campground families. This year, we've also got some amazing booths, marvelous vendors, and powerful speakers. We had a chance to chat with a few and below is what they shared about their 2019 Convention excitement!

SPEAKERS WITH SUPER POWERS



Dorsey Levens presents Bio-Coding

Stress is literally a killer—it takes over our mental, physical and spiritual health and we've ALL been its victim. What if you could learn to control your stressors and truly focus on what matters? Dorsey Levens is excited and proud to present information on Bio-Coding, "giving you

some tools for your toolbox, allowing you to look at life from a different point of view. When you achieve this perspective shift, everything around you changes." This isn't another stress management class, it's a life-changing philosophy. Dorsey shares that after going through the course work himself and dedicating time to making mindful changes, "a weight lifted off my shoulders I didn't even realize was there, until it was gone." In life, and especially so in the campground industry, nothing ever goes as planned. Learn how to manage the stress and be your most productive self!

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SHOW SPONSORS:



SPEAKERS WITH SUPER POWERS

James Kaplanek, Section Chief for Retail Food, Recreational Technical Staff, Field Services

So much information is easily accessible with the wonder of the web. As an industry, we learned awhile back that restaurant inspections, while always being publicly accessible, have now gone to online versions, giving patrons quick access to full inspection reports. As several of our campgrounds include a kitchen or year-round restaurant, its important to know how these inspection reports could potentially impact your business! In the near future, the State will be linking them directly to other information that's readily available when someone searches and gets a Google search/Google Map result. Have your questions ready for Jim and his staff, as they are the most educated in terms of how these reports can be viewed, when they are posted, and most importantly, how you can ensure your reports reflect the best of your business.



John Jaszewski, Realtor/Broker/Owner Properties Plus

Knowledge is power and that statement couldn't ring more true when running a business. Do you really know what your campground is worth? Have you reviewed the information in the past year and done so with a professional? Confirm your 3-year plan is solid by letting John and his team review your P&L. They will run through a quick and easy assessment, ensuring you are making sound decisions. Maybe you're looking for ways to increase the value of your park. Maybe you're thinking of expanding or potentially need more leverage to refinance. Bring your P&L to convention and John can show you exactly what areas a Banker and Appraiser would focus on when reviewing for any business plan. **Confidential** consultations can be made available and WACO Convention is a great opportunity to take advantage of this service! **Schedule an appointment at Convention by texting 507-450-5626.**

Not had the chance to register for convention yet?

Now is the time to register and WACO is here to help! Download a copy of the registration form [here](https://bit.ly/2Tvcvo5) or go to <https://bit.ly/2Tvcvo5>.

Complete and return to the WACO office, PO Box 228, Ettrick, WI 54627 or call the WACO office today (608) 525-2327.

**NEW THIS
YEAR**

Showcases of Entertainment

WACO presents... Showcases of Entertainment from Marvelous Vendors!

Entertainment is tricky to book without seeing first hand, as you're never sure what will sell, how it will go over or what people will really like. What we see online isn't always what we get in person. **At this year's Convention, book your entertainment with confidence!** Get a glimpse yourself of several entertainers, and best of all...get the opinion of your kiddos on a few. All through the Trade Show our kids will be entertained by companies available for you to book in the upcoming season. Here is a glimpse of some of the amazing Entertainers we have to offer

Martika's focus is on providing the highest quality of entertainment possible for you and your guests. She prides herself on a family-friendly show and an impeccable safety record. She's been a professional entertainer since 2009. In that time, she's been featured on news outlets such as Fox 4 Kansas City and The Washington Post.



Rondini has been performing as a professional magician since 1977. Since that time he has been booked by almost 8,000 clients and has been seen by over 500,000 audience members. He can wander your event performing magic with cards and coins literally within inches of your eyes or he can perform large scale illusions on stage before thousands of people!



ESCAPE FROM WITHIN



MOBILE ESCAPE ROOM



Spin-T Demonstration

T&C Rodeo



Magic Matt

Kip's Fun Show 4Kids Media, LLC



Dance Spectacular Productions



Let the kids from Kids Kamp give you their opinion on these great entertainers, as they will be part of the Kids Kamp program this year!

AMAZING BOOTHS



Jim Harris, Jim's Golf Cars & Utility Vehicles

I had a chance to catch up with Jim and he's very excited to be bringing along a new beverage cart to the show this year! "The cart comes with its own gen-

erator so you can sell ice cream treats, candy, soda, or any beverage of your choice right out the back!" Looks like a great addition for any summer sales plan, and talk about improving your customer service! Cart the products out and bring the sales back to your campground. Look for this and show specials at Jim's Golf Cars & Utility Vehicles booth!



Eric Haun, CIC, Coverra Insurance Services



When I spoke to Eric about Coverra's booth we chuckled a little...insurance...what can one say? However, after chatting for a bit, there's a LOT to be said. If you're planning to add a new attraction, building on to your campground, changing the value of your campground or resort in any way, or looking to create new programs, you will want to talk with Eric! Any of the items mentioned can affect your coverage levels or require a specific type of insurance product. Make sure you aren't overpaying, or worse, that you're under protect-

ed. Eric said, "I'm happy to be a resource for anyone at WACO Conven-

tion and it's a great opportunity to bring all those questions to one place." Coverra is also sponsoring a Bloody Mary Bar on Saturday Morning, so be sure to start your Saturday off right and get down there by 9:30 am!



Severson and Associates ??? I never got anything back from Pam/Marge. Can adjust and make room on this page!

Thank You to Our Convention Sponsors!

SHOW SPONSORS

- **Jim's Golf Cars, Inc.**

Jim's Golf Cars is a club car authorized dealer. The company works with sales, services, and rentals. Jim's Golf Cars has the capability to repair all makes and models. Golf Cars, 2,4,6,8 Passenger People Movers and Utility Vehicles.



- **Coverra Insurance Services, Inc.**

Coverra Insurance Services is a full line, independent insurance agency offering a specialized insurance program to campground owners including liability coverage for jumping pillows, docks, swim rafts, water slides, space basketball, slidezilla, water trampolines, inflatables, and other specialty items.



- **Campgrounds4sale.com**

The staff at Properties Plus LLC offers Resident and Commercial Listings, Multi - Family Listings, First Time Home Buyer programs, Complete MLS Exposure, Relocation services, Lots and Acres, Farms and Farmland, Investment Property, New Construction Listings, FREE Home Market Evaluation, Complete Full Service Real Estate.



- **Harris Yamaha Golf Cars**

As a full service Yamaha Golf Car Distributor, Harris Yamaha Golf Cars offers the best variety of sales and service to their customer base. Specialties include Commercial and Industrial Sales & Service, Huge Parts Inventory for all Brands, Tournament Fleet Rentals, Service for all Brands, Golf Course Fleet Sales & Leasing, Retail Sales of both New & Used Golf Cars and Utility Vehicles, Wholesale Used Cars to our Qualified Wholesale Dealers.



- **Severson & Associates / S&H Ad Specialties**

Full service promotion and training agency supplying customers with lasting, learning experiences and successful self promotions.



- **Royalle RV**

Central Wisconsin's Park Model Authority



PRESENTING SPONSORS

- Astra by Campground Manager Software/BookYourSite.com
- Utility Supply Group
- Alaskan Ice
- Wisconsin Lake & Pond Resource, LLC
- Original Jumping Pillow
- Staylist
- Campspot
- Neuman Pools, Inc.
- Carrico Aquatic Resources, Inc.
- Aspira—Reserve America & Astra
- CSAW Associates LLC
- Brydan Corporation
- RMS North America
- Gerber Tables

THANK YOU!

GOLD SPONSORS

- Polly Products
- Wilcor International
- Lee Recreation LLC
- TSF Company Inc.
- Eagle Graphics
- Commercial Laundry Sales

SILVER SPONSORS

- Commercial Recreation Specialists, Inc.
- Kampgrounds of America KOA
- Eagle Graphics
- Commercial Laundry Sales

BEVERAGE SPONSORS

- Your Electrical Solutions YES
- Mouse Mix
- Gama Sonic Solar Lighting

BRONZE SPONSORS

- Holiday Wholesale, Inc.
- WRVDA (Wisconsin RV Dealers Alliance)



LET US KNOW!

- Are you doing something special for the Military this year? Be sure WACO knows about it so we can help you promote it!
- Check out the convention brochure—invite other campgrounds to check us out!
- Do you have a GBF Fundraiser planned? Be sure to flush out the details so we can advertise it for you!

Get in the Know

GFCI PROTECTION



The triannual update to the National Electric Code (NEC) is nearly complete and is due for publishing later this year for states. Authorities Having Jurisdiction (AHJ) would be set to adopt and implement at the beginning of 2020. The clear theme in 2020 is all about Ground Faults. In 2017, a global change was made specific to ground fault circuit interrupter (GFCI). Many inspectors concluded that RV Site Electrical Equipment must have GFCI protection on the 30 and 50 amp receptacles in addition to the 20 amp receptacle where it is already required.

In the 2020 code RV pedestals are explicitly excluded from the need for 30 and 50 amp GFCI protection for the following reasons:

1. The 30 and 50 amp power on the RV pedestal are considered feeder circuits (those circuits that feed another panel) and not branch circuits. The changes made in 2017 applied to branch circuits such as the 20 amp receptacle on a RV Pedestal, not feeder circuits.
2. The leakage current allowed by UL for GFCI circuits when all the downstream GFCI receptacles are added together would be enough to constantly trip the pedestal GFCI circuit.

What does this all mean to you? More GFCI protection = less chance for electrical shocks. It's a good time to review your current electrical situation and get ahead of the game. To read more, [click here.](#)

See Wade Elliot, the Owner and President of Utility Supply Group along with his very knowledgeable Sales Advisors, Paul Croteau & Heidi Doyle, at the WACO Convention. They are ready to help you find your park's solutions!



Office of
Advocacy

The SBA (Small Business Alerts) Office of Advocacy is looking for your input on regulatory alerts and is seeking your participation in local roundtable discussions.

In an effort to keep small business issues top of mind, the Office of Advocacy is hosting Regional Regulatory Reform Roundtables. For progress reports, advocacy comment letters, and advocacy blogs, check out the [SBA Office of Advocacy](#) website.

Members of ARVC are able to receive discounts for **Constant Contact**, an online marketing company that makes mass email creation, tracking, and reporting a snap!

Discounts Available Include:

- 20% for 6 months paid in advance
- 25% for 1 year paid in advance



Interested in receiving this discount? Simply send an email to partnersupport@constantcontact.com and in the body of the email, ask to be moved or added to the ARVC partnership. In 24/48 business hours, you'll receive a confirmation email!

BIG *movies draw* **BIG** *crowds*
for your campground!

Only a license from Swank covers unlimited showings of any *Disney* or *Lions Gate* movie.

WACO members are eligible for a
25% DISCOUNT!*



and thousands more!

Call us today and learn how you can encourage longer stays and create repeat customers using movies!

SWANK
MOTION PICTURES, INC.

1.800.876.5577
swank.com/campgrounds

*Offer valid for purchase through **March 31, 2019**. New customers only. This offer is non-transferable and cannot be applied to existing orders or combined with other offers.

NEW WACO MEMBER BENEFIT!

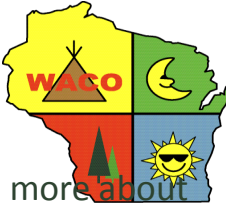
Create lasting memories and longer stays with unlimited showings of Disney® or Lions Gate® movies!

Take advantage soon and as a WACO Member, you'll receive 25% off!

2019 WACO Convention Reminders

March 13th - 17th, 2019 - Holiday Inn & Convention Center, Stevens Point, Wisconsin

Convention is LESS than 7 days away! Can you believe it? While you are loading your suitcase and preparing for a wonderful week, don't forget to grab some other essential items.

- Checkbooks and cash
 - Trailer to load in and carry all your items purchased or won from Convention
 - Basket for the Silent Auction (earn tickets for your chance to win the Super Package!)
 - 4 Photos on a flash drive to update your campground's website listing
 - Costume for Friday Night Entertainment
 - Bottle of wine and/or liquor to donate
 - Your smile and thinking cap!
- 
- Our convention is super charged this year, so take the precious time to learn more about how you can take your business to the next level! Team up with your fellow campground owners and soak in as much knowledge as possible with power networking.
 - Teen/Kids Kamp gives the entire family a chance to spend time with their fellow campground families and this year, they can catch some of the great entertainment options. Get your insider information!
 - This year you can win over \$5000.00 to spend at the trade show! Great opportunity to get the things you need at the show.
 - Unleash your super power in the next camping season with the knowledge you gain at seminars covering everything from taxes, merchandise set up, zoning, pool and electrical guidelines, to event planning, and so much more!



Beverage Sponsor	\$200.00
Breakfast Sponsor	\$300.00
Lemonade Sponsor	\$300.00
Beer Sponsor	\$500.00
Entertainment Sponsor	\$1000.00
Kids Kamp Sponsor	\$200.00
Autograph Sponsorship	\$1000.00
Includes Meet & Greet 6 Jerseys signed	
6 Pictures- 6 Footballs	



**SNEEK PEEK
AUCTION ITEMS**

WOW!!



Register to WIN and autographed Brett Farve Photo with any purchase from Severson & Associates Ad Specialties!

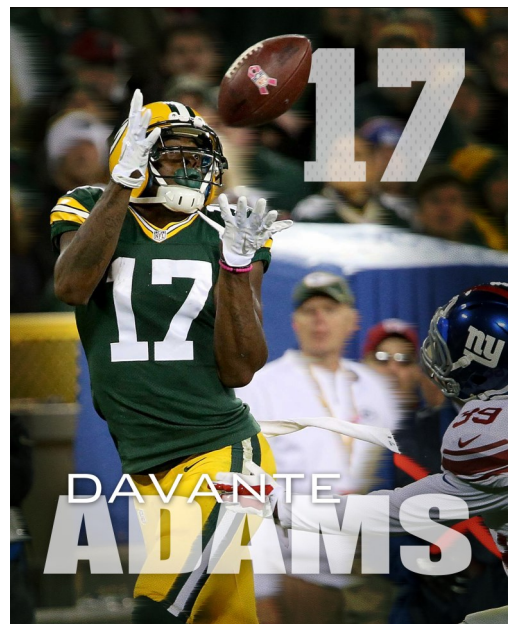
DEVANTE ADAMS MERCHANDISE

Merchandise purchased includes cost of signature.

Signature on your own item: \$50.00

PURCHASE ITEMS PRIOR TO SIGNING!

8x10 photo	\$55.00
Jerseys	\$175.00
Large Helmets	\$175.00
Footballs Devante	\$80.00
Mini Helmets	\$45.00
Mini Helmets Gold	\$55.00
Photos	\$125.00



WACO 2019 ADVERTISING

WEBSITE AD SIZES

Banner Ad: 1200 x 120

Side Ad: 200 x 200

PLEASE NOTE!

All Photoshop work should be actual size with a resolution of at least 300 and saved as a layered .tiff in CMYK. It can also be saved as a PDF.

WACO MEMBER LOGIN

Username: member

Password: born2camp



Lori Severson,
Executive Director

PO Box 228

Ettrick, WI 54627

WACO Phone (608) 525-2327

Severson & Associates

Phone (608) 525-2323

Fax (608) 525-2328

lori@seversonandassociates.com

BOARD OF DIRECTORS

SCOTT KOLLOCK	President
Vista Royale Campground	(715) 498-8204
BUD STYER	Director
Smokey Hollow Campground	(608) 592-2128
BERT DAVIS	ARVC Representative
Badgerland Campground	(608) 873-5800
JIM BUTTON	Director
Evergreen Campsites, LLC	(920) 622-3498
JULIE MICHAELS	Director
Scenic Ridge Campground	(608) 883-2920
PAT REHWINKEL	Director
Merry Mac's Campground	(608) 493-2367
JOYCE STENKLYFT	Director
Stoney Creek RV Resort	(715) 597-2102
ADAM MALSACK	Director
Lake Arrowhead	920-229-1616
LAURIE ADAMS	Director
Baraboo Hills	(608) 356-8505
MIKE DRICKEN	Director
Lake Lenwood Beach and Campground	(262) 334-1335
JIM TRACY	Director
Al's Fox Hill	(608) 356-5890
ASHLEY WEISS-WEGNER	Director
Wilderness Campground	(608) 297-2002
MARK STEFAN	Director
Grand Valley Campground	(920-) 394-3643

TEXT CLUB

Are you a part of the WACO Member Text Club? If you are not, consider joining! The WACO office uses the text club as a way to communicate urgent messages, deadlines, important information and more. To join the text club, text the word "WACO" to 25827 and your number will automatically be added. After adding, you are able to stop the messages at any time by texting "STOP" in reply to a text.

Vendors Scheduled to be at the 2019 WACO Trade Show

Adventure Marketing
 AGS/Texas Advertising
 Alaskan Ice
 Amare - Mental Wellness Co
 Amazing Attractions LLC (Quick Fire)
 Apothecary by H4H
 Armstrong Software
 Artisans, INC
 Aspira- Reserve America & Astra
 Badger Popcorn & Concession Supply
 Battle Company
 Best Craft Furniture
 Boland Recreation INC
 Bouncing Angels Inc
 Brew Pub Lotzza Motzza Pizza "Bernatello's Foods"
 Brian Loveland Sales
 Brydan Corporation
 campersAPP
 Campfire Log Inc
 Campgrounds4sale.com
 Camping Is Our Life, INC.
 Campspot
 Candyman On Main (T&B Enterprises of WI. LLC)
 Carrico Aquatic Resources, Inc
 Cason & Associates, LLC
 Castle Rock Realty
 CCF Bank
 Chadwick Mfg Ltd
 Check Box Systems LLC
 Cold River Mining Co.
 Colliers International
 Commercial Laundry Sales
 Commercial Recreation Specialists, Inc.
 Cooling Capes
 Cornerstone Processing Solutions Inc
 Coverra Insurance Services, Inc.
 CSAW Associates LLC
 Dance Spectacular Productions

 "Chicago Honey Bear Dancers"
 Danell Companies
 DNA Sales
 Dura-Bilt Products, Inc
 E.A. Graphics
 Eagle Graphics
 Edge One
 Fire and Feast Products, LLC
 Fire Stump
 Fleming Sales
 Four - 4 Kids Media LLC
 Fully Promoted of Wausau
 Gaga Ball Pits
 GAMA SONIC SOLAR LIGHTING
 Gerber Tables, LLC
 Gift Works Plus
 Gilbert Brown Foundation
 Gloworks Inc
 Good Sam

Hack-Away Forest Products
 Harris Yamaha Golf Cars
 Hidden Bay Graphics
 Holiday Wholesale, Inc.
 Insider Perks
 INTERCARD INC
 Jim's Golf Cars, Inc
 John's Welding LLC
 K&E Tackle
 Kampgrounds of America KOA
 Kangaroo Jumper Inc
 Kasietta Legal Group LLC
 KB Magical Production
 KC Entertainment Services, LLC
 Kindling Cake
 Kitchen Craft
 Klinkner Electronics
 LaCrosse Graphics
 Lazy One
 Leavitt Recreation & Hospitality Insurance
 Lee Recreation LLC
 Lynkris Patio Furniture
 Magical Entertainment Presents- Magic Matt's
 Mass Appeal Specialities, Inc.
 MBE CPA's
 McFarlanes
 Merchant's Choice Card Service
 Minnesota Wisconsin Playground/Cedar Forest Products
 MISSION MANAGEMENT INFORMATION SYSTEMS, INC
 Mjotech
 Motion Technology Inc. (Autofry)
 Mouse Mix
 Nancy Mistele Consulting LLC
 Nature's Niche LLC
 Neuman Pools, Inc
 Northwoods Sewing LLC
 Original Jumping Pillow
 Ouray Sportswear
 Partymachines.com
 Phelps Honey Wagon, Inc
 Polly Products
 Premier Golf and Utility Vehicle INC
 Premier Outdoors, LLC
 RadioBoss 2-Way Radios
 Ray's Firewood
 ResNexus
 Revel Match LLC dba RAVE Sports
 RMS North America- The Hospitality Cloud
 Rondini Magic & Hypnosis
 Rural Mutual Ins. Co.
 Satellite Conections INC.
 Schmidt Boat Lifts and Docks
 Severson & Associates S&H Ad Specialties
 Shade Creations by Waterloo
 Signs of the Seasons
 Skyline Homes
 Skyweb Networks, Inc.
 Smart Industry Products
 Spin-T, LLC
 Squire Boone Village & Toy Smith
 Staylist

Stevens Point Log Companies
 Stickitlist.com
 Swank Motion Pictures
 T&C Rodeo
 Terrainables
 The Bear Factory
 The Jump Pad
 The Magic of Jim Mitchell
 The Tower Company Inc
 The Toy Man
 Total Restroom
 Total Toys, Inc.
 Trail Mate Inc.
 TSF Company, Inc.
 Twister Display
 UltraSite
 Utility Supply Group
 Vector & Ink
 Water Wars
 Wieser Concrete Products
 Wilcor International
 Wild Lily Girls LLC
 Winter Woods, Inc
 Wisconsin Department of Tourism
 Wisconsin Lake & Pond Resource, LLC
 Wisconsin Lawn Mower Racing Association
 Wisconsinbly Holdings DBA Drink Wisconsinbly - 30 Watt
 Your Electrical Solutions YES
 Zingler Sign & Design

If your vendors are not at
 this show PLEASE CALL
 them to ask if they would
 support you as your sup-
 port them.

Vendors keep your regis-
 tration costs low, low, low!



WACO 2019 Convention & Trade Show

March 13-17, 2019

Holiday Inn Hotel & Convention Center
1001 Amber Avenue
Stevens Point, WI 54481
715-344-0200

Campground Name _____
Address _____ City _____ State _____ Zip _____
Signature _____ Date _____ Phone _____
Fax _____ E-Mail _____ Cell Phone _____

Please print names of registrants as you would like them to appear on badges.

1. _____ 2. _____ 3. _____
4. _____ 5. _____ 6. _____
7. _____ 8. _____ 9. _____

WACO Member Convention Pass Options

Early Bird Price Pay before January 31, 2019 (Must be postmarked or verifiable)

Full Convention per person \$200 x _____ people = \$ _____
Full Convention Out of State ARVC \$250 x _____ people = \$ _____
Full Convention non ARVC \$325 x _____ people = \$ _____

After January 31st, 2019

Full Convention per person \$300 x _____ people = \$ _____
Full Convention OOS ARVC \$375 x _____ people = \$ _____
Full Convention non ARVC Members \$425 x _____ people = \$ _____

Expo Only \$75 per person/per day _____ people x _____ days = \$ _____

Total from Passes: \$ _____

Pool Certification Course (Must pre-register)

Please print names of registrants

1. _____ \$100
2. _____ \$100
3. _____ \$100

ServSafe Certification (Must pre-register)

Please print names of registrants

1. _____ \$75
2. _____ \$75
3. _____ \$75
4. _____ \$75

Total from Certifications: \$ _____

Kids Kamp (Wednesday – Saturday)

****Rate for entire convention (No discounts for less days)**

Kids Kamp Wed. thru Sat. \$95 each x _____ people = \$ _____
Teen Program Wed. thru Sat. \$95 each x _____ people = \$ _____
Non-registered Kids Per Day 50 x _____ days x _____ people = \$ _____

Children's Name, Age, T-shirt Size (list if specifically youth or adult)

1. _____ 5. _____
2. _____ 6. _____
3. _____ 7. _____
4. _____ 8. _____

Total from Kids Kamp: \$ _____

TOTAL: \$ _____

Total Amount Enclosed \$ _____ Check # _____ Credit Card # _____
MC _____ Visa _____ Expiration Date _____ Signature _____

Room reservations should be made directly to Holiday Inn & Convention Center, Phone: (715)344-0200 (Standard double Suites \$78.00 King Suites \$108.00, plus tax). Other Accommodations: Holiday Inn Express (Across the Street) same rates plus tax, includes Breakfast. Phone: 715-344-0000. Please mention that you are attending the WACO Convention or use code CAM

Other lodging options include: La Quinta Inn & Suites Call for pricing (715)344-1900

Reservations must be made by **February 12, 2019** to insure these prices....No exceptions this year!

Complete and mail this form to: WACO – P.O. Box 228 – Ettrick, WI 54627

Phone: 608-525-2327 Fax: 608-525-2328



2019 EXHIBITOR REGISTRATION

Mail to: WACO - PO BOX 228 - Ettrick, WI 54627

Phone: 608-525-2327 Fax: 608-525-2328

Company Name _____

Contact _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax: _____

E-Mail _____

Product or
Service _____

Please print names of attendees for name badges:

***\$5 charge for name changes or adjustments at convention.*

Cost: (must be WACO Trade member to exhibit)

Annual Trade Member Fee \$200.00 **\$200.00**

Entertainment Booth Only *Special Location* \$150.00 \$ _____

Early Bird Booth Fee – each booth \$500.00 (Add \$50 for electricity) \$ _____

After January 10, 2019 - \$600.00 (Add \$50 for electricity) \$ _____

Cabin Size Space — \$700 includes literature table inside
(you must provide your own electric) \$ _____

Brochure Inserts to attendees (qty. 500) - \$300.00 \$ _____

Must be received at the WACO office by Feb.15, 2019

Lunch Tickets for Saturday are included in booth fee

Sponsorship: _____ Sponsor Level \$ _____

Total Amount due \$ _____

Check #: _____ Credit Card #: _____

M/C _____ Visa _____ Expiration Date: _____ CVV _____ Zip Code: _____

Booth fee includes 8 X 10, (some booths are slightly smaller, see diagram) exhibit booth with one 8 foot draped/skirted table, one 8-foot backdrop with 3-foot side drapes, 1 chair, a booth sign. Note: 2 complimentary dinner tickets for the Vendor Appreciation meal, and 2 tickets to the Saturday lunch are included in your booth fee. **Call the hotel directly for other booth arrangements.**