

Exhibit Space Fee

	INDOOR (Minimum 100 sq. ft.)	OUTDOOR (Minimum 400 sq. ft.)
NAHB Member Rate	\$49.75 per square ft.	\$34.75 per square ft.
Non-Member Rate	\$53.00 per square ft.	\$37.00 per square ft.

Required Deposit & Payments

Before June 13, 2022, a **50%** percent deposit is required with the application. No space assignments will be made unless payment is received with the Application.

After June 13, 2022, full payment is required with application.

All payments must be made in U.S. Dollars. Submit your **Credit Card** or **Electronic Check** payment by logging into the [2023 IBS Exhibitor Portal](#), or mail your check made payable to **NAHB** to:

Express Courier:

Lockbox Services - # 719276
International Builders Show Conference
MAC Y1372-045
401 Market Street
Philadelphia, PA 19106

Regular Mail:

NAHB
P.O. Box 719276
Philadelphia, PA 19171-9276

Directory & Insurance Fee

Each exhibitor is **required** to pay \$300 for its participation in the 2023 IBS Online Exhibitor Directory and an IBS compliant exhibitor liability insurance policy. This fee entitles the exhibitor to one (1) Online Directory Listing for every full 100 square feet of exhibit space under contract, and automatically provides your company with the liability insurance coverage required of all IBS exhibitors. [Tell me more about the value of having an Online Listing.](#)

Music Fee

NAHB is required to pay royalties to ASCAP, BMI, and other similar organizations for performances of live and recorded music by exhibitors. Therefore, there is a one-time charge of \$100 to exhibitors that use recorded music and a charge of \$300 per day for the use of live music.

Other Budget Considerations

Here is a list of items that you may also want to consider when developing your budget for IBS.

Item	Estimated cost
Carpet (9x10)	\$177.00
Electricity (500 watts)	\$140.00
Lead Retrieval Unit	\$400.00
6 ft. draped table	\$160.00
Drayage (500lbs) based on warehouse crated rate of \$.83/lb	\$415.00
Labor set-up/dismantle (2 hrs.)	\$175.00

About the Online Exhibitor Directory

As a participating exhibitor, each company is given the ability to create and maintain its own unique online company profile, containing the information and hotlinks it feels are important to share with visitors to the IBS website.

Exhibitor profiles are integrated into the powerful search systems used by visitors seeking information about the latest products and services found at the IBS. Visitors who search the IBS database of companies and products can click on an exhibitor's directory listing to access the valuable "additional" information provided by each exhibiting company. Exhibitor profiles can be customized to contain important contact information, product information, information about show specials, press releases and much more.

Each exhibitor company profile can present personalized marketing and sales information that is completely controlled and maintained by each exhibiting company. It is a powerful tool designed to maintain a year-round online presence that 'complements' your physical booth at the show.

[< Back >](#)