

Exhibit Space Fee

	INDOOR (Minimum 100 sq. ft.)	OUTDOOR (Minimum 400 sq. ft.)
NAHB Member Rate	\$48.00 per square ft.	\$32.50 per square ft.
Non-Member Rate	\$51.00 per square ft.	\$35.00 per square ft.

Required Deposit & Payments

Before September 1, 2020, a **35%** percent deposit is required with the application. No space assignments will be made unless payment is received with the Application.

After September 1, 2020, full payment is required with application.

All payments must be made in U.S. Dollars. Submit your **Credit Card** or **Electronic Check** payment using our **Online Payment System** or mail your check made payable to **NAHB** to:

Express Courier:

Wells Fargo
Lockbox 759276
7175 Columbia Gateway Drive
Columbia, MD 21046

Regular Mail:

NAHB
P.O. Box 759276
Baltimore, MD 21275-9276

Virtual Booth Fee

Each exhibitor is required to pay \$200 for its participation in the 2021 IBS Online Exhibitor Directory. This entitles the exhibitor to one (1) Virtual Booth (vBooth). Additional vBooths are \$200 each, with a limit of one (1) vBooth for every full 100 square feet of exhibit space under contract. [Tell me more about the value of having a Virtual Booth.](#)

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 \$77.00/CWT	\$385.00
Labor set-up/dismantle (2 hrs.)	\$175.00

About Your Virtual Booth

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

Virtual booths 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 virtual booth to access the valuable "additional" information provided by each exhibiting company. Virtual booths can be customized to contain important contact information, product information, information about show specials, press releases and much more.

Each virtual booth 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.

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