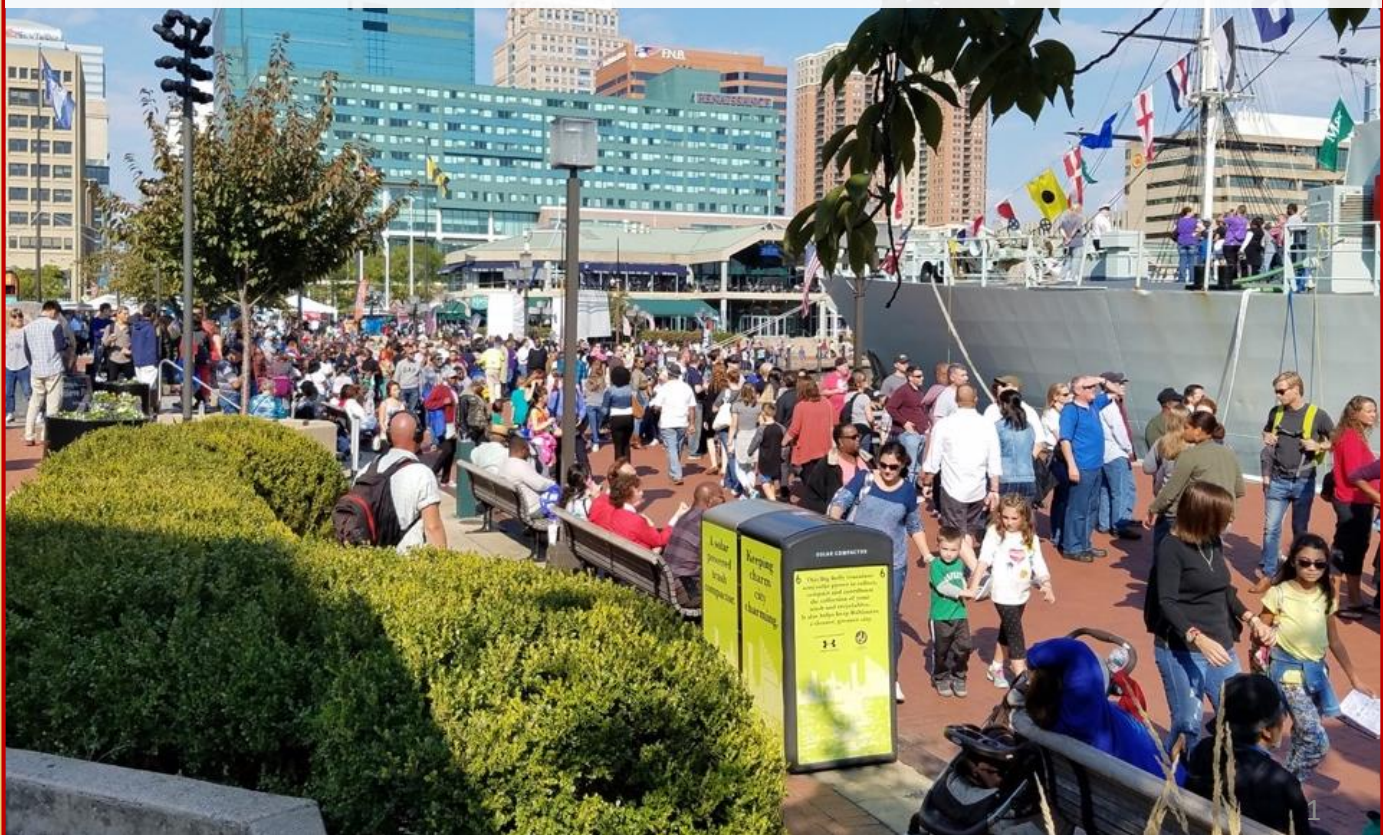




MARYLAND
FLEET WEEK
& AIR SHOW
BALTIMORE
OCTOBER 3 – 9, 2018

FLEET WEEK FESTIVAL
OCTOBER 5-7, 2018
EXHIBITOR OPPORTUNITIES

Catch the wind and enjoy the Fleets! Flights! Festivals!
Join Historic Ships in Baltimore, the City and State along with many partners to welcome back Fleet Week!



The Fleet Week Festival, October 5-7, is free, family oriented festival held throughout Baltimore's Inner Harbor and is part of the **Maryland Fleet Week and Air Show Baltimore, October 3-9**, which celebrates the rich maritime traditions of the Chesapeake Bay and the contributions of Marylanders to the defense of the nation.



The USAF Thunderbirds' jets will be in the skies, October 6-7!
U.S., Canadian and British Navy vessels will be ready for boarding in the Inner Harbor, Fells Point and Locust Point, October 4-7.



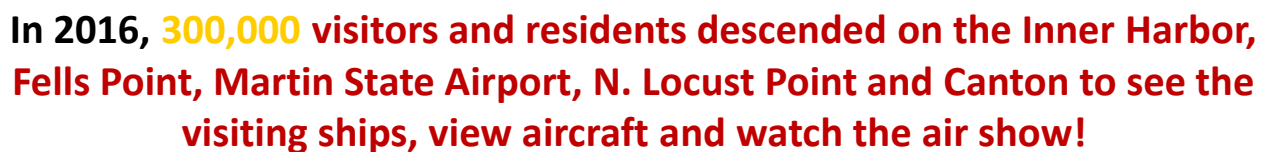




EXHIBIT OPPORTUNITY HIGHLIGHTS

Join in the fun and get your message out!

On-site exposure for exhibitors can include exhibit space, sampling opportunities, signage, vending, product distribution and demonstrations.

Exhibit Dates & Times ~ October 5-7

- Friday, October 5 and Saturday, October 6 – Hours Open from 11AM-6PM
- Exhibitors in West Shore Park will have the opportunity to stay until 8PM on Friday, October 5 for a “Meet the Crew/Fleet Happy Hour”
- Sunday, October 7 - Hours Open from from 11AM-4PM

Why Exhibit?

- Exposure and brand awareness
- Generate sales leads
- Increase sales
- Consumer interaction
- Average Attendance 10,000 – 20,000 per day**

Exhibit Placement

Space is available in the Inner Harbor from Rash Field to Pier One for vending, displays and demonstrations. Limited opportunities available at Fort McHenry and N. Locust Point.

Provided

- Tents, tables and chairs
- Parking
- Overnight Security

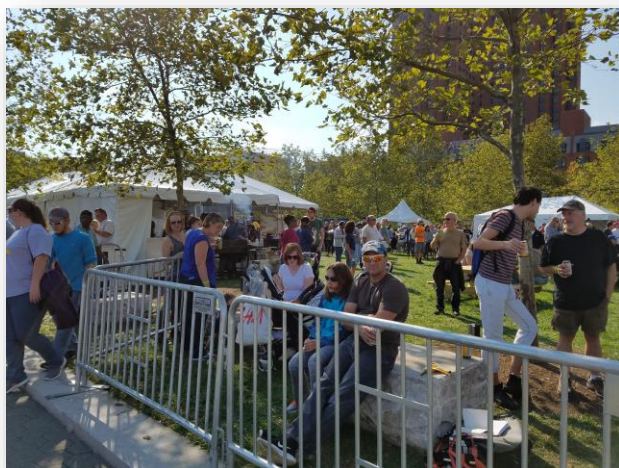




EXHIBIT SPACE DETAILS

Non-Profit Exhibitor

501(c)(3) Non Profit Exhibitors

10' X 10' - \$500

10' X 20' - \$1,000

20' X 20' - \$1,500

Artisan Exhibitor

Artisans that produce and sell their own products. The Festival has limited exhibitor space available at each location for Artisans. Pre-Packaged food items may be allowed but cooking is prohibited. All applicants will be reviewed and chosen based on products, price and originality.

10' X 10' - \$1,000

10' X 20' - \$1,500

20' X 20' - \$2,000

Commercial Exhibitor

Exhibitors promoting a commercial product, service or idea.

10' X 10' - \$1,500

10' X 20' - \$2,000

20' X 20' - \$2,500

Military Recruitment Exhibitor

You know who you are!

No Charge

**Get your Application in Early to secure your location.
All Applications must be submitted by August 1, 2018
for acceptance into the Fleet Week Festival.**



IMPORTANT THINGS TO KNOW

- Exhibits are highly encouraged to provide fun and interactive experiences!
- All Exhibitors must follow the guidelines as set forth in the Confirmation Packet and adhere to Rules & Regulations.
- All costs and set-up configurations are determined by Historic Ships in Baltimore.
- All signage must be approved by Historic Ships in Baltimore.
- The Festival will be held rain or shine. You are responsible for protecting your equipment and/or merchandise from inclement weather.
- Historic Ships in Baltimore will provide overnight security at the Festival. However, please remember this is an outdoor event and to use your judgment when leaving materials. Historic Ships is not responsible for lost items.
- Load-in will be on Thursday, October 4. Exact times will be announced and sent in the Confirmation Packets once your Application is accepted. No vehicle access after load-in.
- Break-down will be immediately following the close of Festival on Sunday, October 7.
- There will be no special Exhibitor parking permits at the Festival site. However, parking arrangements will be made for you at an area garage/lot and will be provided at no cost. A maximum of two vehicles per day may park in the designated Exhibitor garage/lots. Instructions will be forwarded with confirmation.
- Exhibit space numbers will be assigned one week prior to the Festival. You will receive your completed exhibitor package with parking passes, Exhibitor registration badges and booth assignments at check-in.
- Your booth must be staffed during all event hours, October 5 & 6 (11am-6pm) and October 7 (11am-4pm), as well as during set-up and break-down.
- There will be music and entertainment so unfortunately, no additional music or microphones may be used.
- At no time may beer, wine, liquor or any other type of alcoholic beverage be sold or distributed. Any items to be sold must be approved by Historic Ships in Baltimore.
- Generators are loud, so strictly restricted. Requests to use generators must be submitted 30 days in advance of Festival and Historic Ships in Baltimore has the right to refuse requests. Exhibitors with generators may be moved to less central locations within the Festival grounds at the sole discretion of Historic Ships in Baltimore.
- Please do not leave trash, signage or merchandise behind and use all available trash receptacles. All merchandise and trash left behind area after 7:00pm on Sunday, October 7, will be removed at the expense of the exhibitor.
- Access to electricity is limited, will be assigned on a first come, first served basis and might include an additional fee. Please ensure you accurately reflect all electrical needs in your Exhibitor Application and Agreement and Historic Ships in Baltimore will do its best to honor all requests.



BECOME AN EXHIBITOR!



Join the crew and showcase

your company brand in front of thousands during this impressive celebration of Maryland's maritime heritage in 2018!

If you're ready to join us, simply complete and submit the Application & Agreement Form.

Any questions? Please contact Kim Bray 443-377-2634 or kbray@livingclassrooms.org

mdfleetweek.com



Managed by Historic Ships in Baltimore, a 501(c)(3) and a program of Living Classrooms Foundation.
Maryland Fleet Week & Air Show Baltimore is supported by the City of Baltimore and State of Maryland.

EXHIBITOR APPLICATION & AGREEMENT

Vendor/Business Name: _____

Contact Person: _____ Phone: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Email: _____ Website: _____

LIST BELOW ALL ITEMS TO BE SOLD, DISPLAYED, OR GIVEN OUT. _____

CHECK ONE

ARTISAN EXHIBITOR _____ COMMERCIAL EXHIBITOR _____ NON-PROFIT EXHIBITOR _____ MILITARY RECRUITMENT EXHIBITOR _____

WHAT SIZE BOOTH WILL YOU NEED?

20' X 20' (400 SF) _____ 10' X 20' (200 SF) _____ 10' X 10' (100 SF) _____

WILL YOU NEED ELECTRICITY? _____ (ADDITIONAL COST MAY APPLY)

YOUR PAYMENT AMOUNT _____

1. CHECK (MAKE PAYABLE TO: HISTORIC SHIPS IN BALTIMORE)
2. CREDIT CARD (PLEASE SELECT: VISA MASTERCARD AMEX)

CREDIT CARD # _____ EXPIRATION _____

NAME ON CARD _____

APPLICATIONS SHOULD INCLUDE THE FOLLOWING:

- COMPLETED EXHIBITOR APPLICATION & AGREEMENT
- CERTIFICATE OF INSURANCE
- PAYMENT IS DUE AT TIME OF SUBMISSION

SUBMIT TO:

- BY EMAIL: KIM BRAY- KBRAY@LIVINGCLASSROOMS.ORG
- BY MAIL: HISTORIC SHIPS IN BALTIMORE, ATTN: KIM BRAY, PIER ONE, 301 E. PRATT ST. BALTIMORE, MD 21202

ANY QUESTIONS? PLEASE CONTACT KIM BRAY 443-377-2634 OR KBRAY@LIVINGCLASSROOMS.ORG

APPLICATIONS
DUE BY:
August 1, 2018

SIGNATURE _____ **DATE:** _____

- ☐ By signing this form, you have read and agree to Rules & Regulations. You also commit to staffing your booth space on October 5 & 6 from 11am -6pm. October 7 from 11am-4pm. PLEASE CHECK BOX.



2018 MARYLAND FLEET WEEK & AIR SHOW BALTIMORE EXHIBITOR/VENDOR RULES & REGULATIONS

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☐ PLEASE READ ALL BEFORE SIGNING APPLICATION & AGREEMENT FORM

- Submission of the Exhibitor Application and Agreement shall constitute a valid and binding agreement between the exhibitor and Historic Ships in Baltimore.
- Spaces are non-transferable and cannot be resold. You may not sublet your space or any portion of it.
- Historic Ships in Baltimore, Living Classrooms Foundation, its directors, officers, employees, representatives, agents and volunteers, the City of Baltimore, the State of Maryland, are not liable for any damage to or destruction of any exhibit, booth, tent or other exhibitor space from any cause whatsoever, or for theft or disappearance from any exhibitor area of any property contained in the exhibit area or for any loss you may sustain.
- Exhibitor is solely responsible to maintain all appropriate and/or required insurance, including, but not limited to liability insurance and worker's compensation insurance, at your own risk, expense and initiation. Historic Ships in Baltimore assumes no responsibility of any kind on behalf of any exhibitor. The Exhibitor is required to name Historic Ships in Baltimore Inc and Living Classrooms Foundation Inc along with their respective agents, officers and employees as an "Additional Insured" on Exhibitor's General Liability policy which must be primary and noncontributory with respect to the additional insureds. It is expressly understood by the parties to this Contract that it is the intent of the parties that any insurance obtained by Historic Ships in Baltimore Inc. is deemed excess, non-contributory and not co-primary in relation to the coverage(s) procured by the Exhibitor.
- Exhibitor agrees to indemnify, defend and hold harmless Historic Ships in Baltimore, Living Classrooms Foundation, its directors, officers, employees, representatives, agents and volunteers from any and all claims, demands, suits and actions, including attorney's fees and costs, arising as a result of any direct, indirect, willful or negligent act or omission of the exhibitor, its employees, agents or volunteers, except for activities caused by the sole negligence of Historic Ships in Baltimore, Living Classrooms Foundation and its directors, officers, employees, representatives, agents and volunteers.
- To the fullest extent permitted by applicable state law, a Waiver of Subrogation Clause shall be added to the General Liability, Automobile and Workers Compensation policies in favor of Historic Ships in Baltimore Inc, and this clause shall apply to Historic Ships in Baltimore Inc's officers, agents and employees, with respect to all projects during the policy term.
- Historic Ships in Baltimore, Living Classrooms Foundation, and its directors, officers, employees, representatives, agents and volunteers shall not be liable for any claims, liabilities, costs and charges, including attorney's fees and costs, for injury, loss or damage to persons or property, including death, arising out of exhibitor's activities in connection with the Festival, or any breach of representation, warranty, or covenant in this agreement. Under no circumstances shall Historic Ships in Baltimore be liable for consequential, indirect, special or punitive damages of any kind in connection with its activities or omissions relating to the Festival or this Agreement, regardless of whether such damages were foreseeable.

2018 MARYLAND FLEET WEEK & AIR SHOW BALTIMORE EXHIBITOR/VENDOR RULES & REGULATIONS

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☐ PLEASE READ ALL BEFORE SIGNING APPLICATION & AGREEMENT FORM

CONTINUED

- Exhibitor agrees to follow all requirements set forth by the Baltimore City Fire Marshall. This includes having any tent/canopy/signage materials comply with fire retardant standards. All signage must be approved by Historic Ships in Baltimore.
- Exhibitor shall pay all sales and other taxes, fees and assessments required by any applicable federal, state or local law in connection with exhibitor's participation in the Festival.
- Exhibitor's violation of any of these rules or regulations or of any applicable law will result in the forfeiture of your space and your removal from the Festival. By signing the Exhibitor Application and Agreement, you expressly agree to waive any right to recourse or to demand refund or to claim damages on such grounds.
- Waiver of any term or condition set forth herein, or failure of Historic Ships in Baltimore to enforce any terms or condition herein, shall not be deemed a waiver of Historic Ships in Baltimore's rights to subsequently enforce any term or condition.
- Exhibitor agrees that no representations of any kind have been made to Exhibitor by Historic Ships in Baltimore or its directors, officers, employees, representatives, agents and volunteers and that no understanding has been made or agreement entered into other than as set forth herein.
- Each provision of this agreement shall deem to be a separate, severable and independently enforceable provision. The invalidity or breach of any provision shall not cause the invalidity or breach of the remaining provisions, which shall remain in full force and effect.
- This agreement constitutes the entire agreement between the parties and supersedes any other agreement or representations, whether oral or written. No provision, term, or condition of this agreement may be amended, waived or modified except by written agreement signed by both parties.
- The interpretation of all rules and regulations is the sole responsibility of Historic Ships in Baltimore and all decisions shall be final and enforceable.

2018 PARTNERS



VisitMaryland.org

