



NATIONAL CHAMPIONSHIP AIR RACES®

RENO AIR RACING ASSOCIATION, INC.

Dear Prospective Exhibitor:

The National Championship Air Races is the last event of its kind, carrying on the tradition of the Cleveland Air Races of the 1920s, 30s and 40s. In 1964, Bill Stead organized an air race near Reno, Nevada, and the Reno National Championship Air Races were born. The event that Bill Stead started in the Nevada desert is still going strong with this year being our 54th year.

Held every September just north of Reno, the National Championship Air Races have become an institution for northern Nevada and aviation enthusiasts from around the world. For one week, the high desert north of Reno becomes home to hundreds of aircraft, their pilots and crews. Over the past ten years, the event has attracted more than 1.25 million spectators and generated more than \$700 million for the region's economy. The event features six racing classes, a large display of static aircraft and several military and civil flight demonstrations.

The Reno Air Racing Association is a 501(c)3 not-for-profit organization. Our mission is to perpetuate the most unique air racing event and aviation experience in the world by combining the world's fastest motor sport with spectacular military and civilian air entertainment. Our goal is empowering a new generation of aviators. Our Aviation Learning Center engages the community and teaches children and young adults about exciting new careers in aviation.

Enclosed for your review is the Exhibitor application and agreement. Please read the entire document before signing. If you have any questions about the agreement, please contact us *before* submitting the signed agreement.

Return the application and agreement to the Reno Air Racing Association (RARA) by May 31, 2017, with the appropriate fee. For those of you who have been with us before, returning the application by the due date will help ensure you have the same location as last year unless you request a change.

Completion of the application and payment does not guarantee acceptance as an Exhibitor at the event. Applicants accepted will receive an email after fees are received and application is processed. Applicants not accepted will receive a letter and a refund of all monies.

Should you have any initial questions, please contact Kathy Harnack at 775-972-6663.

Thank you,

Kathy Harnack

Kathy Harnack
Director of Event Services



Exhibitor Application

Contact Name _____ Company _____
 Address _____ City, State, Zip _____
 Phone _____ Email _____ Website _____
 Contact at Event _____ Cell Phone _____

I will need electricity. There are a limited number of 20 amp standard service electrical outlets available. If your equipment requires additional power, there may be additional fees. Generators are not permitted. For non-standard electrical equipment, please indicate the following: _____ Watts _____ Amps _____ Volts

Please list equipment you plan to use that will need electricity: *(All concessions must use a cash register.)*

RARA tents must be used in the designated GA and Static areas (G, F & S). Exhibitors may use their own tents in other areas with RARA approval only.

- I am not in the designated GA or Static area and wish to provide my own tent/trailer setup.** (Please note that tent rental is included in your space fee whether or not you use it and only approved tents are allowed—See Sales Agreement.)
- I am a returning Exhibitor.** If you would like the same space, please indicate space # and describe all space/tent needs.

- I am a new Exhibitor in 2017.** (A picture, sketch or diagram of your concession layout is required.)
Indicate your preferred booth location if known _____

Exhibitor Booth Fee (Includes NV Entertainment Tax)			
Outdoor/GA Area	Exhibitor Fee	Pit Side	Exhibitor Fee
10' x 10'	\$1,900	10' x 10'	\$2,400
10' x 20'	\$2,450	10' x 20'	\$2,950
10' x 30'	\$3,000	10' x 30'	\$3,500
10' x 40'	\$3,550	Other	Price determined based upon size
20' x 20	\$3,550		
Other	Price determined based upon size		

Total paid with application: \$ _____

No application will be approved without exhibitor fee. All exhibitor fees are required at time of application. Completion of this application does not guarantee acceptance. Any exhibitor not accepted will be refunded all fees paid.

Method of Payment: Check Enclosed Charge my VISA/MasterCard:

Card Number _____ Exp. Date _____ Name on Card _____

Credential and Booth Request Form and Insurance Information Form

All entrants into the Reno/Stead airport will be required to wear/display the appropriate credentials, beginning on Monday, September 11, 2017. Therefore, when you arrive at the event, you will need to check in with our Exhibitor Office, located at the corner of Mt. Vida Street and Alpha Avenue, just outside the main gate, to pick up your credentials.



The following credentials will be issued:

Wristbands: Used to identify Exhibitors and provide access to their booths for the duration of the event. *Wristbands are non-transferable.* Season wristbands are to be worn by the same person for the duration of the event. If you have different workers each day, you may request daily wristbands instead. You will be issued the equivalent of up to 2 season wristbands per 10' x 10' (100 sq. ft.). If you need more, you may purchase up to the number you are issued at \$130.00 each. (For a 10' x 10', you may receive up to 2 and purchase up to 2. For a 10' x 20', you may receive up to 4 and purchase up to 4, etc.)

Number of Requested Season Wristbands _____ **Daily (Sets of 5, one for each day)** _____

Number Purchased at \$130 each _____

Check Enclosed Please charge my VISA/MasterCard

Card Number _____ Exp. Date: _____ Name on Card _____

Names of all booth workers _____

Supply Parking Pass—Used to gain temporary vehicle access for re-supplying your booth before or after the event each day. Re-supply must be performed before 7 am or after 5 pm. At all other times, vehicles must be parked in the Vendor Parking lot. No pass is needed for setup on Monday and Tuesday as well as for teardown for most locations. Indoor/Pit locations will need to have passes for Monday and Tuesday. Passes are transferable between vehicles. **Number of Passes Requested** _____

Season Exhibitor Parking Permit—Provides parking for individuals working in concessions/exhibit booths. Like *Wristbands*, Season or daily parking passes are available. *Exhibitor Parking Permits are non-transferable.* (You may request up to 2 per booth.) **Number of Permits Requested** _____

Insurance Requirements

A **Certificate of Insurance** for general liability (minimum of \$1,000,000), naming the **Reno Air Racing Association, Inc., dba national Championship Air Races, its Directors, Officials, President and CEO, Employees, Volunteers, Agents, Underwriters and Sponsors, Washoe County, City of Reno, Reno-Tahoe Airport Authority, University of Nevada, Reno** as **additional insured** is **MANDATORY**. The insurance certificate must be received in our office by **June 30, 2017**, or your application could be rejected. Insurance must be valid from your first day of setup to your teardown date (e.g., Sept. 11 to Sept. 18, 2017.) Fax the certificate to 775.972.6662, email to kharnack@airrace.org or mail it to Reno Air Racing Association (RARA), 14501 Mt. Anderson Street; Reno, NV 89506.

Name of Insurance Provider _____

Name of Insured (as it appears on insurance certificate) _____

If your insurance cannot be provided by June 30, 2017, please indicate when we will receive it _____

2017 Exhibitor Agreement

Contact Name _____ Company _____

Upon signing this document, the Reno Air Racing Association, Inc. (RARA), dba The National Championship Air Races (NCAR), (hereafter known as the Association), grants to your organization the right to exhibit at the National Championship Air Races as per the below listed policies and terms. Please make a copy of the entire application and agreement for you records. This agreement is not binding upon the Association until it has been duly accepted and signed by an authorized officer of the Association. Exhibitors will not be allowed to move into their booth or space without full payment of all fees and submission of all documents as stipulated on the Exhibitor Agreement.

Exhibitor Application—An *Exhibitor Application* must be completed and returned to the Air Race office by **May 31, 2017**, to reserve the best available space or the space you had last year. We must have all documents (including insurance) by **June 30, 2017**. We reserve the right to move or reject any Exhibitor who does not have all documents to us by this date. Please note that space is limited. Completion of the application does not guarantee an exhibitors acceptance. Any Exhibitor not accepted will be refunded all fees paid.



Credential and Booth Request Form—Please fill out the *Credential Request Form* included with your Exhibitor Application to order the credentials and parking permit(s) you will need to gain access to your Exhibit space during the events. No credentials will be given out unless all costs/fees are paid in full and a *Certificate of Insurance* is on file with the Association. Exhibitors must report to the Exhibitor office located just outside the main gate to verify booth assignments and receive credentials prior to booth setup.

A **Certificate of Insurance** for general liability (minimum of \$1,000,000), naming the **Reno Air Racing Association, Inc., dba national Championship Air Races, its Directors, Officials, President and CEO, Employees, Volunteers, Agents, Underwriters and Sponsors, Washoe County, City of Reno, Reno-Tahoe Airport Authority, University of Nevada, Reno** as *additional insured* is **MANDATORY**. The insurance certificate must be received in our office by **June 30, 2017**, or your application could be rejected. Insurance must be valid from your first day of setup to your teardown date (e.g., Sept. 11 to Sept. 18, 2017.) Fax the certificate to 775.972.6662 or mail it to Reno Air Racing Association (RARA), 14501 Mt. Anderson Street; Reno, NV 89506.

Auto Insurance—Any vehicle entering the event area (for setup, re-supply and teardown) will need to carry valid Auto Insurance at all times. You will need to show proof of insurance before any supply passes are issued.

Release of Liability—The Exhibitor shall be responsible for the exhibit materials, equipment and operation of the booth at their own risk. The Exhibitor agrees to indemnify and hold harmless the Reno-Tahoe Airport Authority (RTAA), the Reno Air Racing Association, Inc. (RARA), their officers, agents and employees from any and all claims, causes of action and suits occurring or resulting from any damage, injury, loss to any person or persons including, but not limited to, persons to whom the Exhibitor may be liable under any Worker's

Compensation Law and the Exhibitor himself from any loss, damage, cause of action, claims or suits for damages including, but not limited to, loss of property, goods, wares or merchandise, caused by, arising out of, or in any way connected with the exercise by the Exhibitor of the privileges granted herein.

The Association will not be responsible for the safety of the Exhibitors property against theft, fire, accident, or any other destructive cause, or for any injury that may arise to the public in the leased area, or to the Exhibitor or their employees while on the Air Race grounds. All persons who receive credentials will be required to sign a release of liability before credentials are issued.

Air Race Dates and Hours

Exhibitor—Setup Schedule

Exhibitor setup will be from Monday, September 11, 2017, through Tuesday, September 12, 2017, from 7:00 am to 5:00 pm each day. **All Exhibitors must be setup by 5:00 pm on Tuesday, September 12, 2017.** Early arrivals are encouraged and you may come and setup as early as **Monday, September 11, 2017.** Exhibitors will not be able to setup during operating hours on Wednesday.

Event Schedule—The event schedule will be Wednesday, September 13, 2017, through Sunday, September 17, 2017, from 8:00 am to the end of the last race (approximately 5:00 pm) each day. Exhibitors must have at least one person in attendance at their booth at all times during the event schedule. (Please note that the gates open at 7:00 am and if you are re-supplying your booth, you must move your supply vehicle before that time.)

Exhibitor Space Fee

Following is the fee schedule for booth space at the 2017 National Championship Air Races:

Size	Furniture Provided	Outdoor/GA Side	Outdoor/Pit Side
<input type="checkbox"/> 10' x 10'	Tent w/1 draped table & 2 chairs	\$1,900	\$2,400
<input type="checkbox"/> 10' x 20'	Tent w/2 draped tables & 4 chairs	\$2,450	\$2,950
<input type="checkbox"/> 10' x 30'	Tent w/3 draped tables & 6 chairs	\$3,000	\$3,500
<input type="checkbox"/> 10' x 40'	Tent w/4 draped tables & 8 chairs	\$3,500	Price determined based upon size
<input type="checkbox"/> 20' x 20'	Tent w/4 draped tables & 8 chairs	\$3,500	Price determined based upon size



Booth space fees include 110 volt 20 amp electrical service (if requested on application form), airport permit fees, tent and furniture as indicated above. The tent has 3 sides and a top. We have a limited number of front enclosures available on a first come first served basis. **We highly recommend you bring your own tarp and clamps to secure your booth during non-operating hours.** The space fee is due at the time of application and no application will be accepted without it.

Booth Setup Information

Space Allotment—Your space allotment is available in increments of 10' x10'. Your tent will use the entire space unless you request a smaller tent, such as a 10' x 10' tent on a 10' x20' space. Due to the enforcement of fire lanes and visibility issues, you are not allowed to use additional space in front of or to the side of your allotted space. Certain areas of the event have greater flexibility in terms of extra space availability. We will be glad to work you into one of those spaces. An additional space fee may incur. Please indicate your needs on the application and include a drawing of your anticipated setup.

Space requests for trailers should include pop-outs, awnings, free-standing display items and tow vehicle (even if tow vehicle will not be connected to the trailer during the event we need to know the size to allow for maneuverability into the assigned space).

Tents, Furniture, Freight Handling, Labor, Carpet—Tents (3 sides with top) and furniture are provided as per the specifications listed under *Exhibitor Booth Rates* by GES Expositions. Larger tent configurations are available upon request. Please indicate your booth size requirements on the *Exhibitor Application*.

GES Expositions is able to provide additional services for you beyond what the Association can provide. If you have requests for additional tables and/or chairs, display racks, carpet, grid wall, etc. or if you need freight handling or labor to setup your booth, contact Jeff Long with GES Expositions Reno at 775.332.7028.

The Association will not accept any shipments of freight at our location. If you need to ship freight in, you will need to contact GES.

The Association is not responsible, nor will it arrange to provide, movement of freight and any kind of labor for the installation, removal or servicing of any vendor space.

Exhibitors utilizing their own canopies or shade covers must realize this is an outdoor event held in an area of sudden gusting winds. Permission to erect exhibitor owned displays must be reviewed/approved by the Association and displays which cannot be properly secured to withstand high winds will not be erected (i.e., EZ UP Tents.) Tiedown stakes on grass area will require pre authorization and an official RARA person present during installation. If needed, water barrels will be available to rent at \$10.00 each. Repair of any holes discovered in the field areas will be billed back to the responsible vendor. It will be expensive.

Booth Security—Your supplied tent does not come with a front enclosure (4th side). GES has a limited number of front enclosures available on a first-come, first-serve basis for \$2 a linear foot. It is strongly recommended that you provide your own front enclosure (such as a tarp) and clamps or ties to secure it. While we have 24-hour security onsite, we are not responsible for your loss of goods due to any reason.

Electricity—There are a limited number of 20-amp standard service electrical outlets available. If your equipment requires additional power, there may be additional fees. Generators are not permitted. If you plan to use electricity, please bring 160-foot heavy duty extension cords. A three-prong twist lock to standard plug, OSHA approved, junction box adaptor is required to facilitate your power hook-ups. This adapter will be provided for use at the event—**DO NOT** take them home with you. All Exhibitors who plan to use electricity must indicate so on the *Exhibitor Application*. **It is imperative that the electrical portion of your application be complete and accurate for proper placement of concession on site.** Electricity may not be available during event setup, but will be in place by opening day. Please plan your setup accordingly.

Telephone Service—Orders for telephone service must be placed by **August 1, 2017**, with AT&T: 775.333.2654 or 800.288.2020.

A disruption of electrical, telephone data lines, water, etc., due to any cause, does not void the *Vendor Sales Agreement*. On the AT&T application, leave the space number blank. We provide a space list to them directly.



Wireless Internet—If you plan to use a wireless phone card to access the internet, be aware that during the event, high cell phone usage can cause delays in processing data. The Reno Air Races plans to have wireless available, however; a back-up plan is highly recommended.

Booth & Space Clean Up—At the end of each day during the Air Races, each Exhibitor is responsible for the clean-up of their exhibit area. All equipment, whether tents, trailers or push carts, must be attractive, clean and in good repair. Exhibitors must care for and keep in good order their occupied space. It is very important to be aware and take every precaution possible to prevent any possible injury to visitors, guests or employees.

Parking—A Re-Supply Parking Pass will be issued to each Exhibitor for their supply vehicle. The vehicle may come inside the gate to re-supply during non-event hours. Exhibitors may not park their supply vehicle in any space other than designated Exhibitor parking areas. Fire lanes shall be maintained and unobstructed at all times. Violator's vehicles will be ticketed by the appropriate authority and towed away at the owner's expense. After loading/unloading, all vehicles must be moved and parked in the designated *Vendor Parking Lot*. Supply parking permits are not needed for setup before Sept. 11, 2017, or after 5 pm Sept. 18, 2017, for most Exhibitors. Exhibitors in the Pit Area will be given supply passes for Monday and Tuesday. All vehicles entering the event area will need to carry valid auto Insurance coverage.

The *Exhibitor Parking Lot* is located at the east end of the airport. Exhibitors will be issued up to 2 Exhibitor Parking Permits per booth to park in that lot.

Camping—The Association has a limited number of dry camping spaces available for RVs. You may reserve a space in advance by contacting the Air Race office. Please call for pricing. Overnight sleeping is not allowed in any area other than the designated RV parking/camping areas.

Products Approved

To Distribute/Display—It is expressly understood that Exhibitors, their agents or their employees are prohibited from distributing or displaying products except for those listed on the Exhibitor Application and approved by the Association. Exhibitors may request the approval of the Association to change the list of articles, products and/or services up to one month prior to the Races. Please submit any changes in writing.

Distribution of flying objects (any type of kite, balloon or model airplane, toys that shoot, fling or are otherwise operated by rubber bands) are prohibited. Explosive devices, no matter how minute, will not be allowed.

Exhibitors do certify that they are an authorized distributor, manufacturer or licensee of all articles, products and/or services that are distributed and/or displayed at the Air Races.

Give Away—No food, beverage or merchandise (i.e., visors, hats, sunglasses, T-shirts, etc.) sold by participating Exhibitors may be given away anywhere on the Air Race grounds. Such acts conflict with Exhibitors rights held by others. Exhibitors expecting to dispose of sample and gift items must obtain written permission from the Association.

Literature—All literature that is to be distributed or displayed must be received and approved by the Association; otherwise, the Exhibitor will be prohibited from distributing or displaying said material.

Exclusivity—Other than sponsorships, the Association will not grant or guarantee an exclusive exhibit right to any Exhibitor for any item or items exhibited at the Air Races.

Use of Logo—Products to be sold, offered for sales or otherwise distributed to attendees at the 2017 Reno National Championship Air Races which include a word or words, graphics, designs, photographs or a combination thereof which commemorates, denotes, references or otherwise makes some association with the Reno National Championship Air Races and therefore are likely to be purchased by attendees because of such association, are strictly prohibited for all Exhibitors and exhibitors.



Examples of prohibited wording are (but are not limited to) Reno National Championship Air Races, Reno Air Races 2017, Air Races, etc. The term National Championship Air Races, Reno Air Races and the Air Races pylon, in particular, are registered trademarks and their use is prohibited.

Requests for exemption for any prohibited wording/graphics must be presented in writing to the President/CEO of the Association and a copy of the proposed artwork should accompany the request.

Violators of this policy will be removed from the Air Races premises and prosecuted.

Raffles/Drawings—Raffles or drawings that have been approved by the Association and which comply with all applicable Federal, State and Local statutes and ordinances will be permitted. All raffles/drawings must be registered with Association prior to confirming the Sales Agreement. The names and addresses of the winners must be filed with the Association within 30 days of the closing date.

Rules of Conduct—The Association reserves the right to stop and remove and/or relocate any Exhibitor or their representative(s) from exhibiting, or performing any act or practice which, in the opinion of the Association, is objectionable, interferes with the performance of others or creates a health, safety or fire hazard.

Use of loud noise makers is strictly prohibited (for example Bullhorns, megaphones etc).

All Exhibitors are expected to conduct themselves in a professional manner or will be asked to leave immediately, according to the rules of this agreement. Any unruly conduct, refusal to follow rules or use of foul

language to Air Races patrons or personnel will be considered grounds for immediate expulsion from the Air Races. **Exhibitors in violation of these rules will not be invited to return to subsequent Air Races.**

The Association provides a service to both Exhibitors and Air Races fans. It is our policy to maintain clean facilities and neat grounds and respect our visitors. We must insist that our Exhibitors provide the same respect for our Air Races fans as well as fellow Exhibitors. For our mutual benefit, we retain the right to remove any Exhibitor from the Air Races grounds if the Association feels that the Exhibitor violates our rules of conduct or does not comply with the signed agreement and written rules. **RARA will have staff dedicated to monitoring activities of Vendors and Exhibitors to ensure adherence to all Policies and Rules.**

The decision of the Association on all matters not covered in these conditions will be accepted as final.

General Policies and Rules

Refund and Cancellation—Exhibitors wishing to cancel a booth or space after an agreement has been signed must submit their request in writing. All refunds are subject to approval of the President and CEO of the Reno Air Racing Association. A minimum of a \$100 cancellation fee will apply. **No refunds will be made after August 1, 2017.**

Inclement Weather/Event Interruption Policy—In the event of inclement weather or should the Air Races be interrupted in any way, regardless of cause, the Association will do everything reasonably possible to continue or resume the Air Races at the earliest possible opportunity. **There will be no refunds.** The request to close any booth early must be made to the Director of Business Operations (or designee) on site prior to the closing of the booth.

Air Race Attendance—The Association is not responsible for decreases in normal Air Races attendance due to acts of God, weather, or any other cause.

Nevada Bad Check Law—The issuance of a check or draft without sufficient money or with the intent to defraud is punishable by imprisonment in the county jail for not more than 6 months or by a fine of not more than \$1,000 or by both fine and imprisonment.



Exhibitors' checks issued to RARA and returned for non-sufficient funds will be aggressively pursued for criminal prosecution. Further, any Exhibitor issuing a check that is returned shall be precluded from any further business opportunities with the Association. Exhibitors are responsible for any returned check fees.

Local, State, and Federal Statutes and Ordinances—Exhibitors shall comply with the laws, rules, regulations and codes of the State of Nevada, Washoe County, City of Reno, Reno-Tahoe Airport Authority and the Association that may include, but are not limited to, Worker's Compensation, insurance, health and safety, fire, construction and utilities. In addition, Exhibitors must comply with all applicable Federal, State and Local statutes and ordinances and must assume full responsibility for the payment of all sales, use and processor interest, taxes, assessments and/or fees occasioned by their use of the premises.

Fire Marshal Regulations—All Exhibitors are required to abide by rules and regulations as set forth by the City of Reno Fire Marshal's Office. Deputies of the Fire Marshal will be on the grounds during move-in as well as Air Races event days to inspect booths and may demand the removal of any exhibits not conforming to rules.

Terms of Agreement

Your organization shall act as an independent contractor and not as an agent or representative of the Association. You shall not hold yourself out as speaking for or on behalf of the Association nor permit anyone under your authority to do so.

In determining the number, size and location of booths, the Association will not be unreasonable or arbitrary, but the Association may consider the needs and requirements of other Exhibitors, traffic, crowd control and other matters relevant to the operation of the event.

You shall designate in writing the name, address and telephone number of the responsible person in your organization who is authorized to speak for and to fully represent your organization in connection with your exhibit. You may at any time change representatives by a new written designation. Unless otherwise specified, the contact name and contact information provided on the *Exhibitor Application* will constitute this designation.

This right to exhibit is granted specifically to your organization and may not be transferred, assigned or subcontracted, in whole or in part, without the written consent of the Association. **No sharing of booth space with another exhibitor is allowed without express written permission from the Association.**

The foregoing exhibit privilege is granted for this year's event only, and neither your organization nor the Association shall be obligated for any future year. If the terms of this agreement are accepted, it will be your responsibility to perform in a manner that creates a favorable public impression and goodwill for the National Championship Air Races and for the community at large.

Please sign below and return to the Association to indicate your acceptance of the agreement. It is mutually understood and agreed that no alteration or variation of the terms of this agreement shall be valid unless made in writing and signed by the parties thereto.

Accepted and agreed to by:

Company _____

Date _____

Official Representative Signature

Official Representative Printed Name

Kathy Harnack
Director of Event Services
Reno Air Races Association, Inc.

Date

Please printout and read entire Exhibitors Agreement, fill out all required information, sign above and mail or fax entire original document back to us.



**54th National Championship Air Races and Air Show
September 13-17, 2017**

Exhibitor Application Checklist

Did you remember to?

- ___1. Send payment with your application? Exhibitor fee is due with application. If you are a new exhibitor paying by check, we will also need you Tax ID or social security number to process the payment.
- ___2. Complete *Credential Request* form requesting wristbands, parking and re-supply passes for all your booth workers?
- ___3. Read through and signed the entire Exhibitor Agreement?
- ___4. Include a copy of your insurance certificate? Due by June 30, 2017? Please let us know if you will need an extension?
- ___5. Make a copy of your application, Exhibitor agreement and credential request form for your own records?
- ___6. Contact *Kathy Harnack* with any questions you have at 775.972.6663 or email kharnack@airrace.org.

Mail completed application to:

**Reno Air Races
Exhibitor Application
14501 Mt. Anderson Street
Reno, NV 89506**

Or Email to:
kharnack@airrace.org

Or FAX completed application to:
775.972.6662 or 775.972.6429
If faxing, please call Reno Air Races to confirm receipt.