



VENDOR BOOTH SALES DECK



Events: 2017 South Atlantic Non-Qualifying Figure Skating Competition
Thursday, September 29 through Sunday, October 2
SkateQuest Reston, 1800 Michael Faraday Court, Reston, Virginia

2017 South Atlantic Regional Qualifying Figure Skating Championships
Thursday, October 5 through Sunday, October 9
Ashburn Ice House, 21595 Smith Switch Rd, Ashburn, Virginia

Availability: Vendor booths are available in all categories for both competitions, which will bring together more than 1000 skaters, their coaches, chaperones, friends and families, for two four-day figure-skating competitions. Vendor booths are available for either event or both events, under the pricing structure detailed below.

Costs: Our competition vendor booths come in varying sizes based on available footage in both arenas. A STANDARD booth is based on a 6-foot x 10-foot space (10 feet of frontage, six feet back) which, at \$5 per square foot, comes to \$300 for a single STANDARD booth. We are also offering a 10-foot x 10-foot booth in case you need that size, which, at \$5 per square foot, comes to \$500 for a single DELUXE booth.

Please indicate whether you need a single booth space, a double booth space or some other configuration. If our available space exceeds your stated needs, you will not be charged anything extra. In the unlikely event that the available space we provide to you falls below your stated needs, you will only be charged for actual square footage used. Receive a 15% discount for vending at both events (reflected in the prices). Our STANDARD and DELUXE booth costs, therefore, are as follows:

One STANDARD 6x10 booth, one event/both events	\$300.00/\$510.00
One STANDARD 6x20 booth, one event/both events	\$600.00/\$1020.00
One DELUXE 10x10 booth, one event/both events	\$500.00/\$850.00
One DELUXE 10x20 booth, one event/both events	\$1,000.00/\$1700.00

For larger sized booths, contact us for pricing

Move-In: Available the day prior to opening day, or from 8am to 6pm on day of event.

Your Info: Your Name _____

Products for Sale _____

Any other info you wish to share _____

To sign-up: Please designate your preferred events and locations:

Booth size: STANDARD: 6 x 10 6 x 20
DELUXE: 10 x 10 10 x 20
 Other _____

Event: Non-Qualifying Competition Only, 9/29-10/2, SkateQuest Reston
 Qualifying Championships Only, 10/5-10/9, Ashburn Ice House
 Both Events, 9/29-10/2, SkateQuest & 10/5-10/9, Ashburn Ice House

Payment: Name on Credit Card _____

Credit Card Number _____

Expiration Date _____ CVV _____ Zip Code _____

Signature: _____

Or mail check to: BWF Events, 1651 Old Meadow Road #500, McLean, VA 22102

I authorize the above named business to charge the credit card indicated in this authorization form according to the terms outlined above. This payment authorization is for the services detailed in invoices rendered from Sage-BWF relative to the 2017 South Atlantic Regional Championships. I certify that I am an authorized user of this credit card and that I will not dispute the payment with my credit card company; so long as the transaction corresponds to the terms indicated in this form.

Add'l Info: Contact Rachel Joubran at rjoubran@aboutbwf.com or 703-533-0550 or contact Kenny Fried at kfried@aboutbwf.com or 202-468-8200