

Florida RV Trade Association Uniform Show Policy and Rules

**As Approved by the
FRVTA Board of Directors
April 13,1991**

**Revised July 18, 1992
Revised April 13,2002
Revised July 10, 2004
Revised July 16, 2005
Revised July 20, 2007
Revised September 4, 2014**

**Revised July 9, 2019
Revised December 7, 2019
Revised March 27, 2021
Revised December 3, 2021
Revised April 15, 2023
Revised July 19, 2025**



FLORIDA RV TRADE ASSOCIATION

REGIONAL SHOW RULES

Section 1 – Administrative

DATES AND LOCATIONS

A region must review and approve continuing or adding a show with all discussions placed in the form of a motion and noted in the Regional meeting minutes, then:

To maintain an existing show a Region must:

1. Notify the FRVTA Show Staff of their intent to continue with the show no less than four months **after** closing of show or before June of the same calendar year. Unless otherwise informed, FRVTA Show Staff will contract for a similar time frame and in the same facility as previous show.

To create a new show a Region must:

Previously used facility:

1. Notify the Board of Director's Show Committee no less than 120 days prior to the opening day of the show.

New facility:

1. Notify the Board of Director's Show Committee no less than 150 days prior to the opening day of the show.

All discussions must be placed in the form of a motion and noted in the Regional meeting minutes.

REGIONAL MEETING

To hold a Show Space Drawing a region must:

1. Hold regional show space drawing at a regional meeting no later than 120 days before the opening day of the regional show.
2. Inform all regional members and dealer members of the regional meeting, in memo form, 30 days prior to the meeting.

The memo will state:

- | | |
|------------------------------------|----------------------------|
| a. Date | e. Show Drawing procedures |
| b. Time | f. Estimated space cost |
| c. Location | |
| d. Amount of Show Deposit required | |

At this regional meeting, prior to the region determining their logistical requirements, the State Office will advise of the following predetermined logistics:

- | | |
|--|-------------------------------|
| a. Public Admission Prices & Discounts | c. Number of move in/out days |
| b. Public Show Hours | |

(Exhibit 1 – approved logistical breakdown by region, refer to last page)

REGIONAL MEETING cont.

At this regional meeting, the following logistical requirements will be discussed, voted on, and determined by the region:

- | | |
|---|----------------------|
| a. Showing of either NEW, USED,
or BOTH products | d. Giveaways |
| b. Concessions | e. Demo Units |
| c. Seminars | f. Entertainment |
| | g. Vendors/Suppliers |

SHOW COMMITTEE

Each region MUST establish a Show Committee with a Show Committee Chairman by October of the previous show year. This Show Committee should consist of at least one dealer and one supplier who will be exhibiting in the show.

The Show Committee Chairman will:

1. Act as a liaison between the region and the FRVTA Show Staff
2. Supply judgment calls and directional guidance when required
3. Be present during the show move-in if possible

Prior to the space selection meeting, the Show Committee will determine, alter or approve the:

- a. Number of display spaces a dealer/supplier will be allowed to choose with a given draw
- b. Order and process of space drawing
- c. Show Layout
- d. Advertising Budget and Allocation
- e. Show Expense Budget

SHOW LAYOUT

Shall include:

- | | |
|-----------------------------------|----------------|
| 1. All space dimensions | 4. Exits |
| 2. Aisle widths | 5. Concessions |
| 3. Public and Exhibitors entrance | 6. Restrooms |

ADVERTISING BUDGET AND ALLOCATION

Shall include:

- | | | |
|--------------------|-----------|---------------------|
| 1. Media Placement | 2. Budget | 3. Production costs |
|--------------------|-----------|---------------------|

The Marketing department at the State Office will be responsible for handling any Advertising requirements needed by the Region. No changes may be made to the Advertising Breakdown 60 days prior to the opening day of the show.

SHOW EXPENSE BUDGET

Shall include:

1. All planned and expected expenses
2. Estimated show income

This budget shall also be the basis for the square footage cost. All bulk space revenue is calculated at 80% of available display space. The budget shall be computed at break-even using bulk space income to cover cost, at a minimum. Any show budgeted to lose money must be approved by the Region members at a regularly scheduled meeting.

After obtaining full approval from the Show Committee, FRVTA Show Staff will work within these guidelines to produce the Regional Event. FRVTA Show Staff will contact the Show Committee Chairman in the event of deviation from the approved show parameters.

Changes to the above information can be made only in the event that the Public Authority has denied the original plan or it is deemed logistically impossible by the FRVTA Show Staff and Show Committee.

If a Region opts to hold more than one regional show in a fiscal year, there will be a \$2,000.00 consulting fee added to the additional show's budget.

SHOW DRAWING

To qualify to select space a dealer/supplier must:

1. Be a member in good standing of the Florida RV Trade Association and the applicable region.
2. Have no outstanding financial obligations to either the FRVTA and or the applicable region.
3. Have an authorized representative of the dealer/supplier member present at the regional draw meeting. See Section 3, Show Contract, number 3.
4. Be in compliance with S.320.3203 and S. 320.771 of Florida Statutes.

Members with multiple locations in one region

One business firm location would pay the annual dues to the state association. The dues paying business firm would have one vote on all regional issues and ballots.

1. All member locations are eligible to receive membership benefits
2. Despite the number of locations, the firm would have ONE draw for display space in the Regional show.
3. For Regional meeting attendance, only one point is given no matter location or number of locations represented by the business firm.

Any points or discounts earned by purchased dealership do not transfer to new ownership.

SUB-LEASING

There will be NO sub-leasing of show space by any contracted exhibitor.

PAYMENTS

Any exhibitor defaulting on any payment made on a show will be prohibited from taking space in any FRVTA event until such obligation has been met. This exhibitor will also be required to make a \$2,500.00 deposit via check or credit card for the exhibit space in the next event in which said exhibitor wishes to participate.

All final payments are due 30 days prior to the first move-in day. If the final payment has not been fully paid for 30 days prior to the first move-in day, FRVTA reserves the right to resell show space and retain all deposits and/or payments.

An exhibitor will not begin move-in, until full payment is received. FRVTA Staff and Show Committee Chairman must approve exceptions.

All Show Deposits are property of FRVTA and/or the applicable region. There are no refunds.

ACCOUNTING

FRVTA will produce the show receiving all show income, and show related bills, then paying all show expenses with accumulated monies.

FRVTA Show Staff shall be responsible for verifying all monies received and spent for the show, in writing, no less than 60 days following the last public show day. The region will receive all proceeds after show expenses have been paid.

A representative of the Show Committee is requested during ticket reconciliation to ensure all gate receipts are accounted for correctly.

BEE BACK PASSES AND COMPLIMENTARY TICKETS

Each dealer exhibitor will receive a total of 25 passes. This provision does not include supplier booths.

In the event that an exhibitor hands out all complimentary passes allotted to their display; they may purchase additional passes from the FRVTA Show Staff. The price per pass will be at the rate equal to one half of the standard adult admission cost of the pertinent show.

Complimentary tickets are strictly at the discretion of the Regional Show Committee.

Section 2 – Supplier/Vendor Booths

SHOW CONTRACT

NO Supplier/Vendor contract will be accepted without:

1. A certificate of insurance denoting:
 - a. Florida RV Trade Association as additional insured
 - b. Dates and location of the regional show
2. A deposit of half booth cost.
3. Amount and cost of Supplier Booth contracted for.
4. Name of authorized supplier representative to be in charge of show display. This authorized representative will act as a liaison to the FRVTA Show Staff.
5. No sale of rolling stock and/or consignments is allowed to be shown in any booth/supplier display area. This is to include, but not limited to, pictures, videos and/or printed materials.

DEMO UNITS

Suppliers/vendors are NOT allowed to demonstrate or allow consumer(s) to operate ANY motorized or rideable unit outside of THEIR contracted exhibit space.

Section 3 – Dealer Bulk Display Space

SHOW CONTRACT

Each exhibiting Dealer must sign and complete a written contract with the applicable region and the FRVTA.

This contract will denote the following information:

1. All manufacturer product names and applicable lines to be exhibited, in compliance with S.320.771 and S.320.3203 of Florida Statutes.
2. Name of authorized onsite dealer representative to be in charge of show display. This authorized representative will act as the liaison to the FRVTA Show Staff.
3. To execute, contract must be signed by an Owner/Dealer Principal/Corporate Officer or a Designated Signer. FRVTA must receive written notification on FRVTA Form or company letterhead, from an Owner/Dealer Principal/Corporate Officer appointing a Designated Signer to complete contract. All paragraphs, phrases, writings or line items in the applicable Regional Show Contract shall be deemed a part of the Regional Show Rules.

DEMO UNITS

Dealer demo units must be the same make, model and year of that which is being displayed. There will be NO signage of any kind on the demo unit.

EXHIBITING OF DEALER MANUFACTURER LINES {IN-REGION}

To qualify for the right to a specific manufacturer's product line, a dealer must be an authorized representative of that product, within that region.

If more than one dealer, in the Region qualifies to represent the same line make, each dealer will be eligible to select space and display this line.

****Note:** Manufacturer/Dealer Agreements and Florida Statutes S.320.771 and S.320.3203 will take precedence over this clause.*

Additional authorized manufacturer lines may be added to a dealer's show contract by notifying the FRVTA Show Staff in writing.

EXHIBITING OF DEALER MANUFACTURER LINES {OUT OF-REGION}

All Out-of-Region dealers wishing to participate in a regional show, outside of their own region, may purchase space 14 business days after the host regional show drawing on a first come, first serve basis.

An Out-of-Region dealer is prohibited from showing any product line that has been listed by or included on a Host Region Dealer contract.

All regional shows are subject to compliance with Ch. 320, Fla. Statutes, and manufacturer/dealer agreements establishing areas of sales responsibility for particular line makes. In the event there is a conflict between the allocation of regional show space and a dealer's area of sales responsibility set forth in its manufacturer/dealer agreement, the manufacturer/dealer agreement will prevail.

Violation of Ch. 320, Fla. Statutes, or area of sales responsibilities set forth in the manufacturer/dealer agreements will be deemed a violation of these Regional Show Rules and the by-laws of the FRVTA. A first violation will result in the 12 month suspension from all FRVTA RV shows including the Florida RV SuperShow. A second violation will result in a revocation of membership in the FRVTA and permanent ban from FRVTA RV shows including Florida RV SuperShow.

OUT OF-REGION DRAW RULES

The FRVTA regional show schedule will be sent to all dealers as soon as it has been approved by the FRVTA Board of Directors.

Once the schedule is received, a dealer may enter the dealership's name for consideration for space, at any regional show, by faxing or scan and emailing in the form provided. The received forms will be placed on the individual show waiting list in the chronological order that they were received.

Once the regional drawing has taken place and if space is available, there is a 14 business day waiting period to insure that all region dealers have been given the option of drawing space. Out of region dealers will be called according to the list that has been compiled. The order of draw will be determined by the date and time that the aforementioned form is received in the state office.

These rules are intended to supplement the existing regional show rules to insure fairness and promote success of all FRVTA regional shows.

ADDITIONS & AMENDMENTS	
Section 1 – Administrative – Show Drawing	Amended March 27, 2021 per BOD mtg.
Section 2 – Supplier/Vendor Booths – Show Contract	Amended December 3, 2021 per BOD mtg.
Section 2 – Supplier/Vendor Booths – Show Contract	Amended April 15, 2023 per BOD mtg.
Section 1 – Administrative – Regional Meeting, Advertising Budget and Allocation, Payments	Amended July 19, 2025 per April 5, 2025 BOD mtg.
Section 1 – Administrative – Exhibitor Buttons	Amended to Remove July 19, 2025 per April 5, 2025 BOD mtg.
Section 2 – Supplier/Vendor Booths – Demo Units	Amended July 19, 2025 per April 5, 2025 BOD mtg.
Section 3 – Dealer Bulk Display Space – Show Contract, Exhibiting of Dealer Manufacturer Lines (Out-of-Region)	Amended July 19, 2025 per April 5, 2025 BOD mtg.

Revised July 2025

Last Updated July 2025

Exhibit 1: Regional Logistical Breakdown

The Show Committee, during April 5, 2025 Board of Directors meeting, determined to standardize some of the logistics amongst all regional shows. Outlined below are the standardized requirements to be implemented in all regional shows beginning October 1, 2025.

Public Admission Prices

Adults – \$10.00, \$ 5.00, or Free as determined by the Regional Officers and State Office.

Children 16 and Under – Free

Public Admission Discounts

\$1.00 off the price of admission

Thursday Only – Senior Day (55 and older)

Military/1st Responders (EMS, Fire, Police)/Teachers (all Active/Retired) – All Days

The State Office has the discretion to add any additional discount(s) for the improvement of the show.

Public Show Hours

The hours for all regional shows, apart from Tampa Fall, Tampa Summer, and Ocala RV Shows will be:

Thursday through Saturday – 10:00 am to 5:00 pm Sunday – 10:00 am to 4:00 pm

The hours for Tampa Fall, Tampa Summer, and Ocala RV Shows will be:

Thursday through Saturday – 9:00 am to 5:00 pm Sunday – 9:00 am to 4:00 pm

Number of move-in / move-out days

All regions will have 2 move-in days and 1 day to move-out as a standard. The State Office will report to the region if they are able to contract any additional days.

Exhibitor Space Discount

2025-2026 Show Season **ONLY**

Exhibitors will receive 1 point per meeting attended. Exhibitors who have attended 75% of the meetings will receive a 10% discount. Exhibitors who attend less than 75% of the meetings will receive a 5% discount. Exhibitors who have not attended a meeting will not receive a discount. Regional or State officers will receive an additional 1% discount, with a max discount of 11%. The attendance will be calculated on a rolling 12 months preceding the show draw date.

Future Show Seasons

Exhibitors will receive 1 point per meeting attended. Exhibitors who have attended 75% of the meetings will receive a 10% discount. Exhibitors who attend less than 75% of the meetings will not receive a discount. Regional or State officers will receive an additional 1% discount, with a max discount of 11%. The attendance will be calculated on a rolling 12 months preceding the show draw date.